



Wayne
County
Community
College
District

Response to Community College Skilled Trades Fund RFP

“Health Care: Preparing the Pipeline”

*Michigan Strategic Fund Board
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Business Organization History

Wayne County Community College District has experienced over 40 years of uninterrupted operation and development of comprehensive educational services. Both directly and indirectly, our students and the 2.3 million people living within the College's service district have enjoyed the benefits of constantly improved instructional programs and community services. Serving 32 cities and township in Wayne County Michigan, WCCCD provides courses and training on six campuses and is one of the largest urban multi-campus systems in Michigan. Since 1993, WCCCD has awarded more than 26,000 individuals with associate degrees and certificates.

The story of Wayne County Community College District is one of continuing growth and innovation in providing educational training and leadership for the metropolitan region. The College was established in 1967 by the Legislature of the State of Michigan, and its initial seven-member Board of Trustees was elected the following year. The first operating budget was based on a \$1,000,000 grant from the State of Michigan, as well as a \$300,000 stipend from New Detroit, Inc. In the 2013-14 fiscal year, WCCCD's operating budget was \$122,174,497 million. The District currently manages a portfolio of grants and contracts from federal agencies, state departments, foundations, and businesses. WCCCD has a comprehensive business fiscal unit that is subject to ongoing audits and reviews by outside entities. Because of the diversity of its service areas, WCCCD places a strong emphasis on occupational and career programs, and traditional college and university transfer programs, including those within the liberal arts discipline. WCCCD is accredited by the Higher Learning Commission of the North Central Association of Colleges and Schools.

WCCCD's mission is to empower individuals, businesses and communities to achieve their goals through excellent accessible services, culturally diverse experiences and globally competitive higher education and career advancement programs.

Wayne County Community College District will be recognized as an institution that has achieved national and international recognition for enduring excellence as a comprehensive multi-campus community college district. WCCCD focuses on continuous self-evaluation and improvement; preparation of a highly skilled workforce in support of the Wayne County economy; student academic and career success, and leadership in strengthening the open door philosophy of educational opportunity.

WCCCD values excellence in teaching and learning, where students are enabled to achieve desired learning outcomes through individual attention and varied approaches to teaching. Our programs and courses are designed for students from all backgrounds in an effort to help them achieve academic and career success.

WCCCD is headquartered at 801 W Fort Street Detroit MI 48226. Vice Chancellor Shanwa J. Forbes, School of Continuing Education & Workforce Development, is the primary contact for the proposed project and can be reached at 313.496.2704 (phone), 313.964-1487 (facsimile), and sforbes1@wcccd.edu (email). Forbes' division will perform and assist in performing the work hereunder.

Statement of the Problem

Detroit and Southeast Michigan, unlike the rest of the state, have lagged in meeting labor market demands (Halcolm, 2015). According to the data, the slow growth in Detroit and the Region 10 Prosperity Zone is due in part to the limited availability of skilled workers for jobs the allied health industry (WIN, 2014). With approximately 89,000 job openings in Michigan



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that have gone unfilled (WIN, 2014), there is a need for expanding current educational and training programs that develop workers who can meet the demands of high wage, high-skill, and high demand occupations (American State of Michigan Department of Technology, Management, and Budget Bureau of Labor Market Information and Strategic Initiatives, 2014).

There is currently a shortage of nurses across the country; this shortage is expected to increase as more individuals receive health care insurance. As baby boomers age, the increase in home health care aides and certified nurse assistants are expected to increase as well. Nationally, job openings for nurses and allied health workers are predicted to reach 1.05 million by 2022. It has also been predicted that the trends in the Region 10 Prosperity Zone will track with national workforce demands in these sectors. *Health care* is a major source of jobs in Region 10, due to an aging population and rapidly advancing technology. According to data published by the Workforce Intelligence Network, open positions for registered nurses, medical and health service workers totaled 3,047 and 1,453 in 2014. During the fourth quarter of 2014, employers in Region 10 increased postings for registered nurses and medical and health services workers.

Another important program that WCCCD has identified as high demand and in need of skill gap improvement is anesthesia technologists. Anesthesia Technology is rapidly being recognized as an Allied Health profession. The Committee on Accreditation for Anesthesia Technology Education has stated that after July 2015, those entering the field will have to graduate from an ASATT approved or accredited program in order to take the national exam. Currently, anesthesia technologists have been trained on the job in a hospital setting. The move to an accreditation for the profession, seeks a resolution to the problem with this training model. This includes a lack of structure and consistency for workers across shifts and

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hospitals/clinical locations. As reported by the Committee on Accreditation for Anesthesia Technology Education in hospital trained anesthesia technologists don't possess the basic foundations of medical terminology, biology, chemistry and the critical thinking skills to understand why they complete certain tasks.

The Anesthesia Technologist program at WCCCD is the first in the state of Michigan and only the sixth in the country. The WCCCD Equipment Grant request will enhance the education and training of anesthesia technologists prior to entering the workforce and improving the skills gap in the field.

Narrative

Wayne County Community College District prepares students for high-skill, high-wage, high-demand jobs in health care. With the award of equipment, WCCCD will expand and enhance its ability to prepare students for careers in health related profession. High demand, high skilled health sciences programs are offered at the Northwest Campus in the Health Science Center. Through the efforts of the District Chief Academic Officer and Provost of Health Sciences, the Health Science Center has upgraded laboratory spaces to include Surgical Suites, Simulation Laboratories, Skills Laboratories and the Interventional Care Unit. The renovated facility promotes the integration of the laboratory experience in such programs as Nursing, Surgical Technology, Emergency Medical Technology, Anesthesia Technology, and Certified Nursing Assistant. Students from the various programs interact within the shared space, utilizing equipment to reenact real-life scenarios.

The proposed new equipment will allow for greater collaboration within the multiple health science programs, in laboratory settings, and expand the philosophy of interdisciplinary education.

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The importance of interdisciplinary involvement by the total occupation team is central to safe and effective care/production. Therefore, interdisciplinary education and collaboration in health sciences allows students to function as teams and understand the significant contributions that each professional makes in the workplace. This philosophy helps students successfully transition from the laboratory setting and clinical training experience into the workforce. In addition, new equipment will allow WCCCD to remain aligned with industry needs and offer new complementary programs.

The integration of the new equipment into this competency-based curriculum will attract and retain new and current students and allow the District to align with WCCCD's interdisciplinary approach in Allied Health.

In real hospital settings patients are cared for simultaneously by various professionals. Emergency medical technicians deliver patients to the hospital, the nurse is at the bedside of the patient along with a certified nurse assistant. Pharmacy technologists ensure patients receive their medication, and in the operating room nurses work with surgical technologist and anesthesia technologist to provide for the patient needs. According to ,Susan C. Reinhard, R.N., Ph.D., It is recognized that consumer health care quality and safety is improved when inter-professional collaboration is integrated into all levels of health care delivery—from education settings to practice to lifelong learning.

This interdisciplinary academic approach to equipment use provides benefits that develop into lifelong learning skills that are vital to lifelong learning. The equipment list below outlines shared use of the equipment, potential credentials a student may earn, along with median level wage/salary information.

Equipment List



Pneu-Walker Mobility Trainer

A lightweight, mobile, unweighting system designed to control weight bearing, posture and balance on the ground or over a treadmill. It will lift up to 300 lbs. and support a 400-lb. patient, creating a pain-free or pain-tolerable environment for most patients. It can be used for partial weight bearing or lifting patients from a wheelchair, providing a safe and secure environment for mobility, rehab and gait training and can be adjusted to unweight unilaterally for hemiplegic conditions like stroke, muscular, musculoskeletal and orthopedic. A solo clinician can safely lift, transfer and train their patients over ground, through doorways, into bathrooms, or over treadmills and balance equipment. Its wheeled base is width and height adjustable and will accommodate a wide range of patients from Pediatric up to 6'6" tall.

Program utilization:

The pneu-walker mobility trainer will be utilized in the health science department to help students in the Home Health Care, Patient Care Technology, Nursing and Certified Nurse Assistants, to help potential patients maintain mobility in a safe and secure fashion. Students would utilize the equipment in the skills lab before embarking on their clinical practicums. This equipment can potentially compliment the education of 208 students per year.

MedPro treadmill with handrails

Designed specifically for bariatric patients. Ball-bearing transportation system can safely and effectively move patients up to 800 lbs. Slat-flex rubber running surface eliminates harmful foot strike shock.

Program Utilization:

The MedPro treadmill with handrails will be utilized in the health science department to help students in the Home Health Care, Patient Care Technology, Nursing and Certified Nurse Assistants, to help potential patients maintain mobility in a safe and secure fashion. Students would utilize the equipment in the skills lab before embarking on their clinical practicums. This equipment can potentially compliment the education of 208 students per year.

PowerFlexx Power Ambulance Cot

The POWERFlexx+ Powered Ambulance Cot delivers 700lb unassisted lift capacity. The cot lifts the weight, not the operator, reducing situations where operators may injure their back. The POWERFlexx+ Powered Ambulance Cot also features advanced power management features and in-the-fastener charging to keep you powered on every call, without having to carry around extra batteries or take them out to charge.

Program Utilization:

The PowerFlexx Power Ambulance Cot will be utilized in each Emergency Medical Technology Program, Fire Protection, Nursing, Certified Nurse Assistants, and Patient Care Technology. The equipment will assist students in the basics of lifting and transporting students from first responders to transportation through the virtual hospital. The equipment has the potential to compliment the education of 376 students per year.

Operating Room Surgical Intensive Lamp

Special features focuses with center auto-clavable handle for exceptionally smooth focus, supplied with control box including on/off switch and continuous intensity adjustment, durable, aesthetic arm system that is recognized for drift-free, trouble-free operation.

Program Utilization:

The surgical lights will be utilized in the 5 operating rooms to assist in the creation of real life scenarios for surgical technologist, surgical first assistants, central service technologists, nurses, and anesthesia technologists. The equipment has the potential to complement the education of 248 students per year.

Owandy I-MAX Touch 3D Digital Pan/Ceph X-Ray System

The operator, guided by light beams, can place the patient quickly in the idea I position; he or she is guided by the head rests and bite block. Diagnosis is possible immediately on the screen and with 12 examination programs; the I-MAX touch performs all radio-diagnostic combinations, whatever the patient's height.

Program Utilization:

The 3D digital Pan Ceph X-ray system will bring state of the art technology to the community dental clinical, and provide the community with faster more efficient service, enabling the clinic to service more of our community partners. The X-ray machine will complement the education of the dental assisting program, (20 students) and the dental hygiene program (24), while increasing our services offered to the community which is approximately 700 per year.

Laparoscopic System with Flat Panel Monitor and Instrument Set

System is used for many types of minimally invasive endoscopy procedures and is the perfect starting point for students looking to expand into minimally invasive surgery. It enables minimally invasive surgery in a variety of laparoscopic specialties, including General, Bariatric, Urologic, and Gynecologic surgery.

Program Utilization:

The Laparoscopic System with flat monitor and instrument set will complement the education of the surgical technology, surgical first Assistant, Central Service Technician program and the nursing program approximately 218 students per year. The equipment will be installed in the operating room to assist in the creation of real life scenarios before students embark on their clinical practicum.

