

**HENRY FORD COLLEGE
OFFICE OF THE PRESIDENT**

CONTRACT AWARD

SUBJECT: Laerdal SimMan 3G Manikin and SimCapture Pro Software
Sealed Bid #21736

The faculty of the School of Health and Human Services (HHS) request a contract for the purchase of one (1) Laerdal SimMan 3G PLUS Medium Manikin, Sim Capture Pro Cloud Software, and associated accessories. HHS seeks to upgrade the patient simulation technology used in the School of Nursing. This purchase replaces a patient simulator purchased in May 2012. The new equipment and software give students improved access and opportunities to gain essential, high-risk skills and exposure to complex patient care scenarios that clinical agencies cannot consistently provide. The programmable, adult patient simulator uses physiological models, pre-programmed patient cases, and instructor-customized scenarios to provide students with experience and feedback as they practice treating medical conditions, performing procedures, and conducting examinations. The SimCapture software allows faculty to effectively manage, record, and assess simulation training. It captures audio, video, annotations, patient monitors, and simulator data. The simulations can be broadcast to four rooms in the School of Nursing and recorded for later review and analysis. Laerdal Medical is the sole manufacturer of this type of system and software.

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

In accordance with new (2022) guidance from the U.S. Department of Education for Perkins expenditures, institutions must now seek competitive quotes for purchases that previously received State-approved bid waivers based on documentation supporting a sole source award. The College solicited proposals under Sealed Bid #21736 from every authorized Laerdal Medical dealer in the country. The responses appear below.


Laerdal Medical	\$204,984.94
Armstrong Medical Industries	No Bid
Bound Tree Medical	No Bid
Emergency Medical Products	No Reply
Henry Schein	No Reply
McKesson General Medical	No Reply
Medline Industries	No Reply
Pocket Nurse Enterprises	No Reply
School Health	No Reply
Worldpoint ECC	No Reply

RECOMMENDATION:

The College administration recommends a contract award to Laerdal Medical Corp. for \$204,984.94 for a Laerdal SimMan 3G Manikin and SimCapture Pro Software as requested by the School of Health and Human Services in accordance with the specifications of Sealed Bid #21736.



John S. Satkowski, JD
Vice President of Financial Services



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BID AWARD

SUBJECT: iSimulate REALTi Pro Simulated Patient Monitor
Sealed Bid #21788

The faculty of the School of Health and Human Services (HHS) request a contract for the purchase of two (2) iSimulate REALTi Pro Simulated Patient Monitors and one (1) iSimulate Controller Tablet. HHS seeks to upgrade the patient simulation technology used in the Emergency Medical Technician and Paramedic programs. The iSimulate REALTi Pro is a simulation system that allows instructors to mimic various cardiac monitors, AEDs, and ventilators using two iPads. One iPad is utilized as by the instructor to control the scenario, the other iPad displays the cardiac monitor, AED or screen of choice selected by the instructor for student use. The REALTi software includes licenses to display the exact screens of five (5) premium monitor/defibrillators: the Zoll X, Lifepack 15, Lifepack 20, Lifepack 1000, and Tempus Pro. One REALTi Pro device allows instructors to train students on five commonly used models of defibrillators. Having two units benefits student instruction by allowing for simultaneous use in multiple rooms, smaller sized user groups sharing the equipment, and increased continuing education opportunities with the department's clinical affiliates. iSimulate is the sole manufacturer of this training device.

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

In accordance with new (2022) guidance from the U.S. Department of Education for Perkins expenditures, institutions must now seek competitive quotes for purchases that previously received State-approved bid waivers based on documentation supporting a sole source award. The College solicited proposals leading medical equipment distributors under Sealed Bid #21788. The responses appear below.


iSimulate USA	\$34,440.00
Bound Tree Medical	No Bid
Worldpoint ECC	No Bid
Armstrong Medical Industries	No Reply
Emergency Medical Products	No Reply
Henry Schein	No Reply
McKesson General Medical	No Reply
Medline Industries	No Reply
Pocket Nurse Enterprises	No Reply
School Health	No Reply

RECOMMENDATION:

The College administration recommends a contract award to iSimulate USA. for \$34,400.00 for two (2) iSimulate REALITi Pro Simulated Patient Monitors and one (1) iSimulate Controller Tablet, as requested by the School of Health and Human Services in accordance with the specifications of Sealed Bid #21788.



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BID AWARD

SUBJECT: Interior Building Signs – G, J, K
Sealed Bid #21789

The Director of Facility Services requests a contract for the labor, equipment, materials, tools, parts, and services necessary for the Interior Building Signs – G, J, K Project. The College seeks to replace outdated and damaged interior signage in three academic buildings on main campus: Building G (Health Careers), Building J (Science – original part of building), and Building K (Liberal Arts). These three buildings are the most heavily used on campus and the most in need of updated signage that meets current ADA sign requirements.

