

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**BID AWARD**

**SUBJECT:** Perimeter Road Maintenance  
Sealed Bid #22219

The Director of Facility Services requests a contract for the labor, equipment, materials, tools, parts, and services necessary for the Perimeter Road Maintenance project. The project provides for the professional crack-filling, seal-coating, and striping of perimeter roads on Main Campus, including: the entire perimeter road that circles the campus from the North Entrance to the South Entrance; the circle drive in front of Building A; and the road leading up to (but not including) the brick circle drive at Building F.

The project includes a total of approximately 200,000 sq ft of pavement. The selected contractor shall provide the following services and materials: provide overband crack filling, apply two coats of seal coating, and restripe all roadways in compliance with current Michigan Department of Transportation and ADA specifications.

The College invited bid submissions under Sealed Bid #22219. The bid responses appear below. After reviewing the results and interviewing the low bidder, the project design team recommends an award to the low, qualified bidder.

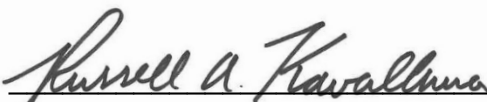
<b>Bidder</b>	<b>Base Bid</b>
Al's Asphalt Paving Company	\$64,300.00
Ajax Paving Industries	No Bid
A & R Sealcoating	No Reply
Nagle Paving Co	No Reply
Asphalt Specialists Inc	No Reply
Best Asphalt	No Reply
Cadillac Asphalt Paving	No Reply
Hutch Paving	No Reply

Note: On June 13, 2022, the Board awarded a bid to Al's Asphalt Paving for the Parking Lot Maintenance project that had similar specifications. Their quote was about 7% lower than the next closest bidder. The firm performed well, on schedule, and on budget. Given the previous bid results, Al's Asphalt's recent experience and knowledge of the campus, and the logistical requirements for this project, no other firms expressed an interest in bidding on this project. The bid price falls within the College's budget estimate.

**RECOMMENDATION:**

The College administration recommends a contract award to AI's Asphalt Paving Company for \$64,300.00 for the Perimeter Roadway Maintenance project, as requested by Facility Services in accordance with the specifications of Sealed Bid #22219.

  
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John S. Satkowski, JD  
Vice President of Financial Services

  
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Russell A. Kavalhuna, JD  
President

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**CONTRACT AWARD**

**SUBJECT:** Cisco Internet Router Refresh

The Director of Network and IT Infrastructure requests a contract for the hardware, software, and professional services needed to upgrade the College's internet routers. The existing routers are over five years old and limited to only 1 GB of internet connectivity. The new routers are capable of up to 10 GB connectivity. As remote learning becomes more widespread, the bandwidth requirements for both incoming and outgoing data demand increased capacity. The two existing internet routers cannot meet this growing demand. The College also plans to add an additional internet router to provide both increased capacity and additional redundancy and fault tolerance.

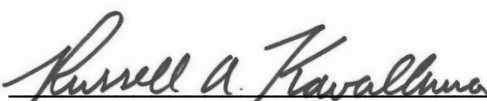
The proposed project includes three (3) Cisco 8300-1N1S-6T Routers and components, hardware maintenance coverage for 36 months, associated software license and support subscriptions for 36 months, and professional services for pre- and post-installation analysis, design, and support. The project cost for all hardware, software, maintenance, support, subscriptions, and professional services totals \$59,802.98.

Sentinel based its hardware and software 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 \$59,802.98 to Sentinel Technologies, Inc. for three (3) Cisco Catalyst 8300 Network Routers and associated components, licenses, and hardware/software support as requested by the Information Technology Services Department.

  
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John S. Satkowski, JD  
Vice President of Financial Services

  
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Russell A. Kavalhuna, JD  
President

**HENRY FORD COLLEGE  
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**CONTRACT AWARD**

**SUBJECT:** Professional Implementation Services for Virtual Desktop Infrastructure

The Director of Network and IT Infrastructure requests a contract for the professional services required to implement a new Virtual Desktop Infrastructure (VDI) environment. In March 2022, the Board approved a contract to Sentinel Technologies for the purchase of the hardware and software needed for a Cisco VDI. A VDI allows the College to move traditional desktop workloads to centralized, secured servers while providing employees, students, and other authorized users access to specific applications, files, and services. A VDI helps protect the College's sensitive data and applications and makes updating software and applications faster and easier. For end-users, the VDI allows access from anywhere to needed applications from almost any device – desktops on or off campus, laptops, tablets, MacBooks, Chromebooks, etc.

The College also intends to use the new VDI environment to extend the capabilities of the current desktop environment found in CAD and other graphics intensive application classes and two Linux computer labs. Up to two hundred graphics intensive computers can be run from the VDI system, and another two hundred Windows workstations. These workstations can be accessed through any compatible browser. The platform currently has enough power to support up to one thousand Windows workstations through the purchase of additional licenses and adding additional workstation capacity is as simple as inserting another server into the system. The project includes the installation of a new eight (8) node Cisco HyperFlex enterprise-grade application platform, and the configuration of the workstations to be deployed. The system will be used by both students and employees. It will extend the ability to provide remote classes and remote workstations, as well as giving on campus students additional high-end workstations to access. It will make the college network safer by providing an isolated working environment for those employees who need remote desktop access. Sentinel Technologies will design, build, and deploy this environment based on current industry best practices.

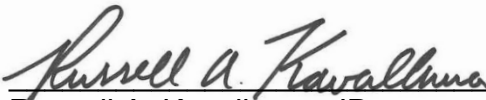
Sentinel Technologies is the original supplier of the hardware and software for the Virtual Desktop Infrastructure and is a Cisco Master Security partner, as well as a Cisco Star Service Partner. The College has worked with Sentinel since 2009 to build and maintain its IT network infrastructure. Throughout this relationship, Sentinel's technical team has provided exceptional service. The College requests Board approval for a sole source award.

The cost for all Professional Services required to implement the Cisco Virtual Desktop Infrastructure environment totals \$46,530.00. The Designated Fund's Technology Fee #3 provides 100% of the funds for this purchase.

**RECOMMENDATION:**

The College administration recommends a contract award totaling \$46,530.00 to Sentinel Technologies, Inc. for the Professional Services required to implement the Cisco Virtual Desktop Infrastructure environment as requested by the Information Technology Services Department.

  
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John S. Satkowski, JD  
Vice President of Financial Services

  
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Russell A. Kavalhuna, JD  
President