

## **PURCHASING EXCEPTIONS**

Attached is a summary report of purchase orders (POs) greater than \$25,000 that were issued during September 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.

### **Report Overview**

This report covers the period of September 2021. August through October are typically long reports as we kick off purchase orders to cover annual orders for the upcoming fiscal year. There is a total of 36 purchases on the report, for a total of just under \$3.2 million.

The first 12 items are research related and are based in part or in whole on the scientific judgment of the appropriate Principal Investigator. That is followed by 2 medium sized consulting engagements. In the Urgent / Emergency section C, there are also 2 medium sized orders, 1 related to the June flood and one related to security upgrades.

The compatibility section is noteworthy, since there are 12 POs in this section for a total of just over \$500k. Over half are the annual contract POs for DJs and/or Service Agreements for WDET.

This is typical as we continue the process of issuing FY 2022 PO's in late summer / early fall of each fiscal year. In this section, we try and include some historical context for why a particular order was approved.

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No	PO NUMBER VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
<b>A. SCIENTIFIC JUDGMENT (S03, S04)</b>			
1	P0995058 Bio-Rad Laboratories  \$ 33,814.77  General Funds - Ctr for Molecular Medicine & Gen	<p><b>Basis - Scientific Judgment based on Equipment Functionality</b>            CFX Opus 384 Real-Time PCR System with components for the Center for Molecular Medicine and Genetics, CMMG, from Bio-Rad.</p> <p>The OPUS real-time detection system is only sourced and distributed by Bio-Rad Labs. The OPUS does not require routine maintenance or calibration as a self-verification is performed at the beginning of every run. Other instruments on the market require multiple vendor supplied calibration plates costing ~\$1000/year to perform.</p> <p>Also included in the purchase is Bio-Rad's patented software is license free for both Mac and PC. This software has industry leading data analysis capability including statistics (t-test and one-way ANOVA) not available on any other platform.</p> <p>The Bio-Rad OPUS is the only real-time instrument that images each well of a qPCR plate individually from the same optical distance. This eliminates the need for passive reference dyes like ROX and ultimately leads to cleaner, more-reproducible data.</p> <p>Bio-Rad is also providing free, on-site training classes on the OPUS system and software tools. The University is also receiving a discount of more than 40% on this piece of equipment and additional items needed for the system are included with the equipment purchase free of charge.</p>	Lawrence Grossman, Director for the Center for Molecular Medicine, approved by Kenneth Doherty
2	P0995728 Bio-Tek Instruments  \$ 205,000.00  General Funds - Ctr for Molecular Medicine & Gen	<p><b>Basis: Scientific Judgment based on equipment functionality</b>            Cytation C10 Confocal Imaging Reader Microscope for the Center for Molecular Medicine and Genetics, CMMG, from Bio-Tek.</p> <p>This microscope system includes the Confocal microscope with 60 m Nipkow disk, widefield inverted microscope for fluorescence, brightfield, color brightfield and phase contrast imaging with SonyCMOS camera; monochromator-based multi-mode plate reader. Also included is the Gen5 Image Prime Software offers imaging control for Lionheart FXAutomated Live Cell Imager and Cytation Cell Imaging Multi -Mode Readers. Gen5 ImagePrime includes image processing and analysis including z - projection, image stitching, hit -picking.</p> <p>The configuration of the confocal microscope reader required for the center is available only with the current vendor Bio-Tek (formerly Agilent Technologies).</p> <p>This purchase will support the research of multiple faculties at the center as a shared use instrument.</p>	Lawrence Grossman, Director for the Center for Molecular Medicine, approved by Kenneth Doherty

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No	PO NUMBER	VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
3	P0995954	Laerdal Medical Corporation  \$ 302,423.16  General Funds - Learning Resource Center	<p><b>Basis: Scientific Judgment based on equipment functionality</b> Two- Sim Man 3G light simulators for the College of Nursing from Laerdal Medical.</p> <p>The Sim Man is designed to represent a diverse range of patient scenarios. SimMan 3G PLUS introduces interchangeable face skins for diversity training and full articulation for realistic patient handling. This patient simulator trains with real clinical devices, in compliance with current guidelines.</p> <p>Laerdal Medical is a sole source supplier for the Sim Man products. The College of Nursing has been using Laerdal and Sim Man product since 2013 and this patient simulator will match existing Sim Man equipment already in place.</p> <p>Previous PO's over \$10k for the College of Nursing:  P0906209April-19 \$253,782.66  P0784155September-16\$11,791.96  P0759998March-16\$15,322.82  P0739046September-15\$36,559.68  P0660254January-14\$14,520.00  P0627460April-13 \$128,653.81  P0624735March-13\$41,580.72</p>	Laurie Clabo, Dean of the College of Nursing, approved by Kenneth Doherty
4	P0995957	CEM Corporation  \$ 75,000.00  General Funds - Pharmaceutical Science	<p><b>Basis: Scientific Judgment based on Equipment Functionality</b></p> <p>The CEM Liberty Blue HT12 automated microwave peptide synthesizer, installation, training, 1-year warranty, and started reagents for Pharmaceutical Sciences from CEM.</p> <p>The peptide synthesis instrumentation and technology is solely provided by CEM and could not be competitively bid as competing technologies do not offer throughput of the instrumentation nor the cost saving through reduced reagent and solvent usage. This technology is proprietary to CEM.</p> <p>Examination of other peptide synthesis instrumentation uses older technologies, have lower throughput, and have significantly higher cost due to the increased use of reagents and solvents. A quote was obtain from a competing vendor Protein Technologies Inc. for \$68,463.00. This technology while cheaper would result in increased overall cost over the course of using the instrument due to increased use of reagents (amino acids, base, activator) and solvents (DMF). CEM's instrumentation uses 90% fewer reagents and solvent. In addition, Protein Technologies instrument has lower throughput (4 peptides in 24 hours) while CEM's has the capacity to synthesize three times as many peptides in half the time (12 peptides in 12 hours).</p>	George Corcoran, Chair - Pharmaceutical Sciences, approved by Kenneth Doherty