Plans and specifications were reviewed by Facility Services and all academic Deans who operate out of the impacted buildings. The bid package specifies the use of System 2/90 modular signage to match newer installations of System 2/90 signage on HFC campuses. The scope of work includes the labor and materials required for installing 289 signs in Building G, 160 signs in Building K, 246 signs in Building J and removing the existing old signs. A total of 695 new signs will be installed.

Construction Fund dollars provide 100% of the funds for this purchase.

The System 2/90 product is distributed by eight (8) authorized dealers in Michigan. The College included all those firms in the solicitation. The College invited bid submissions under Sealed Bid #21789. The bid responses appear below.


Bidder	Base Bid
Signgraphix	\$77,484.78
Jiffy Signs, Inc.	102,647.17
Custer Workplace Interiors	No Reply
DBI Business Interiors	No Reply
Interior Environments	No Reply
National Business Supply	No Reply
Signs on Site – Detroit	No Reply
Staples Business Advantage	No Reply

RECOMMENDATION:

The College administration recommends a contract award totaling \$77,484.78 to SignGraphix, Inc. for the Interior Building Signs – G, J, K Project as requested by Facility Services, in accordance with the specifications of Sealed Bid #21789.



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BID AWARD

SUBJECT: Cisco Catalyst Network Switches
Sealed Bid #21805

The Director of Network and IT Infrastructure requests a contract for the purchase of a Cisco Catalyst 9500 and 9300 Network Switches and associated components, licenses, and hardware/software support. This request supports the College's ongoing efforts to maintain and update its data network. The new equipment will replace aging switches in the main data center for IT Services, nine (9) main campus buildings, and M-TEC. The old switches have reached the end of useful life and are no longer supported for service or software updates. The new switches will improve network speed, security, and reliability.

Federal grant dollars through the Higher Education Emergency Relief Fund (HEERF III) provide 100% of the funds for this purchase.

The College invited bid submissions from Cisco Gold Level Partners under Sealed Bid #21805. The responses appear below.

Sentinel Technologies	\$799,197.00
CDW-G	No Reply
Connection	No Reply
ConvergeOne	No Reply
Dyntek Services	No Reply
Insight Public Sector	No Reply
Logicalis	No Reply
SHI International	No Reply

Note: Sentinel based its hardware and software pricing on a NASPO (National Association of State Procurement Officials) contract that the State of Michigan DTMB includes in their MiDEAL program. HFC belongs to both NASPO and MiDEAL and utilizes their contracts.


RECOMMENDATION:

The College administration recommends a contract award totaling \$799,197.00 to Sentinel Technologies, Inc. for Cisco Catalyst 9500 and 9300 Network Switches and associated components, licenses, and hardware/software support as requested by the

Information Technology Services Department, in accordance with the specifications of Sealed Bid #21805.



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BID AWARD

SUBJECT: Cisco Virtual Desktop Infrastructure
Sealed Bid #21806

The Director of Network and IT Infrastructure requests a contract for the purchase of a Cisco Virtual Desktop Infrastructure (VDI) and associated components, licenses, and hardware/software support. This request supports the College's ongoing efforts to maintain and update its data network. With a VDI, the College can 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 request provides enough Virtual Desktops to support 200 GPU intensive workstations (used for software such as CAD, SolidWorks, and AutoDesk) and 200 regular desktop workstations. The GPU intensive workstations will allow students to do CAD homework either remotely or on campus and will allow the College to start offering remote CAD courses. Many four-year colleges and many of our competitors already have a VDI solution like this in place.

Federal grant dollars through the Higher Education Emergency Relief Fund (HEERF III) provide 100% of the funds for this purchase.

The College invited bid submissions from Cisco Gold Level Partners under Sealed Bid #21806. The responses appear below.

Sentinel Technologies	\$1,102,770.12
CDW-G	No Reply
Connection	No Reply
ConvergeOne	No Reply
Dyntek Services	No Reply
Insight Public Sector	No Reply
Logicalis	No Reply
SHI International	No Reply

Note: Sentinel based its hardware and software pricing on a NASPO (National Association of State Procurement Officials) contract that the State of Michigan DTMB

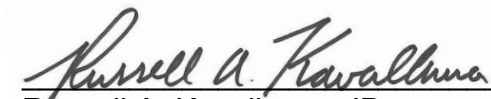
includes in their MiDEAL program. HFC belongs to both NASPO and MiDEAL and utilizes their contracts.

RECOMMENDATION:

The College administration recommends a contract award totaling \$1,102,770.12 to Sentinel Technologies, Inc. for a Cisco Virtual Desktop Infrastructure and associated components, licenses, and hardware/software support as requested by the Information Technology Services Department, in accordance with the specifications of Sealed Bid #21806.



