

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**BID AWARD**

**SUBJECT:** Hobart Conveyor Dishwasher  
Sealed Bid #22062

The Food Service Manager and the faculty of the Culinary Arts and Hospitality program request a contract for the purchase of one (1) Hobart Conveyor Dishwasher, Model #CL64EN-BAS+BUILDUP including accessories, removal and disposal of the old dishwasher, and installation, set-up, and training on the new machine. The dishwasher will be shared by the two departments, is designed for medium and high-volume operations, and is Energy Star qualified. The existing dishwasher is over 20 years old, inefficient, and often breaks down.

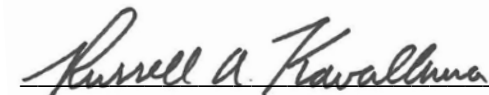
The College invited bid submissions under Sealed Bid #22062 from Hobart Authorized Dealers that service Dearborn, Michigan. The bid responses appear below.

<b>Bidder</b>	<b>Base Bid</b>
Great Lakes Hotel Supply	\$68,648.20
Gold Star Products	69,626.48
Stafford Smith	70,128.27
C & T Design & Equipment	No Reply
Edward Don & Company	No Reply
US Foods Detroit	No Reply

**RECOMMENDATION:**

The College administration recommends a contract award to Great Lakes Hotel Supply for \$68,648.20 for one (1) Hobart Conveyor Dishwasher, as requested by Food Service and Culinary Arts in accordance with the specifications of Sealed Bid #22062.

  
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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:** Purchase of Multifunction 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 five-year extension of the Applied Innovation contract. In August 2022, HFC will make 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 met recently for a regularly scheduled, quarterly review of MFD usage and service calls. Recommendations from that meeting include:

- 1) relocate three MFDs from areas with high monthly average meter counts to areas with lower usage rates to help balance the load and extend the life of those machines;
- 2) replace five heavily used MFDs with high meter counts (above 2 million images) that have approached end-of-life;
- 3) replace three copiers installed in 2014 and 2015 by a previous provider which have limited functionality, have become increasingly expensive to maintain, repair, supply, and have approached end-of-life;
- 4) renew maintenance and support subscriptions for PaperCut Print Management Software (provides the ability to track and manage printing, copying, and scanning and to securely release print jobs at the copier); and
- 5) renew maintenance and support subscriptions for EFI Annual Self-Serve AdminCentral (provides the ability to configure, maintain, monitor, and manage self-serve transactions paid with credit and cash cards on MFDs available for student and public use).

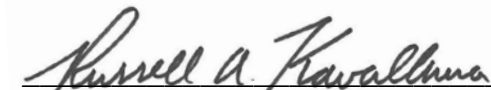
Applied Innovation submitted the following quote for new equipment and maintenance and support agreements that they priced in accordance with a contract publicly bid and awarded to them by the Michigan Intergovernmental Trade Network (MITN) – a consortium of Michigan public agencies that include cities, counties, townships, transit authorities, school districts, colleges, and libraries.

Qty	Description	Unit Cost	Total Cost
4 ea	Canon imageRUNNER ADVANCE DX 4745i	\$8,836.91	\$35,347.64
4 ea	Canon imageRUNNER ADVANCE DX 6780i	\$16,623.62	\$66,494.48
1 ea	PaperCut Maintenance & Support Renewal, 5 Year	\$10,722.00	\$10,722.00
1 ea	EFI Self-Serve AdminCentral Renewal, 5 Year	\$16,830.00	\$16,830.00
	Grand Total		\$129,394.12

**RECOMMENDATION:**

The College administration recommends approval of a contract award to Applied Innovation for \$129,394.12 to provide eight (8) new Canon Multifunction Printers and Copiers and the renewals of PaperCut and EFI maintenance and support subscriptions for the College's fleet of Multifunction and Production Printers/Copiers for a five-year term in accordance with Applied Innovation Purchase Agreement dated August 1, 2022.

  
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 John S. Satkowski, JD  
 Vice President of Financial Services

  
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 Russell A. Kavalhuna, JD  
 President