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No	PO NUMBER VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
5	P0996319 PerkinElmer Health Sciences  \$ 71,820.00  Grant Funds - Physiology	<p data-bbox="657 285 1455 302"><b>Basis: Informal Quotes Obtained by the Requesting Department</b></p> <p data-bbox="657 313 1780 423">Purchase of the PerkinElmer Chemagic 360 and Chemagic 360 12 Rod Head Set for Physiology. The instrument represents the ideal solution for nucleic and isolation in a huge variety of research Market segments including but not limited to Biobanking/Human Genetics, HLA typing, Virus and Bacteria Detection.</p> <p data-bbox="657 459 1780 597">The PI on the grant (Dr. Ram) solicited quote prices, tested several demo instruments, and compared protocols for usage of several competitive instruments. The Chemagic 360 and Chemagic 12 Rod Head Set were judged to be technically best and having the lowest long-term cost, considering the cost of expendable supplies that the instrument uses. A memo with detailed description and justification for this decision has been submitted by Dr. Ram and attached to the bid waiver.</p> <p data-bbox="657 633 1780 743">Promega Maxwell: required prior multistep purification of samples before application to the Maxwell instrument itself. The multistep membrane-based purification system became clogged by critical samples when tested multiple times in a demo test. Judged technically unsuitable for wastewater samples.</p> <p data-bbox="657 779 1780 946">ThermoFisher Kingfisher: No demo instrument was provided; however, review of the protocol used on the instrument indicated that it required a double run of samples through the instrument, numerous pipetting steps, a "parallel plate" set up that seems prone to error and possible crosscontamination, and a higher long-term cost for disposable supplies that its use requires. Judged to be not sufficiently automated and higher in long term cost. A detailed memo of justification for the choice of Chemagic 360 over the above instruments has been provided.</p> <p data-bbox="657 982 1780 1174">The grant doesn't specify the supplier, however, the product type was described: automated nucleic acid recovery for purposes of detecting SARS-CoV-2 in wastewater. The dollar amount was named as \$66,000. The final quote for Chemagic 360 plus the Chemagic 12 Rod Head Set (\$71,820) is within 10% of the dollar amount in the sponsored contract. The instrument is specialized and required direct discussion between the PI (Dr. Ram) and technical/sales reps of the companies involved, especially to arrange the two demo tests that were arranged.</p>	Gil Mor, Interim Chair - Physiology, approved by Ken Doherty

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No	PO NUMBER VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
6	P0996462 Manish Gupta  \$ 30,000.00  Grant Funds - Psychiatry	<p><b>Basis: Source Specified in the Research Grant</b> Programming Services to include 3D modeling animation using high level motion capture technology and creating human avatars of different ethnicities by Manish Gupta, for the Psychiatry Department.</p> <p>Programming will facilitate the Augmented Reality portion of the Frontline Strong Together grant for the Psychiatry Department. Models will be used for treatment of PTSD and other stressors that Frontline workers experience when off duty. The models will be used in various scenarios for Police/Fire/EMT/Dispatch/Corrections First Responders.</p> <p>Manish Gupta was specifically listed as a Contractor in the MDHHS Frontline Strong grant application. The Psychiatry Department researched many companies that do augmented reality programming and this type of work was quoted at over \$100,000. Manish has the Unique experience as an app specialist at IBM and had an internship at Foster Swift Collins &amp; Smith to make him an excellent choice for this Project.</p> <p>He was also able to begin programming immediately. The grant which provided funding for this programming, was received in March and ends on 9/30/21- so options were limited to find someone quickly.</p>	Jennifer Ballard-Traynor, Director, Psychiatry Administration, approved by Kenneth Doherty
7	P0996386 James Blaha  \$ 35,000.00  Grant Funds - Psychiatry	<p><b>Basis: Vendor Specified in the Research Grant</b> Programming Services to consist of Augmented Reality Programming of functional Human Avatars, for the Department of Psychiatry, including:</p> <ul style="list-style-type: none"> <li>* Advanced motion capture technology - The Human Avatars are to be used in exposure therapy scenarios for first responders.</li> <li>* Facilitate the Program: MDHHS Frontline Strong Together where Police/Fire/EMT/Dispatch/Corrections First Responders &amp; their fit Human encounter scenarios for treatment of trauma using augmented reality.</li> </ul> <p>James Blaha was specifically listed as a Contractor in the MDHHS Frontline Strong grant application.</p> <p>The Psychiatry Department also researched many companies that do augmented reality programming and this type of work was quoted at over \$100,000. Hiring this consultant is the more cost effective alternative. James Blaha is uniquely qualified for this project as he is the CTO, co-founder of ZoneCity , Co-founder and Web Designer of Oxavi Web, Design Co-founder of DodgeAPI and Founder and CEO, Vivid Vision.</p> <p>As the grant was received in March and ends on 9/30/21, options were limited to find someone quickly.</p>	Jennifer Ballard-Traynor, Director, Psychiatry Administration, approved by Kenneth Doherty

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No	PO NUMBER VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
8	P0996624 Andor Technology Inc  \$ 356,917.01  General Funds - Ctr for Molecular Medicine & Gen	<p><b>Basis: Informal quotes obtained by CMMG for Scientific Comparison</b>            Complete Dragonfly 201 Imaging System with one sCMOS camera and 7 lasers for the Center for Molecular Medicine and Genetics, CMMGH, from Andor Technology.</p> <p>Dr. Granneman and Dr. Kelly {Physics} fully vetted competing systems over a 3-day period in July \and August 2021, and obtained a competing quote from Olympus. While the quote for the Olympus system is nominally less {~\$45K), the difference is mainly due to the fact that the Andor system has 3 more laser lines (7 total, cost \$45,651), which are needed for imaging the range of fluorescent probes currently in use. In head-to-head comparisons, the PIs have found that the resolution of the Andor system to be superior to Olympus.</p> <p>Moreover, the software suite is much better integrated with the microscope hardware and has far greater capabilities, such as \deconvolution on the fly and 3-dimensional rendering. By contrast, the Olympus CellSens software is generic {not purpose-designed for confocal imaging) and crashed several times during the demo. The unreliability of the Olympus software is unacceptable for automated imaging. In addition, the Andor Dragonfly system has several unique features that drive its high-imaging performance that other systems do not offer. The Dragonfly is designed to be integrated with the CODEX multiplexed spatial proteomics system, which we will be seeking to acquire in the coming year.</p> <p>The Andor Dragonfly quote is superior to the Olympus quote in several key ways including more laser lines (7) and far superior software and support.            Complete Dragonfly 201 Imaging System with one sCMOS camera and 7 lasers for the Center for Molecular Medicine and Genetics, CMMGH, from Andor Technology.</p> <p>Dr. Granneman and Dr. Kelly {Physics} fully vetted competing systems over a 3-day period in July \and August 2021, and obtained a competing quote from Olympus. While the quote for the Olympus system is nominally less {~\$45K), the difference is mainly due to the fact that the Andor system has 3 more laser lines (7 total, cost \$45,651), which are needed for imaging the range of fluorescent probes currently in use. In head-to-head comparisons, the PIs have found that the resolution of the Andor system to be superior to Olympus.</p>	Lawrence Grossman, Director for the Center for Molecular Medicine, approved by Kenneth Doherty