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BID AWARD

SUBJECT: General Contractor for the Entrepreneur and Innovation Institute/
Technology Building Project
Request for Proposals #21582

The College administration authorized a Request for Proposals (RFP) to select a well-qualified General Contractor to provide the construction expertise and resources needed for the Entrepreneur and Innovation Institute/Technology Building Renovation and Addition Project (Project). The Project includes the renovation of 18,000 sq. ft. of existing classroom and lab space and the addition of 24,000 sq. ft. of new space in the Technology Building on HFC's Main Campus. The State of Michigan, through its Capital Outlay process, granted the College funding to move forward with the Project. With an estimated total budget of \$18.9 million, the State of Michigan will provide \$6.7 million in funding and the College will provide the remaining \$12.2 million.

The project includes renovations to approximately 18,000 sq. ft. of the Technology Building to improve and reconfigure existing laboratories, including spaces not significantly updated in over 50 years. Renovations will also address deferred maintenance on building systems operating well beyond their useful life, including structure, envelope, HVAC, lighting, electrical and plumbing. New construction totaling 24,000 sq. ft. will create multidisciplinary labs, renovated automotive labs, and the business and entrepreneurial collaboration spaces needed to support changing programs and curricula, regional demand for workforce training, and business and industry partnership initiatives. New construction will also improve building and program access, internal traffic flow, and the lack of breakout and collaborative workspaces critical for student success

HFC used a three-phase process to select a General Contractor for the Project.

1. The first phase consisted of an open, public Request for Qualifications (RFQ) to construction firms for qualification statements that detailed the firm's experience, capabilities, and track record in delivering the general contracting services required for the Project. The RFQ was sent to 26 firms and 9 of those submitted a response. A Selection Committee composed of representatives from HFC academic and administrative departments and representatives from SSOE (the project Architect) rated each submission reduced the field of bidders to those best qualified for the Project – a group of five firms.
2. In the second phase of the selection process, HFC invited the five "semi-finalists" to campus for in-person presentations and interviews with the Selection Committee. The contractor's presentations were scored and added to the qualification's ratings from the first phase.

- In the third phase, the HFC Selection Committee finalized the best suited for the Project – a group of four firms. The College considered each firm in this final group as well-qualified and capable of performing the work.

HFC sent a Request for Proposals (RFP) to this final group of four firms. The RFP requested detailed information from the Contractor which included: a preferred subcontractors list with contact information, insurance certificates, a bid bond, unit costs, and a lump-sum bid. College and SSOE representatives evaluated each RFP response and cost proposal for completeness and adherence to specifications.

The table below shows the qualifications rankings and interview scores of participating Contractors:

Henry Ford College Request for Qualifications #21582 General Contractor – Technology Building SCORING MASTER	Max. Points	Albert M. Higley	Aristeo Construction	Commercial Contracting	Frank Rewold & Son	George W. Auch Co	LaSalle Construction	Rockford Construction	Spence Brothers	Turner Construction
Evaluation Criteria		Average Score								
1. Business Information	25	20	22	21	23	22	24	23	21	24
2. Business Organization	25	21	22	20	21	21	22	24	24	24
3. Licensing and Professional/Trade Affiliations	25	19	22	16	16	21	21	15	21	24
4. Business Classification	25	20	21	17	18	19	20	21	20	23
5. General Background	300	199	261	209	206	209	249	232	256	269
6. Specific Project Experience	300	214	246	141	260	250	238	269	279	285
7. Safety	200	163	159	145	174	161	189	169	151	184
8. HFC Terms and Conditions	100	100	100	100	100	99	100	100	100	67
9. Contract for General Contractor Services	100	100	99	100	100	93	100	100	100	67
10. Exceptions/Deviations from Specifications	100	99	93	86	100	84	100	100	100	74
Qualifications Statement Total	1200	955	1044	855	1018	979	1062	1052	1073	1042
Interview	300		279				250	159	241	251
TOTAL SCORE	1500		1323				1312	1211	1314	1293

The College invited cost proposal from the four highest scoring General Contractors under RFP #21582. The responses appear below. After reviewing the results and interviewing the two lowest bidders, the project design team recommends an award to low, qualified bidder.


General Contractor	Lump Sum Bid
Spence Brothers	\$15,990,000
Aristeo Construction Company	16,048,000
The Lasalle Group Incorporated	16,325,000
Turner Construction Company	16,394,400

RECOMMENDATION:

The College administration recommends a contract award totaling \$15,990,000.00 to Spence Brothers for General Contractor for the Entrepreneur and Innovation Institute / Technology Building Project, in accordance with the specifications of Request for Proposals #21582.



