

**HENRY FORD COLLEGE
OFFICE OF THE PRESIDENT**

BID AWARD

SUBJECT: Palo Alto Enterprise Firewalls with 3-Year Licenses
Bid #20901

The Director of Network and IT Infrastructure requests a contract for the hardware, software and services required for the installation and operation of two (2) Palo Alto Enterprise Firewalls, Model PA-5250-AC with associated security software subscriptions and support. Due to increasing user demands for internet access and capacity, the Information Technology Services department seeks to replace its existing firewalls with next-generation appliances capable of supporting high-speed data centers and improving the security, threat prevention, and management of HFC's information technology and internet networks. The security subscriptions consist of four software packages that help prevent threats from email attachments, malware, ransomware, spyware, phishing, command-and-control and other cyberattacks before they can reach the College's network or endpoints. Each firewall requires its own set of software and support subscriptions.

The College solicited proposals under Bid #20901 and Bid #20901-A1. Bid 20901 requested proposals for hardware (two Palo Alto PA-5250 firewalls, cables and transceivers), a 1-year subscription per firewall to four security software packages (Domain Name System, Threat Prevention, URL Filtering and Malware Prevention), and a 1-year subscription per firewall for premium support. After evaluating the proposals received for Bid 20901, the College perceived an opportunity to reduce long term costs by requesting proposals for a multi-year agreement for the software and support items on the bid. Firms that responded to the original request received Bid 201901-A1 which specified the same hardware as the original bid but changed the software and support items to a pre-paid, three-year term. The responses for both bids appear below.

Bidder	Bid 20901	Bid 20901-A1
	Hardware + 1-Year Software License	Hardware + 3-Year Software License
AmeriNet	291,332.00	401,800.00
Sentinel Technologies	287,015.00	535,576.00
Howard Technology Solutions	342,412.00	638,004.00
Auxiom	301,380.00	No Bid
CDW-G	No Reply	
Delta Network Services	No Reply	
Logicalis	No Reply	
NetWorks Group	No Reply	


The College saves a minimum of \$144,140 (assuming prices remain constant) by purchasing the security software and hardware support on a three-year term compared to buying the software and support annually.

RECOMMENDATION:

The College administration recommends a contract award to AmeriNet for \$401,800.00 for two Palo Alto PA-5250-AC Enterprise Firewalls and associated three-year security software and

support subscriptions as requested by the Information Technology Services department, in accordance with the specifications of Sealed Bid #20901-A1.


John S. Satkowski, JD
Vice President of Financial Services


Russell A. Kavalhuna, JD
President

**HENRY FORD COLLEGE
OFFICE OF THE PRESIDENT**

CONTRACT AWARD

SUBJECT: Blanket Purchase Order Approval, Fiscal Year 2021

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 \$14,213 require a separate listing for Board approval, in accordance with Administrative Guideline #6320A.

The attached blanket order list includes the vendor 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 Policy #2450, which contains Board approved standards for obtaining competitive quotes and sealed bids.

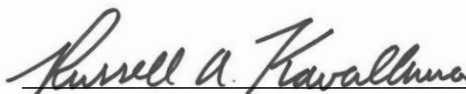
The College uses blanket purchase orders in the following ways: to make repetitive purchases of commonly used, low dollar value goods or services; to order standard materials or maintenance supplies which require numerous shipments; and to obtain more favorable pricing through annual volume commitments. 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 2021, in accordance with Board Policy and Guidelines.



John S. Satkowski, JD
Vice President of Financial Services



Russell A. Kavalhuna, JD
President

Henry Ford College
Blanket Purchase Order (BPO) Listing - Under \$14,213
Effective July 1, 2020

<u>Vendor Name</u>	<u>BPO #</u>	<u>Description</u>	<u>Division</u>	<u>Department</u>	<u>Total Amount</u>	<u>Account Number</u>
CALEB SCOTT CREATIVE	B0007569	Advertising	Academic-BEPD	Administration	7,500.00	11_00_000_1853_220910
MACKELLAR ASSOCIATES	B0007570	Advertising	Academic-BEPD	Auto/Auto ASSET Program	2,000.00	11_00_000_2504_230100
ADVANCE AUTO PARTS	B0007571	Vehicle Parts & Supplies	Academic-BEPD	Auto/Automotive Tech	3,400.00	11_00_000_2503_230100
CINTAS	B0007572	Classroom Supplies	Academic-BEPD	Auto/Automotive Tech	2,000.00	11_00_000_2503_230100
O'REILLY AUTO PARTS	B0007573	Classroom Supplies	Academic-BEPD	Auto/Automotive Tech	3,000.00	11_00_000_2503_230100
PAT MILLIKEN FORD	B0007574	Classroom Supplies	Academic-BEPD	Auto/Automotive Tech	2,500.00	11_00_000_2503_230100
SAFETY-KLEEN	B0007575	Service Agreement	Academic-BEPD	Auto/Automotive Tech	805.00	11_00_000_2503_250900
MARCO TECHNOLOGIES	B0007576	Classroom Supplies	Academic-BEPD	Bldg/Arch Constr Tech	8,000.00	11_00_000_2502_230100
NA MANS SONS	B0007577	Building Materials	Academic-BEPD	Bldg/Arch Constr Tech	1,000.00	11_00_000_2502_230100
PRAXAIR DISTRIBUTION	B0007578	Welding Supplies/Services	Academic-BEPD	Bldg/Energy Technology	2,000.00	11_00_000_2512_230100
THOMSON REUTERS - WEST	B0007579	Internet & Web Services	Academic-BEPD	Bus/Paralegal Studies	11,000.00	11_00_000_1853_230140
CANTON COMPUTERS	B0007580	Classroom Supplies	Academic-BEPD	Comp/Computer Info Tech	10,000.00	11_00_000_2506_230100
COFFEE EXPRESS	B0007582	Food & Beverages	Academic-BEPD	Hosp/5101 Restaurant	1,000.00	13_00_000_2511_230600
FORTUNE INTERNATIONAL	B0007584	Food & Beverages	Academic-BEPD	Hosp/5101 Restaurant	10,000.00	13_00_000_2511_230600
LAGRASSO BROTHERS	B0007586	Food & Beverages	Academic-BEPD	Hosp/5101 Restaurant	500.00	13_00_000_2511_230600
SYSCO FOOD SERVICES DETROIT	B0007588	Food & Beverages	Academic-BEPD	Hosp/5101 Restaurant	6,000.00	13_00_000_2511_230600
BINELL BROTHERS	B0007589	Sharpening Services	Academic-BEPD	Hosp/Culinary Arts	2,000.00	11_00_000_2509_220410
CLARUS	B0007590	Advertising	Academic-BEPD	Hosp/Culinary Arts	12,000.00	11_00_000_2509_220220
EDWARD DON	B0007591	Food Prep Supplies/Equipt	Academic-BEPD	Hosp/Culinary Arts	6,000.00	11_00_000_2509_230100
EVER KOLD REFRIGERATION	B0007592	Repair Parts & Labor	Academic-BEPD	Hosp/Culinary Arts	10,000.00	11_00_000_2509_220410
GREAT LAKES DATA SYSTEMS	B0007593	Maintenance Agreement	Academic-BEPD	Hosp/Culinary Arts	4,700.00	11_00_000_2509_220410
INDUSTRIAL STEAM CLEANING	B0007594	Maintenance Agreement	Academic-BEPD	Hosp/Culinary Arts	8,000.00	11_00_000_2509_220410
SMART CARE EQUIPMENT SOLUTIONS	B0007595	Repair Parts & Labor	Academic-BEPD	Hosp/Culinary Arts	10,000.00	11_00_000_2509_220410
SYSCO FOOD SERVICES DETROIT	B0007596	Food Prep Supplies/Equipt	Academic-BEPD	Hosp/Culinary Arts	1,000.00	11_00_000_2509_230100
VALLEY CITY LINEN	B0007597	Linen Service	Academic-BEPD	Hosp/Culinary Arts	9,000.00	11_00_000_2509_230100
DIGI-KEY	B0007598	Classroom Supplies	Academic-BEPD	Mfg/Electrical Tech	2,300.00	11_00_000_2508_230100
EQUIPMENT MATERIAL SALES	B0007599	Classroom Supplies	Academic-BEPD	Mfg/Electrical Tech	2,550.00	11_00_000_2508_230100
US FOODS	B0007601	Food & Beverages	Academic-BEPD	WPD/Culinary Program	10,000.00	11_00_000_2601_220910
OFFICE DEPOT	B0007602	Classroom Supplies	Academic-BEPD	WPD/Industrial Sewing	600.00	11_00_000_2605_230100
ENGLISH GARDENS	B0007604	Classroom Supplies	Academic-BEPD	WPD/Pro Development	3,000.00	11_00_000_2601_250900
FORDSON CLEANERS	B0007605	Linen Service	Academic-BEPD	WPD/Pro Development	900.00	11_00_000_2601_220910
MACKELLAR ASSOCIATES	B0007606	Advertising	Academic-BEPD	WPD/Pro Development	4,200.00	11_00_000_2601_250900
MYRON	B0007607	Promotional Products	Academic-BEPD	WPD/Pro Development	2,000.00	11_00_000_2601_220910
OFFICE DEPOT	B0007608	Office Supplies	Academic-BEPD	WPD/Pro Development	5,800.00	11_00_000_2601_230110
FORDSON CLEANERS	B0007609	Linen Service	Academic-HHS	AH/Allied Health Program	1,500.00	11_00_000_2211_220910
CARL ZEISS MEDITEC	B0007610	Maintenance Agreement	Academic-HHS	AH/Ophthalmic Tech	787.20	11_00_000_2215_220410
RADIATION DETECTION	B0007611	Radiation Dosimetry Svc	Academic-HHS	AH/Radiography Tech	3,500.00	11_00_000_2212_230100
FITNESS THINGS	B0007612	Repair Parts & Labor	Academic-HHS	Fit/Health & Physical Ed	2,500.00	11_00_000_1203_220410
FORDSON CLEANERS	B0007616	Linen Service	Academic-HHS	Nur/Nursing	2,000.00	11_00_000_2302_220910
LAERDAL MEDICAL	B0007617	Maintenance Agreement	Academic-HHS	Nur/Nursing	4,955.00	11_00_000_2302_220410
LEGEND SERVICES	B0007618	Classroom Supplies	Academic-HHS	Nur/Nursing	5,000.00	11_00_000_2302_230100
MCKESSON GENERAL MEDICAL	B0007619	Classroom Supplies	Academic-HHS	Nur/Nursing	10,000.00	11_00_000_2302_230100
ALLEGRA MARKETING	B0007620	Mailing Services	Academic-LA	Arts/Drama Activities	2,500.00	11_00_000_1871_230900
BIANCO CHARTER	B0007621	Vehicle Rentals	Academic-LA	Arts/Music	6,000.00	11_00_000_1873_220910

