

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**BOARD REPORT**

**SUBJECT:** Fall 2019 Proposed Technology Investment Fund Projects

Listed below is a summary for projects recommended for funding by the Technology Investment Committee (TIC).

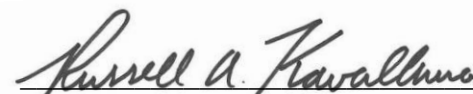
<b>Project Director Division/Department</b>	<b>Nature of Request</b>	<b>Approved Funding</b>
Nick Kussy School of Business, Entrepreneurship and Professional Development	Purchase of the following equipment to replace outdated equipment in lab E-120: 12 Fluke Digital Multimeters 12 RSR 3MHZ Sweep Function Generators 12 Siglent Benchtop Oscilloscopes 12 DC Power Supplies	\$8,748.00
Glenn Wisniewski Trade and Apprentice School of Business, Entrepreneurship and Professional Development	Purchase of 13 PB - 507 electric/electronic training lab units, housed in room E-240, to support the Trade and Apprentice program	\$10,956.01
Peter Kim TCM/Journalism Mirror News School of Liberal Art	Create a 21st Center Newsroom/Collaborative Learning Environment by purchasing and installing monitors and support equipment and a mobile media scape in room M-117 and interior office	\$24,089.99
Wendie Lee-Jenkins Counseling	Upgrade computers, laptops, monitors and printers in the Counseling area	\$23,776.00
	Total Funds Requested	\$67,570.00

The Technology Investment Committee held an open meeting on October 4, 2019 to hear presentations from divisions/departments requesting funds. The committee recommended these proposals for funding. The projects have also been reviewed by College administration which offers its support. The total value of these TIF projects which the committee is recommending is \$67,570. There remains approximately \$520,000 in the TIF account after these projects are approved.

**RECOMMENDATION:**

The College administration concurs with the Technology Investment Committee and recommends these projects be approved for funding by the HFC Board of Trustees.

  
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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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**BID AWARD**

**SUBJECT:** Cisco Catalyst Switches  
Sealed Bid #20537

The Director of Network and IT Infrastructure requests a contract for the purchase of (2) Cisco Catalyst 9300 24-Port Access Switches, (29) Cisco Catalyst 9300 48-Port Access Switches, (1) Cisco Catalyst 9500 40-Port Distribution Switch 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 Welcome Center, Administrative Services and Conference Center (ASCC), Technology Building, and the School of Nursing. The old switches are at least eight years old, have reached the end of useful life and are no longer supported for service or software updates. The new switches will improve network speed and reliability. Besides five switches designated for the ASCC network room, the equipment will be installed in locations that directly support student enrollment services or classroom instruction. Technology Fees provide 100% of the funds for this purchase.

The College invited bid submissions under Sealed Bid #20537. The bid responses appear below.

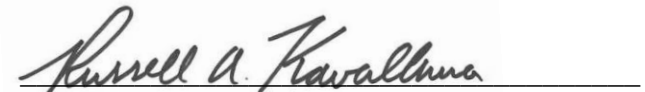
<b>Bidder</b>	<b>Total</b>
Sentinel Technologies - Alternate Bid : Consolidates software update licensing for the Cisco Catalyst 9300 48-Port Access Switches from 29 individual licenses to 1 universal license. No other bidder offered an alternate.	\$214,582.10
Sentinel Technologies - Base Bid	228,041.10
Zones	262,803.52
Presidio	263,344.80
Logicalis	266,025.79
PCMG	282,375.25
Howard Technology Solutions	311,564.00
Red Letter Productions	318,405.68
CDW-G (Partial Bid) - Partial Bid: Quoted only 4 out of 15 line items. Unit costs for the 4 quoted items were higher than the corresponding costs from the low bidder.	172,453.77
Bit Direct	No Reply
KLA Laboratories	No Reply
SHI International	No Reply
Simple Cloud Networks	No Reply
Titan Broadcom	No Reply

After reviewing all bid responses, the Director of Network and IT Infrastructure and the Purchasing Director recommend accepting the alternate bid from Sentinel Technologies. It saves the College \$13,459 compared to the base bid with no operational or functional difference to the network or end-users.

**RECOMMENDATION:**

The College administration recommends a contract award to Sentinel Technologies, Inc. for \$214,582.10 for the purchase of Cisco Catalyst Switches and associated components requested by IT Services in accordance with the specifications of Sealed Bid #20537.

  
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John S. Satkowski, JD  
Vice President of Financial Services

  
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Russell A. Kavalhuna, JD  
President