

Regular Meeting of the Board of Education

Tuesday, August 12, 2025 6:30 PM

Old Village School, 405 W. Main St, Northville, MI 48167

1. Call to Order

2. Pledge of Allegiance

3. Roll Call

4. Adoption of Agenda

5. Consent Resolutions

5.a) Minutes of the July 15, 2025 Board of Education Meeting

5.b) Middle School Science Materials totaling \$33,474.56

5.c) Update the Committee of the Whole Meeting start time to 6:00 pm on August 19, 2025 at Old Village School

5.d) Overnight and / or Out of State Field Trip Requests

5.d)1) NHS Girls Golf tournament in Allendale, MI from September 25-26, 2025

5.d)2) NHS Girls Golf Tournament in Allendale, MI from October 16-18, 2025

5.d)3) NHS Varsity Hockey trip to Grand Rapids, MI from February 13-14, 2026

5.d)4) NHS Varsity Hockey trip to Columbus, OH from November 14-16, 2025

5.d)5) NHS Hockey Team Building in Glen Arbor, MI from July 28-30, 2025

5.d)6) NHS Varsity Hockey tournament in Traverse City, MI from December 28-31, 2025

5.d)7) Northville Rowing National Championship in Sarasota, FL from June 2-7, 2026

5.d)8) Northville Rowing National Championship in Camden, NJ from May 21-24, 2026

5.d)9) Northville Rowing Training Trip in Oak Ridge, TN from March 28 - April 4, 2026

5.d)10) NHS AP Environmental Science (APES) trip to Oscoda, MI from September 28-30, 2025

5.d)11) Boys Volleyball Tournament in Grand Rapids, MI on April 25, 2025

5.d)12) Northville Singers Cedar Point Music Festival in Sandusky, OH on May 22, 2026

5.e) Bill Warrants totaling \$4,696,678.41

6. Communications

6.a) npsboe@northvilleschools.org communications

7. Superintendent's Report/Update

7.a) Enrollment Update

7.b) Mentally Strong Mustangs

8. **Public Comments**

9. **New Hire: Ancillary Staff**

Presenter: Ms. Carin Meyer, Policy & HR Liaison

10. **Bid Award: District Telephone Update**

Presenter: Ms. Melissa Stuart, Board Treasurer

11. **Added Agenda Items**

12. **Public Comments**

13. **Questions/Comments from Board Members**

14. **Closed Session**

Presenter: Dr. Kim Campbell-Voytal, Vice President

15. **Adjournment**

Minutes of Regular Meeting of the Board of Education

The Board of Trustees Northville Public Schools

A Regular Meeting of the Board of Education of the Board of Trustees of Northville Public Schools was held Tuesday, July 15, 2025, beginning at 6:30 PM in the Old Village School, 405 W. Main St, Northville, MI 48167.

1. Call to Order

Meeting called to order by President McIntyre at 6:30 p.m.

2. Pledge of Allegiance

President McIntyre led the Board in the Pledge of Allegiance.

3. Roll Call

Ms. Lisa McIntyre, President	Dr. RJ Webber, Superintendent
Dr. Kim Campbell-Voytal, Vice President	Mr. Brian Sumner, Director of Human Resources and Employee Relations
Ms. Carin Meyer, Secretary	Ms. Rebecca Pek, Asst. Supt. for Communications, Development, and Equity
Ms. Melissa Stuart, Treasurer	Mr. Devin Kling, Asst. Supt. for Finance & Operations
Mr. Ron Frazier, Trustee	
Ms. Meredith Riggan Maurer, Trustee	
Ms. Jena Mabrey, Trustee	

4. Adoption of Agenda

Motion No. 25/26-001 by Vice President Campbell-Voytal supported by Secretary Meyer, that the agenda be adopted as presented. Motion carried 7-0.

