



STATE OF MICHIGAN
DEPARTMENT OF TREASURY
LANSING

GRETCHEN WHITMER
GOVERNOR

RACHAEL EUBANKS
STATE TREASURER

DETROIT FINANCIAL REVIEW COMMISSION

SCHOOL DISTRICT RESOLUTION 2019-17

**APPROVING THE COMMUNITY DISTRICT'S JULY 2019 CONTRACT
REQUESTS**

WHEREAS, Public Act 181 of 2014, the Michigan Financial Review Commission Act (the "Act"), allows for the creation of the Detroit Financial Review Commission (the "Commission") within the Michigan Department of Treasury; and

WHEREAS, Section 6(1) of the Act empowers the Commission to provide oversight for the Detroit Public Schools Community District (the "Community District") beginning on June 2016; and

WHEREAS, Section 6(6) of the Act provides that during the period of oversight, the Commission review and approve the Community District's applicable contracts, as defined by Section 3(a) of the Act, and that an applicable contract does not take effect unless approved by the Commission; and

WHEREAS, at the Commission meeting on July 29, 2019, the Community District presented applicable contracts, attached as **Exhibit A** to this Resolution, for the Commission's review and approval.

NOW THEREFORE, be it resolved by the Detroit Financial Review Commission as follows:

1. That the Community District's July 2019 contract requests, attached as **Exhibit A** to this Resolution but excluding any contracts a majority of Commission members present has agreed to exclude as noted in the minutes, are hereby approved.
2. That the minutes of the Detroit Financial Review Commission meeting at which this Resolution is adopted take notice of the adoption of this Resolution.
3. This Resolution shall have immediate effect.

Contract Requests

The following contracts are being provided to the Financial Review Commission (“FRC”) for review and approval. Contracts over \$750,000 or a two (2) year period must also be provided to the FRC for review and approval pursuant to section 6(6) of the Michigan Financial Review Commission Act. Please review the individual Action Items provided for more detailed information.

	Department	Contract Number	Description	Contract Request Type	Competitively Bid? If not a new contract, was the original contract competitively bid?	Lowest Bid? If not a New Contract, was the original contract the lowest bid?	DPSCD Approval Date	Comments
1	Office of School Nutrition	19-0139-C	<p>Contract Amount: \$1,800,000 Contract Period: August 1, 2019 – June 30, 2020 Source: Grant Funds Purpose: To deliver and provide fresh produce to District schools. Contractor: Lo Piccolo Brothers Location: 3110 Rivard, Detroit, MI 48207</p>	New	Yes	Yes	<p>Anticipated Approval</p> <p>School Board 07.16.2019</p> <p>FRC 07.29.2019</p>	<p>The District issued a Request for Proposal (RFP) in December 2018 for the processing and distribution of fresh fruits and vegetables to District schools. Three proposals were received. Of the proposals, the evaluation committee selected Lo Piccolo Brothers due to their competitive pricing and history of exceptional performance with the District.</p> <p>This program is grant funded by the Michigan Department of Education.</p>
2	IT	19-0256-C	<p>Contract Amount: \$950,000 Contract Period: August 1, 2019 – June 30, 2020 Source: General Funds Purpose: To provide temporary staff augmentation services for the District. Contractor: VisionPro, LLC Location: 3031 W. Grand Blvd., Suite 600 Detroit, MI 48202</p>	New	Yes	No	<p>Anticipated Approval</p> <p>School Board 07.16.2019</p> <p>FRC 07.29.2019</p>	<p>On 5/6/19, RFP 19-0256 was issued on Demandstar to solicit qualified sources to provide professional staffing services for IT. Via Demandstar, 184 firms were notified of the RFP and fifteen responses were received on or by 5/20/19. Based on the evaluation of the proposals, VisionPro was selected for the award. VisionPro has the capability and experience to provide the services requested. Though not the lowest cost vendor, they were the best overall value when taking into consideration the District's experience with the vendor as well as the acumen of the contractors provided.</p>

Contract Requests

The following contracts are being provided to the Financial Review Commission (“FRC”) for review and approval. Contracts over \$750,000 or a two (2) year period must also be provided to the FRC for review and approval pursuant to section 6(6) of the Michigan Financial Review Commission Act. Please review the individual Action Items provided for more detailed information.

	Department	Contract Number	Description	Contract Request Type	Competitively Bid? If not a new contract, was the original contract competitively bid?	Lowest Bid? If not a New Contract, was the original contract the lowest bid?	DPSCD Approval Date	Comments
3	Finance	16-0384-C	<p>Contract Amount: \$800,000 Contract Period: July 1, 2019 – June 30, 2020 Source: General Funds & Grant Funds Purpose: To meet MOA & MDE quarterly requirements for Agreed Upon Procedure (AUP) audits of Federal programs. Contractor: Plante & Moran, PLLC Location: 19176 Hall Rd. Suite 300 Clinton Township, MI 48038</p>	Renewal	Yes	Yes	<p>Anticipated Approval</p> <p>School Board 07.16.2019</p> <p>FRC 07.29.2019</p>	<p>In 2016, RFP 16-0384-C was issued to find a provider who would conduct audits of the District’s financial statements. Two responses were received. Based on an evaluation of the proposals, Plante & Moran was selected as the supplier providing the best overall value. They had the capability, experience and most competitive pricing to provide the services requested.</p> <p>This request is to renew the contract for FY20.</p>
4	Dept of Schools	17-0051-C	<p>Contract Amount: \$1,432,000 Contract Period: July 1, 2019 – June 30, 2020 Source: General Funds & Grant Funds Purpose: To support the maintenance, repair and installation of physical security systems District wide. Contractor: Gemellaro Systems Integration, Inc. (GSI) Location: 376 Robbins Drive Troy, MI 48083</p>	Renewal/New	Yes	Yes/No	<p>Anticipated Approval</p> <p>School Board 07.16.2019</p> <p>FRC 07.29.2019</p>	<p>RFP 17-0051 was issued on DemandStar notifying 114 vendors. One response was received from Wiltec and they were awarded a contract. The contract for Wiltec was reassigned to GSI when GSI absorbed the company in early 2019. \$700K of this contract is to renew this service which includes service of break/fix, moves, and installations.</p> <p>In March 2019, an RFP was distributed to solicit installation services and equipment for ingress/egress upgrades for 52 (originally 48 at time of RFP posting) schools, as part of the School Safety Grant awarded to the District. Two responses were received. Although not the lowest bidder, the low cost bidder proposed subcontracting nearly 40% of the contract value raising concerns over controls and accountability. This work will be added to the existing scope.</p>

