

**HENRY FORD COLLEGE
OFFICE OF THE PRESIDENT**

CONTRACT AWARD

SUBJECT: Cisco Catalyst Network Switches – Information Technology Services

The Director of Network and IT Infrastructure requests a contract for the hardware and related connectivity devices for ten (10) network switches needed to support the new Verkada security cameras that will be installed at both Main and East campuses. The Verkada camera purchase and installation was approved by the Board of Trustees January 16, 2024.

The proposed project includes Ten (10) Cisco Catalyst 9300, 48-port Switches, components, and hardware maintenance coverage for 36 months. The project cost for all hardware, maintenance, support, and subscriptions totals \$96,510.00.

Sentinel based its hardware and support pricing on a NASPO (National Association of State Procurement Officials) group purchasing contract that the State of Michigan DTMB includes in their MiDEAL program. The College belongs to both NASPO and MiDEAL and often utilizes their contracts.

RECOMMENDATION:

The College administration recommends a contract award totaling \$96,510.00 to Sentinel Technologies, Inc. for ten (10) Cisco Catalyst 9300 Network Switches and associated components, licenses, and hardware support as requested by the Information Technology Services Department.



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