5. Consent Resolutions

Motion No. 25/26-002 by Vice President Campbell-Voytal, supported by Trustee Frazier, that the Board accept the consent agenda items for approval as presented:

- a) Minutes of the June 24, 2025 Board of Education meeting
- b) Minutes of the June 24, 2025 Budget Hearing meeting of the Board of Education
- c) Overnight and / or Out of State Field Trip requests
 - 1) Hillside Middle School 7th grade trip to Cedar Point in Sandusky, OH on October 10, 2025
 - 2) Northville Rowing Regatta in Chattanooga, TN from October 31 - November 3, 2025
 - 3) Northville Varsity Dance Team building at Ohio State University in Columbus, OH from July 11-13, 2025
 - 4) NHS Dance Team Camp in Mason, OH from July 13-16, 2025
 - 5) NHS Girls Cross Country Invitational in Cadillac, MI from September 19-20, 2025
 - 6) Northville Rowing Regatta in Columbus, OH on October 25, 2025
- d) Second Reading and Adoption of Policy 3007 - Audits
- e) Bill Warrants totaling \$5,017,080.59

Motion carried 7-0.

6. Communications

Secretary Meyer reported one communication:

- a) npsboe@northvilleschools.org communications

7. Superintendent's Report/Update

- a. Dr. Webber provided an update on the Sinking Fund Millage renewal election which will be held on August 5, 2025.
- b. Dr. Webber shared words of thanks and appreciation for the service of Ms. Beth Santer whose last day with Northville Public Schools will be July 30, 2025.

8. Public Comments

None.

9. New Hire: Teachers & Ancillary

Motion No. 25/26-003 by Secretary Meyer, supported by Treasurer Stuart, that the Board award a one-year probationary NEA teacher & Ancillary contracts to the following staff for the 2025-26 school year as presented.

- Morgan Horning, Cooke School Teacher
- Emma "Grace" Morgan, Elementary Teacher
- Nathaniel Bryan, Cooke School Teacher
- Shanna "Shay" Morrison, NHS Speech & Language Pathologist, Ancillary

Motion carried 7-0.

10. Finance & Operations: Meads Mill Change Order

Motion No. 25/26-004 by Treasurer Stuart, supported by Secretary Meyer, that the Board approve the Meads Mill change order totaling \$42,914 as referenced in the July 11, 2025 Auch Construction memo as presented. Motion carried 7-0.

11. Board By-Laws & Board of Education Calendar

a) First Reading Board By-Laws

Motion No. 25/26-005 by Vice President Campbell-Voytal, supported by Trustee Riggan-Maurer, that the Board By-Laws be approved for First Reading as amended.

Vice President Campbell-Voytal suggested keeping the word month to the policy and the Board supported that edit.

Motion carried 4-3 (Mabrey – yes; Riggan-Maurer – yes; McIntyre – yes; Campbell-Voytal – yes; Stuart – no; Meyer – no; Frazier – no).

b) Board of Education Calendar

Motion No. 25/26-006 by Vice President Campbell-Voytal, supported by Trustee Riggan-Maurer, that the Board approve the 2025-26 Board of Education calendar as presented.

President McIntyre presented the proposed calendar, the process leading up to the suggested edits; the changes which are being recommended; and the reasons behind the suggested changes.

Dr. Webber noted he spoke with several staff members regarding the calendar changes and the staff supports the proposed changes.

Board members weighed in on their concerns or support for the proposed changes

Motion carried 4-3. (Mabrey – yes; Riggan-Maurer – yes; McIntyre – yes; Campbell-Voytal – yes; Stuart – no; Meyer – no; Frazier – no).

12. Final Reading & Adoption of Board By-Laws

The Board added the below agenda item in order to approve the Board By-Laws for Final Approval and Adoption immediately which will take precedence over Motion No. 25/26-005.

Motion No. 25/26-007 by Vice President Campbell-Voytal , supported by Trustee Riggan-Maurer, that the Board waive the First Reading and approve the Board By-Laws for Final Reading and Adoption. Motion carried 4-3. (Mabrey – yes; Riggan-Maurer – yes; McIntyre – yes; Campbell-Voytal – yes; Stuart – no; Meyer – no; Frazier – no).

13. 2024-25 Mid-Year Superintendent Progress Report and Goal Setting

Motion No. 25/26-008 by Vice President Campbell-Voytal, supported by Secretary Meyer, that the Superintendent's Mid-Year Progress Report for the 2024-25 school year be approved as presented.

The Board and Superintendent provided feedback for the remainder of the school year and what the goals should be established.

Motion carried 7-0.