High and Medium Fidelity Mannequins

Mannequin-based simulations use high fidelity simulators, mannequins that breathe, with breath sounds, heart tones, and palpable pulses. In addition, the mannequin has a monitor that can display EKG, pulse oximeter, blood pressure, arterial wave forms, pulmonary artery wave forms, anesthetic gases, etc. Procedures can be performed on the simulators such as bag-mask ventilation, intubation, defibrillation, chest tube placement, cricothyrotomy and others.

Program Utilization:

The mannequins will be utilized in nursing, certified nursing assistant, patient care technologist, and home health care aids, assisting in the education of 168 students per year. The mannequins will provide real life scenarios prior to students embarking on to their clinical site.

Dental Pre-Clinical Simulator



Designed to replicate the spatial dynamics of a clinical setting, the simulator reinforces correct operator positioning and posture so students learn the ergonomic skills they need in the preclinical lab before transitioning to the clinic and live patients.

Program Utilization:

The pre-clinical simulator will be used in the dental hygiene and dental assisting programs to produce safe practitioners before they embark on to the clinical floor. The equipment will service 44 students per year.

Touch Screen Multi-Function Patient Monitor

It displays up to eight colorful wave forms on a crisp, high resolution 15 inch touch screen to assist in optimizing the speed of patient care. Users can quickly make screen adjustments as needed, set the default settings, alarm limits, and manage up to 72 hours' worth of detailed patient data. All of the patient information along with the vital signs settings can quickly be modified to meet the needs of a patients changing condition. This means that the monitor can convert from a basic vital signs monitor, to a continuous bed side monitor, to an operating room monitor without having to have multiple monitors.

Program Utilization:

This equipment will be used in the surgical technology programs, anesthesia technology, and nursing, complementing the education of 248 students per year. The equipment will provide real life scenarios in the hospital operating room.

GE Aisys Anesthesia Machine

Ventilation, vaporization, and gas delivery are all digitally controlled and measured, with sophisticated communication protocols that enable digital communication of comprehensive patient and system data.

Program Utilization:

The Aisys Anesthesia Machine will be utilized in the Anesthesia Technology Program, Surgical Technology Programs, and the Nursing Program. Scenarios will be developed for students to utilize the equipment in the Operating Room for real life experiences before embarking on the clinical practicum. The equipment has the potential to be utilized by 128 students per year.

Heartstart MRX monitor/Defibrillators

Defibrillators includes, SPO2 and et CO2 Noninvasive transcutaneous pacing, 12 lead ECG black Soft carrying case 5 year warranty.

Program Utilization:

The purchase of an MRX Monitor/ Defibrillators will allow Emergency Medical Technology, Nursing, Emergency Room Multi-Skill Healthcare Technologist, and Anesthesia technology students to work familiarize themselves with state of the art equipment prior to attending the clinical practicum servicing 294 students per year.

Laerdal Simulation Mannequin

Mannaquin includes operator, tablet and webcam, two day instructions, 5 year platinum warranty, NLN nursing and trauma Scenarios

Program Utilization:

The purchase of these high fidelity manikins will allow WCCCD to create real life scenarios in which all of the Health Sciences students will have to interact with the manikin to refine their critical thinking skills. These manikins can be programmed to respond as humans do, servicing 160 students per year.

GlideScope Titanium Reusable System

GlideScope Titanium video laryngoscopes combine innovative blade options, angles, and construction in order to enable rapid intubations for more patients in more settings. With the Titanium system, clinicians have a choice of low-profile blades in two distinct profiles. Incorporating a high-resolution, full-color, digital camera with an integrated LED light source, these laryngoscopes connect directly to a full-color, digital video monitor for real-time viewing and recording.

Program Utilization:

The purchase of this equipment will allow anesthesia technologist, and nursing, to gain the experience need in the operating prior to embarking on their clinical practicum. This will service 150 students per year.

Hydrim Instrument Washer

Under counter steri-center installation, but can also be a freestanding unit. Has a G4 web portal interface includes data storage, service logs and remote access capabilities. The washer validates cycles, to ensure repeatable washing performance.

Program Utilization:

This washer will service each surgical technology and the anesthesia technology program in the real life scenarios of the hospital before embarking on the clinical practicum. The equipment will service 118 students per year.

Anesthesia Simulation Mannequin

The use of simulation mannequins allows anesthesia students to perform real-life anesthetic techniques on mannequins, in order to have a better understanding on procedure.

Program Utilization:

The anesthesia simulation mannequins will allow students to explore various scenarios in the operating room. The mannequin is capable of simulating all types of operating room disasters to prepare the student for the actual clinical site. The mannequin will service 30 students per year.

Affinity 4 Birthing Bed

This bed features a zero transfer gap one-step side rail release, a 500 lbs. safe working load and foot section 400 lbs. load to hold heavy simulators. Four dual locking casters with automatic 15 degree pelvic tilt. A temper-pedic mattress and overlay, which is perfect for the gas-assist trendelenburg.

Program Utilization:

The birthing bed will be utilized in the following programs: Emergency Medical Technology, Emergency Room Multi-skill Health Care Technology, Paramedic, Nursing, Certified Nurse Assistants, and Patient Care Technology. The equipment will assist students in the basics of

birthing babies. The equipment has the potential to compliment the education of 256 students per year.

Panda Warmer

The sleek design lets you easily access your patients while keeping them warm and content. It gives you more room to work. The Panda Warmer's compact size allows more room for you to interact with baby. Features such as the hands-free alarm silence, a full-color display, and integrated scale make your job easier and help you provide better care to your patients.

Program Utilization:

The Panda warmer will be utilized to assist students in the care of newborns. This equipment will be utilized by nursing, certified nurse assistants, and Emergency Room Multi-skill Health Care Technology. The equipment has the potential to compliment the education of 184 students per year.

Progressa Bed System

The Progressa bed system provides features and functions that help support early mobility. An intended use of the bed system is to treat or prevent pulmonary or other complications associated with immobility. Available only with the Progressa bed system, stay in place technology extends the head section of the frame and surface, in unison, to accommodate the natural elongation of the body as the patient sits up. Stay in place technology is designed to help address patient migration to the foot end of the bed. The flexibility of the Progressa bed system platform allows you to configure the bed to your current needs and make upgrades as those needs change.

Program Utilization:

The Progressa Bed System will be utilized to assist students in the simulation lab. This equipment will be utilized by nursing, certified nurse assistants, and Emergency Room Multi-skill Health Care Technology. The equipment has the potential to compliment the education of 184 students per year.

Stryker Cub Pediatric Crib

This design will provide a warm and friendly appearance and can be completely lowered for 360-degree unobstructed access to the patient. Quiet swing-open access doors allow convenient patient care without disturbing a sleeping child.

Program Utilization:

The cribs will be utilized to assist students in the simulation lab when dealing with pediatric patients. This equipment will be utilized by nursing, certified nurse assistants, and Emergency Room Multi-skill Health Care Technology. The equipment has the potential to compliment the education of 184 students per year.

BV-MST Multi-Purpose Surgery Table

Compatible with most industry-standard attachments for a variety of alternate care setups and procedures. Offering four remote-activated powered functions for optimum patient positioning, this mobile surgery table allows for superior surgical access. Capable of holding up to 550-lbs. of weight for simulator mannequins with excellent stability, it also gives procedural confidence.

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Program Utilization:

The surgery table will help students in Anesthesia Technology, Surgical Technology, Surgical Technology First Assistant, and Nursing, during the simulation of surgeries prior to entering the clinical sites. This equipment has the potential to complement 208 students.

The MSF funded equipment will be housed in an interdisciplinary laboratory setting; and the new equipment will support the following health science programs: Anesthesia Technology, Dental, Nursing, Nursing Assistant Certificate, and Surgical Technology. These competency-based programs are high quality rigorous, and meet external licensing and accreditation standards. As a result, students have been successful in the classroom, laboratory, clinical setting, and on state-board examinations. All of the above programs require passing rigorous exams prior to entering the workforce. Reporting will focus on these programs. Table 1 identifies the programs that will be evaluated for equipment use, the degree or certificate, the 2013 -14 credential and pass rates and median salary.

Table 1: Program, Credential, and Salary

ALLIED HEALTH PROGRAMS	CERTIFICATE OR DEGREE	CREDENTIAL AND PASS RATE	*AVERAGE SALARY
Anesthesia Technology	Associates of Applied Science	New Program N/A	\$34,370
Dental Hygiene	Associate of Science Degree Program	**4 Exams-National and State Board Exams 94.7%	\$34,500
Nursing	Associates of Applied Science	NCLEX National Council licensure Exam 78.4%	\$70,210

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ALLIED HEALTH PROGRAMS	CERTIFICATE OR DEGREE	CREDENTIAL AND PASS RATE	*AVERAGE SALARY
Nursing Assistant Training Certificate	Certificate	Michigan State Certified Nursing Aide Exam 100%	\$24,420
Surgical Technology	Associate of Applied Science	National Board of Surgical Technology and Surgical Assisting 100%	\$41,320

*Average salary date: Michigan Labor Market Information

**National Boards (Northeast Regional Clinical Exam, Northeast Regional Board Computer Exam); State Boards (State Board for Local Anesthesia, State Board for Nitrous Oxide)

While the new equipment will not change the curriculum, it will allow faculty to enhance the curriculum by allowing them to create interdisciplinary scenarios on the virtual hospital floor. WCCCD will maintain and build upon current relationships to include identified partners to support the curriculum, faculty training, equipment integration, and curriculum revision recommendations.

WCCCD has consistently enrolled the largest number of dual-enrolled students in Michigan operating across multiple school districts in the 32 cities and townships in the Detroit Metropolitan area. The District graduated the first dual enrollment students in the state earning both their associates degree and high school diploma. WCCCD dual-enrollment courses are taught within the multi-campus system or at the secondary school students attend partnering with public, private institutions including the Educational Achievement Authority. The District also collaborates with the EAA and other systems in offering occupational courses and career pathways leading to college certificates, licensure or competency-based

industry recognized assessments. The programs supported by this equipment proposal will be used to bridge secondary level student preparation with post-secondary laboratory and clinical experiences that will strengthen competency-based skill attainment.

The equipment list is the result of the program review process, industry trends, and feedback from advisory committee members, faculty, and college administrators. WCCCD will continue to collaborate with local business/industry representatives through our Advisory Committees for the integration of equipment into the curriculum.

Faculty members teaching in health sciences will receive training designed to enhance professional growth, maximum equipment use, and increase student success in the workforce. Training sessions will be offered during the day and evening to allow faculty an opportunity to gain mastery of the equipment and interdisciplinary curriculum.

Wayne County Community College District will utilize General Funds to meet the 25% Matching Fund requirement. Matching funds may be used for equipment installation, professional development, and/or any associated software purchases or licensing. The Bidder certifies that it is not an Iran-linked business as defined in MCL 129.312. This proposal is valid for a 90 day period beginning January 31, 2015. The rates quoted in the Price Proposal will remain firm for the period of the grant.

Reporting

The Office of Institutional Effectiveness (IE) will utilize Banner, the student information system, to collect Health Care program data relating to student enrollment, course completion, graduation, GPA, accumulated credits, etc. The Office IE will conduct survey research to secure placement, feedback perceptions, satisfaction, and earnings data. Table 2 reflects the grant projection data to be collected and reported.

