

**HENRY FORD COLLEGE
OFFICE OF THE PRESIDENT**

BID AWARD

SUBJECT: Intel Core i7 Computer Systems
Sealed Bid #22851

The faculty of the School of Business, Entrepreneurship, and Professional Development requests a contract for the purchase of thirty (30) Intel Core i7 Computer Systems with an Intel Core i7-13700 Processor, 32GB RAM, 480GB Solid State Drive, a high-end graphics card, 31.5" LCD Display, and related components. The CAD Technology Industrial Drafting program seeks to upgrade computers in one of their labs. CAD and other graphic intensive programs require these computers to have a premium video card, and a larger monitor is needed to view smaller details in the programs. 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 Bid #22851. The responses appear below.

CDW-G	\$ 63,389.40
Sehi Computer Products	66,270.00
R Associates	67,920.00
BITS Computer Systems	80,172.00
Great Lakes IT Solutions	82,950.00
Decima LLC	95,175.00
Sharkware.io LLC	97,499.40
NetSolutions	137,163.90
Mako Fish Handler, LLC *	Disqualified
Mvation Worldwide *	Disqualified
PriceBreak LLC *	Disqualified
Princeton IT Services *	Disqualified
Unistar-Sparco Computers, Inc *	Disqualified
vPrime Tech Inc *	Disqualified
Canton Computers	No Bid
Office Depot	No Bid
Precision Data Products	No Bid
B & H Photo Video	No Reply
Connection	No Reply
Howard Technologies	No Reply

Insight Public Sector	No Reply
SHI International	No Reply
Staples	No Reply

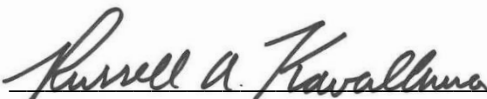
* Bid specifications require that the supplier must have a local office that provides hardware support if any issues arise; however, these bidders do not have local support.

RECOMMENDATION:

The College administration recommends a contract award to CDW-G for \$63,389.40 for thirty (30) Intel Core i7 Computer Systems as requested by the School of Business, Entrepreneurship, and Professional Development, in accordance with the specifications of Sealed Bid #22581.



John S. Satkowski, JD
Vice President of Financial Services



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CONTRACT AWARD

SUBJECT: Precision Measurement Instrument Certification Course

The faculty of the School of Business, Entrepreneurship, and Professional Development (BEPD) request a contract for the purchase of a Precision Measurement Instruments (PMI) Certification course that includes curriculum, measurement instruments, teaching kit, and instructor training. The PMI Certification course provides students and technicians with a robust understanding of the fundamentals of measurement instruments and appropriate techniques. The curriculum includes six independent modules, each contributing to a combined total of 32 hours of instruction in the following areas: Tape and Rule Measurement, Slide Caliper Measurement, Gauge Measurement, Angle Measurement, Micrometer Measurement, and Dial Gauge Measurement. This purchase includes the following course materials for a class of 20 students: Starrett precision measurement instruments for each module listed above; a set of (10) Starrett Gauge Blocks, Snap-on mobile tool chests customized to hold the Starrett gauge blocks and measurement tools used in the course; course curriculum; and instructor training.

Students in the course will use Starrett measuring devices in a practical learning environment. Starrett is a leading manufacturer of a variety of precision measuring instruments, including micrometers, calipers, rules, levels, electronic gages, dial indicators, force and material testers, optical and vision products, gage blocks and granite surface plates, and custom engineered products. The certification training course is a collaborative effort between the L.S. Starrett Company, Snap-on Industrial, and the National Coalition of Certification Centers (NC3) which is a network of education partners and corporations that support advances in workforce skills in industrial sectors including transportation, aviation, manufacturing, and energy. Upon completing the course, students can take a nationally recognized NC3 certification exam that provides them with stackable credentials as proof of achievement and is recognized by a wide variety of industries across the country.

Snap-on is the sole distributor of the equipment, instruments, and curriculum used in the Precision Measurement Instruments Certification course. The cost of the course package totals \$33,177.82. A workforce development grant from the Ralph C. Wilson Foundation provides 100% of the funds for this purchase.

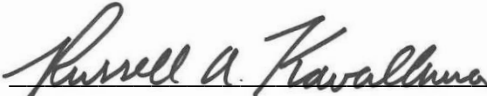
Snap-on based its pricing on a NASPO (National Association of State Procurement Officials) group purchasing contract that the State of Michigan Department of Technology, Management, and Budget includes in their MiDEAL program. The NASPO contract meets all federal grant guidelines, and the College belongs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

RECOMMENDATION:

The College administration recommends a contract award to Snap-on Industrial for \$33,177.82 for the purchase of a Precision Measurement Instruments (PMI) Certification course, as requested by the School of Business, Entrepreneurship, and Professional Development, in accordance with the Snap-on Industrial Quote #IMP-001210061 dated November 20, 2023.



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CONTRACT AWARD

SUBJECT: Emergency Evacuation Diagrams

The Office of Campus Safety requests a contract for the software and services necessary to provide evacuation diagrams for all buildings on the College's Main and East Campuses. The evacuation diagrams include detailed maps of each floor in each building, labeled specially for evacuation procedures. These will be mounted in rooms and hallways to guide building occupants on the fastest, safest way to exit in case of an emergency. The proposed package of services includes a five-year maintenance plan that updates the floor plans and evacuation routes annually.

The evacuation diagrams supplement and integrate with HFC's Critical Incident Mapping System that coordinates location data between HFC Campus Safety, police, EMS, and fire departments which improves response times and communications between agencies. The Board approved an award for the Critical Incident Mapping System in September 2023. To maintain consistency and compatibility in its emergency response programs, the College requested a quote for the Emergency Evacuation Diagrams from the same provider, Critical Response Group.