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No	PO NUMBER VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
9	P0996661 Fisher Scientific  \$ 70,000.01  General Funds - Pharmaceutical Science	<p><b>Basis: Compatible with existing Scientific Equipment</b> One Invitrogen Acoustic Focusing Cytometer and one Cytokick Autosampler, including installation and training for Pharmaceutical Sciences from Fisher Scientific.</p> <p>The Department currently has an inoperable flow cytometer from Fisher Scientific. This system will be traded-in on the new system. The trade-in allows the department to make use of the inoperable and broken equipment which we cannot take advantage of if another vendor was selected to supply the replacement system.</p> <p>Pharmaceutical Sciences compared pricing with other vendors, and the costs were much higher. The new system from Fisher Scientific also uses matching reagents and consumables that have already been purchased by the department.</p>	Steve Firestine, Interin Chair of Pharmaceutical Sciences, approved by Kenneth Doherty
10	P0996741 Advion Inc  \$ 72,236.50  General Funds - Pharmaceutical Science	<p><b>Basis: Scientific Judgment based on Equipment Functionality.</b></p> <p>2 new XS 520 flash purification systems, 1 demo XS 520 flash purification system, and an ASAP Ion Probe for Pharmaceutical Sciences from Advion. This equipment will be used for MS analysis of fractions, installation and training .</p> <p>Dr. Firestine's lab tested two flash purification systems, one from Advion and one from Biotage. The Biotage system performed very poorly in laboratory tests. The Advion system performed very well and gave superior results.</p> <p>Advion supplies the ASAP probe for the MS system already in place in the department lab. The ASAP probe is only available from Advion and can only be used with the existing MS system.</p> <p>Advion also provided a 22.5% savings on the purchase of the systems.</p>	Steve Firestine, Interin Chair of Pharmaceutical Sciences, approved by Kenneth Doherty

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11	P0996908	Gaumard Scientific Co, Inc.  \$ 238,436.00  General Funds - Learning Resource Center	<p><b>Basis: Scientific Judgment based on Equipment Functionality</b>            Patient simulators for the College of Nursing from Gaumard Scientific.</p> <p>Included in this request is the following:</p> <ol style="list-style-type: none"> <li>Noelle Patient Simulator and newborn simulator package plus accessories and 3 year service plan is an Advanced Maternal and Neonatal Care Simulation Package is a complete simulation-based obstetric and neonatal care education and training solution. This turnkey solution includes a NOELLE wireless and tetherless childbirth patient simulator, a Newborn TORY wireless and tetherless full-term neonate.</li> <li>Pediatric Hal simulators and service plan. Pediatric HAL is the most advanced pediatric patient simulator and the only capable of simulating lifelike emotions through facial expressions, movement, and speech. HAL is designed to help providers of all levels develop the specialized skills needed to effectively communicate, diagnose, and treat young patients in several clinical areas.</li> </ol> <p>The company is a sole source for this product for both the Noelle simulator and the pediatric Hal simulator. The College of Nursing has been using these simulators for many years and these simulators are compatible with what is currently in use.</p> <p>Previous PO's:</p> <table border="0"> <tr> <td>P047786809-Sep-2008</td> <td>\$</td> <td>39,890.00</td> </tr> <tr> <td>P050707018-Nov-2010</td> <td>\$</td> <td>162,141.09</td> </tr> </table>	P047786809-Sep-2008	\$	39,890.00	P050707018-Nov-2010	\$	162,141.09	Laurie Clabo, Dean of the College of Nursing, approved by Kenneth Doherty
P047786809-Sep-2008	\$	39,890.00								
P050707018-Nov-2010	\$	162,141.09								



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12	P0997402 CEM Corporation  \$ 37,893.25  ICR Funds - Thompson, Lyke	<p><b>Basis: Scientific Judgment based on Equipment Functionality</b> CEM Mars 6 microwave digester for the Lumingen Instrument Center in the College of Science from CEM.</p> <p>The digester is used to digest samples and prepare them for inductively-coupled plasma mass spectrometry (ICP-MS) analysis. A microwave digester is used to acid digest tissue (both plant and animal), plasma, soil, and other environmental and industrial materials so that total metal concentration can be determined by ICP-MS. The microwave digester saves technician hours by being able to digest up to 40 samples in a few hours compared to a week using a hot plate method and removes the unsafe and unreliable practice of acid digestion in the hood.</p> <p>The criteria needed for the microwave digester is as follows:            1) Small sample vessels needed as many sample sizes are around 0.1 g. This would require a 5-10 ml vessel.            2) Large vessel needed for other types samples (dust wipes, soil, and water). 50-60 ml size would work best.            3) Temperature sensors for all vessels in the rotor. The samples will vary in organic content. This will enable the Center to closely monitor samples for potential sample repeats due to not knowing which vessel was the problem.            4) Standard methods established with the microwave digester program. This enables researchers to use US EPA approved methods without method development. Save time, hence money.</p> <p>Two other microwave digestion systems were considered. 1) Milestones ETHOS UP digester does not have digestion vessels to handle small sample sizes. More than half of the proposed samples need a small volume vessel for digestion. 2) Anto-Paar Multiwave 5000 system does not have IR sensing for all samples in the small vessel size rotor.</p> <p>CEM Mars 6 microwave digester for the Lumingen Instrument Center in the College of Science from CEM.</p> <p>The digester is used to digest samples and prepare them for inductively-coupled plasma mass spectrometry (ICP-MS) analysis. A microwave digester is used to acid digest tissue (both plant and</p>	Matthew Allen, Chair - Chemistry Department, approved by Kenneth Doherty