Contract Requests

The following contracts are being provided to the Financial Review Commission (“FRC”) for review and approval. Contracts over \$750,000 or a two (2) year period must also be provided to the FRC for review and approval pursuant to section 6(6) of the Michigan Financial Review Commission Act. Please review the individual Action Items provided for more detailed information.

	Department	Contract Number	Description	Contract Request Type	Competitively Bid? If not a new contract, was the original contract competitively bid?	Lowest Bid? If not a New Contract, was the original contract the lowest bid?	DPSCD Approval Date	Comments
5	Specialized Student Services	16-0446-C	<p>Contract Amount: \$1,100,000 Contract Period: July 1, 2019 – June 30, 2020 Source: General Funds and Grant Funds Purpose: To provide sign language interpreters for students. Contractor: Deaf Community Advocacy Network Location: 2111 Orchard Lake Rd., #101 Sylvan Lake, MI 48320</p>	Renewal	Yes	Yes	<p>Anticipated Approval</p> <p>School Board 07.16.2019</p> <p>FRC 07.29.2019</p>	<p>The District is required to provide interpreter services to deaf and hard of hearing stakeholders as required by the Americans with Disabilities Act (ADA) and the Individuals with Disabilities Education Act (IDEA). The District does not have sufficient staff to meet these needs despite continued recruitment efforts.</p> <p>An RFP was issued in June of 2017 for sign language interpreters. Two organizations responded. Because DeafCANs new response was higher than the renewal cost, the contract was renewed and approved by both the board and the FRC. The second respondent also received a contract that was under the \$750K threshold. This request is to exercise the final renewal of the DeafCAN contract.</p>
6	Safety & Health	19-0002-C & 19-0034-C	<p>Contract Amount: \$4,855,587 Contract Period: July 1, 2019 – June 30, 2020 Source: General Funds and Grant Funds Purpose: To provide nursing services for students. Contractor: Quality Staffing DBA Elite Medical Staffing and Delta-T Group Location: 44450 Pinetree, Suite 203 Plymouth MI 48170 21415 Civic Center Drive, Suite 302 Southfield, MI 48076</p>	Renewal	Yes	Yes	<p>Anticipated Approval</p> <p>School Board 07.16.2019</p> <p>FRC 07.29.2019</p>	<p>The District issued Request for Proposal #19-0002 in April of 2018 and received 14 responses. The top two scoring vendors were awarded contracts. Elite will mainly be in schools and Delta T will provide nursing services during transportation of fragile students.</p> <p>This request is to exercise a renewal of the Elite Medical Staffing and Delta-T Group contracts.</p>

Contract Requests

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	Department	Contract Number	Description	Contract Request Type	Competitively Bid? If not a new contract, was the original contract competitively bid?	Lowest Bid? If not a New Contract, was the original contract the lowest bid?	DPSCD Approval Date	Comments
7	Communication	19-0137-C	<p>Contract Amount: \$998,831 Contract Period: July 1, 2019 – June 30, 2020 Source: General Funds and Grant Funds Purpose: To provide commercial printing services District wide. Contractor: Hatteras Inc. Location: 12801 Prospect St. Dearborn, MI 48126</p>	Renewal	Yes	Yes	<p>Anticipated Approval</p> <p>School Board 07.16.2019</p> <p>FRC 07.29.2019</p>	<p>On 11/27/2018, an RFP was distributed to DemandStar to solicit services for printing services. A total of 142 vendors were notified, with one response received by the deadline. A contract was awarded to Hatteras.</p> <p>Hatteras, Inc. has supported the District with printing services since 2015. The District prints only when necessary and has implemented electronic flyers. However, with the need for curriculum in categories such as social studies and science, whose fields have not yet adopted common standards, and the District has not yet done a formal adoption, significant expenditures are required to produce sufficient resources for the classrooms.</p> <p>This request is to exercise a renewal of the contract.</p>
8	Finance	19-0058	<p>Contract Amount: \$4,629,891 Contract Period: July 1, 2019 – June 30, 2020 Source: General Funds and Grant Funds Purpose: To provide support to the District across various functions Contractor: Wayne RESA Location: 33500 Van Born Rd, Wayne, MI 48184</p>	Renewal	N/A	N/A	<p>Anticipated Approval</p> <p>School Board 07.16.2019</p> <p>FRC 07.29.2019</p>	<p>Wayne RESA provides numerous services to the District including: student information system, contractual staffing for pupil population management, IEP compliance, administration of grants for private institutions, professional development, AT&T consortium services, and Act 18 administration. An MSA will be signed with Wayne RESA, along with separate scopes for the services provided.</p> <p>This request is to exercise a renewal of the contract.</p>

**Agenda Item Details**

Meeting	Jul 16, 2019 - Regular Board Meeting
Category	14. Consent Agenda (Administrative Items)
Subject	14.01 Approval of Contract with LoPiccolo Brothers Produce
Access	Public
Type	Action
Recommended Action	Motion to approve contract with LoPiccolo Brothers Produce for the period of August 1, 2019 through July 31, 2020 in the amount not-to-exceed \$1,800,000

Public Content**Recommendation:**

That the School Board approve the contract with LoPiccolo Brothers Produce for the period August 1, 2019 through July 31, 2020, in an amount not-to-exceed \$1,800,000.

