

Submitted by: Rebecca Cooke, Interim Vice President for Finance and Business Operations, and Chief Financial Officer; Treasurer, *pro tempore*

Purchasing Exceptions

Attached is a summary report of purchase orders (POs) greater than \$25,000 that were issued during February 2021 without soliciting competitive bids. POs are summarized in the following categories:

- A. Scientific Judgment
- B. Executive Officer Waiver of Bid for professional service contracts
- C. Emergency Requirement (insufficient time to complete a bid process)
- D. Compatibility with previously purchased equipment or services
- E. Partnerships/Sponsors
- F. Other (see explanation)

All requests for bid waivers were evaluated and approved in accordance with University policies.

**PURCHASING EXCEPTION REPORT
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No	PO NUMBER VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
1	A. SCIENTIFIC JUDGMENT (S03, S04) P0977567 Itamar Medical Inc \$ 26,390.00 Grants, Contracts, Restricted Gift Accounts, Internal Medicine	Basis: Scientific Judgment based on Medical Supply Specifications 12 Pneumatic Endo probes for Emergency Medicine from Itmar Medical. This system also includes ED2000 Accessories, Endo-Pa 2000 kit type 15, Initialization USB S/W license RTC, Laptop, and Set of 30 Anchors. This request is for a medical device needed for the Internal Medicine Department. The device will be used for research purposes only, as part of a clinical trial to WSU. It will not be used in any clinical setting. The Department of Emergency Medicine compared pricing against other vendors in the area and found the price competitive. Emergency Medicine has purchased from Itmar Medical in the past and has found them to be a trusted corporation with quality products.	M. Safwan Badr, Chair of Internal Medicine; approved by Kenneth Doherty
2	P0977553 Keyence Corporation of America \$ 49,995.00 Grant Fund Accounts, Cardiology Admin	Basis: Scientific Judgment based on Equipment Functionality BZX Fluorescence Microscope for Cardiology from the Keyence Corporation of America. These are specific pieces of equipment sole sourced through Keyence. The pricing for the BZ microscope is the result of extensive negotiation for the large discount. It has been determined by Cardiology that this microscope best fits the department's needs based on features and functionality. The negotiated discount expired as of 2/26/21, so expedited processing was provided by Procurement. As stated, the BZ microscope is the result of extensive negotiation for the large discount. Cardiology looked into and compared similar models from Leica, but the price is almost doubled. Previous Keyence POs: P0917075 - 7/2029 - \$89,884.65 P0912052 - 5/2019 - \$80,990.00 P0911651 - 5/2019 - \$112,400.00	M. Safwan Badr, Chair of Internal Medicine; approved by Kenneth Doherty

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	PO NUMBER VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
3	P0977552 Transonic Systems, Inc. \$ 32,628.00 Grant Fund Accounts, Physiology Admin	<p>Basis: Scientific Judgment based on Scientific Supply Specifications Flow Probes to measure various arterial beds for Physiology from Transonic Systems, Inc.</p> <p>Transonic is the only known company that produces probes using its specialized technology, which is significantly more accurate for our studies. These probes are the only ones manufactured to work with the Transonic Systems Flow Meters which we currently have in Physiology</p> <p>Without these probes, Physiology is unable to utilize the existing current equipment, which was purchased from the University of Iowa in September 2009 on PO P0490848 at a cost of \$15,000.</p>	Donal O'Leary, Director of Cardiovascular Research; approved by Kenneth Doherty
4	P0977049 Verasonics Inc \$ 118,500.00 Grant Fund Accounts, Biomedical Engg	<p>Basis: Scientific Judgment based on Equipment Functionality System Upgrade to an existing Verasonics Vantage 64 channel ultrasound system for Biomedical Engineering from Verasonics.</p> <p>This request is to upgrade the current Vantage 64 to a Vantage 256 that includes a GE ultrasound transducer adapter, and the latest GE transvaginal ultrasound probe (IC5-9-D). The original Verasonics System was purchased for another project in Dr. Mohammad Mehrmohammadi's lab . The reason for the upgrade is the need to use a state-of-art transvaginal ultrasound probe for clinical studies. The upgrade has a probe with 192 channels. None of the machines in the lab currently support a 192 element transducer.</p> <p>The current system was produced by Verasonics Inc. and can only be upgraded by this vendor</p> <p>The original instrument to be upgraded was purchased on P0868967 for \$42,280.04 on 06/29/2018. Usually the price of an ultrasound machine is proportional to the number of channels. Therefore, spending 3X of the original price for going from 64 to 256 channels is well justified. This purchase is supported by NIH grant 301717.</p>	Dr Cynthia Bir, Chair BME; approved by Kenneth Doherty