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CONTRACT AWARD

SUBJECT: Change Order Request: Energy Program Contract for the Integrated Energy Master Plan (IEMP), RFP #19732

The College administration requests a change order to the contract awarded to Johnson Controls, Inc. (JCI) for an energy performance contract in accordance with the specifications of RFP #19732. The Higher Education Emergency Relief Fund (HEERF), funded by the CARES Act, supports the installation or renovation of heating, ventilation, and air conditioning (HVAC) systems to help with air filtration to prevent the spread of COVID-19. These funds will allow the College to replace ten (10) roof-top units and controls on Buildings D, E, L, and M and replace three (3) controllers in the Building K tunnel damaged by water. The ten rooftop units need replacement due to age and frequent breakdowns. Facility Services includes them in their long-term maintenance plan but limits on funding for the IEMP project do not allow for replacement from that source. With JCI already on campus, upgrading these units now will save on installation costs and improve HVAC reliability and energy efficiency immediately.

This work will be completed by JCI in the same manner as the air handling units included in the IEMP project and will not change the timeline for completing the IEMP project. JCI submitted a proposal for the replacement of the rooftop units and controllers that totals \$1,741,470.00.

Federal grant dollars through the Higher Education Emergency Relief Fund (HEERF III) provide 100% of the funds for this purchase.

The College administration reviewed the proposal and found it reasonable and justified. With this change order, the revised contract price totals \$27,350,401.31.

RECOMMENDATION:

The College administration recommends approval of a contract change order Johnson Controls, Inc. for \$1,741,470.00 for the additional work required to replace ten (10) roof-top units and three (3) controllers.



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P-12 SUPPLEMENTAL ACTION ITEM

Firewall Maintenance and Support Contact

Background Information:

Strategic Plan: Focus Area 4: Facilities and Infrastructure. Improve security infrastructure throughout the school district.

Dearborn Public Schools installed a Fortigate Web Appliance for filtering internet content. The web filter is an integral part of protecting our users and network. The Fortigate identifies images and content that is inappropriate for our users and blocks that content to keep our district (Children's Internet Protection Act) CIPA compliant. The Fortigate appliance allows us to provide a safe, educational experience for our users.

By federal law, our district must provide a filtered internet experience to our students and staff. Our current Strategic Plan identifies security infrastructure as a goal (Focus Area 4: Goal 3), under which our web filter is an important aspect of our online security for CIPA compliance.

Updating just the software and policies on our current appliances would be more expensive than updating the appliances. We have an extensive filtering solution currently in place. The web appliance interacts with our switches and other network gear. We are using the FortiAuthenticator for identity management so that we can provide appropriate experience per user (filtering the Superintendent differently than an elementary student). The contract for firewall maintenance and support would last for 3 years.

Funding source - General Fund

Firewall maintenance and support is eligible for E-rate Funding Support and our district will be able to pay the initial expense annually during the 3 years and later be reimbursed up to 26.15% of the cost pending E-Rate Funding Panel Review. This contract would be paid in November 2022 and be part of the 2022-2023 budget, as well as 2023-2024, and 2024-2025. This contract would also include support for FortiAnalyzer and FortiAuthenticator, which helps to provide authentication of users accessing our network. During the life of this contract, with the E-rate eligibility, our district would be able to recoup approximately \$82,429.93 of the \$361,207.20 expense. A 5% contingency will be included for a total of \$379,267.56

Recommended Action

It is recommended that the district approve the purchase of a 3-year Firewall Maintenance and Support Contract to award the recommended bidder, Delta Network Services, through the USF bidding process with an estimated cost of \$361,207.20 with a 5% contingency up to \$379,267.56.

P-12 SUPPLEMENTAL ACTION ITEM

Plante & Moran Audit Fees 2021-2022 Audit

Background Information:

Strategic Plan Alignment:

Focus Area 3: Stakeholder Engagement

Goal 1: Enhance communication at the school and district level as measured by various analytic communication tools.

The Board has utilized Plante Moran for auditing services for 28 years to conduct audit services for both Dearborn P-12 District and Henry Ford College. The contract also provides a clause to extend the contract on an annual basis. At this time the district and Henry Ford College would like to extend the contract for the audit services for the 2021-22 school year. Allocated fees will be a total of \$156,200 of which \$68,300 to the P-12 school district and \$87,900 to Henry Ford College. This increase is 4.4% over the base fees from last year.

Due to the uncertainty regarding the future complexity for the ESSER, HEERF, new GASB 87 pronouncement and other grant compliance, we are recommending a contingency for additional audit fees for the K12 and P12 entities.

Funding Source - General Fund

Recommended Action:

It is recommended that an award be made to Plante & Moran in the amount of \$156,200 for the 2021-22 fiscal year, with the option of two one-year renewals, with a contingency for additional accounting work as needed for the ESSER, HEERF and other program testing.