Description and Background:

This item was recommended for approval at the Finance Sub-Committee on June 28, 2019.

The Michigan Department of Education offers grants to provide free fresh fruit and vegetable snacks to elementary students during the school day. Grantees are required to contract a provider of the approved food items for distribution to students and submit required reporting in a timely manner.

LoPiccolo, a Detroit-based company located in the Eastern Market, has operated for over 50 years. It is a family-owned business that hires employees from Detroit and purchases fresh produce from vendors in Michigan.

The Fresh Fruit and Vegetable Program (FFVP) is considered an important initiative to combat childhood obesity and has been successful in introducing a variety of produce to Detroit students. Without such a program, Detroit's students otherwise might not have the opportunity to sample such food.

Monthly service includes the processing of the whole fresh fruit and vegetables into packaged two-ounce portions according to the specification and guidelines of the program. Individually packaged menu items are then delivered to the schools by LoPiccolo Brothers Produce. Upon receipt of the fresh fruit and vegetables, each building food service specialist verifies the quantity delivered and the quality of the produce. If any discrepancy in quantity or unacceptable quality of the produce is identified, the discrepancy is noted and tracked within Office of School Nutrition (OSN) and LoPiccolo Brothers is immediately notified. The invoice is properly adjusted to reflect discrepancy and reconciled upon receipt by OSN staff.

Metric	Definition	Goal
On-Time Deliver	Customer shipment to expected customer date and time (before or within a two hour time window)	98%
Perfect Order	Complete and accurate by order line item	98%
Supplier Quality	% of damaged or spoiled products delivered	<5%

Gap Analysis:

Approval of the contract is necessary for the upcoming school year to continue administration of the Fresh Fruits and Vegetable Program (FFVP). The absence of the FFVP in our District will limit our students' exposure to a variety of healthy fruits and vegetables.

Previous Outcomes:

Over the past four school years, the Office of School Nutrition has used LoPiccolo to administer the Fresh Food and Vegetables Program. For school years 2015-2016 through 2018-2019, LoPiccolo has provided high quality produce, remained in budget and timely delivered all produce to schools.

Previous Expenditures

	Total Budget	Total Expenditure
2017-18	\$1,833,000	\$1,833,000
2018-19	\$1,661,560	\$1,400,588

Expected Outcomes:

The Office of School Nutrition fully expects to utilize the grant funds by servicing our students twice a week with fresh fruit and vegetable snacks during the school day at no charge. OSN will be notified during the summer of 2019 by MDE, as to which District schools have been selected for grant funding. In previous years the District has received FFVP grant funding for 60-70 schools and expects to receive similar funding during the 2019-20 school year.

Alignment to Strategic Plan:

Whole Child Commitment

Financial Impact:

\$1,800,000, USDA/MDE Grant

Bid Process:

On 12/21/2018 RFP 19-0139 was distributed to solicit proposals for the supply and delivery for the District's fresh fruits and vegetables program. Via Demandstar, 137 companies were notified of the RFP. Three responses were received on or by 2/04/19, two were submitted by one vendor. An evaluation committee convened to review the responses and came to the conclusion that Lo Piccolo would serve the District's needs best for fresh fruit deliveries, owing to their experience and competitive pricing.

Contact for Item:

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[17-0032-C FY19.pdf \(471 KB\)](#)

[19-0139-C LoPiccolo Brothers.pdf \(19,032 KB\)](#)

Administrative Content

[LoPiccolo Proposal.pdf \(8,789 KB\)](#)

[US Foods \(Premier\) Proposal.pdf \(2,223 KB\)](#)

[US Foods \(Sourcewell\) Proposal.pdf \(3,680 KB\)](#)

Executive Content



Agenda Item Details

Meeting	Jul 16, 2019 - Regular Board Meeting
Category	14. Consent Agenda (Administrative Items)
Subject	14.03 Approval of VisionPro, LLC Contract for Staff Augmentation
Access	Public
Type	Action
Recommended Action	Motion to approve the contract with VisionPro, LLC for staff augmentation services for the period of July 1, 2019 through June 30, 2020 in an amount not to exceed \$950,000.

Public Content

Recommendation:

That the School Board approve the contract with VisionPRO, LLC for staff augmentation services for the period of July 1, 2019 through June 30, 2020 in an amount not to exceed \$950,000.

Description and Background:

This item was recommended for approval by the Finance Committee on June 28, 2019 and the Academic Committee on July 1, 2019.

VisionPRO, LLC is a minority-owned information technology firm that provides professional staffing services for staff augmentation throughout the Metro Detroit area. VisionPRO provides contingent part-time, full-time, and direct-hire staffing solutions. Assignments typically address skilled IT resources, most with educational degrees and/or certifications, to cover a variety of functions in varied business environments. VisionPRO has previously supported the district with staff augmentation services.