<u>Vendor Name</u>	<u>BPO #</u>	<u>Description</u>	<u>Division</u>	<u>Department</u>	<u>Total Amount</u>	<u>Account Number</u>
BRISKI KEVIN	B0007622	Repair Parts & Labor	Academic-LA	Arts/Music	2,500.00	11_00_000_1207_220410
J W PEPPER SON	B0007623	Classroom Supplies	Academic-LA	Arts/Music	2,000.00	11_00_000_1207_230100
NATIONAL PUBLIC RADIO	B0007624	Radio Programming Fees	Academic-LA	Com/WHFR Radio	1,400.00	11_00_000_1875_250900
PUBLIC RADIO EXCHANGE	B0007625	Radio Programming Fees	Academic-LA	Com/WHFR Radio	4,293.00	11_00_000_1875_250900
PUBLIC RADIO INTERNATIONAL	B0007626	Radio Programming Fees	Academic-LA	Com/WHFR Radio	11,755.00	11_00_000_1875_250900
TWENTY SIX DESIGN	B0007627	Software Licenses/Support	Academic-LA	Eng/English	800.00	11_00_000_1102_230140
AMAZON COM	B0007629	Office Supplies	Academic-LSS	Library	1,500.00	11_00_000_1701_230110
BIBLIOTHECA	B0007630	Maintenance Agreement	Academic-LSS	Library	300.00	11_00_000_1701_220410
CENGAGE LEARNING	B0007631	Books/Media/Publications	Academic-LSS	Library	7,500.00	11_00_000_1701_280100
GIVEX USA	B0007633	Printing/Copying Services	Academic-LSS	Library	3,000.00	13_00_000_1701_250900
MIDWEST COLLABORATIVE FOR	B0007634	Serials/Periodicals	Academic-LSS	Library	9,000.00	11_00_000_1701_230200
ATCC	B0007637	Classroom Supplies	Academic-STEM	Bio/Biology	1,000.00	11_00_000_1403_230100
BIO-RAD LABORATORIES,	B0007638	Classroom Supplies	Academic-STEM	Bio/Biology	500.00	11_00_000_1403_230100
CAROLINA BIOLOGICAL SUPPLY	B0007639	Classroom Supplies	Academic-STEM	Bio/Biology	5,000.00	11_00_000_1403_230100
FISHER SCIENTIFIC	B0007640	Classroom Supplies	Academic-STEM	Bio/Biology	500.00	11_00_000_1403_230100
LIFE TECHNOLOGIES	B0007641	Classroom Supplies	Academic-STEM	Bio/Biology	500.00	11_00_000_1403_230100
STERIS	B0007642	Maintenance Agreement	Academic-STEM	Bio/Biology	9,385.04	11_00_000_1403_220410
AIRGAS PURITAN MEDICAL	B0007636	Gas Cylinder Rent/Refill	Academic-STEM	Sci/Chemistry	250.00	11_00_000_1404_230100
EVOQUA WATER TECHNOLOGIES	B0007643	Maintenance Agreement	Academic-STEM	Sci/Chemistry	2,000.00	11_00_000_1404_220410
PRAXAIR DISTRIBUTION	B0007644	Gas Cylinder Rent/Refill	Academic-STEM	Sci/Chemistry	250.00	11_00_000_1404_230100
21ST CENTURY MEDIA NEWSPAPER	B0007647	Advertising	Executive	Marketing-Communications	7,000.00	11_00_000_5410_220220
APPLIED IMAGING	B0007662	Repair Parts & Labor	Executive	Marketing-Graphics Center	1,000.00	11_00_000_5404_220410
HAYES GRINDING SERVICE	B0007663	Sharpening Services	Executive	Marketing-Graphics Center	350.00	11_00_000_5404_220410
AT&T MOBILITY	B0007667	Telephone Service	Executive	President's Office	2,400.00	11_00_000_4001_240200
LINCOLN AUTOMOTIVE FINANCIAL SVCS	B0007668	Finance/Lease Agreement	Executive	President's Office	900.00	11_00_000_4001_230340
GARDA CL GREAT LAKES	B0007669	Armored Car Services	Financial Svcs	College Store	1,900.00	12_00_000_5603_220910
TRIMDATA	B0007671	Software Licenses/Support	Financial Svcs	College Store	14,000.00	12_00_000_5603_230140
ACE SPRINKLER	B0007672	Bldg & Equipt Inspections	Financial Svcs	Facility Services	13,000.00	11_00_000_5101_220420
AIN PLASTICS MICHIGAN	B0007673	Parts & Supplies	Financial Svcs	Facility Services	8,000.00	11_00_000_5101_230320
AMERICAN SPRINKLER LANDSCAPE	B0007674	Landscape Services	Financial Svcs	Facility Services	14,000.00	11_00_000_5101_220420
APAC PAPER PACKAGING	B0007675	Building Supplies	Financial Svcs	Facility Services	2,500.00	11_00_000_5101_230320
ARCH ENVIRONMENTAL GROUP	B0007676	Waste Disposal Services	Financial Svcs	Facility Services	8,000.00	11_00_000_5101_220520
ARGUS GROUP HOLDINGS	B0007678	Equipment & Supplies	Financial Svcs	Facility Services	2,500.00	11_00_000_5101_220910
AUTOMOTIVE SUPPLY	B0007680	Repair Parts & Labor	Financial Svcs	Facility Services	500.00	11_00_000_5101_230340
BANK'S VACUUM SUPERSTORES	B0007683	Parts & Supplies	Financial Svcs	Facility Services	3,000.00	11_00_000_5101_230320
BARMATIC INSPECTING	B0007684	Bldg & Equipt Inspections	Financial Svcs	Facility Services	2,000.00	11_00_000_5101_220420
BEARING SERVICE	B0007685	Parts & Supplies	Financial Svcs	Facility Services	500.00	11_00_000_5101_230320
BELL FORK LIFT	B0007686	Maintenance Agreement	Financial Svcs	Facility Services	4,000.00	11_00_000_5101_220420
BIO-SERV	B0007688	Service Agreement	Financial Svcs	Facility Services	1,500.00	11_00_000_5101_220520
BREHOB	B0007689	Repair Parts & Labor	Financial Svcs	Facility Services	8,000.00	11_00_000_5101_230320
BUCALO DRYWALL PAINTING	B0007691	Building Maint & Repairs	Financial Svcs	Facility Services	6,000.00	11_00_000_5101_220420
BUCKS OIL	B0007692	Waste Disposal Services	Financial Svcs	Facility Services	3,500.00	11_00_000_5101_220520
CINTAS	B0007695	Custodial Supplies	Financial Svcs	Facility Services	10,000.00	11_00_000_5101_230310
CLEANLITES RECYCLING	B0007696	Waste Disposal Services	Financial Svcs	Facility Services	3,500.00	11_00_000_5101_220520
COCHRANE SUPPLY	B0007697	Equipment & Supplies	Financial Svcs	Facility Services	6,000.00	11_00_000_5101_230320
CPI EXCAVATING	B0007817	Repair Parts & Labor	Financial Svcs	Facility Services	10,000.00	11_00_000_5101_220420
CRANE 1 SERVICES	B0007699	Repair Parts & Labor	Financial Svcs	Facility Services	1,000.00	11_00_000_5101_220410
D P SERVICES	B0007700	Repair Parts & Labor	Financial Svcs	Facility Services	6,000.00	11_00_000_5101_220420

