

**HENRY FORD COLLEGE
OFFICE OF THE PRESIDENT**

BID AWARD

SUBJECT: Intel Core i7 Computer Systems
Sealed Bid #22889

The faculty of the School of Business, Entrepreneurship, and Professional Development request a contract for the purchase of forty-four (44) Intel Core i7 Computer Systems with an Intel Core i7-12700 Processor, 32GB RAM, 256GB Solid State Drive, DVD-RW Drive, 22" LCD Display, and related components. The Computer Information Systems program seeks to upgrade computers in one of their labs in the Technology Building, Room E-190. IT Services will cascade the existing computers to replace older systems in other areas of the College and will salvage parts from any remaining computers. Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

The College solicited proposals under Sealed Bid #22889. The responses appear below.

Canton Computers	\$34,888.92
CDW-G	36,256.00
BITS Computer Systems	37,007.96
Sehi Computer Products	38,764.00
Unistar-Sparco Computers	39,388.36
9 to 5 Computer	39,794.52
CounterTrade	39,952.00
Eastern Data	42,372.00
Image Business Solutions	43,969.64
Innovative Tech Solutions	44,405.68
Malor & Company	45,551.76
Sunflower Lab	47,072.39
Hypertec	56,017.28
Netsolutions	58,454.00
Decima	61,610.00
Adorama	62,084.00
Princeton IT Services	73,044.40
Howard Technology *	Disqualified
Mvation Worldwide **	Disqualified


SHI International	No Bid
B & H Photo Video	No Reply
Connection	No Reply
Insight Public Sector	No Reply
Office Depot	No Reply
Staples	No Reply

* Howard Technology submitted a bid that totaled \$34,848.00; however, the product and services offered did not meet the bid specifications or the department's needs. The bidder quoted on individual parts only and failed to include the labor services required to assemble the (44) systems.

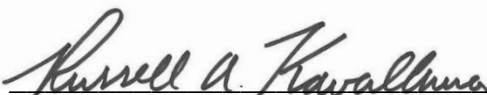
** Mvation Worldwide submitted a bid that totaled \$34,888.04; however, they did not include a signed copy of the "Federal Funding Provisions" document as required by the Federal Vocational Education Equipment Grant and stipulated in the bid specification.

RECOMMENDATION:

The College administration recommends a contract award to Canton Computers, Inc. for \$34,888.92 for forty-four (44) Intel Core i7 Computer Systems as requested by the School of Business, Entrepreneurship, and Professional Development, in accordance with the specifications of Sealed Bid #22889



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CONTRACT AWARD

SUBJECT: Change Order – Blanket Purchase Order

Blanket purchase orders with a dollar amount in excess of \$29,573 require Board approval in accordance with Administrative Guideline #6320A. The Board approved a list of College blanket purchase orders for fiscal year 2024 at the Board meeting on June 12, 2023. The Director of Network and IT Infrastructure requests Board approval to amend a blanket purchase order to Comcast Corporation that the Board approved at the June 2023 meeting.

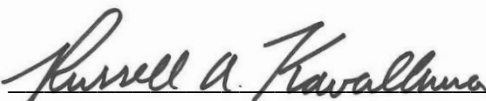
Comcast began providing Enterprise Internet Services to the College in 2008. The service gets reviewed regularly to keep abreast of technology changes. Over the years fiber optic cable has replaced copper cable and internet transmission speeds have increased from 20 Mbps to 10,000 Mbps (10 Gbps) – a speed increase of 500x. Costs per mega-byte of data have fallen from \$73.75/Mb in 2008 to \$0.30/Mb in 2023. IT Services now recommends adding a second fiber optic cable along a divergent path to prevent the College from losing total internet access in case its current fiber-optic cable fails or gets damaged. A second cable also provides expanded internet capacity to support the College's growing use of web applications. The cost of a second 10 Gbps fiber-optic cable totals \$3,000/month for 60 months. Comcast will waive its standard fee of \$100,000 to install the new fiber-optic cable run.

RECOMMENDATION:

The College administration recommends approval for increasing the Comcast blanket purchase order (PO #B0009316) by \$3,000 per month (\$36,000 annually) to add a second 10 Gbps fiber-optic cable line to improve internet access, capacity, and security.



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CONTRACT AWARD

SUBJECT: Cyber Security Incident Response Retainer

The Director of Network and IT Infrastructure requests the renewal of a contract that the Board first approved in May 2017 and renewed in August 2020. Sentinel Technologies provides a Security as a Service program that covers network and database security monitoring for the College's servers, network and endpoint security devices, and end-user workstations. As threats to data and network security continue to evolve and become more sophisticated, the procedures for responding to a security breach must advance as well. Sentinel's Cyber Security Incident Retainer program provides a clear, documented action plan to follow if an incident occurs and includes the following services:

- Review the College's technical readiness to respond to an incident;
- Create an Incident Response Plan tailored to the College's needs and risks;
- Perform a review of Cyber Security Insurance coverage;
- Integrate the Incident Response Plan with other Sentinel security processes for a coordinated, comprehensive response to an incident;
- Provide a discounted pool of 140 hours for Incident Response Services if a breach occurs; and
- Manage and coordinate services during an incident with other suppliers such as forensics firms, insurers, public relations firms, third-party vendors, circuit carriers, etc.

