

**HENRY FORD COLLEGE
OFFICE OF THE PRESIDENT**

BID AWARD

SUBJECT: Athletic Team Locker Room Renovation
Sealed Bid #22161

The Director of Facility Services requests a contract for the labor, materials, equipment, and services necessary for the Athletic Team Locker Room Renovation project in the lower level of Building H. The scope of work will include, but not be limited to, any associated demolition work and renovation work for the creation of a student locker area, team locker area, coaches' area, and training area. In addition, the adjacent toilet and shower rooms will be updated to comply with current requirements of the Michigan Barrier Free Design Law and the ADA standards of ANSI A117.1 (2009) for Accessible and Usable Buildings and Facilities.

The College invited bid submissions under Sealed Bid #22161. 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.

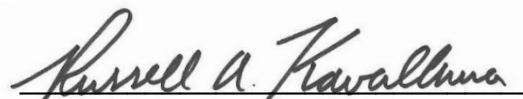
Bidder	Base Bid
Kasco, LLC	\$469,800.00
Spence Brothers	596,000.00
Albert M. Higley	No Bid
PGC Development	No Bid
Allied Building Service	No Reply
Bernco	No Reply
LaSalle Group	No Reply

RECOMMENDATION:

The College administration recommends a contract award to Kasco, LLC for \$469,800.00 for the Athletic Team Locker Room Renovation project, as requested by Facility Services in accordance with the specifications of Sealed Bid #22161.



John S. Satkowski, JD
Vice President of Financial Services



Russell A. Kavalhuna, JD
President

**HENRY FORD COLLEGE
OFFICE OF THE PRESIDENT**

BID AWARD

SUBJECT: Cooking and Baking Equipment
Sealed Bid #22193

The faculty of the School of Business, Entrepreneurship, and Professional Development (BEPD) request a contract for the purchase of one (1) Tilting Skillet Braising Pan, Cleveland Range Model SGL30T1 or equal, two (2) Proofer Retarder, Combination Roll-in, Baxter Manufacturing Model RPW1S or equal, and one (1) 48" Moveable Gas Connector Kit, Dormont Manufacturing Model 675 KITS 48 or equal. BEPD seeks to upgrade the kitchen equipment used in the Culinary Arts and Hospitality Management programs to better train and prepare students for jobs in the food service industry.

Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

The College solicited proposals from local food equipment distributors under Sealed Bid #22193. The responses appear below.

Bidder	Total
Stafford Smith	\$65,530.76
Edward Don & Company	68,427.60
Great Lakes Hotel Supply *	Disqualified
Advanced Restaurant Equipment	No Reply
All Things Restaurant	No Reply
Bell & Sons	No Reply
Central Restaurant Products	No Reply
Gold Star Products	No Reply
Peoples Restaurant Equipment	No Reply
US Foods Detroit	No Reply

* The bid from Great Lakes Hotel Supply omitted the cost for parts and service required to deliver, set-in place, and install the above equipment and it contained a mathematical extension error in the calculation of their total equipment costs.

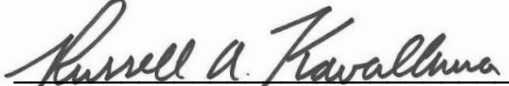
RECOMMENDATION:

The College administration recommends a contract award to Stafford Smith, Inc. for \$65,530.76 for Cooking and Baking Equipment, as requested by the School of

Business, Entrepreneurship, and Professional Development in accordance with the specifications of Sealed Bid #22193.



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BID AWARD

SUBJECT: Electric Vehicle Charging Station
Sealed Bid #22223

The faculty of the School of Business, Entrepreneurship, and Professional Development (BEPD) request a contract for the purchase and installation of one (1) Electric Vehicle Fast Charging Station. BEPD seeks to upgrade the equipment and resources available in the Automotive Technology programs to train and prepare students to meet the service and repair needs of the emerging electric vehicle market.

Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

The College solicited proposals from local general contractors and electrical contractors under Sealed Bid #22223. The responses appear below.

Bidder	Total
Hatzel and Buehler Electrical	\$156,200
R Simon Electric	167,785
Motor City Electric *	Disqualified
Sawyer Services **	Disqualified
Kasco Inc	No Bid
Albert M. Higley Co	No Reply
Bayview Electric	No Reply
Center Line Electric	No Reply
Conti Corporation	No Reply
DeMaria Building Company	No Reply
Ferndale Electric	No Reply
Ford Pro Charging	No Reply
J & J Electric	No Reply
LaSalle Group	No Reply
McNaughton-McKay	No Reply
PGC Development	No Reply
Spence Brothers	No Reply

* The Motor City Electric bid failed to include the required Federal Contract Provisions Acceptance form and the Michigan Iran-Linked Business Certification form.

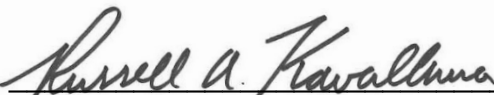
** The Sawyer Service bid failed to include the required Federal Contract Provisions Acceptance form.

RECOMMENDATION:

The College administration recommends a contract award to Hatzel and Buehler Electrical Construction, Inc. for \$65,530.76 to provide and install one (1) Electric Vehicle Fast Charging Station, as requested by the School of Business, Entrepreneurship, and Professional Development in accordance with the specifications of Sealed Bid #22223.



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BID AWARD

SUBJECT: Ford Electric Vehicles
Sealed Bid #22224-A

The faculty of the School of Business, Entrepreneurship, and Professional Development (BEPD) request a contract for the purchase one (1) 2022 Ford F-150 Lightning SuperCrew Lariat Pickup and one (1) 2022 Ford Mustang Mach-E GT eAWD. BEPD seeks to upgrade the equipment and resources available in the Automotive Technology programs to train and prepare students to meet the service and repair needs of the emerging electric vehicle market.

Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

The College solicited proposals from twenty-six southeast Michigan Ford dealers under Sealed Bid #22224-A. The responses appear below.

Bidder	F-150 Lightning	Mustang Mach-E
Feldman Ford of Detroit	74,051.00	71,205.00
Jack Demmer Ford	No Bid	71,454.00
Avis Ford	No Reply	No Reply
Bill Brown Ford	No Reply	No Reply
Blackwell Ford	No Reply	No Reply
Bob Maxey Ford	No Reply	No Reply
Briarwood Ford	No Reply	No Reply
Crest Ford Centerline	No Reply	No Reply
Crest Ford Flat Rock	No Reply	No Reply
Dean Sellers	No Reply	No Reply
Gene Butman Ford Sales	No Reply	No Reply
Gorno Ford	No Reply	No Reply
Hines Park Ford	No Reply	No Reply
LaFontaine Ford of St. Clair	No Reply	No Reply
Mission Ford of Dearborn	No Reply	No Reply
North Brothers Ford	No Reply	No Reply
Pat Milliken Ford	No Reply	No Reply
Roy O'Brien Ford	No Reply	No Reply
Royal Oak Ford	No Reply	No Reply
Serra Ford Farmington Hills	No Reply	No Reply

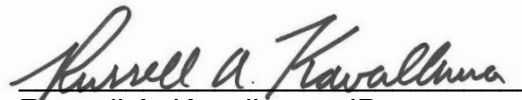
Bidder	F-150 Lightning	Mustang Mach-E
Southgate Ford	No Reply	No Reply
Suburban Ford of Ferndale	No Reply	No Reply
Suburban Ford of Sterling Heights	No Reply	No Reply
Suburban Ford of Troy	No Reply	No Reply
Taylor Ford	No Reply	No Reply
Village Ford	No Reply	No Reply

RECOMMENDATION:

The College administration recommends a contract award to Feldman Ford of Detroit for the purchase of one (1) 2022 Ford F-150 Lightning at \$74,051.00 and one (1) 2022 Ford Mustang Mach-E GT at \$71,205.00 for a total of \$145,256.00, as requested by the School of Business, Entrepreneurship, and Professional Development in accordance with the specifications of Sealed Bid #22224-A.