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<b>B. EXECUTIVE OFFICER WAIVER FOR PROFESSIONAL SERVICES (S23)</b>			
13	P0995910 TBD Solutions LLC  \$ 30,000.00  Grant Funds - Nahan, Neva A	<p data-bbox="657 313 1480 332"><b>Basis: Recommended Source for Specialized Professional Services</b></p> <p data-bbox="657 342 1780 451">Consulting Services for Data Visualization Phase II-A for the School of Social Work from TBD Solutions. Working in concert with the Center for Behavioral Health and Justice (CBHJ) within the school of Social Work, TBD Solutions (TBDS) will solicit user feedback; record feedback and provide a written report to the CBHJ; determine needs and/or changes to the data dashboard app.</p> <p data-bbox="657 488 1780 537">Deliverables for this project include reports, fix application aggregation issue, transfer bulk ETL data to WSU, and update elements.</p> <p data-bbox="657 574 1780 683">This is a continuation of work provided by TBDS on the data dashboard being completed by the CBHJ on behalf of Michigan Department of Health and Human Services and the Mental Health Diversion Council. Phase 1 was completed 2020 - 21; Phase 2 is to be completed 2021 - 22; Phase 3 is planned for 2022 - 23.</p> <p data-bbox="657 721 1780 802">The School of Social Work partnered with TBD Solutions as the result of previous collaborative projects between the CBHJ, MDHHS, MHDC, and TBDS. TBDS has a proven history and is known among state- and county-level stakeholders associated with the dashboard project.</p> <p data-bbox="657 839 1098 945">Previous PO's: P0971900 - 12/15/2020 \$12,000.00 P0958384 - 07/13/2020 \$19,800.00 P0957119 - 06/25/2020 \$20,000.00</p>	Sheryl Kubiak, Dean of Social Work, approved by Michael Wright

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14	P0996912 JFM Consulting Group Inc  \$ 60,000.00  Federal Grant Funds - Law School Administration	<p><b>Basis: Recommended Source for Specialized Professional Services</b> Professional evaluation and assessment of the Detroit Equity Action Lab's (DEAL) racial equity fellowship program's current cohort and DEAL 1 through 5 cohorts from July 2021 through January 2022 for the Law School from JFM Consulting.</p> <p>The re-engagement of this evaluation consultant is to provide the DEAL staff with an in-depth current and cross-cohort assessment. This consultant has provided previous evaluation services to DEAL. The initial and re-engagement of this consultant was based on their experience and familiarity with DEAL's funders as well as the nonprofit and social impact landscape in Detroit. The consistent utilization of the same evaluation team helps promote continuity and consistency across cohort experiences to provide the DEAL staff with a comprehensive view of the fellowship's evolution. The DEAL staff does not have the capacity to do this work.</p> <p>For continuity and consistency purposes, no other options were considered as the consultant's proposal was tailored for DEAL. DEAL is a standardized program in that it follows a similar format from cohort to cohort. As part of this format and its ongoing evolution, it is critical to assess our growth and course corrections.</p> <p>Although evaluation and assessment identified in each grant application as a component of the overall DEAL program, the consultant delivering the service is not named specifically. The initial identification of this consultant was based on the staff's previous interaction and others in DEAL's network past knowledge and positive experiences with this vendor.</p> <p>Previous PO's: P08454391/3/2018 \$ 4,250.00 P08213596/28/2017 \$ 1,200.00 P078654610/3/2016 \$ 7,500.00 P074732411/20/2015 \$ 5,500.00 P070268712/8/2014 \$ 14,000.00</p>	Asandi Copnner, Associate Director - Law School Keith Center, approved by Michael Wright
<b>2 / \$ 90,000.00</b>			

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<b>C. URGENT OR EMERGENCY REQUIREMENT (S06)</b>			
15	P0994483 DES Electric  \$ 164,850.00  Plant Funds - FP+M Office of Assoc VP	<p data-bbox="657 342 1369 362"><b>Basis: Emergency Services based on the June 2021 Flood</b></p> <p data-bbox="657 370 1755 423">New overhead conduits, feeders and power testing for Facilities Planning and Management (FP&amp;M), from DES Electric.</p> <p data-bbox="657 456 1755 537">This work is on manifold differential pressure (MDP) to Power Panel (PP)2, PP3 and PP4 as well as temporary power. Megger testing on each of the three sets of temporary Power Panels, and energize the equipment that is not damaged due to the flood in June 2021.</p> <p data-bbox="657 570 1755 683">On June 26th, the city of Detroit was hit with massive flooding. As a result Wane State University was impacted significantly and many of the buildings across campus sustained significant damage. Due to this act of nature FP&amp;M has called upon several vendors to assist in getting the campus back operationally.</p> <p data-bbox="657 716 1755 771">Facilities Planning and Management work closely with Purchasing on an ongoing basis but due to the time sensitive nature of this event there was not enough have time.</p>	Robert Davenport, AVP for Facilities Planning & Management, approved by Kenneth Doherty
16	P0994924 LaForce, Inc  \$ 98,115.00  General Funds - Rentals+Leases	<p data-bbox="657 805 1377 824"><b>Basis: Compatible with Existing Infrastructure Equipment</b></p> <p data-bbox="657 833 1780 914">Security System Upgrades for the Department of Public Safety from ESS/LaForce. The upgrades include Card Readers and FOB System upgrades. Costs include JCI Parts &amp; Labor Quotes for a P2000 to CCure 9000 Migration.</p> <p data-bbox="657 946 1780 1027">The security systems are out-date, and Public Safety is working in a patch mode right now to keep them up and running. LaForce can no longer service the system as parts are no longer made for it. Up until now, the University has depended on salvaged parts from old systems.</p> <p data-bbox="657 1060 1780 1174">The system in the Academic Administration Building (AAB) has not been working for months, and the system in FAB was downing for 3 days. Public Safety wants to make these upgrades quickly o make sure these systems are secure. Johnson controls in implementing a price in October 1, 2021, so we Public Safety is expeding this request to be able to place the order prior to that increase.</p> <p data-bbox="657 1206 1146 1226">This system is expected to cost \$98,115.00.</p>	Anthony Holt, Chief of Police, approved by Kenneth Doherty
<b>2 / \$ 262,965.00</b>			