During the 2018-2019 school year, the District began phasing out its heavy reliance on contracted staff. Leadership roles for the four departments within the Technology Division were the first focus of this in-sourcing effort. Now that all the leaders have been established, the Technology Division has been hiring for the project teams for each department, and will begin Fiscal Year 2020 with fewer than ten contracted staff members.

Based on the core priorities for the Technology Division, a limited contract of staff augmentation services are needed to support PeopleSoft Human Capital and Finance modules. **PeopleSoft is the District's primary enterprise resource planning system (ERP) for human resource and finance management.** Staff augmentation services will include security, technical support, system administration, development and project management to effectively support the District's PeopleSoft environment and district initiatives.

The District plans to engage in a PeopleSoft assessment during the 2019-2020 school year to create a multi-year improvement plan to increase the efficiency and effectiveness of the PeopleSoft functional operations. The assessment will provide the District with recommendations for appropriate staffing to support the business, functional and technical requirements of each PeopleSoft module. This will include defining the roles/responsibilities of required staffing, outlining the knowledge, competency and skill levels needed for optimal support and system management. The information received through this assessment will assist the District with making decisions for PeopleSoft staffing for the 2020-2021 school year, at which point the District may opt to maintain staffing augmentation to support the ERP, or transition this team to full time staff.

In order to allow the Technology Division to respond to any immediate challenges raised by the assessment during Fiscal Year 2020, the District is seeking approval for a not-to-exceed amount which includes a 20% contingency. Based on current projects and scope, the District does not anticipate expenditures of more than \$800,000.

Gap Analysis:

Across the IT sector, outsourcing project based work, where contracted staff are held accountable for delivery of defined projects, is an important tool. It allows an organization to staff with knowledgeable full time staff with the skills required to manage a technology system and its long term roadmap, while still providing the flexibility to buy specialized skill sets to deliver on unique projects in a short period of time. Because the District fully outsourced ERP operations in the past, without stable leadership and direction, contractor hours did not advance a coherent roadmap. Now that the District has in-sourced technology leadership, the team can position staff augmentation to provide added value and advance the product roadmap systematically.

Previous Outcomes:

During the 2018-2019 school year, the vendor provided 59 contracted staff members to support the District's enterprise resource planning software and databases, field services, the Help Desk, technology training, and web development.

	Budgeted Amount	Actual Spend
2018-2019	\$4,500,000	4,100,000

Expected Outcomes:

The District will provide uninterrupted support for security, technical support, system administration, development and project management to effectively support the District's PeopleSoft environment and district initiatives. ERP The District has budgeted \$800,000 for the year to augment IT staffing for PeopleSoft support. A 20% contingency has been added to allocate resources for short-term project support as a result of the PeopleSoft Assessment recommendations and findings.

Alignment to Strategic Plan:

Responsible Stewardship

Financial Impact:

950,000 - General Fund

Bid Process: On 5/6/19, RFP 19-0256 was issued on Demandstar to solicit qualified sources to provide professional staffing services for IT. Via Demandstar, 184 firms were notified of the RFP and fifteen responses were received on or by 5/20/19. Based on the evaluation of the proposals, VisionPRO was selected as the supplier. VisionPRO has the capability and experience to provide the services requested. Though not the lowest cost vendor, they were the best overall value when taking into consideration the District's experience with the supplier.

Contact for Item:

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Supporting Documents/Attachments:

- 17-0065-C VisionPro.pdf (3,806 KB)
- 17-0065-C mod 2_Vision_Pro.pdf (261 KB)
- 17-0065-C Mod 1 _ VisionPro.pdf (159 KB)

Administrative Content

- 22 CENTURY TSCTI Proposal to DPSCD.pdf (17,969 KB)
- 22 CENTURYAppendix_B_Pricing.xlsx (11 KB)
- Appendix_B_Pricing (Beacon Hill Staffing Group).xlsx (378 KB)
- Appendix_B_Pricing_BeaconGov.xlsx (14 KB)
- Beacon Hill Staffing Group.pdf (5,217 KB)
- BeaconGov.pdf (3,752 KB)
- Binder1.pdf (8,636 KB)
- COGENT PRICING.xlsx (14 KB)
- COGENT.pdf (46,835 KB)
- Encore Amendment 2 (002) 5.2019.pdf (66 KB)
- NeumericTechCorp.pdf (6,274 KB)
- OPTECH.pdf (24,165 KB)
- PARAMOUNT Pricing.xlsx (11 KB)
- PARAMOUNT SOFTWARE SOLUTIONS.pdf (12,072 KB)
- pie.pdf (5,294 KB)
- pie.pdf~RF25ea5c.TMP (5,294 KB)
- Response to RFP # 19-0256 - Optima Global Solutions, Inc..pdf (34,327 KB)
- Sierra Digital Inc Complete Proposal.pdf (9,105 KB)
- Virtucom Respon to Detroit Public Schools community District RFP # 19-0256.pdf (5,471 KB)
- VisionPRO RFP Response_DPSCD_IT Professional Staffing Services19-0256_FINAL.pdf (3,195 KB)
- WORLDGATE.pdf (22,815 KB)

Executive Content

**Agenda Item Details**

Meeting	Jul 16, 2019 - Regular Board Meeting
Category	14. Consent Agenda (Administrative Items)
Subject	14.04 Approval of Contract Renewal with Plante & Moran
Access	Public
Type	Action
Recommended Action	Motion to approve contract renewal with Plante Moran to provide audit services for Detroit Public Schools and Detroit Public Schools Community District in an amount not-to-exceed \$800,000.

