

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**CONTRACT AWARD**

**SUBJECT:** Purchase of Coursedog Platform to Improve Academic Operations for Increased Student Success, Retention, and Completion

The Vice President of Academic Affairs requests a contract for the purchase of Coursedog – a platform of integrated academic operations and analytics systems that will markedly improve the College’s effectiveness, efficiency, and responsiveness in meeting the learning and scheduling needs of its students. The Coursedog platform will include 5-year licenses and maintenance plans for each of the following integrated systems as well as Implementation Services for 2 years:

- Coursedog Academic Scheduling with Faculty Workload Add-On
- Coursedog Curriculum + Catalog Management
- Coursedog Academic Analytics: Course Demand Projections; Curriculum Analytics
- Coursedog Assessments Management

The College intends to implement Coursedog in two phases over the course of two years (assuming implementation may begin January 2025):

- Phase 1 (launch for Fall 2025): Academic Scheduling with Faculty Workload Add-On; Curriculum + Catalog Management
- Phase 2 (launch for Fall 2026): Academic Analytics; Assessments Management

Net procurement cost for the Coursedog platform as described above is \$953,450.35. The College has pursued two options regarding potential purchase:

- Option 1: All-inclusive total 5-year cost of \$794,799.35 – requires upfront payment in full at time of purchase. Price reflects discount of \$158,651 to HFC.
- Option 2: All-inclusive total 5-year cost of \$887,373.50 – requires upfront payment for Years 1-3 (subtotal \$502,743.40) with separate payments in both Year 4 (\$187,624.80) and Year 5 (\$197,005.30). Price reflects discount of \$66,076.81 to HFC.

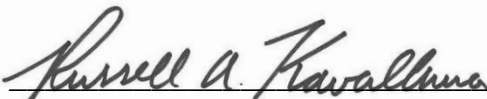
The pricing above includes additional savings obtained by Coursedog by channeling the contract through one of their technology resellers, Insight Public Sector (a trusted vendor of HFC), that holds a contract with OMNIA Partners, Public Sector, a group

purchasing organization used by the College. Both the State of Michigan (Act 451 of 1976, Sec.1274.3) and the Board (Administrative Guideline 6320, Paragraph H) encourage the use of cooperative and/or group purchasing agreements.

**RECOMMENDATION:**

Pending final review by Legal Services and agreement on both contract language as well as cost and terms of purchase, the College administration recommends a contract award to Insight Public Sector for an amount not to exceed \$890,000 for purchase of the Coursedog platform and 5-year maintenance plan as requested by the Vice President of Academic Affairs in accordance with the Insight Public Sector Quote # 227738955 dated September 5, 2024.

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

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

**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 2024-2025, the Legislature formally approved an overall base increase in funding to community colleges of 1.5% and a 1% one-time increase. The approved legislation includes 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.

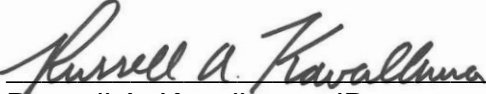
For each sub-category, the legislation lists five relevant best practices. For example, best practices within the sub-category of economic development and business or industry partnerships include active partnerships with local employers and customized on-site training for area companies. Best practices 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

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**CONTRACT AWARD**


**SUBJECT:** Authorization for Issuing Bonds for the Southeast Michigan Student Success Center (SEMSSC)

Attached is the Resolution authorizing the issuance of the 2025 Community College Building and Site Bonds (limited Tax General Obligation) and the SEMSSC cash flow estimate for the Board's consideration at the August 26<sup>th</sup> Board meeting. The Resolution has been prepared in accordance with the issuance parameters provided by the College's Financial Advisor, PFM. The Bonds are being issued to finance the SEMSSC facility. Under the Resolution, the Bonds will be issued as a general obligation of the School District, which includes the College, in an amount not to exceed \$45 million and will be sold pursuant to a competitive sale. The Resolution also provides that in the alternative the Bonds may be sold pursuant to a negotiated sale or private placement if recommended by the College's Financial Advisor. The College's President and Vice-President of Financial, Facilities, IT and Auxiliary Services should both be delegated the authority to accept an offer to buy the Bonds from a purchaser under a competitive, negotiated or private placement sale. The cost of the total SEMSSC project is budgeted at \$90 million. The project will be funded by up to \$45 million in Bond proceeds, \$14.2 million from State Capital sources, \$6 million from Wayne County, \$16 million from the College annual millage over 8 years, and \$8.8 million from College reserves.

**RECOMMENDATION:**

The College administration recommends initiating the process to borrow up to \$45 million for construction of the SEMSSC project. PFM will represent the College regarding the Financial process and Miller Canfield will provide legal support.

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

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