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	PO NUMBER	VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
5	P0976374	Lukas Microscope Service, Inc. \$ 27,175.00 General Fund Account, Faculty Start Up	<p>Basis: Scientific Judgment based on Equipment Functionality X-CLARITY Tissue Clearing System II (Starter Kit) 7 for the Department of Pharmacology from Lukas Microscope Service. Pharmacology started with a passive version of tissue clearing. This involved incubating samples in a conventional shaking incubator. However, it took longer than 1-2 months for one brain tissue. Last year Pharmacology tested a Lukas Microscope demo equipment, which worked really well to clear a brain in one week or less.</p> <p>There are very limited options for equipment that can perform this function, due to the latest tissue clearing technique and limited option for demo trials. A demo has been tested from Lukas during the past four months, and the quality and requirements were satisfactory.</p> <p>This instrument will provide effective tissue clearing for three dimensional brain imaging, which is essential for neuronal connectivity studies.</p>	Raymond Mattingly, Pharmacology; approved by Kenneth Doherty
6	P0975605	S.JONES & CO. LLC \$ 51,500.00 Grants, Contracts, Restricted Gift Accounts, DDI	<p>Basis: Use of S Jones Recommended as Part of the AUCD Grant Consulting Services to provide Curriculum development, technical review of project materials, and serve as liaison with outside agencies for Michigan Development Disabilities Institute (MI-DDI) for Telehealth LEND, from S. Jones & Co. LLC.</p> <p>Use of an external consultant at a cost not to exceed \$65,000 is a line item within the Association of University Centers on Disabilities (AUCD) grant. S. Jones & Co. LLC. is a Michigan LEND fellow and has subject matter expertise that makes them uniquely qualified for this work, and was referred to Wayne State through AUCD. Thus, the company should be considered a preferred vendor due to their subject matter expertise and Lend trainee experience.</p>	Sharon Milberger, Director MI-DDI; approved by Kenneth Doherty

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PO NUMBER	VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
7	P0975555 San Diego Instruments Inc \$ 80,615.00 General Fund Account Faculty Start Up	<p>Basis: Scientific Judgment based on Equipment Functionality Complete 8-station rat SR LAB System for the Department of Psychiatry from San Diego Instruments</p> <p>This system is used to assess acoustic startle responding in rodent models of fear, anxiety, and stress. This equipment is highly specialized and the only system available that allows for multiple animal assessments concurrently with only one software package and a single laptop driving the system.</p> <p>There are other options available, however, those systems are outdated and require additional control box systems to operate multiple chambers. The SR LAB system is also the only one available that runs through USB connections which eliminates the need for multiple computers and adapters. Lastly, the software that comes with SR LAB can run all of the existing and published acoustic startle paradigms in one umbrella program.</p> <p>While this request does not match existing equipment, it is being procured to develop an acoustic startle-based rodent core in the Integrative Biosciences Center (I Bio) as part of the Investigator's translational neuroscience research program.</p>	Jennifer Ballard-Traynor; Director of Psychiatry Admin; approved by Kenneth Doherty
7 / \$ 386,803.00			