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17	<b>D. COMPATIBILITY WITH PREVIOUSLY PURCHASED EQUIPMENT OR SERVICES</b> P0995041 The Prophet Corporation  \$ 68,283.52  Federal Grant Funds - KHSS Asst Dean's Office Admin	<b>Basis: Compatible with Existing Athletic Equipment</b> The Prophet Corp/Gopher Sports- Exercise Equipment to multiple schools that participate in the Building Healthy Communities Program conducted under the authority of the Office of Kinesiology/Health and Sports Science with sponsorship from BCBSM. The goal of the program is to assist school aged children in developing healthy life habits around physical activity.  The Building Healthy Communities has purchased fitness equipment from Gopher sports for several years. They have consistently provided quality materials/equipment and excellent customer assistance. Gopher offers a lifetime warranty on equipment which allows schools to replace equipment. Continued purchases from Gopher will ensure continuity of quality and service.  These equipment packages are designed to accompany the physical education and recess curriculum (research intervention) used in this childhood obesity prevention project Gopher Sports has been our main supplier of physical activity equipment for years. They provide higher quality equipment than other vendors and provide better service and longer replacement warranties.  This is the 2nd of two bid waivers. One bid waiver is for gift cards to provide to schools that were the research intervention sites last year with resources, so they can purchase the equipment that they should have receivee last year, but did not due to limitations placed on the program based on the pandemic. Under normal circumstances, these schools would have received much more physical activity equipment than they did, but they were unable to because many were either doing entirely remote schooling, not offering PE classes, not offering recess, or not offering after school programs. We have approval from both funding agencies (Blue Cross Blue Shield of Michigan and the Michigan Health Endowment Fund) to provide the gift cards to those schools so they can evaluate their equipment inventories, and each decide which equipment offer by Gopher sports is most needed to support their efforts to improve student health now that they are operating normally.  Purchase Orders: 10-2020 - P0967481 - \$78,976.00 9-2019 - P0925216 - \$48,412.00 8/2018 - P0877216 - \$25,078.68 8/2018 - P0876874 - \$31,004.20	Nate McCaughtry – Assistant Dean - Office of Kinesiology/Health and Sports Science, approved by Kenneth Doherty

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No	PO NUMBER VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
18	P0994122 Robert Reinhart  \$ 44,904.00  Auxiliary Funds - WDET- Programming and Production	<p><b>Basis: Continuation of the Service Provider under a New Contracting Model</b>            Program Services from Rob Reinhart, including producing and hosting the WDET Radio Program "Robert Reinhart Essential Music" as well as provide consulting services towards fundraising efforts. Time Period will be 8-01-2021 through 9-30-2024. Total cost over the 3 year period will be \$136,871.</p> <p>It was determined in 2020 that Program Hosts at WDET should be treated as independent contractors, and not as University employees. Mr. Reinhart is the featured host and radio personality of part of the WDET Program regular line-up. Thus, to continue with his program, a single source contract is needed, as this service cannot be bid out.</p> <p>Prior POs:            P0961698 - 8/21/2020 - \$34,655.50            P0961692 - 8/21/2020 - \$ 9,786.00</p>	Mary Zatina, General Manager - WDET, approved by Kenneth Doherty
19	P0994949 Ann Marie Delisi  \$ 94,548.00  Auxiliary Funds - WDET- Programming and Production	<p><b>Basis: Continuation of the Service Provider under a New Contracting Model</b>            Program Services from Ann Delisi, President of Delisivox, including producing and hosting the WDET Radio Program "Ann Delisi Essential Music" as well as provide consulting services towards fundraising efforts. Time Period will be 8-01-2021 through 9-30-2024. Prior \$70,911 PO P0959804 will be increased to \$229,402 and extended to 9/30/2024, to match the contract</p> <p>It was determined in 2020 that Program Hosts at WDET should be treated as independent contractors, and not as University employees. Ms. Delisi is the featured host and radio personality of part of the WDET Program regular line-up. Thus, to continue with her program, a single source contract is needed, as this service cannot be bid out.</p> <p>Prior POs:            PP0984182 - 5/17/2021 - \$20,000            P0959804 - 7/29/2020 - \$70,911            P0958424 - 7/13/2020 - \$23,637</p>	Mary Zatina, General Manager - WDET, approved by Kenneth Doherty

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No	PO NUMBER VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
20	P0995812-b Edward James Love  \$ 12,670.00  Auxiliary Funds - WDET- Programming and Production	<p><b>Basis: Compatible with and Continuation of Specialized Services</b>            Radio Programming and Fund-Raising Services for WDET Radio, including:</p> <ol style="list-style-type: none"> <li>1. Producing and hosting the WDET radio program Destination Jazz.</li> <li>2. Consulting towards fundraising efforts and promotional voice over</li> <li>3. Strategy and planning meetings with WDET Staff.</li> </ol> <p>Ed Love as he is the Program originator and radio talent for the WDET-FM, "Destination Jazz"</p> <p>It was determined in 2020 that Program Hosts at WDET should be treated as independent contractors, and not as University employees. Mr. Love is the featured host and radio personality of part of the WDET Program regular line-up. Thus, to continue with his program, a single source contract is needed, as this service cannot be bid out.</p> <p>This Personal Services Contract is for a three year period,, from 8/1/21 through 9/30/2024. The cost is \$12,670 per year 3 or an estimated total spend of \$38,010</p>	Mary Zatina, General Manager - WDET, approved by Kenneth Doherty
21	P0995303-b Jonathan Peter Moshier  \$ 20,860.00  Auxiliary Funds - WDET- Programming and Production	<p>PO History P0992038 (8/2021) - \$3430</p> <p><b>Basis: Compatible with and Continuation of Specialized Services</b>            Radio Programming Services by Jon Moshier for WDET Radio, including:</p> <ol style="list-style-type: none"> <li>1. Producing and hosting the WDET radio program Modern Music.</li> <li>2. Consulting towards fundraising efforts and promotional voice over services</li> <li>3. Strategy and planning meetings with WDET Staff.</li> </ol> <p>Jonathan Moshier is the creator, host and radio personality of the "Modern Music" radio Program</p> <p>It was determined in 2020 that Program Hosts at WDET should be treated as independent contractors, and not as University employees. Mr. Moshier is the featured host and radio personality of part of the WDET Program regular line-up. Thus, to continue with his program, a single source contract is needed, as this service cannot be bid out.</p> <p>This Personal Services Contract is for a three year period,, from 8/01/21 through 9/30/2024. The cost is \$20,860 per year 3 or an estimated total spend of \$62,580</p>	Mary Zatina, General Manager - WDET, approved by Kenneth Doherty
		PO History P0990086 - 7/22/2021 - \$5477.50	