Public Content**Recommendation:**

That the School Board approve the contract renewal with Plante Moran for completion of Federal Agreed Upon Procedure Audits (AUP) and Annual Financial Audit for Detroit Public Schools (DPS) and Detroit Public Schools Community District (DPSCD) in an amount Not-To-Exceed (NTE) \$800,000.

Description and Background:

This item was recommended for approval by the Finance Committee on June 28, 2019.

According to the revised school code Section 380.418a the school board must designate an independent audit firm to complete the annual financial audits of DPS and DPSCD. Plante Moran was selected through an RFP process to serve as the financial auditors for the District. Most recently, Plante Moran conducted the fiscal year 2017, 2018 and 2019 financial audits for DPS and DPSCD. Plante Moran was also selected by the District to conduct quarterly AUP audits as required by a Memorandum of Agreement (MOA) with the Michigan Department of Education. Plante Moran has successfully completed those audits and reported results to District and State of Michigan.

Gap Analysis:

DPS and DPSCD are required to complete annual financial audits. Failure to complete the audit on time, will result in withholding of the state per pupil funding. As part of the 2016 MOA the District is required to have an independent audit of AUP. This audit monitors District compliance with federal, state and District statutes and procedures related to procurement, payment and payroll functions.

Previous Outcomes:

The District executed a three-year contract with renewal options with Plante Moran on May 5, 2015. Plante Moran has successfully completed and submitted the financial audits for DPS and subsequently DPSCD since the 2015-2016 school year.

Fiscal Year	Actual Expenditures
FY 2017*	\$661,665
FY 2018	\$770,652
FY 2019 (Through June 3, 2019)**	\$735,455
FY 20 (Projected)	\$800,000

*First year of DPS and DPSCD audits.

**District amended contract to include an additional internal audit of expenditures. Projected year end expenditures total \$814,000.

Expected Outcomes:

Plante Moran will serve as the District's external financial auditors completing and reporting the financial audit for DPS and DPSCD in compliance with Section 380.418a of the revised school code. In compliance with the MOA, Plante Moran will conduct and report out on the quarterly AUP. Lastly, Plante Moran will be available to provide any consultation, staff training or professional development as necessary during the FY 20 fiscal year.

- \$635,000 – DPSCD Annual Audit
- \$40,000 – DPS Annual Audit
- \$25,000 – Staff Training & Professional Development
- \$100,000 – Agreed Upon Procedures

Financial Impact:

Total Expenditures: \$700,000 in general funds and \$100,000 in grants

Bid Process: RFP 16-0384-C was issued on Demandstar and received two responses. Based on evaluation of the proposals, Plante Moran was selected as the supplier providing the best overall value. They have the capability, experience, and competitive pricing to provide the services requested.

Contact for Item:

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7/15/2019

BoardDocs® Plus

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19-0056-C_PLANTE__MORAN_1.pdf (1,124 KB)

Administrative Content

Executive Content



Agenda Item Details

Meeting	Jul 16, 2019 - Regular Board Meeting
Category	14. Consent Agenda (Administrative Items)
Subject	14.08 Contract Approval for Gemellaro Systems Integration, Inc. (GSI)
Access	Public
Type	Action (Consent)
Recommended Action	That the School Board approve the contract renewal with GSI to support the maintenance, repair and installation of physical security systems districtwide from July 1, 2018, through June 30, 2020, in the amount not to exceed \$1,432,000, inclusive of \$732,000 for the School Safety Grant Contract.

Public Content

Recommendation:

That the School Board approve the contract renewal with Gemellaro Systems Integration, Inc. (GSI) to support the maintenance, repair and installation of physical security systems districtwide from July 1, 2019, through June 30, 2020, in an amount not to exceed \$1,432,000, inclusive of a \$732,000 School Safety Grant awarded to the District.

Description and Background:

This item was recommended for approval by the Finance Committee on June 28, 2019 and the Academic Committee on July 1, 2019.

GSI acquired Wiltec Inc. in February 2019. The core team has been together for twenty-seven years with a strong client list, which includes Ford Motor Company, Consumers Energy, AAA, Fiat Chrysler, Quicken Loans, Detroit Lions, Williams International, American Axle, and U.S. Postal Service. GSI has extensive experience designing, installing, and maintaining leading-edge physical security systems in a variety of challenging environments around the world.

GSI currently maintains the security systems throughout the district by providing two full-time GSI IT Technicians who work as part of the IT Field Service team to troubleshoot security system service requests. GSI also provides system support and upgrades for the operations of the District's Police Department.

Gap Analysis:

GSI is the District's primary source of system support for security solutions. Repairs, upgrades, and installations of the security systems would be delayed without the renewal of services, resulting in a reduction in school and district security and safety, including delays in the District's Police Department's ability to respond to alarm runs promptly.

After the District was awarded the School Safety Grant by the Michigan Department of Education, a competitive bidding process was required. GSI won the competitive bid and their transition will allow the District to continue to develop strategies to upgrade our technology as we work toward securing additional funding for security systems, cameras, and facial recognition technology for overall Districtwide safety and security.

Previous Outcomes:

GSI serves as the District's command center vendor managing all break-fix, installation, moves, adds and changes for security systems in the District. GSI is maintaining and servicing over 120 alarm systems, 3,000 IP cameras, and almost 3,000 analog cameras, in addition to providing two full-time field service technicians stationed at the command center. For the 2018 – 2019 school year, the vendor completed almost 1,200 tickets ranging from video recovery assistance during investigations to fixing cameras and burglar alarms systems at the school. The District is nearing the completion of paying the value of the current GSI contract of \$640,000, for FY 2019.