As with the previous contract, Critical Response Group obtained additional savings by channeling the contract through one of their technology resellers, ThunderCat Technology, that holds a contract with OMNIA Partners, Public Sector, a group purchasing organization used by the College. Both the State of Michigan (Act 451 of 1976, Sec.1274.3) and the Board (Administrative Guideline 6320, Paragraph H) encourage the use of cooperative and/or group purchasing agreements.

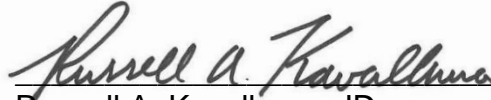
A grant from the State of Michigan provides 100% of the funds for this purchase.

RECOMMENDATION:

The College administration recommends a contract award to ThunderCat Technology for \$84,218.75 for Emergency Evacuation Diagrams including installation and 5-year maintenance plan by Critical Response Group, as requested by the Office of Campus Safety, in accordance with the Thundercat Technology Quote # RV085676 v1 dated December 1, 2023.



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CONTRACT AWARD

SUBJECT: Dispatch Center Workstations

The Office of Campus Safety requests a contract for the purchase of two (2) custom workstations for their Dispatch Center in Building N. The existing furniture in the room consists of a collection of old computer tables with limited space for phones, computers, monitors, printers, files, and manuals. The pending expansion of the campuswide security camera system will further comprise the efficiency of the workspace and the security of the campus.

The Office of Campus Safety identified Xybix Systems, Inc. as a leading provider of height-adjustable desks, ergonomic workstations, and operations consoles that are specifically designed for the unique demands of 24/7 mission-critical environments. Representatives from Xybix inspected the site and prepared drawings and plans for the following (2) furniture groupings:

Group 1: (1) 72" x 72" dual surface workstation with (2) 18" wide, desk height pedestals for CPUs, files, and storage; (1) 48" wide, desk-height bookcase, and

Group 2: (1) 60"W fixed height desk with (1) 30"W desk height lateral file and 30"W desk-height storage cabinet.

This redesign provides greater flexibility in configuration and more space for staff, equipment, computers, monitors, and storage. If the Office of campus Safety needs to relocate for any reason, this furniture can be disassembled and moved by a commercial mover.

Xybix Systems, Inc. holds a contract with NASPO ValuePoint (the cooperative purchasing arm of the National Association of State Procurement Officials) a group purchasing organization used by the College and the State of Michigan Department of Technology, Management, and Budget. Both the State of Michigan (Act 451 of 1976, Sec.1274.3) and the Board (Administrative Guideline 6320, Paragraph H) encourage the use of cooperative and/or group purchasing agreements.

A grant from the State of Michigan provides 100% of the funds for this purchase.

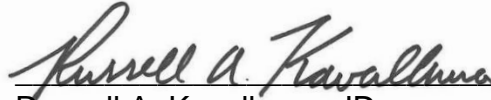
RECOMMENDATION:

The College administration recommends a contract award to Xybix Systems, Inc. for \$34,370.15 for the purchase, delivery, and installation of two (2) custom workstations,

as requested by the Office of Campus Safety, in accordance with the Xybix Technology Quote # 33225 dated September 21, 2023.



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CONTRACT AWARD

SUBJECT: Purchase of Graphic Center Production Printers/Copiers

In May 2017, the Board of Trustees approved a contract award to Applied Imaging, Inc. (now known as Applied Innovation) for the equipment, software, and services necessary to provide Multifunction and Production Printers/Copiers (MFDs) to the College based on the specifications of Request for Proposal #17990. Applied Innovation delivered and installed the MFDs in August 2017. Starting in the first year of the contract, the College saved over \$110,000 annually compared to our previous supplier who provided fewer devices. In June 2022, the College administration requested, and the Board approved a 5-year extension of the Applied Innovation contract. In August 2022, HFC made its final lease payment for all devices supplied by Applied Innovation since 2017. After that last payment, the College will save an additional \$165,036 per year and the College will own all the equipment.

Representatives from HFC and Applied Innovation meet regularly to review MFD usage and service calls. One area of concern that needs attention involves a color Canon ImagePress C8000VP high-speed MFD in the Graphics Center. This is the only high-speed color printer in the Graphics Center and one of the original devices installed in 2017. It has reached the end of useful life. Service calls have steadily increased since early 2023, replacement parts have become scarcer, and breakdowns occur more frequently. This negatively impacts the Graphics Center's ability to meet production due dates for classroom, marketing, and general college materials.

Representatives from the College and Applied Innovation recommend replacing the existing machine with a Canon V-800 imagePRESS, Product #5765C002AA and related accessories that include a booklet trimmer, document insertion unit, multi-drawer paper deck, hole punch unit, booklet maker with trimmer, booklet finisher, and punch units for 44-hole coil bindings and 19-hole plastic combs. The agreement allows for an unlimited number of unscheduled maintenance calls.

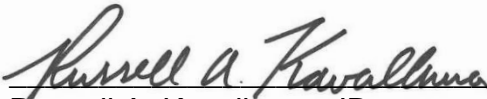
Applied Innovation submitted a purchase agreement totaling \$147,660.00 for new equipment. The agreement also allows for an unlimited number of unscheduled maintenance calls. The quote was priced in accordance with a contract publicly bid and awarded to them by the Michigan Intergovernmental Trade Network (MITN) – a consortium of Michigan public agencies that include cities, counties, townships, transit authorities, school districts, colleges, and libraries.

RECOMMENDATION:

The College administration recommends approval of a contract award to Applied Innovation for \$147,660.00 to provide one (1) Canon V-800 imagePRESS, Product #5765C002AA, including related accessories and maintenance, in accordance with Applied Innovation Purchase Agreement dated December 4, 2023.



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