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Table 2 – Projected Grant Measures

Allied Programs	Goals																							
	No. of Enrollees in Training Programs related to Grant, Including Date (year) of Enrollment					No. of Graduates who Received Certification or Degree Related to the Grant, Including Graduation Year					*No. of Relevant Placements Into High-Wage, High-Skill & High-Demand Positions as a Result of Training Related to the Grant					Wage-level and Occupation of Trainees Hired								
Reporting Year→	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
Anesthesia Technology Program Associate of Applied Science	11	15	15	20	25	30	7	9	10	12	15	18	70	73	75	78	80	90	\$52,221	\$52,245	\$55,290	\$54,356	\$55,443	\$56,552
Dental Hygiene Associate of Science Degree Program	19	20	21	22	23	24	19	20	22	22	22	24	90	90	95	95	95	98	\$34,370	\$35,057	\$35,758	\$36,473	\$37,209	\$37,947
Nursing Associate of Applied Science Degree	110	112	115	118	120	120	140	141	142	142	145	150	55	57	60	63	65	70	\$35,855	\$36,572	\$37,303	\$38,050	\$38,811	\$39,587
Nursing Assistant Training Certificate Program	25	27	30	35	35	40	20	20	22	23	24	25	60	62	65	70	75	80	\$31,421	\$32,049	\$32,690	\$33,344	\$34,013	\$34,693
Surgical Technology Associate of Applied Science Degree	17	18	20	23	25	30	19	20	21	22	23	23	70	75	78	80	85	95	\$41,320	\$42,072	\$42,832	\$43,708	\$44,613	\$45,515

*Job placement rates are calculated according to the State of Michigan's occupational education requirements. This is based on student reports of employment through survey completions by graduates.

Technical Work Plan and Timeline

In order to accomplish the goals of the MSF grant, the District anticipates the implementation and execution of the following activities identified in Table 3.

Table 3 Project Work Plan and Timeline

ACTIVITY	TARGET DATE	RESPONSIBLE PARTY
1. Project Control a. Secure Bids b. Select Bidder (Sub-Contractor(s)) c. Execute Contract with the Sub-Contractor(s) d. Secure, Review and Approve Work Plans from Sub-Contractor(s) e. Manage Sub-Contractor(s) f. Renovate Physical Plant g. Install Equipment h. Train Instructors on Equipment	<ul style="list-style-type: none"> • 30 Days • 60 Days • 90 Days • 120 Days • On-Going • 180 Days • 210 Days • 270 Days • 300 Days 	<ul style="list-style-type: none"> • Project Manager/MSF Business Support Unit/Finance & Administration Division • Sub-Contractor(s) • Finance & Administration Division • Project Manager • Project Director
2. Project Management a. Implement , Evaluate, and Update b. Conduct Annual Audit	<ul style="list-style-type: none"> • 365 Days 	<ul style="list-style-type: none"> • Project Manager • Office of Institutional Effectiveness
3. Project Reporting a. Submit Summary Reports to MSF b. Submit reimbursements to MSF	<ul style="list-style-type: none"> • Monthly for the life of the grant 	<ul style="list-style-type: none"> • Administration & Finance • Project Manager

Prior Experience

Wayne County Community College has had extensive experience in the acquisition, installation and implemented use of equipment and technology to meet the ongoing needs of career and occupational program updating and capacity building serving the needs of more than 72,000 students across the multi-campus system. This has included the acquisition of advanced manufacturing technology, development of a homeland security multi-use facility for first responders, geo-thermal and water safety systems for green curricula, and the Health Science Center at the Northwest Campus which serves as the central home to more than 12 health-related occupational programs including Nursing, Surgical Technology, Dental Hygiene, Pharmacy Technology, Phlebotomy and Emergency Room Technology.

Since 2001, WCCCD has successfully built, updated, renovated and strengthened facilities across five campuses, two university centers and the Center for Distance Learning for high-demand, high-skilled occupational programs. These resources have supported student persistence and attainment of knowledge, skills and competences across 108 certificate and degree programs enabling some of the highest pass-rates by students on state and national examinations, professional licensure and industry-recognized credentials. As a partner with local workforce and economic development agencies and the private sector, WCCCD has been a leader in developing rapid and flexible responses for talent development and the creation of stackable credentials advancing incumbent and new workers along industry-recognized career pathways.

While WCCCD has accomplished much with limited resources, the demand for skilled talent within the southeast Michigan region requires the expansion of existing capacity and updating of technology commensurate with industry sectors. WCCCD has the experience and

ability to implement the equipment and technologies requested in this bid to support Michigan citizens in attaining the skills, knowledge and experience to succeed in participating in a global economy.

Capital Improvement Project Experience

As a public community college, WCCCD is required to submit and regularly update a Five-Year Capital Improvement Plan to the State of Michigan. Within the most recent report to the State was a delineation of completed capital projects since 2001, as well as, plans for major projects through 2017. The District has completed 10 major capital projects including a FY2009 State of Michigan Capital Outlay Project that led to a Platinum LEED certified facility located at the Northwest Campus. These projects have included the development of the Michigan Institute for Public Safety Education at the Downriver Campus, Entrepreneurial Institute and Resource Center, and, Advanced Technology Center at the Eastern Campus, renovation and upgrading of science labs and instructional spaces at all campuses, the development of the Grosse Pointe/Harper Woods University Center, Educational and Performing Arts Center at the Downriver Campus, and a district-wide sustainability program for renovation, retrofitting, and replacement of environmental systems and controls.

Since the last report to the State, WCCCD has developed a Distance Learning Center in Harper Woods with the latest technology for virtual classrooms, assessment of student learning and course authoring. The Health Science Center at the Northwest Campus now serves as the main location for all health-related programs at the District with ongoing modification of physical resources to accommodate the need for competency/skill-based laboratories, simulated environments and clinical areas open to serve public health needs (such as the Dental Clinic offering low cost/no cost services to community residents).

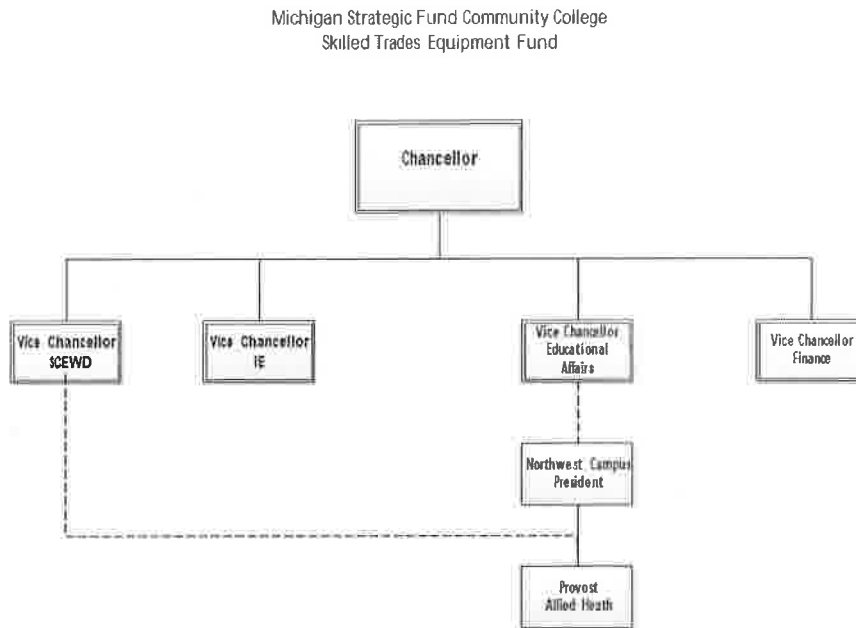
As a major investment was made from 2008 to 2013 to acquire, install and implement technologies to support skills-based learning, the healthcare sector and emerging technology requires an ongoing need to update and upgrade laboratories and simulated work environments.

Project Staffing

WCCCD currently manages a portfolio of grants and contracts from federal agencies including the U.S. Departments of Education and Labor, as well as foundations and businesses. WCCCD has a comprehensive business and grants management and facilities division. This division will be working to ensure that fiscal integrity is maintained throughout the period of performance and that grant funds are spent on their intended purposes. The organization chart in Figure 4 provides an overview of the roles and direct reporting relationship of the District's leadership team.

Under the leadership of Dr. Curtis L. Ivery, Chancellor and the nine member board of trustees, the team members who will be responsible for oversight of the MSF grant include the following:

Figure 4. MSF Equipment Grant Leadership Team



Chancellor – Dr. Curtis Jvery

Vice Chancellor SCEWD – Ms. Shawna Forbes

Vice Chancellor IE – Ms. Johanna Hodge

Vice Chancellor Educational Affairs – Dr. Stephanie Bulger

Vice Chancellor Finance – Ms. Kim DiCaro

Northwest Campus President – Dr. Leticia Uduma

Provost of Allied Health – Dr. Abby Freeman

The MSF grant will be managed at the District Office with oversight by Ms. Shawna Forbes, M.A. the Vice Chancellor of Continuing Education and Workforce Development. Ms. Forbes has 15 years of experience in higher education and focuses on establishing new partnerships and collaborations that enables the District to leverage resources and enhance institutional capacity to serve students. She manages over \$6 million in grant and contract funds; and collaborates with public and private partners, business/industry and community organizations to offer training programs designed to meet workforce needs.



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The Project Director, Dr. Abby Freeman, Provost of Health Sciences will report to Ms. Forbes, who in turn reports to the District Chancellor. Dr. Freeman guides and directs to over 20 allied health programs and nursing, interprets Federal and Regional guidelines and contracts to ensure program compliance. Dr. Freeman also serves as a liaison between the college and various health care organizations throughout the state and conducts departmental analysis and assessment to identify performance needs and gaps, determine appropriate interventions to address gaps, enhance performance, and professional development for faculty.

The WCCCD District Chancellor gives authority to the Grant Manager (Shawna Forbes) to administer the project according to the grant application and program budget. Ms. Kim DiCaro (CPA), Vice Chancellor of Finance and Administration, will serve as Fiscal Manager. Ms. DiCaro has district-wide responsibility for the fiscal management of \$120 million in annual operations and oversight for \$43 million in capital. Dr. Stephanie Bulger, Vice Chancellor for Educational Affairs, is responsible for oversight for curriculum, academic planning, faculty, program accreditation, instructional delivery, and supports the District regional needs for program development and coordination within the multi-campus system. The Office of Institutional Effectiveness - Ms. Johnesa Hodge, Vice Chancellor of Institutional Effectiveness will ensure that data collection procedures, definitions and evaluation are implemented consistently. The Office of IE will also provide program transparency by ensuring that data needed for continuous improvement and work with external partners as appropriate. Dr. Leticia Uduma, serves as the Northwest Campus President and Campus Chief Academic Officer, provides leadership for campus planning, facilities operation and works closely with faculty in developing, modifying and enhancing curriculum; reviewing and

Health Care: Preparing the Pipeline

evaluating curricular recommendations and encourages expansion of instructional programs to meet the diverse needs of students in the community, including new, transfer, re-entry and high school students.