B. EXECUTIVE OFFICER WAIVER FOR PROFESSIONAL SERVICES (S23)

8	P0976372 Eyman Associates PC \$ 45,000.00 General Fund Account, Medicine	<p>Recommended Source for Specialized Consulting Services Specialized consulting services to the School of Medicine related to Graduate Medical Education finance issues from Eyman.</p> <p>Due to the very specialized nature of work being performed, qualified consultants are limited in availability and expertise. A review and interview of personnel produced no qualified individuals.</p> <p>The urgent nature of this request necessitated availability and qualifications as the main determinant in choosing this vendor.</p>	Mark Schweitzer, MD, Dean of the School of Medicine; approved by Kenneth Doherty
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	PO NUMBER VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
9	P0967189 HRP Consulting Group \$ 26,762.50 Research Stimulation Fund	<p>Recommended Source for Specialized Consulting Services Human Research Protection (HRP) Consulting services for the Institutional Review Board and Vice President of Research from Biomedical Research Alliance of New York LLC.</p> <p>This service is utilized to provide expert assistance with the evaluation, development and management of the Human Research Protection Program and Institutional Review Boards, including program evaluation, process assessments, policy and procedures, and accreditation support</p> <p>For the past 6 years, HRP Consulting has provided consultation to the WSU Human Research Protection Program related to best practice and process improvement, policy development, compliance with federal regulations, preparation for federal audits and AAHRPP re-accreditation. As a result of the University's extensive interactions with this vendor, there is familiarity with virtually every aspect of the operations, policies and procedures and played a key advisory role in the transition to the major changes implemented recently by the federal government with respect to clinical trials and other forms of human participant research.</p> <p>During the time the University has utilized HRP services, the University has found the services to be both high quality and reliable. This is also part of a standardization program to maintain HRPP best practice.</p> <p>HRP Consulting Group was selected to provide expert consultation as a nationally recognized HRPP consulting firm. HRP Consulting has established relationships within the regulatory agencies and academic institutions to support their prompt and reliable consulting services.</p> <p>PO P0967189 was initially issued for \$24,000, but usage has increased the spend by \$2,762, bringing the revised total to \$26,762.50</p>	Steve Lanier, VP for Research, approved by Kenneth Doherty

2 / \$ 71,762.50

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PO NUMBER VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
C. URGENT OR EMERGENCY REQUIREMENT (S06)		
10 P0976714 University Physician Group \$ 40,851.41 Grants, Contracts, Restricted Gift Accounts, VP Research Admin	Basis: Requirement of the Grant - Use of Local Supplier for Urgent Equipment Reimbursement to University Physicians Group for Extreme Weather Gear purchased from Carhart. This gear was needed for staff who provide mobile (outside) COVID testing and testing of other essential health factors (including hypertension and diabetes). The gear purchased was a coat, a pair of overall bibs, and a hat/hood for each staff member working on the mobile testing. The Cielo Foundation (grant sponsor) requested the use of a locally owned business. Carhartt is locally owned and provides a full line of extreme weather gear needed for staff who provide COVID testing and testing of other essential health factors (including hypertension and diabetes). The use of a single vendor to purchase the entire outfit resulted in a 30% discount from the entire purchase price.	Dr. Phillip Levy, AVP - Office of the Vice President for Research, approved by Kenneth Doherty
1 / \$ 40,851.41		