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No	PO NUMBER VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
22	P0995816-b Ismael N Ahmed  \$ 12,670.00  Auxiliary Funds - WDET- Programming and Production	<p><b>Basis: Compatible with and Continuation of Specialized Services</b> Radio Programming Services by Ismael Ahmed for WDET Radio, including:</p> <ol style="list-style-type: none"> <li>1. Producing and hosting the WDET radio program This Island Earth</li> <li>2. Consulting towards fundraising efforts and promotional voice over services</li> <li>3. Strategy and planning meetings with WDET Staff.</li> </ol> <p>Ismael Ahmed is the creator, host and radio personality of the "This Island Earth" radio Program</p> <p>It was determined in 2020 that Program Hosts at WDET should be treated as independent contractors, and not as University employees. Mr. Ahmed is the featured host and radio personality of part of the WDET Program regular line-up. Thus, to continue with his program, a single source contract is needed, as this service cannot be bid out.</p> <p>This Personal Services Contract is for a two year period,, from 8/01/21 through 9/30/2023. The cost is \$12,670 per year 2 or an estimated total spend of \$25,340</p> <p>PO History P0990090 - 7/22/2021 - \$\$3430</p>	Mary Zatina, General Manager - WDET, approved by Kenneth Doherty
23	P0995863-b Nicholas A. Shawver  \$ 12,670.00  Auxiliary Funds - WDET- Programming and Production	<p><b>Basis: Compatible with and Continuation of Specialized Services</b> Radio Programming Services by Nichola Shawver for WDET Radio, including:</p> <ol style="list-style-type: none"> <li>1. Producing and hosting the WDET radio program Soul Saturday</li> <li>2. Consulting towards fundraising efforts and promotional voice over services</li> <li>3. Strategy and planning meetings with WDET Staff.</li> </ol> <p>Nichola Shawver is the creator, host and radio personality of the "Soul Satur" radio Program</p> <p>It was determined in 2020 that Program Hosts at WDET should be treated as independent contractors, and not as University employees. Mr. Shawver is the featured host and radio personality of part of the WDET Program regular line-up. Thus, to continue with his program, a single source contract is needed, as this service cannot be bid out.</p> <p>This Personal Services Contract is for a three year period,, from 8/01/21 through 9/30/2023. <b>The cost is \$12,670 per year for 3 years, for an estimated total spend of \$38.010</b></p> <p>PO History P0990152 - 7/22/2021 - \$3430</p>	Mary Zatina, General Manager - WDET, approved by Kenneth Doherty



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No	PO NUMBER	VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
24	P0995768	Get Inclusive Inc  \$ 26,775.00  General Funds - AVP Enrollment Management	<p><b>Basis: Compatible with Existing Computing Software</b> Get Inclusive software for the Office of the General Counsel. This is year two of a three-year subscription to an on-line training software containing modules relative to campus-wide Title IX, harassment, discrimination, and hazing for the Office of the General Counsel. This is highly specialized software. Due to the specific subject matter of the software, it was decided that both Directors in their respective University offices should do the research.</p> <p>The Directors of the Office of Equal Opportunity and Title IX viewed a demonstration at another university and concluded this program best suited the needs of WSU. After researching other software programs available, both Directors determined there is no others that competed with this particular software. This software will also be specialized to Wayne State and satisfies a recent State requirement regarding on-line student training.</p> <p>Year One PO: P0874087 - \$33,317.00 - August 2018 Year Two PO: P0928074 - \$33,317.00 - September 2019 Year Three PO: P0967623 - \$26,775.00 - October 2020</p>	Louis Lessem, VP and General Counsel, approved by Kenneth Doherty
25	P0996706	The Maynard Group  \$ 94,548.00  Auxiliary Funds - Student Evaluation Forms	<p><b>Basis: Compatible with and Continuation of Specialized Services</b> Media Consulting services for WDET to be provided by The Maynard Group. This is a continuation from prior fiscal years.</p> <p>WDET will continue to use Pulitzer-Prize winning journalist Stephen Henderson for media consulting and analyst services. Stephen is a trusted voice and a fantastic listener who recognizes the value of an informed, engaged and connected Detroit. Stephen also provides invaluable media and fund raising consulting services as it relates to improving WDET local radio programs and increased funding efforts.</p> <p>Program host changes are historically known to cause a dramatic reduction in membership donations. WDET would also lose a valuable expert who is knowledge of WDET specific media coverage and funding raising needs</p> <p>This Bid Waiver is for \$283,644, to cover the cost of a 3 year period, from 10-01-21 through 9-30-24. Separate PO's will be issued for each fiscal year.</p> <p>Previous PO's: P0965561 - Sept 2020 - \$94,548.00 P0927877 - Sept 2019 - \$94,548.00 P0879956 - Sept 2018 - \$94,548.00 P0831526 - Sept 2017 - \$92,244.00 P0782138 - Sept 2016 - \$90,000.00 P0741836 - Oct 2015 - \$72,000.00</p>	Mary Zatina, General Manager - WDET, approved by Kenneth Doherty

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No	PO NUMBER VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
26	P0997035 Bio-Rad Laboratories  \$ 65,948.10  Grant Funds - Physiology	<p><b>Basis: Compatible with Existing Research Equipment</b> Purchase of supplies for the BioRad digital droplet equipment for Physiology Department.</p> <p>The use of this equipment (and by implication and amount in the budget for supplies) is described in the grant: "Monitoring SARS CoV-2 markers to support wastewater-based epidemiology to inform public health actions (Wayne State University and Detroit MI)"</p> <p>These are the only supplies that work with the instrumentation that the State of Michigan specifically purchased for us and funded us to use according to their required Standard Operating Procedures for SARS-CoV-2 wastewater surveillance. The supply budget was based on BioRad being the sole source provider of these supplies that are specifically for their digital droplet instrumentation. These supplies are for a highly specialized service and they are purchased to respond to the COVID19 emergency.</p> <p>This purchase is required to match existing equipment. It is used as part of a state wide standardization of SARS-Cov-2 wastewater surveillance. The equipment is not owned by Wayne State (therefore no Purchase order for it). It is owned by the State of Michigan and was purchased by them for installation into our laboratories in Scott Hall.</p> <p>This is the sole source. Due to the volume purchases by 20 laboratories in Michigan for this state funded SARSCoV-2 surveillance effort, BioRad is providing large discounts from their list prices on all items.</p> <p>There will be future orders on this project of this size or larger from BioRad. The department is requesting approval for this sole source provider for these necessary supplies for this purchase and future ones.</p> <p>The bid waiver estimated amount is \$207,932.00 which covers this and future orders.</p>	Gil Mor, Interim Chair - Physiology, approved by Ken Doherty