14. Added Agenda Items

Item 11 Motion 25/26-007 was added as a result of Board discussion of the 25/26 Board Calendar and Board By-Laws agenda items.

15. Public Comments

Ms. Hogg discussed the Committee of the Whole meeting.

16. Questions/Comments from Board Members

Vice President Campbell-Voytal asked for the date of the Board Workshop. It is set for August 19, 2025 at 6:30 p.m.

Vice President Campbell-Voytal noted a Board Self-Evaluation will likely be planned in the fall.

Trustee Riggan-Maurer appreciates the districts support of coaches and support for all educators including Dr. Webber.

Trustee Frazier noted the New Hope Center for Grief Supprt is July 24 & July 25 and Board members are welcome to attend.

Secretary Meyer thanked Dr. Webber and Mr. Kling for holding Sinking Fund Informational Sessions and encouraged residents to get out and vote.

There are several opportunities for Board members to attend community events to share information on the Sinking Fund.

17. Adjournment

There being no futher business the meeting adjourned at 8:26 p.m.

Carin Meyer, Secretary

Memo

TO: RJ Webber, Superintendent

FROM: Emily Pohlonski, Assistant Superintendent of Instructional Services

CC: COLT Administrators

DATE: August 7, 2025

RE: Consent Agenda Item: Approval of Activate Learning Purchase Order

Recommendation: The administration recommends the Board of Education approve the purchase of IQWST workbooks from Activate Learning for a total of **\$33,474.56** for the 2025-2026 school year and approve this purchase as an **annual, ongoing consumable cost** for future years.

Background: In the 2017-2018 school year, Northville Public Schools piloted the IQWST middle school science program, which uses an investigation-centered, storyline approach to engage students in real-world science. The program was officially approved and adopted by the Board of Education for the 2018-2019 school year. This curriculum includes both consumable workbooks and consumable supplies.

From 2019 to 2023, workbooks and supplies were ordered separately for Hillside and Meads Mill Middle Schools. For the 2023-2024 school year, the purchasing process was revised to combine purchase orders from the same company for different schools. This change is what caused the cost of a single purchase order to exceed the Board of Education approval threshold in the 2024-2025 school year, and it was added to the consent agenda on August 13, 2024.

For the 2025-2026 school year, the total cost for the consumable IQWST workbooks from Activate Learning is **\$33,474.56**. This cost reflects a per workbook price increase from \$7 to \$8. However, the total cost of this purchase order has decreased from the previous year's total of \$44,601.76. The Office of Instruction conducted an inventory and determined that fewer workbooks were needed for this year due to a surplus from previous years. Additionally, it is worth noting that there are no charges for consumable science supplies from Activate Learning in the 2024-2025 and 2025-2026 purchase orders. This is because the Office of Instruction was able to source these supplies separately from Amazon at a lower cost.

Financial Implications: The cost of **\$33,474.56** will be allocated from the General Fund's curriculum and instruction budget. As a recurring consumable expense, this cost will continue to be included in the annual budget cycle for future years.

Strategic Alignment: This purchase supports Goal 1 of the Northville Public Schools Strategic Plan: **Academic Excellence**, by providing up-to-date and effective instructional materials that enhance student learning in science.

Attachments:

IQWST Workbook - Annual Consumable Purchases

IQWST 2025 3.0.1 PRICE SHEET Hillside

IQWST 2025 3.0.1 PRICE SHEET Meads Mill



2025

**IQWST 3.0.1 PRICE SHEET
Grades 6-8**

Hide Blank Rows

Shipping Address is located in the

Date: **7/8/2025**

Valid Until: **10/6/2025**

Please make PO's payable to

SASC, LLC d/b/a Activate Learning
44 Amogerone Crossway #7862
Greenwich, CT 06836
FAX: 203.848.6963

**DO NOT SEND PO'S TO REMITTANCE
ADDRESS**

FAX: 203.848.6963
EMAIL: orders@activatelearning.com

District Billing Information		School Shipping Information
Acumatica Customer#		Northville
District/School Name		Hillside Middle School
Address		775 North Center St. Northville, MI 48167 Attn: Science Dept
Contact Name		
Email		
Phone		
Fax		