WCCCD will continue work with partners Detroit Employment Solutions Corporation (DESC), the Educational Achievement Authority (EAA), the Information Center and employer partners Detroit Medical Center (DMC), Evangelical Homes of Michigan, and Health Link to coordinate educational career pathways, training and workforce development activities, and work toward implementing a sustainable set of practices designed to reduce duplication of effort.

Subcontractors

1) Firm Name, Address, Contact:

GlideScope
20001 North Creek Parkway
Bothell, WA 98011
Tom Wolschleger
248.318.2167

Organization Information and Abilities: Verathon designs, manufactures and distributes reliable, state-of-the-art medical devices and services that offer a meaningful improvement in patient care to the health care community. Verathon was ranked among the fastest growing technology companies in Washington State in Deloitte's prestigious "Technology Fast 50" program in 2002, 2005, 2006, 2007 and 2008: Headquartered in Bothell, Washington, the company became a subsidiary of Roper Industries in 2009.

Description of Work: Equipment supplier, installation of equipment, installation of software (if applicable); and provide instructor training.

2) Firm Name, Address, Contact:

Laederal Medical Corporation
167 Myers Corners Road
Wappingers Falls, NY 12590
Chris Wilson
877.523.7325 x4283



Organization Information and Abilities: In 1958, Laerdal Medical dedicated itself to advancing the cause of resuscitation and emergency care. In 1960, the first patient simulator Resusci Anne manikin was introduced to the market. Laerdal is committed to helping save lives with product solutions, services, and system solutions that support the Chain of Survival.

Description of Work: Equipment supplier, installation of equipment, installation of software (if applicable); and provide instructor training.

3) Firm Name, Address, Contact:

Patterson Dental
2631 Superior Court, Ste. A
Auburn Hills, MI 48326
Jeff Hopp
586.876.5073

Organization Information and Abilities: Patterson Companies is an industry-leading specialty distributor serving the dental, veterinary and rehabilitation supply markets. Driven to meet the needs of healthcare professions in these growing markets, Patterson provides a total-package approach to doing business. As Patterson's largest business, Patterson Dental provides a virtually complete range of consumable dental products, equipment and software, turnkey digital solutions and the most-needed services to dentists and dental laboratories throughout North America.

Description of Work: Equipment supplier, installation of equipment, installation of software (if applicable); and provide instructor training.

4) Firm Name, Address, Contact:

DRE
1800 Williamson Court
Louisville, KY 40223
Tim Aebly
877.321.8194

Organization Information and Abilities: DRE is a premier surgical and medical equipment supplier that provides a combination of durable new and professionally refurbished equipment to medical professionals around the globe. DRE focus is to be a single supplier for all major operating room equipment and surgical equipment.

Description of Work: Equipment supplier, installation of equipment, installation of software (if applicable); and provide instructor training.

5) Firm Name, Address, Contact:

Philips
3000 Minuteman Road
Andover, MA 01810
Doug Graham
614.315.5194

Organization Information and Abilities: Royal Philips is a diversified technology company, focused on improving people's lives through meaningful innovation. With a century of history and more than 450 innovative products and services, they are ready to meet today's challenges in healthcare by creating solutions that deliver better care to more people at a lower cost.

Description of Work: Equipment supplier, installation of equipment, installation of software (if applicable; and provide instructor training.

Bidder's Authorized Expediter

Dr. Curtis L. Ivery, Chancellor, 313.496.2510, is the person authorized to expedite the proposed contract with the MSF.

Additional Information and Comments
Success Stories: Training Leads to a Better Life

For the past five years, the District's degree and certificate completion has trended upward. Based on the 2013 student exit survey, many of WCCCD's students have leveraged their credentials to obtain new jobs, increase their income, and secure promotions with their employers. Graduates and certificate holders from WCCCD's allied health programs are influential leaders who are making impacts in their respective communities and professions. Two examples of such leaders are Drs. Saadiah Ahmed and Walter Davis, who both are trail blazers in their respective practices in the health care field.

Dr. Saadiah Ahmed is a 1995 alumnus of WCCCD who ranked in the top 97th percentile nationally on the Internal Medicine Examination. After passing her boards, Saaidah

secured an Endocrinology fellowship with Mt Clemens General Hospital. Saaidah is currently an internist with St. John Providence Hospital in Detroit. She has made numerous case presentations at medical meetings and conferences. Dr. Ahmed attributes her success on the national exam and in her work with patients to her studies at WCCCD.

Dr. Walter Davis is a native Detroiter is the Pandemic Flu Coordinator for the city of Detroit, and he has taken "on the H1N1 virus with an aggressive logistics plan. By the end of the 2008 flu season, his strategies provided vaccinations to make sure that the health of 900,000 individuals living in Detroit was protected against the virus" (Wayne County Community College District, 2009). While attending WCCCD, Walter concentrated on his core science course, which prepared him for his undergraduate and graduate studies at Oral Roberts University and Wayne State University Medical School, respectively. With the demand for professional health care professionals on the rise, WCCCD is committed to the continued development of leaders in the health care professional with the allied health programs. The District prides itself as playing an integral role in producing such leaders as Drs. Ahmad and Davis.

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Attachment

A

ATTACHMENT A

MICHIGAN STRATEGIC FUND

GRANT

The Michigan Strategic Fund (the "MSF") enters into a binding agreement (the "Agreement") with Grantee (the "Grantee"). As used in this Agreement, the MSF and Grantee are sometimes individually referred to as a "Party" and collectively as "Parties".

Grantee: Grantee Wayne County Community College District (WCCCD)
Address: 801 West Fort Street
Address: Detroit, Michigan 48226

Federal I.D.: 38-6157869

- I. **NATURE OF SERVICES.** The purpose of this Agreement is to provide funding to the Grantee WCCCD to purchase equipment, install equipment and provide training for instructors using equipment.

II. **PERFORMANCE SCHEDULE.**

Starting Date: April 1, 2015 Ending Date: December 31, 2018

The term of this Agreement (the "Term") shall commence on the Starting Date and shall continue until the occurrence of an event described in Section IX of this Agreement.

- III. **INCORPORATION BY REFERENCE.** The following documents are incorporated by reference as binding obligations, term and conditions of the Agreement.

Exhibit A: Grantee's Budget
Exhibit B: Grantee's Proposal

In the event of any inconsistency between the provisions of Exhibits A, B, and this Agreement, the provisions of this Agreement shall control.

IV. **PAYMENT SCHEDULE INFORMATION.**

- A. The MSF agrees to pay the Grantee a sum not to exceed \$3,902,317.10.
- B. Payment under this Agreement shall be made by the MSF to Grantee upon receipt and approval by the Grant Administrator of Grantee's billing statement stating that the work for which payment is requested has been appropriately performed. Grantee shall provide the Grant Administrator with Grantee's billing statement on a monthly basis.
- C. The Grantee agrees that all funds in the Budget are to be spent as

specified. This Agreement does not commit the MSF to approve requests for additional funds during or beyond this Grant period.

- D. Public Act 533 of 2004 requires that payments under this Agreement be processed by electronic funds transfer (EFT). Grantee is required to register to receive payments by EFT at the Contract & Grant Payment Express website (www.cpexpress.state.mi.us).
- E. Changes in the budget will be allowed only upon prior review and written approval by the Grant Administrator.
- F. Grantee's billing statement(s) may be subject to a final audit prior to the release of final payment.

- V. **MSF GRANT ADMINISTRATOR.** The Michigan Economic Development Corporation (the "MEDC") provides administrative services to the MSF. The Grantee must communicate with the MEDC representative named below or his or her designee regarding this Agreement. The Grant Administrator may be changed, at any time, at the discretion of the MEDC.

(the "Grant Administrator")
Michigan Economic Development Corporation
300 North Washington Square
Lansing, Michigan 48913
(xxx) xxx-xxxx

- VI. **GRANTEE DUTIES.** The Grantee agrees to undertake, perform, and complete the services fully described in Exhibit B.

VII. **RELATIONSHIP OF THE PARTIES.**

- A. Due to the nature of the services described herein and the need for specialized skill and knowledge of Grantee, the MSF is entering into this Agreement with Grantee. As a result, neither Grantee nor any of its employees or agents is or shall become an employee of the MSF or the MEDC due to this Agreement.
- B. Grantee will provide the services and achieve the results specified in this Agreement free from the direction or control of the MSF as to means and methods of performance.
- C. The MSF is not responsible for any insurance or other fringe benefits, including, but not limited to, Social Security, Worker's Compensation, income tax withholdings, retirement or leave benefits, for Grantee or its employees. Grantee assumes full responsibility for the provision of all such insurance coverage and fringe benefits for its employees.

- D. All tools, supplies, materials, equipment and office space necessary to carry out the services described in this Agreement are the sole responsibility of Grantee unless otherwise specified herein.
- E. Grantee shall retain all control of its employees and staffing decisions independent of the direction and control of the MSF.

VIII. **ACCESS TO RECORDS.** During the Term, and for Seven years after the Ending Date, the Grantee shall maintain reasonable records, including evidence that the services actually were performed and the identity of all individuals paid for such services, and shall allow access to those records by the MSF or their authorized representative at any time during this period.

IX. **TERMINATION.** This Agreement shall terminate upon the earlier of the following:

- A. The Ending Date.
- B. Termination by the MSF, by giving Thirty calendar days prior written notice to the Grantee. In the event that the Legislature of the State of Michigan (the "State"), the State Government, or any State official, commission, authority, body, or employee or the federal government (a) takes any legislative or administrative action which fails to provide, terminates or reduces the funding necessary for this Agreement, or (b) takes any legislative or administrative action, which is unrelated to the source of funding for the Grant, but which affects the MSF's ability to fund and administer this Agreement and other MSF programs, provided, however, that in the event such action results in an immediate absence or termination of funding, cancellation may be made effective immediately upon delivery of notice to the Grantee.
- C. Termination by the MSF pursuant to Section XIX of this Agreement.

X. **MSF AND MEDC EMPLOYEES.** The Grantee will not hire any employee of the MSF or MEDC to perform any services covered by this agreement without prior written approval from the President of the MSF or Chief Executive Officer of the MEDC.

XI. **CONFIDENTIAL INFORMATION.** Except as required by law, the Grantee shall not disclose any information, including targeted business lists, economic development analyses, computer programs, databases and all materials furnished to the Grantee by the MSF or the MEDC without the prior written consent of the MSF or the MEDC, except to the extent necessary to perform services on the MSF or MEDC's behalf. All information described in this Section shall be considered "Confidential Information" under this Agreement. Confidential Information does not include: (a) information that is already in the possession of, or is independently developed by, Grantee; (b) becomes publicly available other than through breach of this

Agreement; (c) is received by Grantee from a third party with authorization to make such disclosures; or (d) is released with MSF's or MEDC's written consent.