Expected Outcomes:

GSI will provide the District with the resources to install access control and video intercom systems, and maintain security systems across the District. Through School Safety Grant funds, GSI will provide access control to 52 schools and video intercom systems to 37 schools that do not currently have these systems. These measures will improve security by avoiding the propping of doors and restrict non-staff members from entering the facility. Parents and guest would enter from a main designated door near metal detectors, security guards, or the main office.

Alignment to Strategic Plan:

Transformative Culture

Financial Impact:

\$732,000, School Safety Grant

\$700,000, General Funds

Total: \$1,432,000

Bid Process: On March 19, 2019, an RFP was distributed to solicit installation services and equipment for safety and security upgrades for 48 schools, as part of the School Safety Grant awarded to the District. Via DemandStar, 372 vendors were notified of the RFP. Two responses were received on or by April 2, 2019. An Evaluation Committee was convened April 8, 2019. Although not the lowest bidder, the low cost bidder proposed subcontracting nearly 40% of the contract value. The cost differential is 15%. The repair and installation portion of the contract is a renewed service.

Contact for Item:

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Supporting Documents/Attachments:

17-0051-C_FY19_Wiltec.pdf (287 KB)

Administrative Content**Executive Content**

**Agenda Item Details**

Meeting	Jul 16, 2019 - Regular Board Meeting
Category	14. Consent Agenda (Administrative Items)
Subject	14.09 Approval of Contract Renewal with Deaf Community Advocacy Network, Inc. for Sign Language Interpreting Services
Access	Public
Type	Action (Consent)
Recommended Action	Motion to approve a one-year contract renewal with Deaf Community Advocacy Network, Inc. for the provision of sign language interpreter services for the period July 1, 2019 – June 30, 2020 in an amount not-to-exceed \$1,100,000.

Public Content**Recommendation:**

That the School Board approve a one-year contract renewal with Deaf Community Advocacy Network, Inc. (“DeafCan”), for the provision of sign language interpreter services for the period July 1, 2019 – June 30, 2020 in an amount not-to-exceed \$1,100,000.

Description and Background:

This item was recommended for approval by the Finance Committee on June 28, 2019 and the Academic Committee on July 1, 2019.

DeafCan has provided 18 sign language interpreters to approximately 80 students within the District this school year. Their responsibilities include facilitating communication between deaf and hard of hearing students and their hearing peers, teachers, and others involved in the students’ education through the act of interpretation from spoken and written English to sign language for students and from Sign Language to voice for teachers and peers. Services are provided in and out of the classroom, at workshops and other trainings, board meetings and any other location as mandated by state and federal law.

The DeafCan contract provides for annual renewals through 2020, with a negotiated increase in cost in the third year of service to \$51.03 per hour.

Gap Analysis:

The District is required to provide interpreter services to deaf and hard of hearing stakeholders as required by the Americans with Disabilities Act (ADA) and the Individuals with Disabilities Education Act (IDEA). The District does not have sufficient staff to meet these needs despite continued recruitment efforts. After a review of publicly available certification records, the pool of appropriately certified interpreters is limited statewide. There is a national critical shortage of deaf interpreters meeting the Educational Interpreter Performance Assessment (EIPA) performance score of a 4.0. This greatly reduces the amount of available interpreters to support academics within school districts where previously districts could employ interpreters with a score of 3.5.

Therefore, the District needs to continue the utilization of the requested service for compliance purposes.

Previous Outcomes:

The use of DeafCan has offered deaf and hard of hearing students a facilitation of communication with their hearing peers, teachers and others involved in the students' education through the provision of qualified interpreters. Likewise, stakeholders have access to interpreter services to the extent required by the ADA and IDEA.

Historical Financials

Fiscal Year 2018 - \$46.16 per hour, total expenditure \$922,640

Fiscal Year 2019 - \$46.16 per hour, total expenditure year to date \$719,104

Expected Outcomes:

Through the provision of qualified interpreters, stakeholders will have opportunities to fully access and participate in all District activities.

Alignment to Strategic Plan:

Transformative Culture

Financial Impact:

\$51.03 per hour, total expenditure \$1,100,000 (General and Special Education Grant Funds)

Bid Process: RFP 16-0446-C was issued on Demandstar and received one response. Deaf CAN was awarded the contract. In 2017, a second RFP was issued and two vendors responded. At that time, the decision was made to renew Deaf CAN’s contract and award the second supplier, Sunbelt, a contract in the amount of \$50K owing to the need for more interpreters.

Contact for Item:

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Supporting Documents/Attachments:

16-0446 mod 3 DEAFKAN.pdf (304 KB)

16-0446-C_Amend_1_DeafCan.pdf (108 KB)

Administrative Content

Executive Content



Agenda Item Details

Meeting	Jul 16, 2019 - Regular Board Meeting
Category	14. Consent Agenda (Administrative Items)
Subject	14.10 Approval of Contracts with A Quality Staffing dba Elite Medical Staffing and Delta – T Group Detroit, Inc.
Access	Public
Type	Action (Consent)
Recommended Action	Motion to approve contracts with A Quality Staffing dba Elite Medical Staffing and Delta – T Group Detroit, Inc. in an amount not to exceed \$4,855,587.

Public Content

Recommendation:

That the School Board approve contracts with A Quality Staffing dba Elite Medical Staffing and Delta – T Group Detroit, Inc. in an amount not to exceed \$4,855,587.

Description and Background:

This item was recommended for approval by the Finance Committee on June 28, 2019 and the Academic Committee on July 1, 2019.