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No	PO NUMBER VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
27	P0996777 Farrell Day LLC  \$ 45,000.00  General Funds - University Admissions	<p data-bbox="657 284 1314 303"><b>Basis: Compatible with Existing Computing Software</b></p> <p data-bbox="657 313 1503 332">MARKETview software renewal for Enrollment Management from Farrell Day.</p> <p data-bbox="657 370 1755 480">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 data-bbox="657 518 1780 711">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 data-bbox="657 748 1787 941">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 we need any additional competitive edge we can utilize in this quickly changing higher education business environment. This makes the purchase decision an easy one.</p> <p data-bbox="657 979 1209 998">Previous Purchase Order: P0962234 \$40,000.00</p>	Ahmad Ezzeddine, Associate VP for Educational Outreach & Interim Associate Provost for Enrollment Management, approved by Kenneth Doherty

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No	PO NUMBER VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
28	P0997227 Technolutions, Inc.  \$ 50,000.00  General Funds - AVP Enrollment Management	<p><b>Basis: Compatible with prior Service Agreements with Software Firm</b> Continued Professional Services for the Slate system for Undergraduate Admissions from Technolutions Inc./Underscore Branding. Technolutions continues to develop and implement Slate (CRM) software as well as create and maintain student recruitment campaigns for the Department of Admissions. The software platform manages several aspects of student related activities including recruitment, admissions and enrollment of students. They employ an entire team of Slate-experienced experts who work directly within the university's admissions office to optimize its usage and deliver complete communications campaigns, from the prospect stage all the way to enrollment.</p> <p>As part of the contract, the Slate CRM/Technolutions targets prospective students by developing and initiating a means of communications, including mailers and social media, texting (SMS), voice audio, fax, postcards, Facebook, Twitter, and letters delivered from Slate. The university must purchase credits from Slate in order to carry out these various forms of communication. The Slate consultant provided by Underscore Branding also has expertise in the Slate CRM and will provide communication planning for student recruitment as well as create and maintain 2021-22 recruitment campaigns for the Department of Undergraduate Admissions.</p> <p>Technolutions was selected as a strategic partner as the result of a Request for Proposal released April 2017 and the vendor's proposal submitted April 2017 and evaluation by a group of WSU staff. Technolutions is the inventor of the Slate CRM and distributor of campaign materials. In order for the vendor to distribute printed materials, WSU must purchase credits. The company utilizes a credit system in which credits are loaded into our account and deducted for each mailing.</p> <p>Previous Pos: P0988210 - 06-2021 - \$35,000 - Software P0971400 - 12-2020 - \$100,000 - Software P0969172 - 11-2020 - \$50,000 - Printed Materials P0969092 - 11-2020 - \$15,000 - Printed Materials P0959987 - 08-2020 - \$35,000 - Printed Materials P0938923 - 12-2019 - \$100,000 - Software P0915681 - 06-2019 - \$35,375 - Printed Materials P0891905 - 12-2018 - \$100,000 - Software</p>	Ahmad Ezzeddine, Associate VP for Educational Outreach & Interim Associate Provost fore Enrollment Management, approved by Kenneth Doherty

**12 / \$ 548,876.62**

**E. PARTNERSHIPS/SPONSORS**

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No	PO NUMBER VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
29	P0994183 Merit Network, Inc.  \$ 200,000.00  General Funds - Computing Svcs	<b>Basis: Use of an Affiliate Partner</b> Cybersecurity hardware, software, and related services for Computing and Information Technology (C&IT) from Merit Network.  Wayne State would like to enter a consortium agreement sponsored by Merit and provided by Palo Alto Networks. This consortium is meant to combine the cost of network security devices and related services that are currently being purchased from Palo Alto individually by the prospective consortium members.	Robert Thompson, AVP for Computing & Information Systems, approved by Kenneth Doherty
30	P0997562 Merit Network, Inc.  \$ 40,800.00  General Funds - Dir Computing Center Services	<b>Basis: Compatible with Prior Service Agreements</b> Data Center space at Merit's Southfield location to co-locate our Disaster Recovery systems. The annual fee for this Merit service is 34,992.00. This request supports an additional 3 year commitment to co-locate our Disaster Recovery systems with Merit (previously approved by WSU Procurement on 12/4/15). In the 2015 decision, a full cost evaluation with comparisons to other vendors was done and it was determined that Merit was most cost effective due to infrastructure limitations of other service providers. Merit continues to be the only provider that does not incur additional "last mile" network connection expenses that would be required if another vendor was chosen. To relocate our equipment from the current Colo location in Southfield to anywhere else would result in relocation, design, and recertification costs that exceed the 3-year cost of the agreement.  Previous PO: P0748882 & P0785015, P0828717, P0880864, P0926462, P0962971	Robert Thompson, AVP for Computing & Information Systems, approved by Kenneth Doherty
31	P0996863 Wayne Pediatrics  \$ 90,801.29  Grant Funds - Internal Medicine	Interior Renovation of space located at 400 Mack Ave, Detroit for the use by RyWhite Horizon program by Wayne Pediatrics.  This initiative began under an ownership structure, in which the sublandlord took responsibility for management of construction projects in the building at their discretion. Upon taking an ownership of the building, WSU opted for a continuation of the project under an existing contract and management structure.  There was simply no effective way to terminate an existing contract for the sake of bidding the remaining work. If we had done so, the delay caused by rebidding of the project would create a hardship to the program and potentially open WSU to cost and consequences of breach of existing construction contract.	Herman Gray, Chair of Pediatrics, approved by Kenneth Doherty