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D. COMPATIBILITY WITH PREVIOUSLY PURCHASED EQUIPMENT OR SERVICES		
11 P0976887 Forte Research Systems, Inc. \$ 36,250.00 General Account, Medicine	<p data-bbox="655 313 1465 336">Basis: Compatible with and Upgrade to Existing Software System</p> <p data-bbox="655 342 1766 394">Additional eReg Management System software for Pediatrics, created by Forte Research/Advarra for use with the current OnCore software system.</p> <p data-bbox="655 428 1766 654">The Forte/Advarra eRegulatory Management System (Adverra eReg) provides Integrated protocol, staff and institution documentation to streamline regulatory process and enhance compliance. Forte/Adverra eReg takes a templated approach to creating and maintaining electronic binders which Is Ideal for organizations managing a large number of research protocols. Moving key regulatory tasks to the system level-instead of the protocol level eliminates redundant workflows, boosts compliance and saves valuable staff time. The module is 21 CFR Part 11-compliant for electronic signatures In protocol documents, delegation of authority and allows for an FDA approved method to remain complete as research has moved to a digital/remote platform for regulatory.</p> <p data-bbox="655 688 1766 740">The OnCore Software System utilized by WSU is a specific system developed by Forte/Advarra, and is licensed by WSU for research being done at the university.</p> <p data-bbox="655 774 1766 885">As stated, eReg will be an addition to the current OnCore licensing agreement. The original purchase order for this agreement with Forte/Advarra began In 2008 using P0491390, was extended with a 5-year contract beginning 2013 (P0631536) and was extended again for 5 year contract beginning In 2018 at an annual cost of \$154,500 on P0864830</p> <p data-bbox="655 919 1766 971">If ever a competitive bid were to happen, WSU would need to undergo a total transition to a new research software platform.</p>	Jackie Parker, Medicine; approved by Kenneth Doherty

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	PO NUMBER	VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
12	P0976853	Israel Goldberg \$ 56,000.00 General Account, Medicine	<p data-bbox="655 282 1402 298">Continued Professional Services from Recommended Source</p> <p data-bbox="655 310 1759 362">Consulting Services from Israel Goldberg - Health Research Associates (HRA) for the Department of Anatomy, at a cost of \$54,000.</p> <p data-bbox="655 399 1724 509">HRA provides consulting services by working with and coaching individual research investigators through advertisement, assisting with proposals, review and critiquing of proposals , help with "summary statements", advice on response to critiques, and advice on preparation of amended proposals.</p> <p data-bbox="655 547 1717 657">Dr. Goldberg, President of HRA has been very successful for the last 30 years with assisting her clients with reviewing and critiquing grant proposals, preparing submissions, interpretation of summary statements and advertisement for responses to critiques and preparation of amended proposals. The service that Dr. Goldberg and HRA provides is unique.</p> <p data-bbox="655 695 1129 829">Previous POs: P0918143 in July 2019 \$52,000.00 P0890624 in December 2018 \$52,000.00 P0831079 in September 2017 \$52,000.00 P0793646 in November 2017 \$52,000.00</p>	Dr Linda Hazlett, Vice Dean for Research and Graduate Programs; approved by Kenneth Doherty

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13	PO NUMBER	VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
	P0975559	Evola Music Center \$ 62,856.00 General Fund Account & Designated Fund Account, Music Dept	<p>Basis of Award: Compatible with Prior Purchases of Piano Equipment</p> <p>Pianos on Loan to the Department of Music in College of Fine, Performing, & Communication Arts. The Department of Music has maintained a long-standing relationship and Piano Loan Agreement with Evola Music and Kawai. Both companies have provided the department with several years of excellent service, pricing, and piano inventory.</p> <p>Evola has been consistently competitive with pricing, and also covers the cost of installation, moving in equipment, maintenance service, and complimentary seminars for faculty related to using the digital pianos in the classroom.</p> <p>Kawai Pianos are the official Piano of the Department of Music, and Evola Music is the U.S. distributor for Kawai.</p> <p>Prior PO's include P0968952 in November 2020 for \$15,414 P0912066 in May 2019 for \$26,758 P0863785 in May 2018 for \$122,128 P0782590 in September 2016 for \$25,194 P0728088 in July 2015 for \$17,984 P0644399 in September 2013 for \$19,682 P0643486, in September 2013 for \$13,851 P0626259 in March 2013 for \$41,592</p>	Norah Duncan, Chair of Music; approved by Kenneth Doherty