The district contracts with vendors to supplement the medical services being provided to students. The district receives medical orders from physicians regarding care of students with medical conditions. The District currently employs 19 Registered Nurses who provide services as required by students' Individualized Education Plans (IEP) and/or 504 plans:

- Eight are assigned to individual center-based school programs;
- One is assigned to service the Early Intervention Diagnostic Center; and
- Ten are assigned as Outreach Nurses who cover the remaining schools on an as needed basis, through direct provision of services as well as training and oversight of contracted medical and non-medical staff.

In addition to the district nursing staff, 38 general education schools were staffed through contractors with medical personnel to administer physician ordered routine nursing care. In the 2018-2019 fiscal year, there were 412 students with IEPs and 504 plans which included nursing services and an additional 236 students were on nursing caseloads in the center-based programs. In addition, nursing staff provides emergency care for acute illness and injuries during the school day

and Outreach Nurses attend meetings related to establishment and development of care plans. In total, the district is expected to utilize 108 contracted nursing staff members to address the medical needs of the students during the school day and to assist with transportation of medically fragile students.

Gap Analysis:

Contracted nursing services are needed as a supplement to district nursing staff to provide medication management and meet the school health services needs of our students. The department seeks to fill vacant positions, which have been posted throughout the current school year, to reduce the support needed through contracted services; however, recruiting has proven challenging, primarily due to current compensation structure.

Previous Outcomes:

For the 18-19 school year, Elite Staffing provided 54 nurses and Delta-T provided 47 nurses to provide required nursing services, for a total of 101.

Expenditures for the last two years were as follows:

Vendor	FY	Expenditures
Delta T Group	2018	N/A
Elite Medical Staffing		\$482,538
Delta T Group	2019 (to date)	\$1,850,000
Elite Medical Staffing		\$2,028,783

Expected Outcomes:

102 contracted nursing staff members will utilize nursing principles to administer medications, provide direct care to students with various medical conditions in the school setting and perform basic preventative and therapeutic nursing procedures as ordered by the physician and/or delegated by the district's Registered Nurse, ensuring district students receive safe and appropriate required services.

Additionally, the district is the recipient of a grant from the Detroit Wayne Mental Health Authority to support wraparound services in 6 schools in feeder pattern pairs: Mason/Pershing, Ronald Brown/East English Village and Dixon/Cody. The grant will fund 6 additional nurses for a total of 108 nurses.

Finally, although the District is seeking approval to fund the full number of required nurses through contracted staff, the new DFT Tentative Agreement recognizes internal and external experience for nursing staff to accelerate pay. This is likely to increase the number of full time employee nurses in the district.

Alignment to Strategic Plan:

Whole Child Commitment

Financial Impact:

Vendor	Fiscal Year	Not-to-Exceed (NTE) Amount
Delta T Group	2019-2020	\$2,640,482
Elite Medical Staffing	2019-2020	\$2,215,105

The District issued Request for Proposal #19-0002 to obtain suppliers that could provide personal and skilled nursing services to students assigned by District personnel, in accordance with physician orders and established plans of care. Fourteen suppliers responded:

- ATC (Around the Clock) Healthcare Services, LLC
- Aequor Healthcare
- Career Staff Unlimited, LLC (A Genesis Healthcare Company)
- Delta-T Group Detroit, Inc.
- EDU Healthcare, LLC
- EPN Enterprises, Inc. dba 24/7 MedStaff
- Quality Staffing, LLC dba Elite Medical Staffing
- Soliant Health, Inc.
- Southern Home Care Services, Inc dba Rescare Homecare
- Sunbelt Staffing, LLC
- Supplemental Healthcare dba SHC Services Inc.
- RCM Technologies (USA) Inc. dba RCM Health Care Services
- Vibrus Group LLC
- Worldwide Travel Staffing

The evaluation committee reviewed each of the 14 proposals based upon criteria which encompassed supplier background, experience, capability, and cost. The team selected two suppliers, A Quality Staffing dba Elite Medical Staffing and Delta – T Group Detroit, Inc., who based on their proposal strongly fit the needs of the District.

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[19-0002-C-FY20.pdf \(842 KB\)](#)

[19-0002-C_Quality_Staffing.pdf \(3,278 KB\)](#)

Administrative Content

Executive Content



Agenda Item Details

Meeting	Jul 16, 2019 - Regular Board Meeting
Category	14. Consent Agenda (Administrative Items)
Subject	14.11 Approval of Contract Renewal with Hatteras Inc. for Commercial Printing Services
Access	Public
Type	Action (Consent)
Recommended Action	Motion to approve renewal of a contract with Hatteras, Inc. for commercial printing services in an amount not-to-exceed \$998,831, inclusive of a 20% contingency.

Public Content

Recommendation:

That the School Board approve renewal of a contract with Hatteras, Inc. for commercial printing services in an amount not-to-exceed \$998,831, inclusive of a 20% contingency.

Description and Background:

This item was recommended for approval by the Finance Committee on June 28, 2019 and the Academic Committee on July 1, 2019.

Hatteras, Inc. has supported the District with printing services since 2015. Their printing services are used by various departments for a variety of printing services, but have generally remained below the threshold for Board approval. Recently, the District has used a variety of vendors for its printing needs, but with the adoption and creation of new curriculum, significant expenditures are required to produce sufficient resources. For example, departments project a need for commercial printing services during Fiscal Year 2020 for:

1. School information and marketing materials (Enrollment);
2. Event Fliers and District information for strategic partners (Partnerships & Innovation);
3. State Assessment printed materials (Data Assessment & Accountability);
4. Printing for strategic plan and customer service collateral (Strategy);
5. Printing for research conducted via the Research Agenda (Research & Analytics);
6. Staff Recruitment Materials (Human Resources);
7. Curriculum Items including the District and community designed Detroit History materials, and Citizen Detroit Manuals and Student Materials; Create for STEM Materials; and ELA Supplemental Decodable Texts (Curriculum & Instruction);
8. Custodial Customer Service Posters (Operations);
9. Police forms and brochures (Police Department);
10. Event materials, including signage for the teacher professional development annual event, Educator of the Year, Annual retiree recognition brunch, and State of the Schools (Communications); and
11. Business Cards (All Departments).

