

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**BOARD REPORT**

**SUBJECT:** Proposed FY2020-2021 Budget

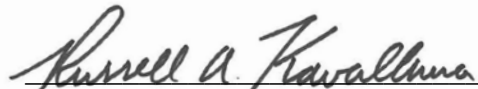
The COVID-19 has required a significant number of revenue and expense reductions to the proposed fiscal year 2021 budget.

Revenue has been proposed based on a 5.5 percent reduction in enrollment, a 10 percent reduction in state appropriations, a 2 percent reduction for property taxes/personal property taxes, and funding reimbursement from the CARES Act. The revenue reduction compared to fiscal year 2020 totals \$6,318,000.

Expenses include reductions in the area of non-personnel costs, such as supplies and travel, a hiring freeze for open positions, a reduction in part-time instruction due to the projected reduction in enrollment, utility cost reductions, and retirements which total \$5,528,000 in reductions.

The proposed budget has a projected surplus of \$3,000.

  
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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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**BOARD REPORT**

**SUBJECT:** Proposed Technology Investment Fund Projects

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

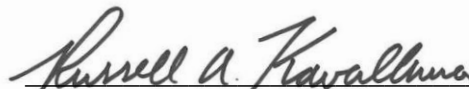
<b>Project Director Division/Department</b>	<b>Nature of Request</b>	<b>Approved Funding</b>
Jeremy Guc Recruiting and Enrollment Services	Laptops for Admissions Outreach	\$3,480
Karen Schoen Campus Safety	Building M Security Camera Replacement and Upgrade	\$26,729
Anthony Perry Social Science	Lecture Capture Technology Improvements in Social Science Classrooms	\$28,077
Stacy Owen, Nikole Ford, Joe Zitnik Enrollment Services	Call Center Software – Five9	\$47,690
	<b>Total Funds</b>	<b>\$105,976</b>

The Technology Investment Committee held an open meeting on April 3, 2020 to hear presentations from schools/departments requesting funds. The committee recommended these proposals for funding. These 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 \$105,976.

**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 Firewalls, Routers and Interface Cards  
Sealed Bid #20799

The faculty of the School of Business, Entrepreneurship, and Professional Development requests a contract for the purchase of (12) Cisco ASA 5506-K9 Firewalls, (22) Cisco ISR4321/K9 Routers, and (25) Cisco NIM-2T Interface Cards. The Computer Information Systems – Cisco Networking Academy seeks to upgrade computer networking labs used by students in the Technology Building. The College's Cisco Networking Academy provides students with the skills needed to design, build and manage computer networks. Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

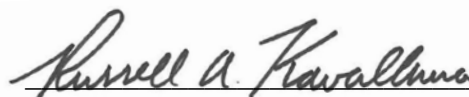
The College solicited proposals under Sealed Bid #20799. The responses appear below.

<b>Bidder</b>	<b>Total</b>
Sentinel Technologies	\$37,102.00
Insight Public Sector	41,792.44
Mvation Worldwide	44,511.35
Howard Technology Solutions	44,623,00
CDW-G	63,280.02
Ace Computer	No Reply
Clary Business Machines	No Reply
ConvergeOne	No Reply
HPI	No Reply
KLA Laboratories	No Reply
Logicalis	No Reply
SHI International	No Reply
Strategic Communications	No Reply
Y&S Technologies	No Reply

**RECOMMENDATION:**

The College administration recommends a contract award to Sentinel Technologies, Inc. for \$37,102.00 for Cisco Firewalls, Routers and Interface Cards as requested by the Cisco Networking Academy program, in accordance with the specifications of Sealed Bid #20799.

  
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John S. Satkowski, JD  
Vice President of Financial Services

  
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**HENRY FORD COLLEGE  
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**BID AWARD**

**SUBJECT:** Intel Core i7 3D Modeling Computer Systems  
Sealed Bid #20840

The faculty of the School of Science, Technology, Engineering, and Mathematics requests a contract for the purchase of (20) Intel Core i7 3D Modeling Computer Systems and (20) 27" Full HD LED Displays. Compared to the standard computer ordered by the College, these systems have twice the RAM, an upgraded Graphics Card and Solid-State Drive, and a larger, higher resolution display. They will be used by students in the Engineering Technology program at the Michigan Technical Education Center (M-TEC) Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

The College solicited proposals under Sealed Bid #20840. The responses appear below.

<b>Bidder</b>	<b>Total</b>
Canton Computers	\$29,147.14
Sehi Computer Products	30,616.40
Insight Public Sector	32,989.00
CDW-G <sup>1</sup>	Disqualified
B & H Photo Video	No Reply
Connection	No Reply
Logicalis	No Reply
Marco	No Reply
Office Depot	No Reply
SHI International	No Reply

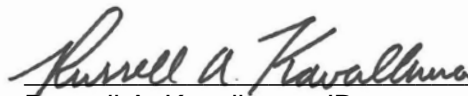
**Notes:**

1. The computer system proposed by CDW-G failed to meet mandatory bid specifications because it included a 400-watt Power Supply instead of the required 500 watts which could cause overheating and premature failure of system components, especially with the added demands on the system from the upgraded components. In contrast, the winning bid from Canton Computer included a 750-watt Power Supply.

**RECOMMENDATION:**

The College administration recommends a contract award to Canton Computers, Inc., for \$29,147.14 for (20) Intel Core i7 3D Modeling Computer Systems and Displays as requested by the Engineering Technology program, in accordance with the specifications of Sealed Bid #20840.

  
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John S. Satkowski, JD  
Vice President of Financial Services

  
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**BID AWARD**

**SUBJECT:** Intel Core i7 Computer Systems  
Sealed Bid #20841

The faculty of the School of Health and Human Services requests a contract for the purchase of (92) Intel Core i7 Computer Systems, (50) 22" LCD Displays, and related components. The Nursing and Health Careers programs seek to upgrade three computer labs used by students. In the Health Careers Education Center, twenty-five computers and displays will replace existing systems in Rooms G-337 and G-339. In the School of Nursing, forty-two computers will replace existing systems in Room SN-141. New displays are not need in this lab. IT Services will cascade most of the existing computers to replace older systems in other areas of the College and will salvage parts from any remaining computers. Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

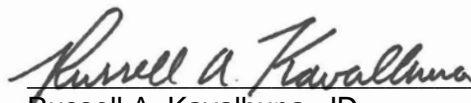
The College solicited proposals under Sealed Bid #20841. The responses appear below.

<b>Bidder</b>	<b>Total</b>
Canton Computers	\$85,192.05
Sehi Computer Products	91,071.86
CDW-G	92,430.00
B & H Photo Video	No Reply
Connection	No Reply
Insight Public Sector	No Reply
Logicalis	No Reply
Marco	No Reply
Office Depot	No Reply
SHI International	No Reply

**RECOMMENDATION:**

The College administration recommends a contract award to Canton Computers, Inc., for \$85,192.05 for (92) Intel Core i7 Computer Systems and (50) 22" Displays as requested by the Nursing and Health Careers programs, in accordance with the specifications of Sealed Bid #20841.

  
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John S. Satkowski, JD  
Vice President of Financial Services

  
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Russell A. Kavalhuna, JD  
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