- XII. **PUBLICATIONS.** Except for Confidential Information, the MSF hereby agrees that researchers funded with the Grant shall be permitted to present at symposia, national, or regional professional meetings, and to publish in journals, theses or dissertations, or otherwise of their own choosing, the methods and results of their research. Grantee shall at its sole discretion and at its sole cost and expense, prior to publication, seek intellectual property protection for any Inventions (as described in Section XIII) if commercially warranted. Grantee shall submit to the MSF a listing of articles that Grantee has submitted for publication resulting from work performed hereunder in its quarterly report to the MSF. Grantee shall acknowledge the financial support received from the MSF, as appropriate, in any such publication.
- XIII. **INTELLECTUAL PROPERTY RIGHTS.** Grantee shall retain ownership to the entire right, title, and interest in any new inventions, improvements, or discoveries developed or produced under this Grant, including, but not limited to, concepts know-how, software, materials, methods, and devices ("Inventions") and shall have the right to enter into license agreements with industry covering Inventions.
- XIV. **CONFLICT OF INTEREST.** Except as has been disclosed to the MSF or the MEDC, Grantee affirms that neither the Grantee, nor its Affiliates or their employees has, shall have, or shall acquire any contractual, financial business or other interest, direct or indirect, that would conflict in any manner with Grantee's performance of its obligations under this Agreement or otherwise create the appearance of impropriety with respect to this Agreement.

Grantee further affirms that neither Grantee nor any affiliates or their employees has accepted or shall accept anything of value based on an understanding that the actions of the Grantee or its affiliates or either's employees on behalf of the MSF or the MEDC would be influenced. Grantee shall not attempt to influence any MSF or MEDC employee by the direct or indirect offer of anything of value. Grantee also affirms that neither Grantee, nor its Affiliates or their employees has paid or agreed to pay any person, other than bona fide employees and consultants working solely for Grantee or its Affiliate, any fee, commission, percentage, brokerage fee, gift or any other consideration contingent upon or resulting from the execution of this Agreement.

In the event of change in either the interests or services under this Agreement, Grantee will inform the MSF or the MEDC regarding possible conflicts of interest which may arise as a result of such change. Grantee agrees that conflicts of interest shall be resolved to the MSF's satisfaction or the MSF may terminate this Agreement. As used in this Paragraph, "conflict of interest" shall include, but not be limited to, conflicts of interest that are defined under the laws of the State of Michigan.

XV. INDEMNIFICATION AND GRANTEE LIABILITY INSURANCE. The Grantee shall indemnify, defend and hold harmless the MSF, its Board and its employees, and the MEDC, its corporate board of directors, executive committee members including its participants, its corporate board of directors, its officers, agents, and employees (the "Indemnified Persons") from any damages that it may sustain through the negligence of the Grantee pertaining to the performance of this Agreement.

The Grantee shall maintain such insurance to protect the Indemnified Persons from claims that might arise out of or as a result of the Grantee's operations; however, Grantee's indemnification obligation shall not be limited to the limits of liability imposed under the Grantee's insurance policies. The Grantee will provide and maintain its own general liability, property damage, and workers compensation insurance. The insurance shall be written for not less than any limits of liability required by law for the Grantee's obligation for indemnification under this Agreement.

xvi. TOTAL AGREEMENT. This Agreement, including the exhibits incorporated herein, is the entire agreement between the Parties superseding any prior or concurrent agreements as to the services being provided, and no oral or written terms or conditions which are not contained in this Agreement shall be binding. This Agreement may not be changed except by mutual agreement of the Parties reduced to writing and signed.

XVII. ASSIGNMENT/TRANSFER/SUBCONTRACTING. Except as contemplated by this Agreement, the Grantee shall not assign, transfer, convey, subcontract, or otherwise dispose of any duties or rights under this Agreement without the prior specific written consent of the MSF. Any future successors of the Grantee will be bound by the provisions of this Agreement unless the MSF otherwise agrees in a specific written consent. The MSF reserves the right to approve subcontractors for this Agreement and to require the Grantee to replace subcontractors who are found to be unacceptable to the MSF or the MEDC.

XVIII. COMPLIANCE WITH LAWS. The Grantee is not and will not during the Term be in violation of any laws, ordinances, regulations, rules, orders, judgments, decrees or other requirements imposed by any governmental authority to which it is subject, and will not fail to obtain any licenses, permits or other governmental authorizations necessary to carry out its duties under this Agreement.

XIX. DEFAULT. The occurrence of any one or more of the following events or conditions shall constitute an "Event of Default" under this Agreement, unless a written waiver of the Event of Default is signed by the MSF: (a) any representation, covenant, certification or warranty made by the Grantee shall prove incorrect at the time that such representation, covenant, certification or warranty was made in any material respect; (b) the Grantee's failure generally to pay debts as they mature, or the appointment of a receiver or custodian over a material portion of the Grantee's

assets, which receiver or custodian is not discharged within Sixty calendar days of such appointment; (c) any voluntary bankruptcy or insolvency proceedings are commenced by the Grantee; (d) any involuntary bankruptcy or insolvency proceedings are commenced against the Grantee, which proceedings are not set aside within Sixty calendar days from the date of institution thereof; (e) any writ of attachment, garnishment, execution, tax lien, or similar writ is issued against any property of the Grantee, which is not removed within Sixty calendar days. (f) the Grantee's failure to comply with the reporting requirements hereof; (g) the Grantees failure to comply with any obligations or duties contained herein; (h) Grantee's use of the Grant funds for any purpose not contemplated under this Agreement.

XX. AVAILABLE REMEDIES. Upon the occurrence of any one or more of the Events of Default, the MSF may terminate this Agreement immediately upon notice to the Grantee. The termination of this Agreement is not intended to be the sole and exclusive remedy in case any Event of Default shall occur and each remedy shall be cumulative and in addition to every other provision or remedy given herein or now or hereafter existing at law or equity.

XXI. REIMBURSEMENT. If this Grant is terminated as a result of Section XIX(h) hereof, the MSF shall have no further obligation to make a Grant disbursement to the Grantee. The Grantee shall reimburse the MSF for disbursements of the Grant determined to have been expended for purposes other than as set forth herein as well as any Grant funds, which were previously disbursed but not yet expended by the Grantee.

XXII. NOTICES. Any notice, approval, request, authorization, direction or other communication under this Agreement shall be given in writing and shall be deemed to have been delivered and given for all purposes: (a) on the delivery date if delivered by electronic mail or by confirmed facsimile; (b) on the delivery date if delivered personally to the Party to whom the same is directed; (c) One business day after deposit with a commercial overnight carrier, with written verification of receipt; or (d) Three business days after the mailing date, whether or not actually received, if sent by U.S. mail, return receipt requested, postage and charges prepaid, or any other means of rapid mail delivery for which a receipt is available. The notice address for the Parties shall be the address as set forth in this Agreement, with the other relevant notice information, including the recipient for notice and, as applicable, such recipient's fax number or e-mail address, to be as reasonably identified by notifying Party. The MSF and Grantee may, by notice given hereunder, designate any further or different addresses to which subsequent notices shall be sent.

XXIII. AMENDMENT. This Agreement may not be modified or amended except pursuant to a written instrument signed by the Parties.

XXIV. GOVERNING LAW. This Agreement is made and entered into in the State of Michigan and shall in all respects be interpreted, enforced and governed under the

laws of the State of Michigan without regard to the doctrines of conflict of laws. The terms of this provision shall survive the termination or cancellation of the Agreement

XXV. COUNTERPARTS AND COPIES. The Parties hereby agree that the faxed signatures of the Parties to this Agreement shall be as binding and enforceable as original signatures; and that this Agreement may be executed in multiple counterparts with the counterparts together being deemed to constitute the complete agreement of the Parties. Copies (whether photostatic, facsimile or otherwise) of this Agreement may be made and relied upon to the same extent as though such copy was an original.

XXVI. SURVIVAL. The terms and conditions of sections VII, VIII, XI, XV, XVII, and XXIV shall survive termination of this Agreement.

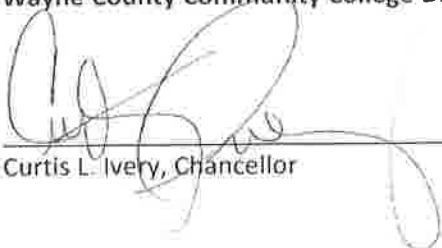
(remainder of page intentionally left blank)

The signatories below warrant that they are empowered to enter into this Agreement.

GRANTEE ACCEPTANCE:

Wayne County Community College District

Dated: 01/30/2015



Curtis L. Ivery, Chancellor

MSF ACCEPTANCE:

Michigan Strategic Fund

Dated: _____

Authorized Signer
Title

Employer Engagement

DMC

DETROIT MEDICAL CENTER

January 28, 2015

Dr. Curtis L. Ivery, Chancellor
Wayne County Community College District
801 W. Fort Street
Detroit, Michigan 48226

Conrad L. Mallett,
EVP, Chief Administrative Officer

Corporate Offices
3990 John R, 1 Brush South
Detroit, MI 48201-2018
Phone 313-745-1621
Fax 313-966-0841
cmmallett@dmc.org

Dear Dr. Ivery,

We are excited about partnering with Wayne County Community College District and the *WCCCD Michigan Community College Skilled Trades Equipment Grant* to develop a regionally coordinated strategy to strengthen Allied Health Programs through new equipment purchases. This grant will specifically assist The Detroit Medical Center in advancing the college's ability to prepare students more specifically for the healthcare employment needs at our company.

The Detroit Medical Center experiences a voluntary employee loss percentage of approximately 11%. Each year the Detroit Medical Center works diligently to refill its employee ranks especially in those employment categories associated with skilled or hard to recruit personnel. For instance Detroit Medical Center employs carpenters, plumbers, electricians, lab technicians, surgical technicians, central processing instrument maintenance/sterilization associates, bio-medical technicians, as well as security personnel and medical record coders. While it is difficult to determine with absolute certainty the number of job placement opportunity's in each or any of the categories, our voluntary departure percentage allows the Detroit Medical Center to be comfortable in stating that across the enterprise on a yearly basis there will be approximately 50 job openings. There is no doubt that properly trained persons in each of these areas will in SE Michigan be able to find employment. We will also select representatives to serve on the program (grant) advisory council and provide knowledge-based and/or technical support to advance the Wayne County Community College District *Michigan Community College Skilled Trades Equipment Grant* initiative. This includes the development of curriculum enhancements, program guidance, design and continuing education experiences which will lead to the success of individuals enrolled in related courses of study.

We fully support the efforts of the Wayne County Community College District as you seek external funding to enhance your courses that are designed to increase the supply of highly skilled candidates for work in the healthcare field. It is our belief that an initiative such as this is tremendous asset to the state of Michigan. As partners in the Wayne County Equipment Grant project, we will work to assure its success.

Sincerely,



Conrad L. Mallett

www.dmc.org

Children's Hospital of Michigan • DMC Surgery Hospital • Detroit Receiving Hospital • Harper University Hospital • Huron Valley-Sinai Hospital • Hutzel Women's Hospital • Kresge Eye Institute • Rehabilitation Institute of Michigan • Sinai-Grace Hospital • University Laboratories

In partnership with the Karmanos Cancer Center



Denise B. Rabidouxx
President/Chief Executive Officer

Dr. Curtis L. Ivery, Chancellor
Wayne County Community College District
801 W. Fort Street
Detroit, Michigan 48226

Dr. Ivery,

We are excited about partnering with Wayne County Community College District and the *WCCCD Michigan Community College Skilled Trades Equipment Grant* to develop a regionally coordinated strategy to strengthen Allied Health Programs through new equipment purchases. This grant will specifically assist Evangelical Homes of Michigan in advancing the college's ability to prepare students more specifically for the healthcare employment needs at our company.