In order to effectively meet these varied needs, the District will align its use of commercial printers for most departments under a single commercial printing contract, managed by the Office of Communications to ensure brand alignment. In the past, Hatteras has provided excellent customer service and cross-vendor collaboration with graphic designers and advertising agencies for a competitive rate.

Gap Analysis:

The District is working toward printing only when necessary and has implemented electronic flyers; however, Hatteras provides printed products that provide stakeholders, families, students, and staff with access to necessary information. The services provided by Hatteras, Inc. makes that possible and are in alignment with the District's Responsible Stewardship priority.

Previous Outcomes:

The District has received satisfactory service from Hatteras and has made the following recent expenditures:

2017-2018: \$113,189.47

2018-2019: \$248,204.27

Expected Outcomes:

Below are projected expenditures by Department --

Police	\$3,000
Government & Community Affairs	\$4,000
Operations	\$5,000
Finance	\$500
Partnerships	\$113,000
Curriculum & Instruction	\$566,629
Human Resources	\$30,000
Strategy	\$34,230
General Counsel	\$500
Family & Community Engagement	\$500
Communications	\$70,000
Schools	\$5,000
CONTINGENCY (20%)	\$166,472
TOTAL	\$998,831

Alignment to Strategic Plan:

Responsible Stewardship

Financial Impact:

\$998,831 (General and Grant Funds, depending on project)

Bid Process: On 11/27/2018, an RFP was distributed to DemandStar to solicit services for printing services. A total of 142 vendors were notified, with one (1) response was received on or by 12/14/2018. It was determined that Hatteras Inc, the District's present provider, would be suitable to meet the District's needs. Hatteras was awarded a contract.

Contact for Item:

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19-0137-C_(FY20)_HATTERAS.pdf (92 KB)

hatteras_contract_19-0137.pdf (3,374 KB)

Administrative Content**Executive Content**

**Agenda Item Details**

Meeting	Jul 16, 2019 - Regular Board Meeting
Category	14. Consent Agenda (Administrative Items)
Subject	14.12 Approval of Wayne RESA Contract Renewal
Access	Public
Type	Action (Consent)
Recommended Action	Motion to approve contract renewal with Wayne RESA for services through June 30, 2020 in an amount not to exceed \$4,629,891.

Public Content**Recommendation:**

That the School Board approve contract renewal with Wayne RESA for services through June 30, 2020 in an amount not to exceed \$4,629,891.

Description and Background:

This item was recommended for approval by the Finance Committee on June 28, 2019 and the Academic Committee on July 1, 2019.

Wayne RESA is a regional educational service agency that provides broad consortium-level services and support to Wayne County's 33 school districts to maximize economies of scale in staff development, purchasing, lobbying, and administrative services. Wayne RESA provides a wide array of training services that are available to staff in Wayne County. The District has used the trainings to support teachers, administrators, and Central Office personnel.

In addition, Wayne RESA owns the MISTAR student information system and has provided support with special education and core systems administration and business process functions. As the District transitions to PowerSchool, we will need data storage and retrieval services, along with professional services to support the transition to PowerSchool. Wayne RESA also (i) serves as auditors to verify the District's fall and winter student enrollment audit; (ii) coordinates the District's membership in the Tri-County Alliance; and (iii) administers the federal Private Non-Public school's programs for Title I, II, III and IV.

Gap Analysis:

The District would lose access to core programs, professional development activities as well as be out of compliance with state pupil accounting and federal programs. Failure to complete the required pupil accounting would put the District's Foundation Allowance at risk. Failure to administer the Private Non-Public Schools programs would put at risk the District's access to federal funds.

Previous Outcomes:

Wayne RESA serves as a trusted, publicly accountable partner in the delivery of its services. The District contracted with Wayne RESA in 2009 to support its migration to the MISTAR student system. In subsequent years, the District has relied heavily on Wayne RESA and subcontractors to administer the student information system and support core functions.

During the 2017-18 fiscal year the District contracted with Wayne RESA for \$1,231,400 not including costs for the Private Non Public Schools Program.

During the 2018-19 fiscal year the District has contracted with Wayne RESA for \$4,804,312, inclusive of the MISTAR system and the Private Non Public Schools Program.

Expected Outcomes:

The District will have continued access to the MiStar student information system for historic records as we transition to PowerSchool. Wayne RESA will continue to support the District in the functional areas set forth above.

Alignment to Strategic Plan:

Responsible Stewardship

Financial Impact:

Not to Exceed Total: \$4,629,891

Contracted Services and Staffing	General Fund	Grant
Professional Development & Other Services	\$10,000	\$75,000
Mi-Star Consortium Fees	\$150,000	
Mi-Star Contracted Services	\$60,000	
Pupil Accounting Audit	\$35,000	
Tri-County Alliance	\$5,000	
Administration of Private Non-Public School Grants		\$3,873,992

Contingency (10% of total amount)	\$26,000	\$394,899
Total Amount	\$286,000	\$4,343,891

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WCRESA_Contract_19-0058.pdf (3,687 KB)

Administrative Content

Executive Content