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BID AWARD

SUBJECT: Tesla Electric Vehicle
Sealed Bid #22224-B

The faculty of the School of Business, Entrepreneurship, and Professional Development (BEPD) request a contract for the purchase one (1) 2022 Tesla Model 3, Rear wheel Drive with Full Self-Driving Capability. BEPD seeks to upgrade the equipment and resources available in the Automotive Technology programs to train and prepare students to meet the service and repair needs of the emerging electric vehicle market.

Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

The College solicited proposals from the three Tesla branches located in Michigan under Sealed Bid #22224-B. Note: Tesla vehicles are sold directly by Tesla through their website or company owned branches – pricing does not vary by the method or place of purchase. The responses appear below.

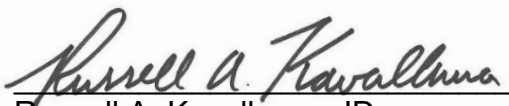
Bidder	Total
Tesla, Detroit – Clarkston	No Reply
Tesla, Grand Rapids	No Reply
Tesla, Somerset Collection (Troy)	No Reply
Tesla, Website	\$64,940.00

RECOMMENDATION:

The College administration recommends a contract award to Tesla, Inc. for the purchase of one (1) 2022 Tesla Model 3 for a total of \$64,940.00, as requested by the School of Business, Entrepreneurship, and Professional Development in accordance with the specifications of Sealed Bid #22224-B.



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BID AWARD

SUBJECT: Toyota Hybrid Vehicle
Sealed Bid #22224-C

The faculty of the School of Business, Entrepreneurship, and Professional Development (BEPD) request a contract for the purchase one (1) used 2017 Toyota RAV4 Limited with a 2.5L 4-cylinder Hybrid engine, front/rear electric-drive motors, continuously variable automatic transmission, and all-wheel drive. BEPD seeks to upgrade the equipment and resources available in the Automotive Technology programs to train and prepare students to meet the service and repair needs of the emerging electric and hybrid vehicle market.

Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

The College solicited proposals from thirteen Toyota dealerships located in southeast Michigan and Toledo under Sealed Bid #22224-C. The responses appear below.

Bidder	Total
Jim White Toyota	\$32,415.00
Fox Toyota	No Reply
Germain Toyota of Dundee	No Reply
Golling Toyota of Warren	No Reply
LaFontaine Toyota	No Reply
Matick Toyota	No Reply
Page Toyota	No Reply
Randy Wise Toyo-ta	No Reply
Suburban Toyota of Farmington	No Reply
Suburban Toyota of Troy	No Reply
Szott M-59 Toyota	No Reply
Victory Toyota	No Reply
Wolverine Toyota	No Reply

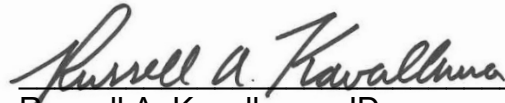
RECOMMENDATION:

The College administration recommends a contract award to Jim White Toyota for the purchase of one (1) 2022 Tesla Model 3 for a total of \$32,415.00, as requested by the

School of Business, Entrepreneurship, and Professional Development in accordance with the specifications of Sealed Bid #22224-C.



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BID AWARD

SUBJECT: Puritan Bennett 980 Ventilator
Sealed Bid #22227

The faculty of the School of Health and Human Services requests a contract for the purchase of one (1) Puritan Bennett 980 Series Universal Ventilator with Compressor, Part #980U3ENDIUUS. This model includes components needed to treat adult and pediatric patients. The ventilator will be used in the Respiratory Therapist program to provide students an opportunity, through hands-on learning in the lab setting and the demonstration of competency, to use this ventilator prior to working with them on actual ICU and neo-natal patients.

Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

The College solicited proposals under Sealed Bid #22227. The responses appear below.

Bidder	Total
Covidien Sales	\$47,475.00
Pocket Nurse Enterprises *	Disqualified
Bound Tree Medical	No Reply
DiaMedical USA	No Reply
Emergency Medical Products	No Reply
Henry Schein	No Reply
McKesson General Medical	No Reply
Medline Industries	No Reply

* Pocket Nurse submitted a bid totally \$28,000.00; however, the product offered did not meet the bid specifications or the department's needs. Pocket Nurse proposed a refurbished product, rather than new, and it did not include specified options for training students in the care of neonatal patients.

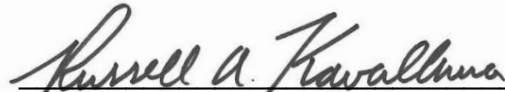
RECOMMENDATION:

The College administration recommends a contract award to Covidien Sales LLC for the purchase of one (1) Puritan Bennett 980 Series Universal Ventilator for a total of

\$47,475.00, as requested by the School of Health and Human Services in accordance with the specifications of Sealed Bid #22227.



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BID AWARD

SUBJECT: Intel Core i7 Computer Systems
Sealed Bid #22238

The faculty of the School of Business, Entrepreneurship, and Professional Development requests a contract for the purchase of forty-four (44) Intel Core i7 Computer Systems with a Windows 10 Pro 64 Operating System, Intel Core i7-10700 Processor, 32GB RAM, 256GB Solid State Drive, DVD-RW Drive, 24" LCD Display, and related components. The Computer Information Systems program seeks to upgrade computers in two of their labs in the Technology Building, Rooms E-237 and E-239. 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 #22238. The responses appear below.

CDW-G *	\$45,303.28
Sehi Computer Products	\$46,953.72
Precision Data Products	\$51,728.60
Canton Computers	No Bid
Office Depot	No Bid
Staples	No Bid
B & H Photo Video	No Reply
Howard Technology	No Reply
Insight Public Sector	No Reply
Logicalis	No Reply
SHI International	No Reply

* The CDW-G bid includes one (1) additional complete system at no extra charge that can be used for spare parts if needed, for a total of forty-five (45) systems.

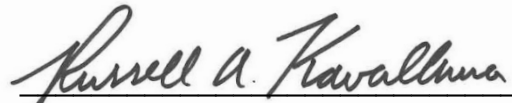
RECOMMENDATION:

The College administration recommends a contract award to CDW Government LLC for \$45,303.28 for forty-five (45) Intel Core i7 Computer Systems as requested by the School of Business, Entrepreneurship, and Professional Development, in accordance with the specifications of Sealed Bid #22238.



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CONTRACT AWARD

SUBJECT: Steelcase Classroom Furniture – Computer Information Systems

The faculty of the School of Business, Entrepreneurship, and Professional Development request a contract for the purchase and installation of Steelcase furniture to refurbish a classroom lab used by the Computer Information Systems program in Building E, Room E-194. The purchase includes 17 chairs and 9 tables designed and configured to support greater student involvement and group collaboration.

The cost for all furniture, shipping, and installation totals \$29,169.63. This order's lead time runs 10 – 12 weeks.


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 \$29,169.63 for the purchase and installation of classroom furniture requested by the School of Business, Entrepreneurship, and Professional Development, in accordance with Quote # 356017 dated November 1, 2022.



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CONTRACT AWARD

SUBJECT: Steelcase Classroom Furniture – Business Division

The faculty of the School of Business, Entrepreneurship, and Professional Development request a contract for the purchase and installation of Steelcase furniture to refurbish classrooms used by the Business Division in Buildings E and K, Rooms E-141, K-316, and K-322. The purchase includes 90 chairs (30 per room) and 45 tables (15 per room).

The cost for all furniture, shipping, and installation totals \$51,057.53. This order's lead time runs 6 – 8 weeks.