Evangelical Homes of Michigan is constantly expanding to suit the needs of our clients in our communities and in the community at large. The need for trained individuals over the next 3-5 years will continue to grow exponentially as Baby Boomers continue to age. We will also select representatives to serve on the program (grant) advisory council and provide knowledge-based and/or technical support to advance the Wayne County Community College District *Michigan Community College Skilled Trades Equipment Grant* initiative. This includes the development of curriculum enhancements, program guidance, design and continuing education experiences which will lead to the success of individuals enrolled in related courses of study.

We fully support the efforts of the Wayne County Community College District as you seek external funding to enhance your courses that are designed to increase the supply of highly skilled candidates for work in the Healthcare Field. It is our belief that an initiative such as this is tremendous asset to the State of Michigan. As partners in the Wayne County Equipment Grant project, we will work to assure its success.

Sincerely,

Stephen H Hopkins
Chief Operating Officer
LifeChoices[®], Inc.
Evangelical Homes of Michigan



HEALTHLink

Medical Transportation
Services

Dr. Curtis L. Ivery, Chancellor
Wayne County Community College District
801 W. Fort Street
Detroit, Michigan 48226


Dr. Ivery,

We are excited about partnering with Wayne County Community College District and the *WCCCD Michigan Community College Skilled Trades Equipment Grant* to develop a regionally coordinated strategy to strengthen Allied Health Programs through new equipment purchases. This grant will specifically assist HealthLink Medical Transportation in advancing the college's ability to prepare students more specifically for the healthcare employment needs at our company.

HealthLink Medical Transportation projects employment needs approximately 15 - 25 and approximate hiring of such trained individuals over the next 3-5 years to be 75 - 100. We will also select representatives to serve on the program (grant) advisory council and provide knowledge-based and/or technical support to advance the Wayne County Community College District *Michigan Community College Skilled Trades Equipment Grant* initiative. This includes the development of curriculum enhancements, program guidance, design and continuing education experiences which will lead to the success of individuals enrolled in related courses of study.

We fully support the efforts of the Wayne County Community College District as you seek external funding to enhance your courses that are designed to increase the supply of highly skilled candidates for work in the Healthcare Field. It is our belief that an initiative such as this is tremendous asset to the State of Michigan. As partners in the Wayne County Equipment Grant project, we will work to assure its success.

Sincerely,


DAVE WITKOWSKI,
VP OPERATIONS

26150 Northline Road
Taylor, MI 48180
Administration (734) 946-0405
Fax (734) 946-0454

A Not-for-Profit Corporation

Partner Engagement



Veronica Conforme, Chancellor
Education Achievement Authority of Michigan
300 River Place Drive, Suite 3600
Detroit, MI 48207

January 30, 2015

Dr. Curtis L. Ivery, Chancellor
Wayne County Community College District
801 W. Fort Street
Detroit, Michigan 48226

Dr. Ivery,

We are excited about partnering with Wayne County Community College District and the *WCCCD Michigan Community College Skilled Trades Equipment Grant* to develop a regionally coordinated strategy to strengthen Allied Health through new equipment purchases. This grant will specifically assist the Education Achievement Authority in advancing the college's ability to prepare students more specifically for the employment needs at our company.

The Education Achievement Authority is committed to work with the District in the identification of skill competencies, technologies, and required certifications necessary for the successful completion of *Allied Health* programs. We will also select representatives to serve on the program (grant) advisory council and provide knowledge-based and/or technical support to advance the Wayne County Community College District *Michigan Community College Skilled Trades Equipment Grant* initiative. This includes the development of curriculum enhancements, program guidance, design and continuing education experiences which will lead to the success of individuals enrolled in related courses of study.

We fully support the efforts of the Wayne County Community College District as you seek external funding to enhance your courses that are designed to increase the supply of highly skilled candidates for work in the field of Allied Health. It is our belief that an initiative such as this is tremendous asset to the state of Michigan. As partners in the Wayne County Equipment Grant project, we will work to assure its success.

Sincerely,

A handwritten signature in black ink, appearing to be "V. Conforme", written over a horizontal line.



440 EAST CONGRESS – SUITE 400
DETROIT, MICHIGAN 48226
PHONE (313) 876-0674
FAX (313) 664-5505
TTY NUMBER (800) 649-3777

A Michigan Works! Agency

January 23, 2015

Dr. Curtis L. Ivery, Chancellor
Wayne County Community College District
801 W. Fort Street
Detroit, Michigan 48226

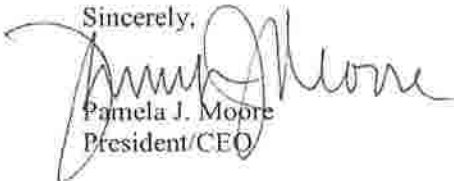
Dr. Ivery:

We are excited about partnering with Wayne County Community College District and the *WCCCD Michigan Community College Skilled Trades Equipment Grant* to develop a regionally coordinated strategy to strengthen Advance Manufacturing Programs through new equipment purchases. This grant will specifically assist Detroit Employment Solutions Corporation (DESC) in advancing the college's ability to prepare students more specifically for the employment needs at our company.

DESC projects employment needs in Manufacturing and approximate hiring of such trained individuals over the next 3-5 years in that sector to increase by 32,425 Jobs, +19.8% Percent, based on a report published on the state of Michigan's Department of Technology, Management and Budget website, January 14, 2015, titled "Regional Prosperity Initiative: Labor Market Information Supplement." We will also select representatives to serve on the program (grant) advisory council and provide knowledge-based and/or technical support to advance the Wayne County Community College District *Michigan Community College Skilled Trades Equipment Grant* initiative. This includes the development of curriculum enhancements, program guidance, design and continuing education experiences which will lead to the success of individuals enrolled in related courses of study.

We fully support the efforts of the Wayne County Community College District as you seek external funding to enhance your courses that are designed to increase the supply of highly skilled candidates for work in the Advanced Manufacturing fields. It is our belief that an initiative such as this is tremendous asset to the State of Michigan. As partners in the Wayne County Equipment Grant project, we will work to assure its success.

Sincerely,



Pamela J. Moore
President/CEO

Equal Opportunity Employer/Program
Funded through the Workforce Development Agency,
State of Michigan
Auxiliary Aids and Services Available Upon Request to Individuals With Disabilities

MICHIGAN
WORKS!



the
information
center

20500 Eureka Rd
Suite 110
Taylor, MI 48100

Phone: 734.282.7171
Fax: 734.282.7105

www.theinfocenter.info

EDWARD D'ANGELO, LMSW
President & CEO

LISA RUTLEDGE
Chairman of the Board

CAROL A. PITCHFORD
Vice Chairman

ANTHONY S. PANSON
Treasurer

JOAN L. HULET
Secretary

KIMBERLY PENDRICK, ESQ.
Trustee

DAVID GORGON
Trustee

ANN CAULFIELD, Ph.D.
Trustee

RONALD L. WEINS, ACSW
Trustee

January 29, 2015

Dr. Curtis L. Ivery, Chancellor
Wayne County Community College District
801 W. Fort Street
Detroit, Michigan 48226

Dr. Ivery,

The Information Center is pleased to partner with Wayne County Community College District and the *WCCCD Michigan Community College Skilled Trades Equipment Grant* to develop a regionally coordinated strategy to strengthen Allied Health through new equipment purchases. This grant will specifically assist The Information Center, Inc. and our over 60 vendors by advancing the college's ability to prepare students more specifically for the employment needs at our company, and those in our service network.

The Information Center will work with the District to identify skill competencies, technologies, and required certifications necessary for the successful completion of *Allied Health* programs. We provide one or more representatives to serve on the program (grant) advisory council and provide knowledge-based and/or technical support to advance the Wayne County Community College District *Michigan Community College Skilled Trades Equipment Grant* initiative. This includes the development of curriculum enhancements, program guidance, design and continuing education experiences which will lead to the success of individuals enrolled in related courses of study.

Our experience with Wayne County Community College District, particularly local Taylor Campus leadership, has been that they are truly community partners in working to proactively meet the needs of their students as well as residents of the community. It is therefore logical and a pleasure to indicate that we fully support the efforts of the Wayne

County Community College District as you seek external funding to enhance your courses that are designed to increase the supply of highly skilled candidates for work in the field of Allied Health. With the dramatic current changing population demographics of our County, the changes our health care systems are currently undergoing, and the evolving occupational needs, it is our belief that this initiative can be a tremendous asset to the citizens of Southeast Michigan. As partners in the Wayne County Equipment Grant project, we will work to assure its success.

Sincerely,

A handwritten signature in black ink, appearing to read "E. D'Angelo". The signature is fluid and cursive, with the first name "E." and the last name "D'Angelo" clearly distinguishable.

Edward D'Angelo, LMSW
President & CEO

Attachment

B

ATTACHMENT BINDEPENDENT PRICE DETERMINATION AND
PRICES HELD FIRM CERTIFICATIONINDEPENDENT PRICE DETERMINATION

By submission of a proposal, the Bidder certifies, and in the case of a joint proposal, each party thereto certifies as to its own organization, that in connection with this proposal:

1. The prices in the proposal have been arrived at independently, without consultation, communication, or agreement, for the purpose of restricting competition as to any matter relating to such prices with any other Bidder or with any competitor; and
2. Unless otherwise required by law, the prices which have been quoted in the proposal have not been knowingly disclosed by the Bidder and will not knowingly be disclosed by the Bidder prior to award directly or indirectly to any other Bidder or to any competitor; and
3. No attempt has been made or will be made by the Bidder to induce any other person or firm to submit or not submit a proposal for the purpose of restricting competition.

Each person signing the proposal certifies that she/he:

- A) Is the person in the Bidder's organization responsible within that organization for the decision as to the prices being offered in the proposal and has not participated (and will not participate) in any action contrary to 1, 2, and 3 above; or
- B) Is not the person in the Bidder's organization responsible within that organization for the decision as to the prices being offered in the proposal but has been authorized, in writing, to act as agent for the persons responsible for such decision in certifying that such persons have not participated (and will not participate) in any action contrary to 1, 2, and 3 above.

A proposal will not be considered for award if this Attachment B has been altered so as to delete or modify 1 or 3, above. If 2, above, has been modified or deleted, the proposal will not be considered for award unless the Bidder provides, with this Attachment B, a signed statement which sets forth, in detail, the circumstances of the disclosure and the MSF determines that such disclosure was not made for the purpose of restricting competition.

PRICES HELD FIRM

LENGTH OF TIME PRICES ARE TO BE HELD FIRM: All rates quoted in bidder's response to this RFP will be firm for the duration of the Contract. No price changes will be permitted.