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14	PO NUMBER	VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
	P0976235	Arista Networks Inc \$ 84,932.45 Grants, Contracts, Restricted Gift Accounts, C&IT	<p>Basis: Compatible with Existing Technology Equipment Arista 7280R3 32x100GbE QSFP and 4x400GbE QSFP-DD switch router from Arista Networks Inc for Computer Information & Technology (C&IT). The purchase includes 5 years software , hardware support and maintenance. Cost will also include Tariff fee imposed by vendor.</p> <p>C&IT uses routers and switches from two manufacturers, Dell and Arista. Dell is suitable for lower speed transmissions but suffers from data loss at high speeds because of their small buffers (16 MB). Arista has "deep buffers" (8 GB) which make it suitable for the higher speed transmission rates of research networks. Arista will make it possible for WSU to tap the new interconnections at 100Gb/sec with UM and MSU under the OSiRIS project. It will also enable 100 Gb/sec links to Internet2 and the Chicago research network hub.</p> <p>Purchasing this technology from Dell would be cheaper but it would not be suitable for the task as described above. Dell switches do not have the capabilities to input data at a high rate due to their small buffers. For research data streams we need router/switches that have deep buffers that won't drop data packets</p> <p>C&IT has purchased several Arista switches including five 5150S switches as part of the original Science DMZ created in 2014 (PO661696). This was part of an NSF CC* NIE grant to WSU. C&IT also purchased an Arista switch this year to extend the Science DMZ to the new STEM building (P0947636). This purchase will allow C&IT to remain consistent with their previous purchases and it fits with some of the standardization in C&IT with low speed switches at lower cost (Dell) and high-speed switches for research applications (Arista).</p> <p>Prior POs P0738558 - 9/23/2015 - \$34,168.80 P0661696 - 2/03/2014 - \$52,941.66</p>	Robert Thompson, AVP of C&IT; approved by Kenneth Doherty

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	PO NUMBER	VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
15	P0976204	Quanterix Corporation \$ 25,766.21 Grant Fund Accounts, Biomedical Engg	<p>Basis: Compatible with Existing Scientific Equipment Assay Kits - for Biomedical Engineering from Quanterix. These kits include: 1) A complete kit for running one 96-well plate of a Simoa Neurology 4-plex assay for humans 2) SR-X disc kit.16 Simoa discs, 4 Simoa assay plates & lids, 4 boxes of tips. This is enough material to run 4 full plates.</p> <p>The Simoa is the only assay that has very high sensitivity for detection of molecular change in protein. It is the only assay type works specifically for the Simoa analyzer equipment in the lab. No other assay available in the market is comparable for the analyzer. A 10% discount was negotiated.</p> <p>These kits will match existing equipment purchased on P0965323 at a cost of \$80,500 It is an automated ultra sensitive biomarker quantitation platform from Quanterix Corp; Simoa (Single Molecule Array) SR-X Analyzer. Single digit protein biomarker femtogram sensitivity at CVs of less than 10%, including the ability to multiplex.</p> <p>Previous POs with Quanterix: P0965323 - 9/2020 -\$80,500.03 P0879744 - 9/2018 - \$15,000.00 P0832924 - 9/2017 - \$15,000.00</p>	Dr Cynthia Bir, Chair BME; approved by Kenneth Doherty

