

**HENRY FORD COLLEGE
OFFICE OF THE PRESIDENT**

BID AWARD

SUBJECT: Conference Room Audio Visual Upgrades
Bid #22527

The Assistant Director of Enrollment Services requests a contract for the equipment, materials, labor, and services necessary to provide and install new or upgraded audio-visual (AV) systems in four (4) conference rooms in the Welcome Center (Rooms 114, 211, 215, and 224). With these upgrades, Enrollment Services can host events for students in the format that best suits their needs – in person, online (asynchronous), or remote (synchronous). Conference Room 215 currently lacks audio visual equipment and the AV systems in other three rooms date to the Welcome Center renovation project in 2012.

A grant from the Technology Improvement Fund provides 100% of the funds for this purchase. The College invited bid submissions under Bid #22527. The bid responses appear below.

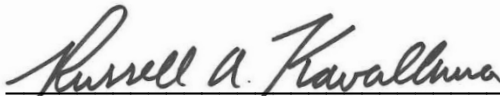
Thalner Electronic Laboratories	\$42,470.47
SVT Technology Services	88,954.67
Bluewater Technologies	No Bid
Midwest Visual Works	No Bid
National Communications	No Bid
KLA Laboratories	No Reply
Sound Planning Communications	No Reply

RECOMMENDATION:

The College administration recommends a contract award to Thalner Electronic Laboratories, Inc. for \$219,986.00 for the Welcome Center Conference Room Audio Visual Upgrades project, as requested by Enrollment Services in accordance with the specifications of Bid #22527.



John S. Satkowski, JD
Vice President of Financial Services



Russell A. Kavalhuna, JD
President

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BID AWARD

SUBJECT: Classroom Audio Visual Upgrades
Bid #22584

The Director of Academic Services requests a contract for the equipment, materials, labor, and services necessary to design, provide and install new or upgraded audio-visual (AV) systems in eighteen (18) classrooms on Main Campus. The new systems will be installed in one classroom in Building E (E-207), two classrooms in Building F (F-113 and F-204), eleven classrooms in Building G (G-008, G-129, G-207, G-221, G-243, G-312, G-335, G-337, G-339, G-341 and G-343), and four classrooms in Building K (Rooms K-124, K-225, K-226 and K-229). Most of the existing AV systems range in age from 5 to 12 years old.

A grant from the Technology Improvement Fund provides 100% of the funds for this purchase. The College invited bid submissions under Bid #22584. The bid responses appear below.

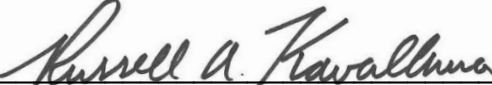
Thalner Electronic Laboratories	\$67,964.54
National Communications	74,337.60
SVT Technology Services	112,008.80
Bluewater Technologies	No Bid
Midwest Visual Works	No Bid
KLA Laboratories	No Reply
Sound Planning Communications	No Reply

RECOMMENDATION:

The College administration recommends a contract award to Thalner Electronic Laboratories, Inc. for \$67,964.54 for the Classroom Audio Visual Upgrades project, as requested by Academic Services in accordance with the specifications of Bid #22584.



John S. Satkowski, JD
Vice President of Financial Services



Russell A. Kavalhuna, JD
President

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CONTRACT AWARD

SUBJECT: Cisco Meraki Access Points and Licensing

The Director of Network and IT Infrastructure requests a contract for the purchase of replacement Cisco Meraki wireless access points and associated licensing and implementation services.

The College seeks to refresh the campus-wide wireless system installed in 2018. Licensing for the existing 700 Cisco wireless access points expires in June 2023. Rather than just renewing licenses for five-year old hardware, the College recommends purchasing new, more advanced access points with the latest wireless capabilities. The new access points will provide greater capacity and range for students, employees, and guests connected to the wireless network on campus and will better accommodate the growing use of wireless technology.


Sentinel Technologies, Inc. furnished the original Cisco Meraki Access Points and Licensing in 2018. The firm is a certified Cisco Gold Partner and Cisco advanced technology specialist in over 20 areas. Sentinel provided the following quote for the updated access points and licenses:

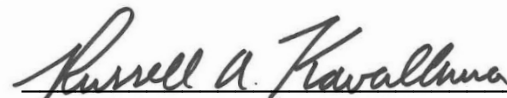
Description	Qty	Unit Cost	Total
Cisco Meraki Wireless Access Points, Catalyst 9166I AP (W6E, tri-band 4x4) /MERAKI	700 EA	\$1,137.12	\$795,984.00
Meraki MR Enterprise License, 5 Year	700 EA	\$358.81	\$251,167.00
Total			\$1,047,151.00

Sentinel Technologies 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. The Technology Fee #2 and Technology Fee #3 accounts provide 100% of the funds for this purchase.

RECOMMENDATION:

The College administration recommends a contract award to Sentinel Technologies, Inc. for \$1,047,151.00 for the purchase of Cisco Meraki Access Points and Licensing in accordance with the Sentinel Proposal # 001558v3 dated May 23, 2023.


John S. Satkowski, JD
Vice President of Financial Services


Russell A. Kavalhuna, JD
President

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CONTRACT AWARD

SUBJECT: Blanket Purchase Order Approval, Fiscal Year 2024

Board policy requires the approval of blanket purchase orders at the beginning of each fiscal year. Blanket purchase orders with a dollar amount in excess of \$15,995 require a separate listing for Board approval, in accordance with Administrative Guideline #6320A.

The attached blanket order list includes the vendor's name, purchase order number, a brief description of the order, the department and division responsible for the purchase, and the dollar limit of the order. These orders cover the purchase of goods and services needed to maintain the program and may include emergency purchases. Purchases against these orders shall adhere to Board Policies and Administrative Guidelines for obtaining competitive quotes and sealed bids.


The College uses blanket purchase orders in the following ways: to make repetitive purchases of commonly used, low dollar value goods or services; to order standard materials or maintenance supplies which require numerous shipments; and to obtain more favorable pricing through annual volume commitments. In addition to lower purchase prices, the benefits of using blanket orders include fewer requisitions and purchase orders issued, decreased demand for storage space for materials, reduced amounts of paperwork, and lower administrative costs.

RECOMMENDATION:

The College administration recommends approval of the attached Blanket Purchase Order Lists for Fiscal Year 2024, in accordance with Board Policy and Guidelines.



John S. Satkowski, JD
Vice President of Financial Services



Russell A. Kavalhuna, JD
President