Digital Setup Information - REQUIRED			Special Comments
New / Renewal / Pilot	<input type="checkbox"/> New <input checked="" type="checkbox"/> Renewal <input type="checkbox"/> Pilot		
Start Date			
Grades Implementing			
Digital Setup Contact (Name and Email)			
Pilot Expiration Date			

Kit Definitions

Grade Level Bundles

- Contains all of that grade's Durable Kits for (1) teacher to teach (4) class sections of 32 students for that grade's topics. Print Teacher Edition Sets, Measuring Device Kits, and Appendix Kits Available Separately

Equipment Kit

- Provides equipment for (1) teacher to teach all (12) units of IQWST.
- Designed for (1) teacher that is purchasing units individually rather than any of the Grade Level Bundles

Durable Kits

- Contains non-consumable items and consumable items for (1) teacher to teach (4) class sections of 32 students
- Includes chemicals
- LS1 Durable Kit now includes fish specimens inside the kit
- Across all units, all living materials are still couponed

Four Section Refill Kits

- Contains consumable items for (1) teacher to teach (4) class sections of 32 students
- Includes chemicals
- PS3 does not have a Section Refill Kit
- LS1 Refill Kit now includes fish specimens inside the kit
- Across all units, all living materials are still couponed

Appendix Kits

- Contains non-consumable and consumable items (including chemicals) for (1) teacher to teach only the appendix lessons to (4) class sections of 32 students
- Not included in any grade level bundles

Four Section Plus Appendix Refill Kits

- Contains consumable items (including chemicals) for (1) teacher to teach the regular lessons and the appendix lessons to (4) class sections of 32 students

Measuring Device Kits

- Contains measuring device materials (1) teacher
- Not included in any grade level bundles

Chemical Kits

- Contains chemicals for (1) teacher to teach to (4) class sections of 32 students
- Chemicals are still included in the Durable Kits and Refill Kits

Safety Kit

- Contains safety/impact goggles and vinyl aprons for (30) students

Item #	Description	Quantity	Unit Price	Line Total
Bundles				
Kits and Books				
978-1-94090-190-9	ES1 - Student Edition (single)	340	\$ 8.00	\$ 2,720.00
978-1-94090-188-6	IC1 - Student Edition (single)	20	\$ 8.00	\$ 160.00
978-1-94090-186-2	LS1 - Student Edition (single)	281	\$ 8.00	\$ 2,248.00
978-1-94090-184-8	PS1 - Student Edition (single)	340	\$ 8.00	\$ 2,720.00
978-1-93784-672-5	IC2 - Student Edition (single)	340	\$ 8.00	\$ 2,720.00
978-1-93784-658-9	LS2 - Student Edition (single)	50	\$ 8.00	\$ 400.00
978-1-93784-664-0	PS2 - Student Edition (single)	335	\$ 8.00	\$ 2,680.00
978-1-93784-680-0	ES3 - Student Edition (single)	230	\$ 8.00	\$ 1,840.00
978-1-93784-674-9	IC3 - Student Edition (single)	285	\$ 8.00	\$ 2,280.00
Digital				
IQ3-PA-TL-WPK	IQWST V3 Portal Access - Teacher License - 1 Year (per teacher) <i>Print Book or Kit Purchase Required</i>	6	\$ -	\$ -
IQ3-PA-SL-WPK	IQWST V3 Portal Access - Student License - 1 Year (per student) <i>Print Book or Kit Purchase Required</i>	1	\$ -	\$ -
Professional Learning Training				

Bundle Subtotal	\$ -
Kit Subtotal	\$ -
Book Subtotal	\$ 17,768.00
Digital Subtotal	\$ -
Training Subtotal	\$ -

Important Note:

All prices quoted are subject to change in the event of new or increased tariffs imposed by any U.S. governmental authority. Should such tariffs impact quoted pricing, we will provide written notice detailing the revised pricing along with a transparent explanation of how the adjustment

Subtotal \$ **17,768.00**

Shipping \$ **2,132.16**

notice detailing the revised pricing along with a transparent explanation of how the adjustment was calculated.

