

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**BOARD REPORT**

**SUBJECT:** Fall Proposed Technology Investment Fund Project

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

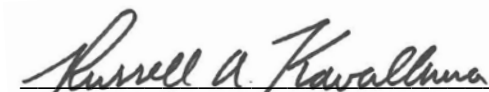
<b>Project Director Division/Department</b>	<b>Nature of Request</b>	<b>Approved Funding</b>
Nicole Ford-Kondraciuk Enrollment Services	Kiosk for the Welcome Center for to help students connect	\$29,574
	<b>Total Funds</b>	<b>\$29,574</b>

The Technology Investment Committee held an open meeting on October 8, 2021, to hear a presentation from the department requesting funds. The committee is recommending this proposal for funding. This project has been reviewed by the College administration which offers its support. The total value of this project is \$29,574. CARES/HEERF funding will be utilized for this project.

**RECOMMENDATION**

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

  
\_\_\_\_\_  
John S. Satkowski, JD  
Vice President of Financial Services

  
\_\_\_\_\_  
Russell A. Kavalhuna, JD  
President

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**BID AWARD**

**SUBJECT:** Intel Core i7 Desktop Computer Systems  
Sealed Bid #21572

The faculty of the School of Business, Entrepreneurship, and Professional Development (BEPD) request a contract for the purchase of (132) Intel Core i7 Computer Systems with Intel Core i7-10700K Processor, 16GB RAM, 250GB Solid State Drive, DVD-RW Drive, 22" LCD Display, and related components. BEPD will upgrade computers in Building K classrooms that serve the Business and Economics Division: 25 systems each in Rooms K-314, K-319, K-320, K-321, K-323, and 1 system each in seven other classrooms on the third floor for instructor use. IT Services will cascade 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 #21572. The responses appear below.

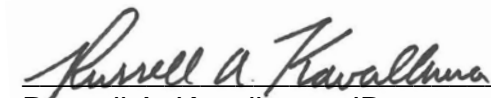
Sehi Computer Products *	\$129,987.00
CDW-G	129,268.92
AmpleTech Refresh	No Reply
Canton Computers	No Reply
Howard Technology Solutions	No Reply
HPI International	No Reply
Imaan International	No Reply
Logicalis Inc	No Reply
Mvation Worldwide	No Reply
Sentinel Technologies	No Reply
Staples	No Reply
Y & S Technologies	No Reply

\*Bid specifications allowed firms to propose other items equal to or better than those specified. Sehi Computer Products quoted systems with a 512GB Solid State Drive (SSD) that provides twice the storage capacity and faster access speeds than the 250GB SSD specified in the bid. CDW-G offered a system with a 256GB SSD. After reviewing the proposals, the Purchasing Director, Network and IT Infrastructure Director, Coordinator of Program Improvement and Effectiveness (Perkins), and Dean of BEPD support the bid from Sehi Computer Products as providing the College with the best long-term value per dollar spent.

**RECOMMENDATION:**

The College administration recommends a contract award to Sehi Computer Products, Inc. for \$129,987.00 for one hundred thirty-two (132) Intel Core i7 Desktop Computer Systems as requested by the School of Business, Entrepreneurship, and Professional Development in accordance with the specifications of Bid #21572.

  
\_\_\_\_\_  
John S. Satkowski, JD  
Vice President of Financial Services

  
\_\_\_\_\_  
Russell A. Kavalhuna, JD  
President

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**BID AWARD**

**SUBJECT:** Honors Collaboration Lounge  
Sealed Bid #21573


The Director of Facility Services requests a contract for the labor, equipment, materials, tools, parts, and services necessary for the Honors Collaboration Lounge Project in Building K (Liberal Arts). The project renovates approximately 1,745 sq. Ft. of existing faculty office space and provides a new, larger space for students in the Honors Program to gather and collaborate on projects. The scope of work includes replacing flooring, laboratory casework, countertops, and sinks; upgrading gas piping; upgrading water and sanitary plumbing; relocating electrical services; installing new electrical outlets; and painting walls and door frames.

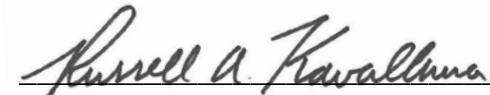
The College invited bid submissions under Sealed Bid #21573. The bid responses appear below. After reviewing the results and interviewing the low bidder, the project design team recommends an award to the low, qualified bidder for the Base Bid plus Alternate 2 which replaces an old, hard lid ceiling tile and grid system in the vestibule and corridors with a new acoustic tile ceiling, soffit, and supply/return diffusers.

<b>Bidder</b>	<b>Base Bid</b>	<b>Alternate 1</b>	<b>Alternate 2</b>	<b>Base + Alt 2</b>
PGC Development	\$154,680	\$9,425	\$9,062	\$163,742
LaSalle Group	164,658	3,500	12,000	\$176,658
Brenca Contractors	187,521	13,200	50,333	\$237,854
Bernco				No Bid
Kasco				No Bid
Spence Brothers				No Bid
Spartan Construction				No Bid
Albert M. Higley				No Reply
Aristeo Construction				No Reply
JS Vig Construction				No Reply

**RECOMMENDATION:**

The College administration recommends a contract award totaling \$163,742.00 to PGC Development, LLC for the Honors Collaboration Lounge Project as requested by Facilities Services, in accordance with the specifications of Sealed Bid #21573.