<u>Vendor Name</u>	<u>BPO #</u>	<u>Description</u>	<u>Division</u>	<u>Department</u>	<u>Total Amount</u>	<u>Account Number</u>
DAIKIN APPLIED	B0007701	Maintenance Agreement	Financial Svcs	Facility Services	3,780.00	11_00_000_5101_220420
DAIKIN APPLIED	B0007702	Repair Parts & Labor	Financial Svcs	Facility Services	5,000.00	11_00_000_5101_220410
DECKER EQUIPMENT	B0007703	Parts & Supplies	Financial Svcs	Facility Services	3,500.00	11_00_000_5101_230320
DOWNRIVER REFRIGERATION SUPPLY	B0007704	Parts & Supplies	Financial Svcs	Facility Services	1,500.00	11_00_000_5101_230320
DUKES HARDWARE	B0007705	Hardware & Tools	Financial Svcs	Facility Services	1,500.00	11_00_000_5101_230320
DUSTY DUCTS	B0007706	Building Maint & Repairs	Financial Svcs	Facility Services	4,000.00	11_00_000_5101_220420
EASTON TELECOM SERVICES	B0007707	Telephone Service	Financial Svcs	Facility Services	8,700.00	11_00_000_5101_240200
ELECTRONIC SECURITY SYSTEMS	B0007709	Repair Parts & Labor	Financial Svcs	Facility Services	12,000.00	58_00_081_0000_390200
ENGLISH GARDENS	B0007710	Grounds Supplies	Financial Svcs	Facility Services	1,000.00	11_00_000_5101_230330
ENVIRONMENTAL MAINTENANCE ENGR	B0007712	Waste Disposal Services	Financial Svcs	Facility Services	10,000.00	11_00_000_5101_220520
ENVIRONMENTAL TESTING CONSULT	B0007713	Consulting Services	Financial Svcs	Facility Services	10,000.00	11_00_000_5101_220910
EQ-THE ENVIRONMENTAL QUALITY	B0007714	Waste Disposal Services	Financial Svcs	Facility Services	5,000.00	11_00_000_5101_220520
EVER KOLD REFRIGERATION	B0007715	Repair Parts & Labor	Financial Svcs	Facility Services	6,000.00	11_00_000_5101_220410
FAIRLANE FORD SALES	B0007716	Vehicle Parts & Supplies	Financial Svcs	Facility Services	10,000.00	11_00_000_5101_230340
FERGUSON ENTERPRISES	B0007717	Parts & Supplies	Financial Svcs	Facility Services	2,500.00	11_00_000_5101_230320
FIFE-PEARCE ELECTRIC	B0007718	Repair Parts & Labor	Financial Svcs	Facility Services	10,000.00	11_00_000_5101_220420
FONTANESI KANN	B0007720	Repair Parts & Labor	Financial Svcs	Facility Services	5,000.00	11_00_000_5101_220420
GRAYBAR ELECTRIC	B0007724	Parts & Supplies	Financial Svcs	Facility Services	1,562.50	11_00_000_5101_230320
GREAT LAKES GYPSUM SUPPLY	B0007725	Carpentry Supplies	Financial Svcs	Facility Services	3,000.00	11_00_000_5101_230320
GYPSUM SUPPLY	B0007729	Building Materials	Financial Svcs	Facility Services	2,000.00	11_00_000_5101_230320
HEALEY FIRE PROTECTION	B0007730	Bldg & Equipt Inspections	Financial Svcs	Facility Services	3,000.00	11_00_000_5101_220520
HERC RENTALS	B0007731	Equipment Rentals	Financial Svcs	Facility Services	2,500.00	11_00_000_5101_240420
H-O-H CHEMICALS	B0007732	Service Agreement	Financial Svcs	Facility Services	12,000.00	11_00_000_5101_230310
HOME DEPOT USA	B0007733	Parts & Supplies	Financial Svcs	Facility Services	6,000.00	11_00_000_5101_230320
HONEYWELL INTERNATIONAL	B0007734	Service Agreement	Financial Svcs	Facility Services	2,617.78	11_00_000_5101_220420
HONEYWELL INTERNATIONAL	B0007735	Service Agreement	Financial Svcs	Facility Services	2,488.63	11_00_000_5101_220420
IDN HARDWARE SALES	B0007736	Carpentry Supplies	Financial Svcs	Facility Services	2,500.00	11_00_000_5101_230320
JAN OVERHEAD DOOR MFG	B0007737	Repair Parts & Labor	Financial Svcs	Facility Services	3,000.00	11_00_000_5101_220420
JOHNSON CONTROLS	B0007739	Service Agreement	Financial Svcs	Facility Services	9,540.00	11_00_000_5101_220420
JW TURF	B0007742	Parts & Supplies	Financial Svcs	Facility Services	3,000.00	11_00_000_5101_220420
K L MCCOY ASSOCIATES	B0007743	Repair Parts & Labor	Financial Svcs	Facility Services	2,000.00	11_00_000_5101_220420
KARAS BARRY	B0007744	Service Agreement	Financial Svcs	Facility Services	2,000.00	11_00_000_5101_220520
KENNEDY INDUSTRIES	B0007745	Repair Parts & Labor	Financial Svcs	Facility Services	5,000.00	11_00_000_5101_220420
KERRY DANIEL C	B0007746	Welding Supplies/Services	Financial Svcs	Facility Services	3,500.00	11_00_000_5101_220420
LANDSCAPE SUPPLY	B0007749	Landscape Supplies	Financial Svcs	Facility Services	2,000.00	11_00_000_5101_250900
LASTING IMPRESSIONS MARKETING	B0007750	Uniforms & Supplies	Financial Svcs	Facility Services	5,000.00	11_00_000_5101_250900
LAZER HYDRAULIC HOSE	B0007751	Repair Parts & Labor	Financial Svcs	Facility Services	1,500.00	11_00_000_5101_220410
LESLIE ELECTRIC	B0007752	Parts & Supplies	Financial Svcs	Facility Services	5,000.00	11_00_000_5101_230320
LESLIES POOLMART	B0007753	Grounds Supplies	Financial Svcs	Facility Services	1,000.00	11_00_000_5101_230330
LIBERTY PLUMBING SUPPLY	B0007754	Plumbing Supplies	Financial Svcs	Facility Services	9,000.00	11_00_000_5101_230320
LIGHTING SUPPLY	B0007755	Parts & Supplies	Financial Svcs	Facility Services	3,000.00	11_00_000_5101_220420
LIGHTMASTERS ELECTRICAL SERVICE	B0007756	Repair Parts & Labor	Financial Svcs	Facility Services	12,000.00	11_00_000_5101_220420
LOWER HURON SUPPLY	B0007757	Parts & Supplies	Financial Svcs	Facility Services	500.00	11_00_000_5101_220410
MACOMB GROUP	B0007758	Building Materials	Financial Svcs	Facility Services	4,000.00	11_00_000_5101_230320
MADISON ELECTRIC	B0007759	Parts & Supplies	Financial Svcs	Facility Services	5,000.00	11_00_000_5101_230320
MASTER CRAFT CARPET SERVICE	B0007761	Building Materials	Financial Svcs	Facility Services	5,000.00	11_00_000_5101_220910
MCNAUGHTON-MCKAY ELECTRIC	B0007762	Parts & Supplies	Financial Svcs	Facility Services	5,000.00	11_00_000_5101_230320
MICHIGAN AIR PRODUCTS	B0007763	Parts & Supplies	Financial Svcs	Facility Services	2,500.00	11_00_000_5101_230320