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 \$51,057.53 for the purchase and installation of classroom furniture requested by the School of Business, Entrepreneurship, and Professional Development, in accordance with Quote # 356075 dated November 15, 2022.



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CONTRACT AWARD

SUBJECT: Scenario Learning Title IX Training Software

The Vice President of Student Affairs requests a contract for the purchase of software for Title IX Training from Scenario Learning, a subsidiary of Vector Solutions. This web-based training program for faculty and staff provides a research-based course that focuses on the importance and implications of federal Title IX and sexual harassment, including sexual assault. Title IX is a federal civil rights law enacted as part of the Education Amendments of 1972 that took effect in August 2020. It prohibits sex-based discrimination in any school or any other education program that receives funding from the federal government.

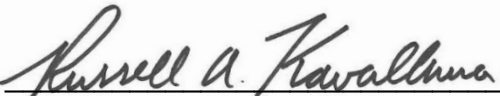
The Cabinet, Information Technology Oversight Team, and Legal Services reviewed and approved this software purchase. The software subscription for the Title IX Training Course costs \$18,500.00 per year with a three-year commitment, for a total contract cost of \$55,500.00.

RECOMMENDATION:

The College administration recommends a contract award to Scenario Learning LLC for \$55,500.00 (\$18,500 per year for three years) for Title IX Training Software requested by Student Affairs, in accordance with Quote # Q-221829 dated October 31, 2022.



John S. Satkowski, JD
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CONTRACT AWARD

SUBJECT: LinkedIn Job Posting and Recruiting Internet Platform

The Vice President of Strategy and Human Resources requests a contract for the purchase of internet services to post job openings and recruit applicants for open positions at the College. The Human Resources department currently uses a basic LinkedIn service for posting job openings. To recruit qualified candidates more effectively, LinkedIn offers enhanced services through the two programs: 1) Recruiter Corporate that provides access to the world's largest network of professionals, personalized messaging to engage candidates, and enhanced collaboration and analytics tools to manage the incoming candidate pipeline; and 2) Job Slot that provides enhanced job posting capabilities with the ability to reserve, change, update, and remove postings on demand.

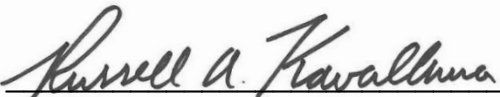
The Cabinet, Information Technology Oversight Team, and Legal Services reviewed and approved this software purchase. The software subscription for the Job Posting and Recruiting Platform costs \$16,259.00 per year with a three-year commitment, for a total contract cost of \$48,777,00.

RECOMMENDATION:

The College administration recommends a contract award to LinkedIn Corporation for \$48,777.00 (\$16,259.00 per year for three years) for a Job Posting and Recruiting Internet Platform requested by Human Resources, in accordance with Order # FLD7511853346 dated October 27, 2022.



John S. Satkowski, JD
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President

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CONTRACT AWARD

SUBJECT: Project Management Software Platform

The Vice President of Strategy and Human Resources requests contracts to provide enhancements to the Project Management Software Platform used at the College. In August 2013 the College purchased Smartsheet software that provided for basic online collaboration and file sharing. It is used broadly at the College to track and manage diverse types of work including projects and task lists, event schedules, and other business processes.

The College seeks to build on the base structure of the existing Smartsheet software investment by adding features that enhance the College's strategic planning process and project management capabilities. Smartsheet's Advanced Silver Platform will provide the following additional features:

- Dashboards for tracking initiative progress.
 - Allow each VP area to have their own high-level dashboard that shows all initiatives under their area. Each VP's dashboard will "roll up" to a College-level dashboard.
- Allow for easy, on-demand reporting, reducing the manual hours spent creating progress reports.
- Standardize the information we are gathering on our initiatives and how we are tracking progress.
- Allow for transparency across employee groups.
 - Anyone with a link to the tool can see what projects are being worked on and their status.
- Enable administrators to seamlessly integrate operational planning requests into strategic planning dashboards.
 - Provide an easy-to-use intake process for integrating new projects and project proposals into existing strategic planning work.