  
\_\_\_\_\_  
John S. Satkowski, JD  
Vice President of Financial Services

  
\_\_\_\_\_  
Russell A. Kavalhuna, JD  
President

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**CONTRACT AWARD**

**SUBJECT:** TelVue InfoVue Digital Signage System

The Office of Marketing and Communications requests a contract for the purchase of specialized software and hardware produced by the TelVue Corporation for use in a new digital display board system that will be installed in forty (40) locations on Main and East Campus. The College's existing system of display monitors and broadcast software is over 12 years old and inoperable. A Technology Investment Fund proposal for a replacement campus-wide system of 40 digital display boards and broadcast software received approval in late 2019; however, competing institutional priorities, operational restrictions, and market conditions related the Covid-19 pandemic caused delays in starting the project until now. The project requires two different contracts: 1) the purchase of licenses for the message and information broadcasting software, including the related digital signage players (a master server and individual receivers for each display to receive the broadcast) and 2) the purchase and installation of 36 new displays, protective display enclosures, and installation of the digital signage players in each display. Purchasing issued a bid for the displays, enclosures, and installation and will request approval for a contract award at the Board meeting in December 2021.

TelVue has held the pricing on this system from its original quote in 2019; however, a price increase will take effect in 2022 and inventory allocations could be implemented by then. By ordering now, the College can lock-in its discounted, educational price and reserve its inventory allocation through March 2022. The cost for the (1) InfoVue Pro Digital Signage Server, (40) InfoVue Digital Signage Players, (40) InfoVue Service Licenses, and (1) InfoVue TelVue Care Warranty totals \$48,927.50. A grant from the Technology Improvement Fund provides 100% of the funds for this purchase.

TelVue Corporation is the sole manufacturer of these products and has extended discounted educational pricing to the College. A sole source award is requested.

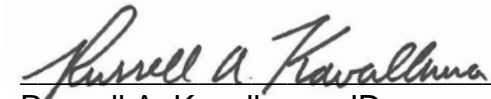
**RECOMMENDATION:**

The College administration recommends a contract award to TelVue Corporation for \$48,927.50 for an InfoVue Digital Signage System requested by the Office of Marketing and Communications, in accordance with Quote#: Q-014260 dated October 27, 2021.



---

John S. Satkowski, JD  
Vice President of Financial Services



---

Russell A. Kavalhuna, JD  
President

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**CONTRACT AWARD**

**SUBJECT:** Office Furniture for The Mirror News

The Director of Facility Services requests a contract for the purchase and installation of Steelcase and National Office furniture to support the relocation of the office for the College's student run newspaper, The Mirror News, from Building M (Student Center) to the Welcome Center. The newspaper's current office is small, cannot accommodate all staff members at the same time, and has no collaborative working space. A vacant room in the Welcome Center (Room WC-337) has sufficient space for the newspaper's staff of 12 and their academic advisor. New furniture from Steelcase includes (17) chairs, (4) stools, (2) standing-height tables, (1) D-shaped table, (1) mobile multimedia touchboard for collaboration, and (1) 6' x 16' markerboard. National Office Furniture products include (1) 16' conference table and (1) mobile utility cart. Room WC-227 requires no structural modifications for this new use.


The cost for all furniture, shipping, and installation totals \$46,624.38.

Steelcase Furniture products are used throughout the campus due to their quality, reliability, warranty, and long-term value. Steelcase offers the College exclusive educational discounts through a national contract with the Educational & Institutional Cooperative Service. Steelcase designated NBS Commercial Interiors as its exclusive dealer in eastern Michigan to service the College's account. Costs for the National Office Furniture products come from a publicly bid, national cooperative contract with OMNIA Partners. The College requests Board approval for a sole source award.

**RECOMMENDATION:**

The College administration recommends a contract award to NBS Commercial Interiors for \$46,624.38 for the purchase and installation of office furniture for The Mirror News, as requested by Facility Services, in accordance with Quote #340964 dated September 16, 2021.

  
\_\_\_\_\_  
John S. Satkowski, JD  
Vice President of Financial Services

  
\_\_\_\_\_  
Russell A. Kavalhuna, JD  
President



**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**CONTRACT AWARD**

**SUBJECT:** Cybersecurity Software Platform

The Director of Network and IT Infrastructure requests a contract for the purchase of a package of cybersecurity protection and training software from KnowBe4, Inc. Components of the software package include Security Awareness Training, Compliance Plus, and PhishER.

Security Awareness Training helps employees identify, report, and avoid phishing and ransomware attacks. Compliance Plus training provides real-life simulated scenarios to help teach users how to respond in challenging situations that include workplace safety, data privacy and protection business ethics, employment law, discrimination, and acceptance of diverse workforces. PhishER is used by IT security teams to filter incoming emails to identify and respond to threats more quickly.

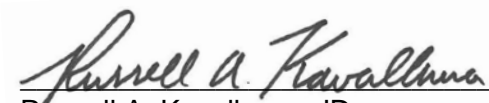
With non-profit discounting applied, the cost for 1,100 licenses that cover the three software packages for a 42-month term totals \$75,438.00 Federal grant dollars through the Coronavirus Aid, Relief, and Economic Security (CARES) Act provide 100% of the funds for the first year of this purchase.

The software developer, KnowBe4, Inc., is ranked by Forrester as the leader in Cybersecurity Awareness Training and is the direct source for this software package. A sole source award is requested.

**RECOMMENDATION:**

The College administration recommends a contract award to KnowBe4, Inc. for \$75,438.00 for a 42-month software subscription to a Cybersecurity Software Platform as requested by the Information Technology Services department, in accordance with Quote #Q-323835 dated October 25, 2021.

  
\_\_\_\_\_  
John S. Satkowski, JD  
Vice President of Financial Services

  
\_\_\_\_\_  
Russell A. Kavalhuna, JD  
President