<u>Vendor Name</u>	<u>BPO #</u>	<u>Description</u>	<u>Division</u>	<u>Department</u>	<u>Total Amount</u>	<u>Account Number</u>
MICHIGAN INDUSTRIAL BELTING	B0007764	Parts & Supplies	Financial Svcs	Facility Services	10,000.00	11_00_000_5101_230320
MICHIGAN MECHANICAL INSULATION	B0007765	Repair Parts & Labor	Financial Svcs	Facility Services	3,000.00	11_00_000_5101_220420
MICHIGAN MECHANICAL SERVICES	B0007766	Repair Parts & Labor	Financial Svcs	Facility Services	8,000.00	11_00_000_5101_220420
NAPA GENUINE PARTS	B0007768	Vehicle Parts & Supplies	Financial Svcs	Facility Services	5,000.00	11_00_000_5101_230340
NICHOLS PAPER SUPPLY	B0007772	Custodial Supplies	Financial Svcs	Facility Services	10,000.00	11_00_000_5101_230310
OLD GLORY FLAGS FLAGPOLES	B0007773	Grounds Supplies	Financial Svcs	Facility Services	10,000.00	11_00_000_5101_250900
OSCAR W LARSON	B0007774	Bldg & Equipt Inspections	Financial Svcs	Facility Services	10,000.00	11_00_000_5101_220520
PIPER SCHOOL EQUIPMENT	B0007775	Repair Parts & Labor	Financial Svcs	Facility Services	6,000.00	11_00_000_5101_220420
PLANTERRA TROPICAL GREENHOUSES	B0007776	Service Agreement	Financial Svcs	Facility Services	2,500.00	11_00_000_5101_220520
PM ENVIRONMENTAL	B0007777	Professional Services	Financial Svcs	Facility Services	12,000.00	11_00_000_5101_280410
PRAXAIR DISTRIBUTION	B0007779	Welding Supplies/Services	Financial Svcs	Facility Services	3,000.00	11_00_000_5101_230320
PREMIER PEST MANAGEMENT	B0007780	Service Agreement	Financial Svcs	Facility Services	10,000.00	11_00_000_5101_220520
PURVIS FOSTER	B0007781	Welding Supplies/Services	Financial Svcs	Facility Services	6,000.00	11_00_000_5101_220420
QUALITY AIR SERVICE	B0007782	Bldg & Equipt Inspections	Financial Svcs	Facility Services	5,000.00	11_00_000_5101_220520
R L DEPPMAN	B0007783	Repair Parts & Labor	Financial Svcs	Facility Services	10,000.00	11_00_000_5101_230320
RESA POWER	B0007785	Bldg & Equipt Inspections	Financial Svcs	Facility Services	12,000.00	11_00_000_5101_220420
RIVER OAKS MARATHON	B0007786	Repair Parts & Labor	Financial Svcs	Facility Services	500.00	11_00_000_5101_230340
SCHILBE TREE CARE	B0007788	Landscape Services	Financial Svcs	Facility Services	12,000.00	11_00_000_5101_220420
SELL'S EQUIPMENT	B0007790	Parts & Supplies	Financial Svcs	Facility Services	5,000.00	11_00_000_5101_220410
SHEER SHOP	B0007791	Repair Parts & Labor	Financial Svcs	Facility Services	6,000.00	11_00_000_5101_220420
SHERWIN WILLIAMS	B0007792	Paint & Painting Supplies	Financial Svcs	Facility Services	10,000.00	11_00_000_5101_230320
SIEMENS INDUSTRY	B0007793	Repair Parts & Labor	Financial Svcs	Facility Services	14,000.00	11_00_000_5101_220420
SIGNGRAPHIX	B0007794	Signs/Nameplates	Financial Svcs	Facility Services	5,000.00	11_00_000_5101_220910
SIGNGRAPHIX	B0007795	Architectural/Engineering	Financial Svcs	Facility Services	4,650.00	11_00_000_5101_280410
SITEONE LANDSCAPE SUPPLY	B0007796	Landscape Supplies	Financial Svcs	Facility Services	4,750.00	11_00_000_5101_230330
SKYWORKS	B0007797	Equipment Rentals	Financial Svcs	Facility Services	1,500.00	11_00_000_5101_240420
START-ALL ENTERPRISES	B0007801	Parts & Supplies	Financial Svcs	Facility Services	10,000.00	11_00_000_5101_230320
THERMAL-NETICS, INC.	B0007802	Repair Parts & Labor	Financial Svcs	Facility Services	2,500.00	11_00_000_5101_220420
TRADESMEN FASTENER TOOL	B0007803	Hardware & Tools	Financial Svcs	Facility Services	6,000.00	11_00_000_5101_230320
TRANE	B0007804	Repair Parts & Labor	Financial Svcs	Facility Services	2,500.00	11_00_000_5101_220420
TRIO MILLWORKS	B0007805	Lumber & Hardware	Financial Svcs	Facility Services	1,000.00	11_00_000_5101_230320
UNITED RENT-ALL	B0007806	Equipment Rentals	Financial Svcs	Facility Services	2,000.00	11_00_000_5101_240420
UNIVERSAL WEATHERSTRIP	B0007807	Carpentry Supplies	Financial Svcs	Facility Services	1,500.00	11_00_000_5101_230320
VALVE RECONDITIONING SERVICE	B0007808	Repair Parts & Labor	Financial Svcs	Facility Services	10,000.00	11_00_000_5101_220410
VENTURE DISTRIBUTING	B0007809	Building Supplies	Financial Svcs	Facility Services	4,000.00	11_00_000_5101_230320
WADSWORTH SOLUTIONS	B0007812	Maintenance Agreement	Financial Svcs	Facility Services	4,831.00	11_00_000_5101_230320
WATERWAYS IRRIGATION	B0007813	Repair Parts & Labor	Financial Svcs	Facility Services	4,000.00	11_00_000_5101_220420
WEINGARTZ SUPPLY	B0007814	Parts & Supplies	Financial Svcs	Facility Services	5,000.00	11_00_000_5101_230320
WEST METRO DOOR	B0007815	Repair Parts & Labor	Financial Svcs	Facility Services	1,000.00	11_00_000_5101_220420
WOLVERINE POWER SYSTEMS	B0007816	Maintenance Agreement	Financial Svcs	Facility Services	5,000.00	11_00_000_5101_220420
OFFICE DEPOT	B0007818	Office Supplies	Financial Svcs	Financial Aid	1,000.00	11_00_000_3301_230110
BANKMOBILE TECHNOLOGIES	B0007819	Professional Services	Financial Svcs	Financial Aid-Cashiers	10,000.00	11_00_000_5401_220910
GARDA CL GREAT LAKES	B0007820	Armored Car Services	Financial Svcs	Financial Aid-Cashiers	6,600.00	11_00_000_3705_220910
ACQUANTEMPS	B0007821	Consulting Services	Financial Svcs	Financial Services	12,000.00	11_00_000_5301_220910
MARK ANDY PRINT PRODUCTS	B0007822	Maintenance Agreement	Financial Svcs	Financial Services	3,000.00	11_00_000_5301_220410
OFFICE DEPOT	B0007824	Office Supplies	Financial Svcs	Financial Services	3,500.00	11_00_000_5301_230110
DELTA FORMOST CHEMICAL	B0007826	Equipment & Supplies	Financial Svcs	Food Service	2,500.00	12_00_000_5602_250900
GREAT LAKES DATA SYSTEMS	B0007830	Maintenance Agreement	Financial Svcs	Food Service	2,500.00	12_00_000_5602_220410

