

**HENRY FORD COLLEGE
OFFICE OF THE PRESIDENT**

CONTRACT AWARD

SUBJECT: Machining Tools and Equipment

The faculty of the Workforce and Professional Development Division requests a contract for the purchase of a variety of tools and equipment for use in the Henry Ford College Early/Middle College Trade School Program. To better prepare students for success in the skilled trades workforce, deliver state of the art training to businesses, and expand its skilled trades curriculum, faculty selected this equipment to train students enrolled in Machine Tool Technology courses. In these courses, students explore manufacturing processes involving the turning, threading, drilling, reaming, tapping, and milling of metal products. The list of tools and equipment includes multiple sets of 34 different products for a total quantity of 154 items. Major items on the order include a variety of clamp sets, vises, drill sets, reamer sets, micrometer sets, geared head engine lathes, electronic variable-speed knee milling machines, and inspection surface plates.

The College intends to replicate, as closely as possible, the tools and equipment that exist in the CNC and Machining labs in the Technology Building at the new Trade School labs at M-TEC. MSC Industrial Supply furnished much of the equipment in the Main Campus labs under the Michigan Community College Skilled Trades Equipment Grant in 2015. A workforce development grant from the Ralph C. Wilson Foundation provides 100% of the funds for the new purchases.

A quote from MSC Industrial Supply for the requested items totaled \$102,775.86 based on their standard corporate discount. The College belongs to the National Cooperative Purchasing Alliance (NCPA) which is a national group purchasing organization for public agencies that holds a contract with MSC Industrial. (Board guidelines permit, and federal and state law encourage, the use of publicly bid and awarded consortia agreements for common or shared goods and services). Purchasing used the pricing from the NCPA contract to reduce total cost to \$90,424.88. The Purchasing Coordinator then negotiated an additional discount with MSC Industrial that further reduced costs to a total of \$72,710.17.

To confirm the pricing advantage of the NCPA contract, Purchasing compared costs to the State of Michigan's MiDEAL contract with Grainger, Inc. Grainger's cost quote using MiDEAL contract pricing totaled \$100,369.65.


By using the NCPA national contract and negotiations, the College reduced costs by over \$30,000. The College requests Board approval for a contract award based on the bid publicly issued and awarded by NCPA.

RECOMMENDATION:

The College administration recommends a contract award to MSC Industrial Supply for \$72,710.17 for machining technology tools and equipment requested by the Early/Middle College Trade School program, in accordance with Quotation #23955903 dated September 9, 2020.



John S. Satkowski, JD
Vice President of Financial Services



Russell A. Kavalhuna, JD
President

**HENRY FORD COLLEGE
OFFICE OF THE PRESIDENT**

CONTRACT AWARD

SUBJECT: Haas CNC Machining Equipment

The faculty of the Workforce and Professional Development Division requests a contract for the purchase of Haas CNC machining and turning centers and related accessories for use in the Henry Ford College Early/Middle College Trade School Program. To better prepare students for success in the skilled trades workforce, deliver state of the art training to businesses, and expand its skilled trades curriculum, faculty selected this equipment to train students enrolled in Machine Tool Technology courses related to computer numerical control (CNC) programming. In these courses, students cover basic concepts of computer numerical control machining and the set-up, operation, and programming of a CNC mill and CNC lathe. The equipment in this request includes (2) Haas TM-1P Vertical Machining Centers (Mills), (2) Haas TL-1 Manual/CNC Turning Centers (Lathes) and associated accessories and tooling kits.

The College intends to replicate, as closely as possible, the tools and equipment that exist in the CNC and Machining labs in the Technology Building at the new Trade School labs at M-TEC. The College purchased the same equipment for the Main Campus labs under the Michigan Community College Skilled Trades Equipment Grant in 2016. A workforce development grant from the Ralph C. Wilson Foundation provides 100% of the funds for the new purchases.

The list price of these machines, including accessories, extended warranties and shipping, totals \$179,740.85. After educational discounts of \$24,589 from the manufacturer and distributor, the College's cost for this equipment totals \$155,151.85.

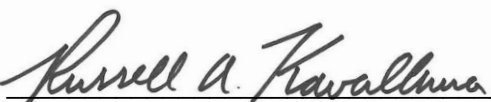
Haas Automation, Inc. is the sole manufacturer of this equipment and their exclusive distributor in Michigan is Gerotech, Inc. The College requests Board approval for a sole source award.

