

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**BID AWARD**

**SUBJECT:** FANUC CNC Training Equipment and Materials  
Sealed Bid #21817

The faculty of the School of Science, Technology, Engineering, and Mathematics (STEM) request a contract for the purchase of FANUC CNC Training Equipment and Materials. To meet industry standards and prepare students for successful employment post-completion, STEM seeks to upgrade the equipment and technology used in the Engineering Technology program at the Michigan Technical Education Center (M-TEC). This purchase includes a FANUC Robotics CNC milling machine and certification cart, CNC machining project kits, textbooks, and instructor training.

CNC milling is a machining process that uses computerized numeric controls (CNC) to manage the movement and operation of multi-point rotary cutting tools. As the tools rotate and move across the surface of the workpiece, they slowly remove excess material to achieve the desired shape and size. FANUC Robotics America provides industry-leading CNC systems, robotics, and factory automation equipment. The company also provides a Certified Education Training Program and Tool Kit and a Comprehensive Educational Package to instructors at educational institutions at no cost. FANUC Robotics distributes its educational equipment, software, and certification programs only through authorized education resellers. FANUC's sole authorized reseller for the state of Michigan is IST Ohio, Inc. (Integrated Systems Technologies).


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 #21817 from authorized FANUC Robotics dealer in Michigan and surrounding states. The responses appear below.

IST Ohio, Inc.	\$73,690.00
Aidex Williams Crow, Inc.	No Reply
C & B Machinery	No Reply
JEM Automatics & Tooling	No Reply
Lab Midwest Corporation	No Reply
Star Cutter Company	No Reply

**RECOMMENDATION:**

The College administration recommends a contract award to IST Ohio, Inc. for \$73,690.00 for FANUC CNC Training Equipment and Materials as requested by the School of Science, Technology, Engineering, and Mathematics in accordance with the specifications of Sealed Bid #21817.

  
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John S. Satkowski, JD  
Vice President of Financial Services

  
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Russell A. Kavalhuna, JD  
President