<u>Vendor Name</u>	<u>BPO #</u>	<u>Description</u>	<u>Division</u>	<u>Department</u>	<u>Total Amount</u>	<u>Account Number</u>
INDUSTRIAL STEAM CLEANING	B0007831	Maintenance Agreement	Financial Svcs	Food Service	6,500.00	12_00_000_5602_220410
KOMER CARBONICS	B0007833	Food Prep Supplies/Equipt	Financial Svcs	Food Service	1,000.00	12_00_000_5602_230500
TOTAL VENDING	B0007836	Food & Beverages	Financial Svcs	Food Service	1.00	12_00_000_5602_330100
UNIFIRST	B0007837	Uniforms & Supplies	Financial Svcs	Food Service	3,500.00	12_00_000_5602_220910
ENTERPRISE	B0007839	Vehicle Rentals	Financial Svcs	General Institutional	2,500.00	11_00_000_1104_250110
GREAT LAKES TELECOMMUNICATIONS	B0007840	Telephone Service	Financial Svcs	General Institutional	3,000.00	11_00_000_5101_240420
SHRED-IT USA	B0007841	Document Storage/Disposal	Financial Svcs	General Institutional	7,290.60	11_00_000_1852_220910
ELLUCIAN LP	B0007846	Consulting Services	Financial Svcs	IT Applications & Web	3,375.00	11_00_000_5202_220910
LINKEDIN	B0007850	Employee Training	Financial Svcs	IT Applications & Web	3,400.00	11_00_000_5202_220910
NG WEB SOLUTIONS	B0007851	Software Licenses/Support	Financial Svcs	IT Applications & Web	14,000.00	58_00_074_0000_230140
ROC SOFTWARE SYSTEMS	B0007852	Software Licenses/Support	Financial Svcs	IT Applications & Web	2,500.00	11_00_000_5202_230140
SOURCE 4	B0007854	Software Licenses/Support	Financial Svcs	IT Applications & Web	1,929.90	11_00_000_5202_230140
TREEHOUSE ISLAND	B0007855	Internet & Web Services	Financial Svcs	IT Applications & Web	1,097.25	11_00_000_5202_220910
CALERO SOFTWARE	B0007857	Software Licenses/Support	Financial Svcs	IT System/Infrastructure	1,773.00	11_00_000_5201_230140
CANTON COMPUTERS	B0007858	Computer/Printer Supplies	Financial Svcs	IT System/Infrastructure	10,500.00	11_00_000_5201_220410
CATALOGIC SOFTWARE	B0007860	Software Licenses/Support	Financial Svcs	IT System/Infrastructure	7,100.00	11_00_000_5201_230140
COMCAST	B0007862	Internet Service Provider	Financial Svcs	IT System/Infrastructure	7,525.00	11_00_000_5201_220910
EDUCAUSE	B0007864	Institutional Memberships	Financial Svcs	IT System/Infrastructure	4,000.00	11_00_000_5201_250010
F5 NETWORKS	B0007865	Maintenance Agreement	Financial Svcs	IT System/Infrastructure	6,118.30	11_00_000_5201_230140
FARONICS TECHNOLOGIES USA	B0007866	Software Licenses/Support	Financial Svcs	IT System/Infrastructure	6,550.00	11_00_000_5201_230140
GRIT TECHNOLOGIES	B0007867	Repair Parts & Labor	Financial Svcs	IT System/Infrastructure	10,000.00	11_00_000_5201_280400
MICROSOFT	B0007874	Computer Network Support	Financial Svcs	IT System/Infrastructure	3,000.00	11_00_000_5201_220910
MIDWESTERN HIGHER EDUCATION	B0007875	Software Licenses/Support	Financial Svcs	IT System/Infrastructure	3,150.00	11_00_000_5201_250010
NETSUPPORT	B0007876	Software Licenses/Support	Financial Svcs	IT System/Infrastructure	7,894.80	11_00_000_5201_230140
ONSPRING TECHNOLOGIES	B0007877	Software Licenses/Support	Financial Svcs	IT System/Infrastructure	3,600.00	11_00_000_5201_230140
PEREZ DAVID GERARD	B0007878	Consulting Services	Financial Svcs	IT System/Infrastructure	14,000.00	11_00_000_5201_220910
TOOLBARSTUDIO	B0007884	Software Licenses/Support	Financial Svcs	IT System/Infrastructure	10,127.20	11_00_000_5201_230140
UNTANGLE	B0007885	Software Licenses/Support	Financial Svcs	IT System/Infrastructure	2,160.00	11_00_000_5201_230140
VISUAL CLICK	B0007886	Software Licenses/Support	Financial Svcs	IT System/Infrastructure	1,283.07	11_00_000_5201_230140
FED EX	B0007889	Shipping Services	Financial Svcs	Purchasing	100.00	11_00_000_5304_250400
PITNEY BOWES	B0007890	Equipment Rentals	Financial Svcs	Purchasing	684.00	11_00_000_5304_240420
PITNEY BOWES	B0007891	Maintenance Agreement	Financial Svcs	Purchasing	823.77	11_00_000_5304_220410
PITNEY BOWES	B0007892	Parts & Supplies	Financial Svcs	Purchasing	1,600.00	11_00_000_5304_230110
UPS	B0007895	Shipping Services	Financial Svcs	Purchasing	500.00	11_00_000_5304_250400
CORNERSTONE ONDEMAND	B0007898	Software Licenses/Support	Inst Research	Human Resources	9,750.00	11_00_000_6001_230140
MARSH MCLENNAN AGENCY	B0007901	Consulting Services	Inst Research	Human Resources	1.00	11_00_000_6001_220910
OFFICE DEPOT	B0007902	Office Supplies	Inst Research	Human Resources	1,500.00	11_00_000_6001_230110
WORK N GEAR	B0007904	Safety Equipment	Inst Research	Human Resources	4,530.00	11_00_000_5407_218665
CINTAS	B0007907	Custodial Supplies	Student Affairs	Athletics	1,000.00	11_00_000_3601_220910
ADT SECURITY	B0007910	Security Monitoring Svc	Student Affairs	Campus Safety	1,200.00	11_00_000_5403_220910
ADT SECURITY	B0007911	Repair Parts & Labor	Student Affairs	Campus Safety	5,000.00	11_00_000_5403_220910
ADVANCE AUTO PARTS	B0007912	Vehicle Maintenance	Student Affairs	Campus Safety	2,700.00	11_00_000_5403_230340
AT&T MOBILITY	B0007913	Telephone Service	Student Affairs	Campus Safety	750.00	11_00_000_5403_240200
AVENTRIC TECHNOLOGIES	B0007914	Safety Equipment	Student Affairs	Campus Safety	5,000.00	11_00_000_5403_250900
BERESFORD	B0007915	Printing/Copying Services	Student Affairs	Campus Safety	7,000.00	11_00_000_5403_250900
COMPETITIVE EDGE SOFTWARE,	B0007916	Software Licenses/Support	Student Affairs	Campus Safety	7,800.00	11_00_000_5403_230140
CYNERGY WIRELESS	B0007917	Repair Parts & Labor	Student Affairs	Campus Safety	2,500.00	11_00_000_5403_220410
ELECTRONIC SECURITY SYSTEMS	B0007918	Locksmith Services	Student Affairs	Campus Safety	1,500.00	11_00_000_5403_220910