**3 / \$ 331,601.29**

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

**0 / \$ 0.00**

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No	PO NUMBER VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
32	<b>G. OTHER (SEE EXPLANATION)</b> P0994118 K.A.H. Inc \$ 29,703.00  Plant Funds - FP+M Office of Assoc VP	<b>Basis: Recommended Source for Specialized Equipment</b> Unimac washer and dryer for the new G-league arena for Athletics and FP&M, from Universal Laundry Machinery.  The new arena was designed to accommodate these specific models of washer and dryers. The Proposal by the only distributor of these machines in S.E. Michigan came in higher than anticipated, and above the \$25k University bid limit.  These specific appliances have been specified in our construction documents, based on the capacity and reliability of the equipment. Universal Laundry Machinery is the only authorized dealer in the Detroit area.	Robert Davenport, AVP for Facilities Planning & Management, approved by Kenneth Doherty
33	P0994912 Shambaugh & Son \$ 29,631.89  Plant Funds - FP+M Office of Assoc VP	This is expected to cost \$29,703.00 <b>Basis: Recommended Source for Specialized Services</b> Modification of the existing fire alarm system at Old Main Building for Facilities, Planning and Management, by Shambaugh & Son.  This modification is to incorporate the addressable Gamewell fire alarm system. Shambaugh will provide the material and labor to install, test and commission new Gamewell fire alarm control panel (FACP), in order to meet the City of Detroit requirements associated with the elevator modernization. The elevator code requires the new heat and smoke detectors to tie into the existing FACP.  Shambaugh & Son is the University's fire alarm testing vendor awarded using a RFP bid process. Shambaugh & Son is also an authorized Gamewell brand fire alarm system distributor. Old Main has an existing Gamewell fire alarm system, and the University must use an authorized distributor.	Robert Davenport, AVP for Facilities Planning & Management, approved by Kenneth Doherty

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No	PO NUMBER	VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
34	P0996376	Ulliance Inc  \$ 200,000.00  General Funds - Office AVP for Human Resources	<p><b>Basis: Compatible with and Continuation of Specialized Services</b> Wellness program services and administration, including coaching. Deliverables include the Wellness portal and training and seminar hours</p> <p>WSU had an ongoing relationship with Ulliance as our Wellness program vendor and it is important to maintain continuity for the benefit of the university. Ulliance has provided favorable pricing over the years with zero or modest price increases and has treated WSU as a valued client. This would be an extension of an existing contractual arrangement.</p> <p>Prior POs Include  P0953181 - 04/19/2020 - \$175,000.00  P0953178 - 04/19/2020 - \$122,360.00  P0895780 - 01/24/2019 - \$125,000.00  P0895353 - 01/22/2019 - \$178,107.01  P0878531 - 09/11/2018 - \$166,104.50  P0857110 - 04/02/2018 - \$122,101.60  P0832820 - 09/25/2017 - \$120,000.00  P0816827 - 05/22/2017 - \$268,191.86  P0765185 - 04/14/2016 - \$230,000.00  P0765116 - 04/13/2016 - \$103,814.85</p>	Carolyn Hafner, AVP for Human Resources, approved by Tamaka Butler

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<b>No</b>	<b>PO NUMBER VENDOR / PRICE FUNDING SOURCE</b>	<b>DESCRIPTION</b>	<b>Approved by</b>
35	P0996380 MF Digital Marketing, Inc.  \$ 108,650.00  General Funds - Law School Instruction	<p data-bbox="655 276 1459 305"><b>Basis: Compatible with and Continuation of Specialized Services</b></p> <p data-bbox="655 305 1785 422">Renewal of the MF Digital developed and implemented for the Law School. This was a successful lead generation and nurturing campaign for the launch of the Master Studies of Law (MSL) program in winter 2021. The campaign led to an inaugural MSL class of 20 students (double the projected number in the first academic year).</p> <p data-bbox="655 451 1785 657">Most recently, MF Digital developed and implemented the lead generation and nurturing campaign for fall 2021 that allowed us to add an additional 14 students to the program. The program has now surpassed the projected number of the Law Schools second academic year in the first two semesters. As part of the process, MF Digital continued to gain significant knowledge regarding WSU and the Law School's vision and brand. Thus, streamlining the process for development of a lead and nurturing campaign for winter 2022 and allowing us to dedicate more funds to media purchases (e.g. Google, LinkedIn, etc.)</p> <p data-bbox="655 686 1785 771">In January 2020, proposals from at least three other companies were received and were higher than MF Digital. In addition, the school is working with MF Digital to recruit for the JD program and they are already familiar the school's branding and messaging.</p> <p data-bbox="655 800 1785 974">In addition to lead generation, MF Digital will assist with developing and reinforcing relationships with prospective students at every stage of the recruitment cycle. Lead nurturing will focus on listening to the needs of the prospective students and providing the information and answers they seek. This is important because most students are not ready to commit after the initial inquiry and need to be nurtured to the point of application and matriculation. Ringless voicemail will be added as an additional tool to assist with nurturing.</p> <p data-bbox="655 1003 1123 1174">Previous PO's:  P0985187May-21 \$ 137,813.00  P0983231May-21 \$ 10,000.00  P0977988Mar-21 \$ 110,000.00  P0962993Sep-20 \$ 124,995.00  P0955208May-20 \$ 95,399.00</p>	Adeeb Mozip, Director of Business Affairs - Law School, approved by Kenneth Doherty



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No	PO NUMBER VENDOR / PRICE FUNDING SOURCE	DESCRIPTION	Approved by
36	P0996446 3 Ring Creative Inc  \$ 33,879.80  General Funds - Matthaei Public Service	<p><b>Basis: Recommended Source based on Prior Experience with Company Source</b></p> <p>Creation, Production and Installion of Several New Banners for the Athletics Office from 3 Ring Creative Inc. These banners will be placed in the new Pistons' G-League/WSU arena. These new banners will be installed prior to expected opening on October 1, 2021.</p> <p>Over that last three years, Athletics has utilized this vendor to produce and install numerous banners. TRhese past orders were not of the scale as the current project, so a bid waiver was not required. Athletics finds that 3 Ring Creative produces high quality and professional looking banners. By utilizing 3 Ring Creative for this project, it will allow for consistency and cohesiveness with banners currently installed in the Matthaei Sports Complex.</p> <p>Previous POs:  P0992515 - \$3,000 - 8/2021  P0970917 - \$15,350 - 12/2020  P0903145 - \$5,775 - 3/2019  P0861390 - \$5,420 - 5/2018  P0856536 - \$6,940 - 3/2018  P0853299 - \$51,229 - 3/2018</p>	Robert Fournier, Athletic Director, approved by Kenneth Doherty
<b>5 / \$ 401,864.69</b>			
<b>Total</b>	<b>36 / \$ 3,163,848.30</b>		