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16	PO NUMBER	VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
	P0976073	Mountain Pass Solutions Inc \$ 45,900.00 General Fund Account, VP Academic Affairs	<p>Basis: Compatible with and Upgrade to Existing Software System Expanded Software Services currently provided by Mountain Pass to include custom reports, new workflows, on line annual reviews for faculty, full time academics and voluntary faculty appointments for the Department of Faculty Affairs from Mountain Pass.</p> <p>In the original 2019 PO, it was noted that the VP Academic Affairs was seeking a software system that automates and streamlines the tenure track and clinical faculty hiring process which is currently done manually. This software will also be used for the University-wide promotion and tenure process.</p> <p>Expanding the services with Mountain Pass ensures compatibility and standardization, as Mountain Pass is the University vendor for payroll Faculty hiring and promotion and tenure. The SOM has additional needs that are not utilized by other Colleges.</p> <p>This is maintaining the standardization of software already utilized by the University</p> <p>Previous PO's: P0952100 - 03/26/2020 - \$28,923.00 P0941484 - 12/20/2019 - \$107,675.00</p>	Basim Dubaybo, Vice Dean Faculty Affairs; approved by Kenneth Doherty
	P0975898	Radio Research Consortium, Inc. \$ 67,200.00 Auxiliary Fund Accounts, WDET	<p>BASIS: Compatible with and continuation of prior purchases. Access to the Scarborough data through Tapscap Qualitap, Scarborough Reports and Tapscan, Arbitron Audience Data Reports and PPM, Base/Weeklies/Analysis Reports for WDET from the Radio Research Consortium.</p> <p>Radio Research Consortium is the sole provider of ratings and audience data for public media.</p> <p>Previous PO's: P0929531 - 10/2019 - \$65,290.00 P0880867 - 09/2018 - \$62,555.00 P0844278 - 12/2017 - \$60,225.00 P0803069 - 02/2017 - \$44,010.00 P0756450 - 02/2016 - \$73,325.00 P0704443 - 12/2014 - \$58,660.00 P0654892 - 11/2013 - \$55,340.00 P0624650 - 03/2013 - \$52,440.00</p>	Mary Zatina; Senior Director of WDET; approved by Kenneth Doherty

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18	PO NUMBER	VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
	P0914242	RingCentral Inc. \$ 98,479.00 Designated Funds - Poison Control Center	<p>BASIS: Compatible with and continuation of prior purchases. Additional costs for Polycom phones for Emergency Medicine from Ring Central. This will increase the Purchase Order by \$48,479, from \$50,000 To: \$98,479. This increase will allow for an additional year of service, which commenced in July 2019. The increase will cover an anticipated period through June 2022.</p> <p>The phones are for the Poison Control Center which moved from CHN to WSU effective 7/1/19. The center requires the phones and software related to making them function.</p> <p>The service and quotes were evaluated by James Wurm in Information Systems (IS),and this Ring Central provides best service for best price. A second quote was received from Nextiva; however, it did not meet the needs or requirement of the Poison Control Center.</p> <p>The University's current strategic supplier, AT&T, is unable to meet the demands of the system, and C&IT Telecommunications has approved this as an exception.</p> <p>This request required special technical expertise so the Poison Control Center went through IS. Quotes were requested and evaluated by IS to ensure the selected system would function as required.</p>	Jeri Gleichauf; Associate Director - Emergency Medicine Poison Control Center; approved by Kenneth Doherty
		8 / \$ 477,383.66		

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PO NUMBER	VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
E. PARTNERSHIPS/SPONSORS			
19	P0976860 TechOne Holding Corporation \$ 70,000.00 Grants, Contracts, Restricted Gift Accounts, Provost Admin	<p>Basis: Use of a University Affiliate for Specialized Training Program Pilot Training and Support for STEEP Participants for the Office of the Provost by the TechTown Team.</p> <p>The TechTown Team, led by Dr. Marlo Rencher, Director of Technology-Based Programs, trains STEEP participants using a combination of NSF I-Corps modules and TechTown entrepreneur training. The TechTown Team will also support recruitment, mentoring, and business coaches.</p> <p>TechTown is an entrepreneurship hub that empowers Detroit-based startups and local businesses, by providing resources, collaborative workspace and education for entrepreneurs. This team is uniquely positioned to provide the service for the STEEP Detroit program, based on the years of experience, the focus on Detroit Entrepreneurs, and historical partnership with WSU.</p> <p>Program and curriculum and participant support needs are designed in partnership with TechTown for grant submission. TechTown personnel credentials and letter of support are used in grant application and were critical to winning the NIH grant.</p> <p>Per the NSF STEEP Detroit Grant, Wayne State University shall pay TechTown \$70,000.00 for management and administration of STEEP Program pilot training. This Agreement confirms our participation in curriculum design and planning including incorporation of I-Corp training into program design; on-going team work management; and lead facilitation at regularly held training sessions.</p> <p>The existing partnership and WSU's history with TechTown, along with TechTown's mission and resources were a perfect fit for the grant requirement and training needs for the STEEP Entrepreneurs.</p>	<p>Tonya Matthews, Associate Provost Workforce Development; approved by Kenneth Doherty</p>