<u>Vendor Name</u>	<u>BPO #</u>	<u>Description</u>	<u>Division</u>	<u>Department</u>	<u>Total Amount</u>	<u>Account Number</u>
ELECTRONIC SECURITY SYSTEMS	B0007919	Repair Parts & Labor	Student Affairs	Campus Safety	2,000.00	11_00_000_5403_220410
FAIRLANE FORD SALES	B0007920	Vehicle Maintenance	Student Affairs	Campus Safety	2,000.00	11_00_000_5403_230340
FORD CREDIT	B0007921	Finance/Lease Agreement	Student Affairs	Campus Safety	811.00	11_00_000_5403_240430
GRIT TECHNOLOGIES	B0007922	Repair Parts & Labor	Student Affairs	Campus Safety	3,000.00	11_00_000_5403_220410
IMPRESSIONS SPECIALTY ADVERT	B0007923	Uniforms & Supplies	Student Affairs	Campus Safety	5,000.00	11_00_000_5403_250900
JACK'S BIKE SHOP	B0007924	Repair Parts & Labor	Student Affairs	Campus Safety	500.00	11_00_000_5403_220410
PRIORITY ONE EMERGENCY	B0007925	Uniforms & Supplies	Student Affairs	Campus Safety	2,000.00	11_00_000_5403_250900
SMIDDY STEPHEN M	B0007927	Locksmith Services	Student Affairs	Campus Safety	6,000.00	11_00_000_5403_220910
AUTOMATED BUSINESS MACHINES	B0007930	Maintenance Agreement	Student Affairs	Enroll Svcs-Admissions	2,000.00	11_00_000_3201_220410
BRANDLURE	B0007931	Advertising	Student Affairs	Enroll Svcs-Admissions	10,000.00	11_00_000_3201_220220
GORDON FOOD SERVICE	B0007933	Food & Beverages	Student Affairs	Enroll Svcs-Admissions	700.00	11_00_000_3201_250180
KROGER	B0007934	Food & Beverages	Student Affairs	Enroll Svcs-Admissions	500.00	11_00_000_3201_250180
WOLVERINE ADVERTISING SPECIAL	B0007935	Promotional Products	Student Affairs	Enroll Svcs-Admissions	10,500.00	11_00_000_3201_220220
HERFF JONES	B0007937	Diploma Services	Student Affairs	Enroll Svcs-Registration	10,000.00	11_00_000_3506_250900
IRON MOUNTAIN SECURE SHREDDING	B0007938	Document Storage/Disposal	Student Affairs	Enroll Svcs-Registration	4,000.00	11_00_000_3501_250900
MEDIA CONNECTION ADVERTISING	B0007939	Signs/Nameplates	Student Affairs	Enrollment Services	1,785.00	11_00_000_3706_250900
OFFICE DEPOT	B0007940	Office Supplies	Student Affairs	Enrollment Services	9,275.00	11_00_000_3706_230110
DAILY TELEGRAM	B0007942	Printing/Copying Services	Student Affairs	Mirror Newspaper	8,000.00	11_00_000_3772_250900

Henry Ford College
Blanket Purchase Order (BPO) Listing - Over \$14,213
Effective July 1, 2020

<u>Vendor Name</u>	<u>BPO #</u>	<u>Description</u>	<u>Division</u>	<u>Department</u>	<u>Total Amount</u>	<u>Account Number</u>
CHERRY CAPITAL FOODS	B0007581	Food & Beverages	Academic-BEPD	Hosp/5101 Restaurant	20,000.00	13_00_000_2511_230600
DEL BENE PRODUCE	B0007583	Food & Beverages	Academic-BEPD	Hosp/5101 Restaurant	25,000.00	13_00_000_2511_230600
GORDON FOOD SERVICE	B0007585	Food & Beverages	Academic-BEPD	Hosp/5101 Restaurant	52,000.00	13_00_000_2511_230600
SAAD WHOLESALE MEATS	B0007587	Food & Beverages	Academic-BEPD	Hosp/5101 Restaurant	20,000.00	13_00_000_2511_230600
PRAXAIR DISTRIBUTION	B0007600	Classroom Supplies	Academic-BEPD	Mfg/Welding	18,000.00	11_00_000_2513_230100
ELLUCIAN LP	B0007603	Consulting Services	Academic-BEPD	WPD/Pro Development	16,046.41	58_00_088_0000_390200
ELSEVIER	B0007613	Test Materials & Services	Academic-HHS	Nur/Nursing	165,000.00	11_00_000_2302_230100
ELSEVIER	B0007614	Test Materials & Services	Academic-HHS	Nur/Nursing	27,300.00	13_00_000_2302_230100
EXAMSOFT WORLDWIDE	B0007615	Software Licenses/Support	Academic-HHS	Nur/Nursing	27,500.00	11_00_000_2302_230140
LINK SYSTEMS INTERNATIONAL	B0007628	Software Licenses/Support	Academic-LSS	Learning Lab	18,000.00	11_00_000_1104_230140
EMERY PRATT	B0007632	Books/Media/Publications	Academic-LSS	Library	20,000.00	11_00_000_1701_280100
PROQUEST CSA	B0007635	Books/Media/Publications	Academic-LSS	Library	29,344.00	11_00_000_1701_220210
ETHINK EDUCATION	B0007645	Internet & Web Services	Academic-SVC	Academic Services	139,713.63	11_00_000_1702_230140
YUJA	B0007646	Software Licenses/Support	Academic-SVC	Academic Services	24,675.00	11_00_000_1702_230140
21ST CENTURY MEDIA NEWSPAPER	B0007652	Advertising	Executive	Marketing-Communications	60,000.00	11_00_000_5410_220220
ALNOZILI RASHID	B0007648	Advertising	Executive	Marketing-Communications	15,000.00	11_00_000_5410_220220
ARAB AMERICAN NEWS	B0007649	Advertising	Executive	Marketing-Communications	15,600.00	11_00_000_5410_220220
BEASLEY MEDIA GROUP	B0007650	Advertising	Executive	Marketing-Communications	60,000.00	11_00_000_5410_220220
BEWICK PUBLICATIONS	B0007651	Advertising	Executive	Marketing-Communications	15,000.00	11_00_000_5410_220220
CAPSTAR RADIO	B0007655	Advertising	Executive	Marketing-Communications	60,000.00	11_00_000_5410_220220
EFFECTV	B0007653	Advertising	Executive	Marketing-Communications	160,000.00	11_00_000_5410_220220
ENTERCOM COMMUNICATIONS	B0007654	Advertising	Executive	Marketing-Communications	250,000.00	11_00_000_5410_220220
INTERACT COMMUNICATIONS	B0007656	Professional Services	Executive	Marketing-Communications	108,650.00	11_00_000_5410_220220
MELTWATER NEWS US	B0007657	Advertising	Executive	Marketing-Communications	15,000.00	11_00_000_5410_220220
OUTFRONT MEDIA	B0007658	Advertising	Executive	Marketing-Communications	150,000.00	11_00_000_5410_220220
TOTAL TRAFFIC WEATHER	B0007660	Advertising	Executive	Marketing-Communications	15,000.00	11_00_000_5410_220220
APPLIED IMAGING	B0007661	Managed Print Services	Executive	Marketing-Graphics Center	60,000.00	11_00_000_5404_220930
US BANK	B0007664	Finance/Lease Agreement	Executive	Marketing-Graphics Center	168,000.00	11_00_000_5404_240420
VERITIV OPERATING	B0007665	Paper & Printing Supplies	Executive	Marketing-Graphics Center	50,000.00	11_00_000_5404_230130
WESTERN STATES ENVELOPE	B0007666	Printing/Copying Services	Executive	Marketing-Graphics Center	17,000.00	11_00_000_5404_220230
PRISMRBS	B0007670	Software Licenses/Support	Financial Svcs	College Store	40,000.00	12_00_000_5603_230140
ARCH ENVIRONMENTAL GROUP	B0007677	Bldg & Equipt Inspections	Financial Svcs	Facility Services	15,000.00	11_00_000_5101_220520
ASSA ABLOY ENTRANCE SYSTEMS	B0007679	Maintenance Agreement	Financial Svcs	Facility Services	25,000.00	11_00_000_5101_220420
B J PARKING LOT MAINTENANCE	B0007681	Cleaning & Maintenance	Financial Svcs	Facility Services	20,000.00	11_00_000_5101_220420
BACKFLOW PREVENTION SERVICES	B0007682	Building Maint & Repairs	Financial Svcs	Facility Services	15,000.00	11_00_000_5101_220410
BIERNAT TERENCE N	B0007687	Architectural/Engineering	Financial Svcs	Facility Services	25,000.00	11_00_000_5101_280410
BRIGHTVIEW LANDSCAPES	B0007690	Landscape Services	Financial Svcs	Facility Services	93,000.00	11_00_000_5101_220420
CAMFIL USA	B0007693	Building Supplies	Financial Svcs	Facility Services	32,000.00	11_00_000_5101_230320
CES WATERFORD	B0007694	Building Supplies	Financial Svcs	Facility Services	39,937.50	11_00_000_5101_230320
CORRIGAN OIL NO 2	B0007698	Gasoline/Diesel Fuel	Financial Svcs	Facility Services	20,000.00	11_00_000_5101_230340
EDWARDS GLASS	B0007708	Repair Parts & Labor	Financial Svcs	Facility Services	17,000.00	11_00_000_5101_220420
ENVIRONMENTAL CONSULTING	B0007711	Architectural/Engineering	Financial Svcs	Facility Services	18,000.00	11_00_000_5101_280410
FIRE EQUIPMENT	B0007719	Bldg & Equipt Inspections	Financial Svcs	Facility Services	15,000.00	11_00_000_5101_220520
GARFORTH INTERNATIONAL	B0007721	Architectural/Engineering	Financial Svcs	Facility Services	30,546.52	58_00_071_0000_390200
GFL ENVIRONMENTAL USA	B0007722	Waste Disposal Services	Financial Svcs	Facility Services	36,286.00	11_00_000_5101_220520
GRAINGER	B0007723	Equipment & Supplies	Financial Svcs	Facility Services	15,000.00	11_00_000_5101_230320
GREENER SIDE	B0007726	Snow Removal/Salting	Financial Svcs	Facility Services	240,000.00	11_00_000_5101_220910
GROW-IT-GREEN LAWN	B0007727	Landscape Services	Financial Svcs	Facility Services	20,600.00	11_00_000_5101_220910