Signed Jamie LaBoda
Contract Reviewer, Verathon Inc.
Date 1/30/15

ATTACHMENT B

INDEPENDENT PRICE DETERMINATION AND
PRICES HELD FIRM CERTIFICATION

INDEPENDENT PRICE DETERMINATION

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Signed: 
Date: 1-29-15

ATTACHMENT B**INDEPENDENT PRICE DETERMINATION AND
PRICES HELD FIRM CERTIFICATION****INDEPENDENT PRICE DETERMINATION**

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Signed 

Date 1-30-2015

ATTACHMENT BINDEPENDENT PRICE DETERMINATION AND
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Signed Date 1.30.2015

WCCCD
Skilled Trades Equipment Fund Grant
Price Proposal

ITEM	Number of Units	Unit Cost	Total Cost
Equipment	-		
Pneu-Walker Mobility Trainer	2	\$ 13,852.30	\$ 27,704.60
MedPro Treadmill (with handrails)	2	\$ 18,378.81	\$ 36,757.62
Power Flexx Power Ambulance Cot	5	\$ 12,755.00	\$ 63,775.00
Operating Room Surgical Intensive Lamp	6	\$ 30,636.95	\$ 183,821.70
Owandy I-MAX Touch 3D Digital Pan/Ceph X-Ray System	2	\$ 114,000.00	\$ 228,000.00
Laparoscopic System with Flat Panel Monitor and Instrument Set	2	\$ 21,643.00	\$ 43,286.00
High and Medium Fidelity Mannequins	14	\$ 23,666.35	\$ 331,328.90
Dental Pre-Clinical Simulator	12	\$ 70,000.00	\$ 840,000.00
Touch Screen Multi-Function Patient Monitor	3	\$ 15,020.00	\$ 45,060.00
GE Aisys Anesthesia Machine	1	\$ 100,000.00	\$ 100,000.00
Heartstart MRX monitor/Defibrillators	6	\$ 24,413.00	\$ 146,478.00
Laerdal Simulation Mannequin	6	\$ 103,495.00	\$ 620,970.00
Pyxis 4000 medication station with additional tower	2	\$ 55,898.00	\$ 111,796.00
GlideScope Titanium Reusable System	1	\$ 17,000.00	\$ 17,000.00
Hydrim Instrument Washer	4	\$ 10,000.00	\$ 40,000.00
Dentrix Patient Practice Management System	1	\$ 42,000.00	\$ 42,000.00
Affinity 4 Birthing Bed	1	\$ 16,740.28	\$ 16,740.28
Anesthesia Simulation Mannequin	2	\$ 200,000.00	\$ 400,000.00
Panda Warmer	1	\$ 11,000.00	\$ 11,000.00
Progressa Bed System	3	\$ 36,771.00	\$ 110,313.00
Stryker Cub Pediatric Crib	2	\$ 10,900.00	\$ 21,800.00
BV-MST Multi-Purpose Surgery Table	2	\$ 23,743.00	\$ 47,486.00
Equipment Installation	Multiple		\$ 140,000.00
Software	Multiple		\$ 202,000.00
Faculty Training	Multiple		\$ 75,000.00
Total Equipment Cost			\$ 3,485,317.10
Total Pricing Proposal			\$ 3,902,317.10

WAYNE COUNTY COMMUNITY COLLEGE DISTRICT

Skilled Trades Equipment Pricing Proposal Narrative

The pricing proposal narrative includes a description of the equipment, installation, software, and training. The equipment narrative also includes a list of programs that will be enhanced by the equipment. Pricing reflects total number of units and total cost.

EQUIPMENT

Pneu-Walker Mobility Trainer

2 Units/27,704.60

A lightweight, mobile, unweighting system designed to control weight bearing, posture and balance on the ground or over a treadmill. It will lift up to 300 lbs. and support a 400-lb. patient, creating a pain-free or pain-tolerable environment for most patients. It can be used for partial weight bearing or lifting patients from a wheelchair, providing a safe and secure environment for mobility, rehab and gait training and can be adjusted to unweight unilaterally for hemiplegic conditions like stroke, muscular, musculoskeletal and orthopedic. A solo clinician can safely lift, transfer and train their patients over ground, through doorways, into bathrooms, or over treadmills and balance equipment. Its wheeled base is width and height adjustable and will accommodate a wide range of patients from Pediatric up to 6'6" tall.

Program utilization:

The pneu-walker mobility trainer will be utilized in the health science department to help students in the Home Health Care, Patient Care Technology, Nursing and Certified Nurse Assistants, to help potential patients maintain mobility in a safe and secure fashion. Students would utilize the equipment in the skills lab before embarking on their clinical practicums. This equipment can potentially compliment the education of 208 students per year.

MedPro treadmill with handrails

2 Units/ 36,757.62

- Designed specifically for bariatric patients. Ball-bearing transportation system can safely and effectively move patients up to 800 lbs. Slat-flex rubber running surface eliminates harmful foot strike shock.

Program Utilization:

The MedPro treadmill with handrails will be utilized in the health science department to help students in the Home Health Care, Patient Care Technology, Nursing and Certified Nurse Assistants, to help potential patients maintain mobility in a safe and secure fashion. Students

would utilize the equipment in the skills lab before embarking on their clinical practicums. This equipment can potentially compliment the education of 208 students per year.

PowerFlexx Power Ambulance Cot

5 Units/63,775.00

- The POWERFlexx+ Powered Ambulance Cot delivers 700lb unassisted lift capacity. The cot lifts the weight, not the operator, reducing situations where operators may injure their back. The POWERFlexx+ Powered Ambulance Cot also features advanced power management features and in-the-fastener charging to keep you powered on every call, without having to carry around extra batteries or take them out to charge.

Program Utilization:

The PowerFlexx Power Ambulance Cot will be utilized in each Emergency Medical Technology Program, Fire Protection, Nursing, Certified Nurse Assistants, and Patient Care Technology. The equipment will assist students in the basics of lifting and transporting students from first responders to transportation through the virtual hospital. The equipment has the potential to compliment the education of 376 students per year.

Operating Room Surgical Intensive Lamp

6 Units/183,821.70

- Special features focuses with center auto-clavable handle for exceptionally smooth focus, supplied with control box including on/off switch and continuous intensity adjustment, durable, aesthetic arm system that is recognized for drift-free, trouble-free operation.
- **Program Utilization:**
- The surgical lights will be utilized in the 5 operating rooms to assist in the creation of real life scenarios for surgical technologist, surgical first assistants, central service technologists, nurses, and anesthesia technologists. The equipment has the potential to complement the education of 248 students per year.

Owandy I-MAX Touch 3D Digital Pan/Ceph X-Ray System

2 Units/228,000

- The operator, guided by light beams, can place the patient quickly in the idea I position; he or she is guided by the head rests and bite block. Diagnosis is possible immediately on the screen and with 12 examination programs; the I-MAX touch performs all radio-diagnostic combinations, whatever the patient's height.

Program Utilization:

The 3D digital Pan Ceph X-ray system will bring state of the art technology to the community dental clinical, and provide the community with faster more efficient service, enabling the clinic to service more of our community partners. The X-ray machine will complement the education of

the dental assisting program, (20 students) and the dental hygiene program (24), while increasing our services offered to the community which is approximately 700 per year.

Laparoscopic System w/Flat Panel Monitor& Instrument Set 2 Units/43,286.00

- System is used for many types of minimally invasive endoscopy procedures and is the perfect starting point for students looking to expand into minimally invasive surgery. It enables minimally invasive surgery in a variety of laparoscopic specialties, including General, Bariatric, Urologic, and Gynecologic surgery.

Program Utilization:

The Laparoscopic System with flat monitor and instrument set will complement the education of the surgical technology, surgical first Assistant, Central Service Technician program and the nursing program approximately 218 students per year. The equipment will be installed in the operating room to assist in the creation of real life scenarios before students embark on their clinical practicum.

High and Medium Fidelity Mannequins

14 Units/331,328.90

- Mannequin-based simulations use high fidelity simulators, mannequins that breathe, with breath sounds, heart tones, and palpable pulses. In addition, the mannequin has a monitor that can display EKG, pulse oximeter, blood pressure, arterial wave forms, pulmonary artery wave forms, anesthetic gases, etc. Procedures can be performed on the simulators such as bag-mask ventilation, intubation, defibrillation, chest tube placement, cricothyrotomy and others.

Program Utilization:

The mannequins will be utilized in nursing, certified nursing assistant, patient care technologist, and home health care aids, assisting in the education of 168 students per year. The mannequins will provide real life scenarios prior to students embarking on to their clinical site.

Dental Pre-Clinical Simulator

12 Units/840,000

- Designed to replicate the spatial dynamics of a clinical setting, the simulator reinforces correct operator positioning and posture so students learn the ergonomic skills they need in the preclinical lab before transitioning to the clinic and live patients.

Program Utilization:

The pre-clinical simulator will be used in the dental hygiene and dental assisting programs to produce safe practitioners before they embark on to the clinical floor. The equipment will service 44 students per year.

Touch Screen Multi-Function Patient Monitor

3 Units/45,060

- It displays up to eight colorful wave forms on a crisp, high resolution 15 inch touch screen to assist in optimizing the speed of patient care. Users can quickly make screen adjustments as needed, set the default settings, alarm limits, and manage up to 72 hours' worth of detailed patient data. All of the patient information along with the vital signs settings can quickly be modified to meet the needs of a patients changing condition. This means that the monitor can convert from a basic vital signs monitor, to a continuous bed side monitor, to an operating room monitor without having to have multiple monitors.

Program Utilization:

This equipment will be used in the surgical technology programs, anesthesia technology, and nursing, complementing the education of 248 students per year.

The equipment will provide real life scenarios in the hospital operating room.

GE Aisys Anesthesia Machine

1 Unit/100,000

- Ventilation, vaporization, and gas delivery are all digitally controlled and measured, with sophisticated communication protocols that enable digital communication of comprehensive patient and system data.

Program Utilization:

The Aisys Anesthesia Machine will be utilized in the Anesthesia Technology Program, Surgical Technology Programs, and the Nursing Program.

Scenarios will be developed for students to utilize the equipment in the Operating Room for real life experiences before embarking on the clinical practicum.

The equipment has the potential to be utilized by 128 students per year.

Heartstart MRX monitor/Defibrillators

6 Units/146,478

- The Defibrillator Includes, SPO2 and et CO2 Noninvasive transcutaneous pacing, 12 lead ECG black Soft carrying case 5 year warranty.

Program Utilization:

The purchase of an MRX Monitor/ Defibrillators will allow Emergency Medical Technology, Nursing, Emergency Room Multi-Skill Healthcare Technologist, and Anesthesia technology students to work familiarize themselves with state of the art equipment prior to attending the clinical practicum. servicing 294 students per year.

Laerdal Simulation Mannequin

6 Units/620,970

- The mannequin Includes operator, tablet and webcam, two day instructions, 5 year platinum warranty, NLN nursing and trauma Scenarios.

Program Utilization:

The purchase of these high fidelity manikins will allow WCCCD to create real life scenarios in which all of the Health Sciences students will have to interact with the manikin to refine their critical thinking skills. These manikins can be programed to respond as humans do, servicing 160 students per year.

Pyxis 4000 medication station with additional tower. 2 Units/111,796

The Pyxis system is the primary way hospital staff access not only medication but disposable equipment as well.

Program Utilization:

The purchase of the Pyxis 4000 would benefit the nursing, pharmacy tech, and surgical tech students by allowing them to have access to equipment prior to attending clinical sites. This equipment will service 228 students per year.

GlideScope Titanium Reusable System 1 Unit/17,000

- GlideScope Titanium video laryngoscopes combine innovative blade options, angles, and construction in order to enable rapid intubations for more patients in more settings. With the Titanium system, clinicians have a choice of low-profile blades in two distinct profiles. Incorporating a high-resolution, full-color, digital camera with an integrated LED light source, these laryngoscopes connect directly to a full-color, digital video monitor for real-time viewing and recording.