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20	P0975921 Regents of the University of Michigan \$ 34,546.00 Grants, Contracts, Restricted Gift Accounts, Emergency Medicine	<p>Basis: Use of a University Affiliate for Specialized Services Professional development costs for Emergency Medicine from the University of Michigan.</p> <p>This project requires a University of Michigan employee to organize and evaluate the development of a Michigan-based Cardiac Arrest Registry to Enhance Survival (CARES) project. U of M will also support the SaveMIHeart project, and provide administrative support for the coordinator salary and fringe benefits.</p> <p>This is a shared position among several institutions to support CARES and SaveMIHeart.</p> <p>This is a pre-existing employee of U of M, whose services are being used to support the initiative. Wayne State will share the cost equally with William Beaumont, Henry Ford and the University of Michigan, and \$34,546 represents Wayne State's portion.</p>	Jeri Gleichauf, Associate Director Emergency Medicine; approved by Kenneth Doherty

2 / \$ 104,546.00

F. Bid Waiver not signed off by Procurement. Ordering Dept signed off on contract.

0 / \$ 0.00

G. OTHER (SEE EXPLANATION)

21	P0967505 Scribe Inc \$ 37,000.00 Designated Funds - Univ Press Book Production	<p>Volume Higher than Anticipated on Original Small Dollar Purchase Typesetting of press books for Wayne State University Press from Scribe, Inc.</p> <p>This waiver is to add \$22,000 to an existing purchase order of \$15,000 (P0967505), bringing the PO total to \$37,000. Scribe is one of the Presses most frequently used typesetters. The original value of the purchase order was created knowing that the Press would move forward with a different system for POs after conducting an RFP, which awarded typesetting work to Scribe.</p> <p>The PO was funded at \$15,000 at the beginning of the year fiscal year, but demand (sales) proved higher than anticipated.</p> <p>Going forward, the Press will be establishing individual project POs for new books, rather than use one general blanket PO that needs to be incrementally increased.</p>	Stephanie L. Williams, Director, Wayne State University Press, approved by Kenneth Doherty
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PO NUMBER	VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
22	P0962234 Farrell Day LLC \$ 40,000.00 General Fund - Undergraduate Office of Admissions	<p>Basis: Specialized Software to Enhance Competitiveness in Enrollment MARKETview software for Enrollment Management from Farrell Day.</p> <p>MARKETview offers proprietary data and analysis by utilizing student record-level data that is combined with consumer behavioral information for a unique platform offering. The analysis of this data is used to inform recruitment efforts from the moment of the first student inquiry, all the way through first year retention.</p> <p>Farrell Day collects real time information from peer institutions (R1's, urban serving, etc.), de-identifies it, and aggregates the data to compare to our own to provide support for data-centered strategy and decision making. There is no platform that allows peer-to-peer comparison data in this detail. The data is supplemented with national and local consumer information to keep the institution informed on prospective and current student (and family) purchasing decisions and habits. In addition, Farrell Day provides a consultant that works directly with WSU to provide insight into our data, and advises the institution based on enrollment trends and local and national benchmarking.</p> <p>As the sole provider of this software platform, there are no lower cost options available. The Division of Enrollment Management (EM) was considering this software purchase before the COVID-19 crisis, because of the one of a kind proprietary software, competitive edge through peer-to-peer comparison capabilities, easy to use dashboard and personal consulting (EM does not have a dedicated data analyst). However, it has become clear that Enrollment Management needs any additional competitive edge it can find in this quickly changing higher education business environment.</p> <p>This request is to increase the Purchase Order P0962234 from \$10K to \$40K.</p>	Dawn S. Medley, AVP Enrollment Management, approved by Kenneth Doherty
	2 / \$ 77,000.00		
Total	22 / \$ 1,158,346.57		