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GUARDIAN PLUMBING HEATING	B0007728	Repair Parts & Labor	Financial Svcs	Facility Services	40,000.00	11_00_000_5101_220420
JG MECHANICAL	B0007738	Repair Parts & Labor	Financial Svcs	Facility Services	30,000.00	11_00_000_5101_220420
JOHNSON CONTROLS	B0007740	Service Agreement	Financial Svcs	Facility Services	85,250.00	11_00_000_5101_220420
JOHNSON CONTROLS	B0007741	Repair Parts & Labor	Financial Svcs	Facility Services	20,000.00	11_00_000_5101_230310
KONE	B0007747	Maintenance Agreement	Financial Svcs	Facility Services	33,710.00	11_00_000_5101_220420
KONE	B0007748	Repair Parts & Labor	Financial Svcs	Facility Services	15,000.00	11_00_000_5101_220410
MAINS LANDSCAPE SUPPLY	B0007760	Landscape Supplies	Financial Svcs	Facility Services	25,000.00	11_00_000_5101_250900
MIDWEST PROPERTY MAINT	B0007767	Cleaning & Maintenance	Financial Svcs	Facility Services	15,000.00	11_00_000_5101_220420
NATIONAL BUSINESS SUPPLY	B0007769	Building Maint & Repairs	Financial Svcs	Facility Services	15,000.00	11_00_000_5101_220520
NATIONAL RESTORATION	B0007770	Building Maint & Repairs	Financial Svcs	Facility Services	50,000.00	11_00_000_5101_220420
NATIONAL TIME SIGNAL	B0007771	Repair Parts & Labor	Financial Svcs	Facility Services	20,000.00	11_00_000_5101_220420
PANDORA MEDIA	B0007659	Advertising	Financial Svcs	Facility Services	150,000.00	11_00_000_5410_220220
POWERVAC MICHIGAN	B0007778	Cleaning & Maintenance	Financial Svcs	Facility Services	23,000.00	11_00_000_5101_220420
R SIMON ELECTRIC	B0007784	Repair Parts & Labor	Financial Svcs	Facility Services	15,000.00	11_00_000_5101_220420
ROYAL ROOFING	B0007787	Repair Parts & Labor	Financial Svcs	Facility Services	30,000.00	11_00_000_5101_220420
SCHOOLEDUDE COM	B0007789	Internet & Web Services	Financial Svcs	Facility Services	21,635.42	11_00_000_5101_230140
SMIDDY STEPHEN M	B0007798	Locksmith Services	Financial Svcs	Facility Services	35,000.00	11_00_000_5101_220420
SSOE GROUP	B0007799	Architectural/Engineering	Financial Svcs	Facility Services	540,300.00	58_00_092_7710_390200
STANTEC ARCHITECTURE	B0007800	Architectural/Engineering	Financial Svcs	Facility Services	18,800.00	11_00_000_5101_280410
VERITIV	B0007810	Custodial Supplies	Financial Svcs	Facility Services	150,000.00	11_00_000_5101_230310
VOLLI COMMUNICATION	B0007811	Telephone Service	Financial Svcs	Facility Services	14,700.00	11_00_000_5101_240200
COCHRAN BROTHERS DISTRIBUTORS	B0007825	Food & Beverages	Financial Svcs	Food Service	25,000.00	12_00_000_5602_330100
EVER KOLD REFRIGERATION	B0007827	Repair Parts & Labor	Financial Svcs	Food Service	20,000.00	12_00_000_5602_220410
GORDON FOOD SERVICE	B0007828	Food & Non-Food Items	Financial Svcs	Food Service	360,000.00	12_00_000_5602_230500
GREAT LAKES COCA COLA	B0007829	Food & Beverages	Financial Svcs	Food Service	50,000.00	12_00_000_5602_330100
INTRASTATE DISTRIBUTORS	B0007832	Food & Beverages	Financial Svcs	Food Service	35,000.00	12_00_000_5602_330100
PEPSI COLA	B0007834	Food & Beverages	Financial Svcs	Food Service	25,000.00	12_00_000_5602_330100
SMART CARE EQUIPMENT SOLUTIONS	B0007835	Repair Parts & Labor	Financial Svcs	Food Service	20,000.00	12_00_000_5602_220410
VALLEY CITY LINEN	B0007838	Linen Service	Financial Svcs	Food Service	25,000.00	11_00_000_5407_220910
DAIS,	B0007842	Software Licenses/Support	Financial Svcs	IT Applications & Web	15,800.00	11_00_000_5202_230140
ELLUCIAN LP	B0007843	Software Licenses/Support	Financial Svcs	IT Applications & Web	480,700.00	11_00_000_5202_230140
ELLUCIAN LP	B0007844	Software Licenses/Support	Financial Svcs	IT Applications & Web	74,600.00	11_00_000_5202_230140
ELLUCIAN LP	B0007845	Software Licenses/Support	Financial Svcs	IT Applications & Web	39,865.00	11_00_000_5202_230140
HYLAND	B0007847	Software Licenses/Support	Financial Svcs	IT Applications & Web	47,732.55	11_00_000_5202_230140
INFORMATION BUILDERS	B0007848	Software Licenses/Support	Financial Svcs	IT Applications & Web	36,125.31	11_00_000_5202_230140
JRM SOFTWARE	B0007849	Software Licenses/Support	Financial Svcs	IT Applications & Web	128,750.00	11_00_000_5202_220910
SITEIMPROVE	B0007853	Software Licenses/Support	Financial Svcs	IT Applications & Web	19,500.00	11_00_000_5202_230140
AMERINET	B0007856	Software Licenses/Support	Financial Svcs	IT System/Infrastructure	92,495.00	11_00_000_5201_230140
CANTON COMPUTERS	B0007859	Computer Equipment	Financial Svcs	IT System/Infrastructure	25,200.00	11_00_000_5201_280230
CDW GOVERNMENT	B0007861	Software Licenses/Support	Financial Svcs	IT System/Infrastructure	70,906.29	11_00_000_5201_230140
COMCAST	B0007863	Internet Service Provider	Financial Svcs	IT System/Infrastructure	49,188.00	11_00_000_5201_220910
HP	B0007868	HP Managed Print Services	Financial Svcs	IT System/Infrastructure	50,000.00	11_00_000_1104_220930
INSITE BUSINESS SOLUTIONS	B0007869	Software Licenses/Support	Financial Svcs	IT System/Infrastructure	74,985.60	11_00_000_5201_230140
LOGISOFT COMPUTER PRODUCTS	B0007870	Software Licenses/Support	Financial Svcs	IT System/Infrastructure	62,160.00	11_00_000_5201_230140
MERIT NETWORK	B0007871	Internet Service Provider	Financial Svcs	IT System/Infrastructure	37,588.00	11_00_000_0000_350120
MERIT NETWORK	B0007872	Software Licenses/Support	Financial Svcs	IT System/Infrastructure	23,300.00	11_00_000_5201_230140
MICRO FOCUS SOFTWARE	B0007873	Software Licenses/Support	Financial Svcs	IT System/Infrastructure	92,000.00	11_00_000_5201_230140
SENTINEL TECHNOLOGIES	B0007879	Computer Network Support	Financial Svcs	IT System/Infrastructure	134,166.00	11_00_000_5201_220910
SENTINEL TECHNOLOGIES	B0007880	Maintenance Agreement	Financial Svcs	IT System/Infrastructure	114,000.00	11_00_000_5201_220910
SENTINEL TECHNOLOGIES	B0007881	Equipment & Supplies	Financial Svcs	IT System/Infrastructure	25,000.00	11_00_000_5201_220910
SENTINEL TECHNOLOGIES	B0007882	Computer Network Support	Financial Svcs	IT System/Infrastructure	43,880.60	11_00_000_5201_220910
TOBIAS INTERNATIONAL	B0007883	Software Licenses/Support	Financial Svcs	IT System/Infrastructure	36,745.00	11_00_000_5201_230140