Program Utilization:

The purchase of this equipment will allow anesthesia technologist, and nursing, to gain the experience need in the operating prior to embarking on their clinical practicum. This will service 150 students per year.

Hydrim Instrument Washer 4 Units/40,000

- Under counter steri-center installation, but can also be a freestanding unit. Has a G4 web portal interface includes data storage, service logs and remote access capabilities. The washer validates cycles, to ensure repeatable washing performance.

Program Utilization:

This washer will service each surgical technology and the anesthesia technology program in the real life scenarios of the hospital before embarking on the clinical practicum. The equipment will service 118 students per year.

Dentrix Patient Practice Management System

1 Unit/42,000

Innovative system that adds new capabilities to dental systems. Product allows students provide solutions for both sides of a dental practice: the business side and the clinical side.

Program Utilization:

Dental Assisting and Dental Hygiene will utilize this system to interface the business and clinical side of the dental office. The system will service 44 students per year.

Affinity 4 Birthing Bed

1 Unit/16,740.28

This bed features a zero transfer gap one-step side rail release, a 500 lbs. safe working load and foot section 400 lbs. load to hold heavy simulators. Four dual locking casters with automatic 15 degree pelvic tilt. A temper-pedic mattress and overlay, which is perfect for the gas-assist trendelenburg.

Program Utilization:

The birthing bed will be utilized in the following programs: Emergency Medical Technology, Emergency Room Multi-skill Health Care Technology, Paramedic, Nursing, Certified Nurse Assistants and Patient Care Technology. The equipment will assist students in the basics of birthing babies. The equipment has the potential to compliment the education of 256 students per year.

Anesthesia Simulation Mannequin

2 Units/400,000

- The use of simulation mannequins allows anesthesia students to perform real-life anesthetic techniques on mannequins, in order to have a better understanding on procedure.

Program Utilization:

The anesthesia simulation mannequins will allow students to explore various scenarios in the operating room. The mannequin is capable of simulating all types of operating room disasters to prepare the student for the actual clinical site.

The mannequin will service 30 students per year.

Panda Warmer

1 Unit/11,000

The sleek design lets you easily access your patients while keeping them warm and content. It gives you more room to work. The Panda Warmer's compact size allows more room for you to interact with baby. Features such as the hands-free alarm silence, a full-color display, and integrated scale make your job easier and help you provide better care to your patients.

Program Utilization:

The Panda warmer will be utilized to assist students in the care of newborns. This equipment will be utilized by nursing, certified nurse assistants, and Emergency Room Multi-skill Health Care Technology. The equipment has the potential to compliment the education of 184 students per year.

Progressa Bed System

3 Units/110,313

The Progressa bed system provides features and functions that help support early mobility. An intended use of the bed system is to treat or prevent pulmonary or other complications associated with immobility. Available only with the Progressa bed system, stay in place technology extends the head section of the frame and surface, in unison, to accommodate the natural elongation of the body as the patient sits up. Stay in place technology is designed to help address patient migration to the foot end of the bed. The flexibility of the Progressa bed system platform allows you to configure the bed to your current needs and make upgrades as those needs change.

Program Utilization:

The Progressa Bed System will be utilized to assist students in the simulation lab. This equipment will be utilized by nursing, certified nurse assistants, and Emergency Room Multi-skill Health Care Technology. The equipment has the potential to compliment the education of 184 students per year.

Stryker Cub Pediatric Crib

2 Units/21,800

This design will provide a warm and friendly appearance and can be completely lowered for 360-degree unobstructed access to the patient. Quiet swing-open access doors allow convenient patient care without disturbing a sleeping child.

Program Utilization:

The cribs will be utilized to assist students in the simulation lab when dealing with pediatric patients. This equipment will be utilized by nursing, certified nurse assistants, and Emergency Room Multi-skill Health Care Technology. The equipment has the potential to compliment the education of 184 students per year.

BV-MST Multi-Purpose Surgery Table

2 Units/47,486

Compatible with most industry-standard attachments for a variety of alternate care setups and procedures. Offering four remote-activated powered functions for optimum patient positioning, this mobile surgery table allows for superior surgical access. Capable of holding up to 550-lbs. of weight for simulator mannequins with excellent stability, it also gives procedural confidence.

Program Utilization:

The surgery table will help students in Anesthesia Technology, Surgical Technology, Surgical Technology First Assistant, and Nursing, during the simulation of surgeries prior to entering the clinical sites. This equipment has the potential to complement 208 students.

EQUIPMENT INSTALLATION:

140,000

Technical and diagnostic equipment will require professional installation to ensure the appropriate placement, use and certification to effect manufacturers' warranties.

SOFTWARE:

202,000

Highly technical diagnostic equipment requires the implementation of software tools in alignment with manufacturers' recommendations for operation and use, and, meet the needs of curricular alignment for associated health care disciplines and comply with the industry standards for which students will receive competency-based training.

TRAINING:

75,000

The technology to be acquired in this bid mandates that users be trained and certified by industry professionals in order to successfully implement use in competency-based training, simulation and scenario diagnostic events, and maintain levels of care in the use, maintenance and support for the equipment.

SUBCONTRACTORS

1) **Firm Name:** GlideScope
Address: 20001 North Creek Parkway
Bothell, WA 98011
Contact: Tom Wolschleger
248.318.2167

Organization Information and Abilities: Verathon designs, manufactures and distributes reliable, state-of-the-art medical devices and services that offer a meaningful improvement in patient care to the health care community. Verathon was ranked among the fastest growing technology companies in Washington State in Deloitte's prestigious "Technology Fast 50" program in 2002, 2005, 2006, 2007 and 2008: Headquartered in Bothell, Washington, the company became a subsidiary of Roper Industries in 2009.

Description of Work: Equipment supplier, installation of equipment, installation of software (if applicable); and provide instructor training.

2) **Firm Name:** Laerdal Medical Corporation
Address: 167 Myers Corners Road
Wappingers Falls, NY 12590
Contact: Chris Wilson
877.523.7325 x4283

Organization Information and Abilities: In 1958, Laerdal Medical dedicated itself to advancing the cause of resuscitation and emergency care. In 1960, the first patient simulator Resusci Anne manikin was introduced to the market. Laerdal is committed to helping save lives with product solutions, services, and system solutions that support the Chain of Survival.

Description of Work: Equipment supplier, installation of equipment, installation of software (if applicable); and provide instructor training.

3) **Firm Name:** Patterson Dental
Address: 2631 Superior Court, Ste. A
Auburn Hills, MI 48326
Contact: Jeff Hopp
586.876.5073

Organization Information and Abilities: Patterson Companies is an industry-leading specialty distributor serving the dental, veterinary and rehabilitation supply markets. Driven to meet the needs of healthcare professions in these growing markets, Patterson provides a total-package approach to doing business. As Patterson's largest business, Patterson Dental provides a virtually complete range of consumable dental products, equipment and software, turnkey digital solutions and the most-needed services to dentists and dental laboratories throughout North America.

Description of Work: Equipment supplier, installation of equipment, installation of software (if applicable); and provide instructor training.

4) **Firm Name:** DRE
Address: 1800 Williamson Court
Louisville, KY 40223
Contact: Tim Aebly
877.321.8194

Organization Information and Abilities: DRE is a premier surgical and medical equipment supplier that provides a combination of durable new and professionally refurbished equipment to medical professionals around the globe. DRE focus is to be a single supplier for all major operating room equipment and surgical equipment.

Description of Work: Equipment supplier, installation of equipment, installation of software (if applicable; and provide instructor training.

5) **Firm Name:** Philips
Address: 3000 Minuteman Road
Andover, MA 01810
Contact: Doug Graham
614.315.5194

Organization Information and Abilities: Royal Philips is a diversified technology company, focused on improving people's lives through meaningful innovation. With a century of history and more than 450 innovative products and services, they are ready to meet today's challenges in healthcare by creating solutions that deliver better care to more people at a lower cost.

Description of Work: Equipment supplier, installation of equipment, installation of software (if applicable; and provide instructor training.

ATTACHMENT B

INDEPENDENT PRICE DETERMINATION AND
PRICES HELD FIRM CERTIFICATION

INDEPENDENT PRICE DETERMINATION

By submission of a proposal, the Bidder certifies, and in the case of a joint proposal, each party thereto certifies as to its own organization, that in connection with this proposal:

1. The prices in the proposal have been arrived at independently, without consultation, communication, or agreement, for the purpose of restricting competition as to any matter relating to such prices with any other Bidder or with any competitor; and
2. Unless otherwise required by law, the prices which have been quoted in the proposal have not been knowingly disclosed by the Bidder and will not knowingly be disclosed by the Bidder prior to award directly or indirectly to any other Bidder or to any competitor; and
3. No attempt has been made or will be made by the Bidder to induce any other person or firm to submit or not submit a proposal for the purpose of restricting competition.

Each person signing the proposal certifies that she/he:

- A) Is the person in the Bidder's organization responsible within that organization for the decision as to the prices being offered in the proposal and has not participated (and will not participate) in any action contrary to 1, 2, and 3 above; or
- B) Is not the person in the Bidder's organization responsible within that organization for the decision as to the prices being offered in the proposal but has been authorized, in writing, to act as agent for the persons responsible for such decision in certifying that such persons have not participated (and will not participate) in any action contrary to 1, 2, and 3 above.

A proposal will not be considered for award if this Attachment B has been altered so as to delete or modify 1 or 3, above. If 2, above, has been modified or deleted, the proposal will not be considered for award unless the Bidder provides, with this Attachment B, a signed statement which sets forth, in detail, the circumstances of the disclosure and the MSF determines that such disclosure was not made for the purpose of restricting competition.

PRICES HELD FIRM

LENGTH OF TIME PRICES ARE TO BE HELD FIRM: All rates quoted in bidder's response to this RFP will be firm for the duration of the Contract. No price changes will be permitted.

Signed Janice LaBoda
Contract Reviewer, Verathon Inc.
Date 1/30/15

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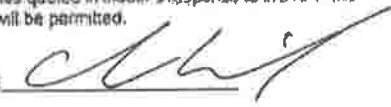
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Signed



Date

1-29-15

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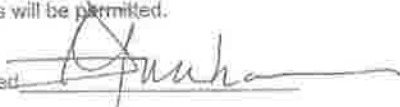
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Signed 
Date 1.30.2015

Name of Community College:

Wayne County Community College

		<u>Weight</u>	<u>Score</u>
1	Equipment Summary	20	10
2	Degree/Credential Summary	30	30
3	Talent Plan	10	0
4	Employer Engagement	30	5
5	Partner Engagement	10	5
	<u>Total</u>	100	50

Joint Evaluation Committee Members:

- 126. Kevin Bonds – Michigan Economic Development Corporation
- 127. Gary Clark – Michigan Workforce Development Agency
- 128. Michael Coast – Michigan Manufacturing Technology Center
- 129. Elyse Kopietz – Michigan Manufacturers Association
- 130. Jamie Gaskin – The United Way of Genesee County

• Notes

- Lack of a talent plan
- Lack of employer engagement – no focus on talent pipeline