RECOMMENDATION:

The College administration recommends a contract award to Gerotech, Inc. for \$155,151.85 for the purchase of (2) Haas CNC Machining Centers, (2) Haas CNC Turning Centers and related accessories and tool kits requested by the Early/Middle College Trade School program, in accordance with Quotation #082820LLG-2499 TM-1P and Quotation #090820LLG-2509 TL-1 dated September 8, 2020.



John S. Satkowski, JD
Vice President of Financial Services



Russell A. Kavalhuna, JD
President

**HENRY FORD COLLEGE
OFFICE OF THE PRESIDENT**

CONTRACT AWARD

SUBJECT: Online Orientation Software Renewal

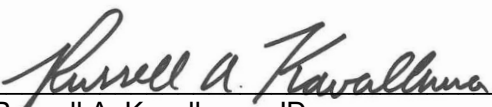
The Executive Director of Enrollment Services requests the renewal of a contract for Online Orientation Software licenses as provided by Comevo, Inc. In 2014, the Mandatory Orientation Task Force researched the best option for implementing a student orientation program and recommended the selection of Comevo as the provider for online orientation services. The College entered into an agreement for a thirty-six (36) month subscription for software and hosting services that the Board approved in April 2014. The agreement was renewed in 2017 with Board approval. Enrollment Services reports that the product is fully integrated with the HFC Student Portal and is well received by students and staff. By ordering the renewal now, the College locks in pricing for a three-year subscription at the same cost as in 2014 – a total of \$33,048. The renewed subscription covers the period from November 2020 through October 2023. The College requests Board approval for a sole source award.

RECOMMENDATION:

The College administration recommends a contract award to Comevo, Inc. for \$33,048 for Online Orientation Software licenses, in accordance with Proposal #2853 dated September 1, 2020.



John S. Satkowski, JD
Vice President of Financial Services



Russell A. Kavalhuna, JD
President

**HENRY FORD COLLEGE
OFFICE OF THE PRESIDENT**

BOARD REPORT

SUBJECT: Local Strategic Value Resolution

Historically, the state legislature has appropriated funds to community colleges intended to support the general operations of the College. Generally, the appropriation to each community college has been based on a formula. Since 2006, the funding formula has included certain performance measures. This practice continues for the current fiscal year.

For fiscal year 2020-2021, the legislature has not formally approved an overall increase in funding to community colleges. The increase for 2019-2020 over the prior fiscal year was approximately 1%. However, in anticipation of approved funding for 2020-2021, this resolution still needs to be adopted. Once legislation is approved, it will include a formula that allocates any increase to each community college according to categories of performance indicators. The formula allocates 50% of the increase proportionate to the College's appropriation for last fiscal year, 10% based on full-time equated students, 7.5% based on administrative costs, 17.5% based on degrees awarded with certain degrees counting for more, and 15% allocated for local strategic value.

Local strategic value addresses the value the College brings to business and industry in the region and the community the College serves. This measure has been further defined to include three specific sub-categories: economic development and business or industry partnerships; educational partnerships; and community services.

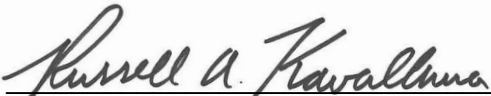
For each sub-category, the legislation lists five relevant best practices. For example, best practices within the sub-category of economic development and business or industry partnerships include active partnerships with local employers and customized on-site training for area companies. Best practices in the educational partnerships sub-category include active partnerships with regional high schools and programs to promote the successful transition to college for traditional age students and for reentering adult students. The community services sub-category includes best practices such as continuing education programs for personal enrichment and professional development as well as community theater, musical ensembles, art galleries, and radio stations.

In order to receive funding under the local strategic value category, community colleges must confirm they meet four of the five best practices listed for each sub-category. The wide range of educational programs and business and industry partnerships at Henry Ford College ensure that HFC readily meets the best practices criteria.

The legislation further requires that the Board of Trustees approve a resolution certifying that the College meets the requirements of local strategic value and submit the resolution to the state budget director by October 15. With the approval of the Board, the resolution for HFC would be submitted as directed by the legislation.



John S. Satkowski, JD
Vice President of Financial Services



Russell A. Kavalhuna, JD
President