Sentinel Technologies has provided network technology and services to the College since 2009 and has in-depth knowledge of the College's network infrastructure and network security implementations. The College administration recommends renewing the contract with Sentinel Technologies for its ActiveRecovery™ Expert Enhanced Incident Response Retainer for a 36-month term at a total cost of \$58,400.00. The Designated Fund, Technology Fee #3, provides 100% of the funds for this purchase.

RECOMMENDATION:

The College administration recommends a contract renewal to Sentinel Technologies, Inc. in the amount of \$58,400.00 for a three-year contract extension to provide a Cyber Security Incident Response Retainer in accordance with Agreement #001r2-GF-m-JR, Addendum #159-PB.



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CONTRACT AWARD

SUBJECT: Cisco IP 8841 Series Phones

The Director of Network and IT Infrastructure requests a contract for the purchase of three hundred (300) Cisco IP 8841 Series Phones with a one-year extended service and support agreement. These phones will replace out-of-date models that only have internet connection speeds of 100MB. To connect to the internet in classrooms, computers connect to the phone and the phone connects to the network. The College' network switches operate at gigabyte speeds (1 million bits per second); therefore, the classroom phones slow connections by a factor of 10x. As instructor stations have required higher network speeds to support HyFlex classes and online applications, the slow speeds have become problematic. The requested Cisco 8811 phones connect to the network at gigabyte speeds and have a compatible port on the back of the phone for connections to a computer. The new phones will remove the network bottlenecks associated with the 100MB phones and allow instructors to take advantage of HFC's existing network capabilities.

Sentinel Technologies, Inc. provided a quote for the 300 Cisco 8841 IP Phones, associated software, and 12-month maintenance program that totaled \$77,700.00. The Designated Fund, Technology Fee #3, provides 100% of the funds for this purchase.

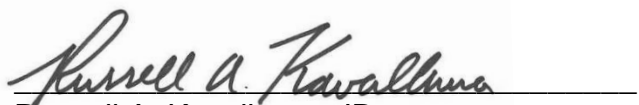
Sentinel based its pricing on a NASPO (National Association of State Procurement Officials) group purchasing contract that the State of Michigan Department of Technology, Management, and Budget includes in their MiDEAL program. The College belongs to both NASPO and MiDEAL.

RECOMMENDATION:

The College administration recommends a contract award to Sentinel Technologies, Inc. in the amount of \$77,700.00 for the purchase of three hundred (300) Cisco IP 8841 Series Phones with software and a one-year extended service and support agreement, in accordance with Contract #004153, Version 1 dated October 2, 2023.



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CONTRACT AWARD

SUBJECT: Installation of Cisco Wireless Access Points

The Director of Network and IT Infrastructure requests a contract for the professional services needed to remove 630 existing Cisco Meraki wireless access points (WAPs) and install 630 new, replacement Cisco WAPs. The College seeks to refresh the campus-wide wireless system installed in 2018. In addition, the College recommends the removal of 200 out-of-service Cisco WAPs that were abandoned in place after an installation performed in 2013.

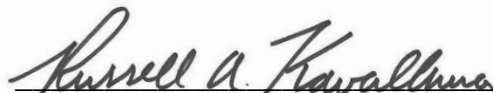
GRIT Technologies has performed the majority of cable installations at the College for over 20 years. Based on their experience and knowledge of the IT environment at the College, their quality of work, and their pricing (\$60 each to remove and replace new WAPS, \$38.50 to remove and dispose of abandoned WAPs), The College administration recommends a sole source award.

RECOMMENDATION:

The College administration recommends a contract award to GRIT Technologies, Inc. in the amount of \$45,850.00 for the services and materials needed to remove and install up to 830 wireless access points, in accordance with Quote #GRTQ5371, dated November 7, 2023.



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CONTRACT AWARD

SUBJECT: Steelcase Classroom Furniture – Mathematics Department

The faculty of the School of Science, Technology, Engineering, and Mathematics request a contract for the purchase and installation of Steelcase furniture to refurbish fourteen (14) Mathematics classrooms in Buildings G (9 rooms) and K (5 rooms). The project includes student tables (205), student chairs (410), instructor stools (2), shipping, delivery to the classrooms, and furniture installation.

The cost for all furniture, shipping, and installation totals \$186,116.70.


Steelcase Furniture products are used throughout the campus due to their quality, reliability, warranty, and long-term value. Steelcase offers the College exclusive educational discounts through a national contract with the Educational & Institutional Cooperative Service. Steelcase designated NBS Commercial Interiors as its exclusive dealer in eastern Michigan to service the College's account. A publicly bid, national cooperative contract with the National Cooperative Purchasing Alliance sets the cost for the Smith System desk. The College requests Board approval for a sole source award.

RECOMMENDATION:

The College administration recommends a contract award to NBS Commercial Interiors for \$186,116.70 for the purchase and installation of classroom furniture requested by the School of Science, Technology, Engineering, and Mathematics, in accordance with Quote # 358595 dated November 4, 2023.



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