<u>Vendor Name</u>	<u>BPO #</u>	<u>Description</u>	<u>Division</u>	<u>Department</u>	<u>Total Amount</u>	<u>Account Number</u>
WEISBERG CONSULTING	B0007887	Consulting Services	Financial Svcs	IT System/Infrastructure	85,000.00	11_00_000_5201_220910
WEISBERG CONSULTING	B0007888	Software Licenses/Support	Financial Svcs	IT System/Infrastructure	14,590.00	11_00_000_5201_230140
PITNEY BOWES BANK,	B0007893	Postage & Mailing Fees	Financial Svcs	Purchasing	80,000.00	11_00_000_5304_250400
ROYAL ALLIANCES PRESORT DETROIT	B0007896	Mailing Services	Financial Svcs	Purchasing	30,000.00	11_00_000_5304_250400
U S POSTAL SERVICE	B0007894	Postage & Mailing Fees	Financial Svcs	Purchasing	25,000.00	11_00_000_5304_250400
HR SELECT	B0007897	Consulting Services	Financial Svcs	VP Financial Services	23,800.00	11_00_000_5401_250900
ELLUCIAN LP	B0007899	Software Licenses/Support	Inst Research	Human Resources	37,500.00	11_00_000_6001_230140
HR COLLABORATIVE	B0007900	Consulting Services	Inst Research	Human Resources	35,000.00	11_00_000_6001_220910
SKILLSOFT	B0007903	Software Licenses/Support	Inst Research	Human Resources	15,224.95	11_00_000_6001_230140
EMSI	B0007905	Consulting Services	Inst Research	Research & Reporting	18,500.00	11_00_000_4110_220910
STRATEGIC PLANNING ONLINE	B0007906	Internet & Web Services	Inst Research	Research & Reporting	25,000.00	11_00_000_4110_230140
TOP CAT SALES	B0007908	Uniforms & Supplies	Student Affairs	Athletics	20,000.00	11_00_000_3601_230400
ADT SECURITY	B0007909	Repair Parts & Labor	Student Affairs	Campus Safety	50,000.00	11_00_000_5403_220410
SECURITAS SECURITY SERVICES	B0007926	Security Services	Student Affairs	Campus Safety	525,000.00	11_00_000_5403_220510
MICHIGAN INTERPRETING SERVICES	B0007928	Professional Services	Student Affairs	Counseling-ALS	60,000.00	14_00_000_3106_220910
MICHIGAN INTERPRETING SERVICES	B0007929	Professional Services	Student Affairs	Counseling-ALS	40,000.00	11_00_000_3101_220910
CAMBRIDGE LANGUAGE ASSESSMENT	B0007932	Test Materials & Services	Student Affairs	Enroll Svcs-Admissions	15,820.00	11_00_000_3502_220910
COLLEGE BOARD	B0007936	Test Materials & Services	Student Affairs	Enroll Svcs-Assessment	57,000.00	11_00_000_3502_220910
QLESS	B0007941	Software Licenses/Support	Student Affairs	Enrollment Services	22,000.00	11_00_000_3706_230140
EAB GLOBAL	B0007943	Software Licenses/Support	Student Affairs	VP Student Affairs	77,234.00	11_00_000_3701_230140

**HENRY FORD COLLEGE
OFFICE OF THE PRESIDENT**

BOARD REPORT

SUBJECT: Summer Gap Advertising Proposal

This proposal will address the “gap” between spring and summer advertising flights in support of enrollment.

Summary: Our normal summer advertising flights to support Fall semester enrollment run from late July to late August. Some flights begin the third full week of July; others begin the fourth week.

This is an unusual year. Conversations about colleges and college choice are much more active this time of year than they usually are in June, primarily due to the uncertainty over Fall semester and whether students will want to take the risks of being physically on large campuses with a lot of people. This proposal will provide substantial coverage for HFC during the month prior to the beginning of our regular Summer/Fall advertising. It will also put HFC in front of our audiences at a time when many of our competitors are actively ramping up their advertising and marketing for Fall 2020 semester.

Channels and cost summaries:

1. **Outdoor and digital network.** Our outdoor provider is seeing a significant increase in drive traffic that began in late May. Proposal:
 - a. 16 outdoor placements for 5 weeks, starting June 22
 - i. Creative: focus on financial incentives including Detroit Promise and Tuition Freeze Guarantee; also close-to-home excellence as the best choice for Fall 2020
 - ii. Impact: 4,922,000 impressions
 - iii. Cost: \$31,120
 - b. Mobile network placements for 5 weeks, starting June 22
 - i. Creative would mirror the outdoor placements and provide calls to action with direct website links
 - ii. Impact: 780,000 impressions
 - iii. Cost: \$6,240
 - c. **COST for outdoor and mobile network: \$37,360**
2. **Targeted social media campaign.** Social media is heavily used by our target audiences, ranging from 18-45 years of age. Proposal:
 - a. Extended targeted, geofenced campaigns for prospective students. Sends traffic to designated locations on HFC website. June 22 – July 29.
 - b. New creative to integrate with other channels
 - c. Impact: 235,000 to 250,000 impressions
 - d. **COST for targeted social media: \$7,500**
3. **Broad reach terrestrial radio and OTT (streaming) TV through Entercom.** This partner has the most stations and largest associated digital network among our partners to reach our target audiences. Proposal:

- a. Three broad-reach radio stations for four weeks, starting the week of 6/22 or 6/29. Impact: 3,405,000 impressions, \$40,320
 - b. OTT Plus (Over The Top) streaming TV advertising. Impact: 343,750 impressions, \$11,000
 - c. Website audience analytics included (proximate to ad times)
 - d. **COST for terrestrial radio and OTT TV: \$51,320**
4. **Pandora streaming music.** Pandora is heavily used by our target audiences. Our ads perform well in reach and engagement in this channel. Proposal:
- a. Mobile video, audio, digital banners; video and audio XP (“everywhere” including mobile, tablet, web, car, home) from June 26 through July 31
 - b. Impact: 2,220,000 impressions
 - c. **COST for Pandora: \$25,000**

Total impressions for these campaigns: **11,885,750 to 11,900,750**

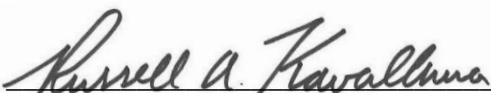
TOTAL COST for these 4-week and 5-week week campaigns: **\$121,180**

RECOMMENDATION:

The College administration recommends that the Board of Trustees approve the Summer Gap Advertising Proposal. Funding for the cost of the proposal comes from the advertising budget in the current (FY2020) budget.



 John S. Satkowski, J.D.
 Vice President of Financial Services



 Russell A. Kavalhuna, J.D.
 President