In order to fully utilize the enhanced software, the College recommends using consulting services to design, configure, test, and deploy a comprehensive solution. The consultant's primary objectives include:

- Institute a consistent, streamlined project management process to monitor, control, and report on the full project lifecycle.
- Accelerate project communication and collaboration internally and externally via this new process.
- Supply effective project and portfolio insights through meaningful metrics, reports, and dashboards in support of project delivery and business management.
- Establish a solution that can scale over time as project volume grows.

- Develop appropriate, automated workflows to replace current manual, repetitive tasks to reduce administrative overhead while improving data integrity.
- Generate portfolio roll up on stages, resources, and timelines.

The Cabinet, Information Technology Oversight Team, and Legal Services reviewed and approved this software upgrade and the associated consulting services.

The College recommends two contract awards:


1. The additional software subscription for the Project Management Software Platform from Smartsheet costs \$35,000 per year and must be provided from Smartsheet, the software developer.

Note: Because this software will be used to support the College's work on the Federal Vocational Education Equipment Grant (Perkins), local Perkins dollars may be used to fund this purchase.

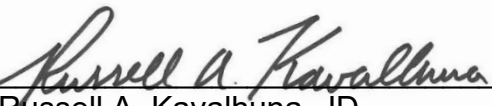
2. The software implementation and consulting services total \$35,100.00 (one-time costs) and must be performed by Smartsheet's sole, authorized implementation partner: Adapture Technology Group, LLC.

RECOMMENDATION:

The College administration recommends contract awards to 1) Smartsheet.com Inc. for a Project Management Software Platform for a total of \$35,000.00 per year and 2) Adapture Technology Group, LLC for associated software implementation and consulting services for a total of \$35,100.00 in accordance with Adapture Statement of Work dated November 16, 2022.



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CONTRACT AWARD

SUBJECT: Check Point Avanan Email Protection Software

The Director of Network and IT Infrastructure requests a contract for the purchase Check Point Avanan e-mail protection software. Check Point's Avanan software is an artificial intelligence powered, cloud-based program used for mail filtering. The College's current email protection platform that expires in early 2023 only protects staff e-mail but allows phishing emails to reach students. Avanan will protect both student and staff e-mail on multiple services, including Microsoft and Google platforms.

The College seeks to purchase 1,300 licenses Avanan Check Point licenses and 1 Check Point Direct Enterprise Premium Support extended service agreement. CDW-G, a major supplier of IT equipment, software, and service to the College, provided the following quote based on pricing from the University of Michigan Strategic Supplier Agreement, which is publicly bid, national cooperative contract available to College.

Item	Qty	Unit Cost	Extended Cost
Check Point Avanan Licenses	1300	\$46.00	\$159,800.00
Check Point Direct Enterprise Premium Support	1	\$4,186.18	\$4,186.18
Grand Total			\$63,986.18

Purchasing checked the contract pricing from five other national, group purchasing contracts for costs on the Avanan Licenses and found that the University of Michigan contract provided the best discounts.

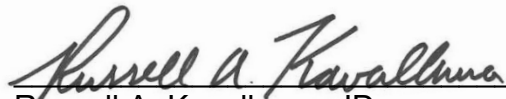
The College requests Board approval for a sole source award to CDW-G.

RECOMMENDATION:

The College administration recommends a contract award to CDW Government for \$63,986.18 for the purchase of 1,300 Check Point Avanan E-mail Protection Software Licenses and 1 Check Point Direct Enterprise Premium Support extended service agreement as requested by the Information Technology Services department, in accordance with CDW-G Quote #NBSX185 dated October 25, 2022.



John S. Satkowski, JD
Vice President of Financial Services

Handwritten signature of Russell A. Kavalhuna in black ink, written in a cursive style.

Russell A. Kavalhuna, JD
President