Grand Total **\$ 19,900.16**

2025

IQWST 3.0.1 PRICE SHEET

Grades 6-8

Hide Blank Rows

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Date: **7/8/2025**

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ADDRESS

FAX: 203.848.6963

EMAIL: orders@activatelearning.com

District Billing Information		School Shipping Information
Acumatica Customer#		Northville
District/School Name		Meads Mill
Address		15045 Fogg St. Plymouth, MI 48170 Attn: Science Dept
Contact Name		Tanya Pitkin
Email		
Phone		
Fax		

Digital Setup Information - **REQUIRED**

New / Renewal / Pilot	<input type="checkbox"/> New <input checked="" type="checkbox"/> Renewal <input type="checkbox"/> Pilot	Special Comments
Start Date		
Grades Implementing		
Digital Setup Contact (Name and Email)		
Pilot Expiration Date		

Kit Definitions

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Equipment Kit

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- Not included in any grade level bundles

Four Section Plus Appendix Refill Kits

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Measuring Device Kits

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Chemical Kits

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978-1-94090-184-8	PS1 - Student Edition (single)	25	\$ 8.00	\$ 200.00
978-1-93784-672-5	IC2 - Student Edition (single)	190	\$ 8.00	\$ 1,520.00
978-1-93784-658-9	LS2 - Student Edition (single)	60	\$ 8.00	\$ 480.00
978-1-93784-664-0	PS2 - Student Edition (single)	185	\$ 8.00	\$ 1,480.00
978-1-93784-680-0	ES3 - Student Edition (single)	210	\$ 8.00	\$ 1,680.00
978-1-93784-674-9	IC3 - Student Edition (single)	170	\$ 8.00	\$ 1,360.00
978-1-93784-667-1	PS3 - Student Edition (single)	110	\$ 8.00	\$ 880.00
Digital				
IQ3-PA-TL-WPK	IQWST V3 Portal Access - Teacher License - 1 Year (per teacher) <i>Print Book or Kit Purchase Required</i>	6	\$ -	\$ -
IQ3-PA-SL-WPK	IQWST V3 Portal Access - Student License - 1 Year (per student) <i>Print Book or Kit Purchase Required</i>	1	\$ -	\$ -
Professional Learning Training				

Bundle Subtotal	\$ -
Kit Subtotal	\$ -
Book Subtotal	\$ 12,120.00
Digital Subtotal	\$ -
Training Subtotal	\$ -

Important Note:

All prices quoted are subject to change in the event of new or increased tariffs imposed by any

Subtotal \$ 12,120.00

U.S. governmental authority. Should such tariffs impact quoted pricing, we will provide written notice detailing the revised pricing along with a transparent explanation of how the adjustment was calculated.

Shipping	\$	1,454.40
Grand Total	\$	13,574.40

IQWST Workbook - Annual Consumable Purchases											
Vendor	School	Item Description	2025-26	2024-25	2023-24	2022-23	2021-22	2020-21	2019-20	Full Adoption 2018-19	Pilot Year 2017-18
SASC, LLC d/b/a Activate Learning	Hillside	Science Workbo	\$19,900.16	\$25,589.76	\$15,116.77	\$21,433.61	\$17,217.65	\$27,701.86	\$22,748.54	\$81,887.43	\$11,078.60
SASC, LLC d/b/a Activate Learning	Meads Mill	Science Workbo	\$13,574.40	\$19,012.00	\$12,071.27	\$15,625.99	\$13,155.65		\$17,199.00	\$57,132.33	\$7,735.74
		Consumable supplies			\$6,122.10	\$5,686.75		\$21,718.04	\$20,813.85		
			\$33,474.56	\$44,601.76	\$33,310.14	\$42,746.35	\$30,373.30	\$49,419.90	\$60,761.39	\$139,019.76	\$18,814.34
				One PO	One PO	<i>Multiple POs</i>	<i>Multiple POs</i>	<i>Multiple POs</i>	<i>Multiple POs</i>	<i>Multiple POs</i>	
		Workbook cost (each)	\$8.00	\$7.00	\$6.18	\$6.18	\$5.50	\$5.12	\$5.12	\$5.12	-

**Northville Public Schools
Northville, MI**

MEMORANDUM

DATE: August 4, 2025

TO: Dr. R.J. Webber
Superintendent

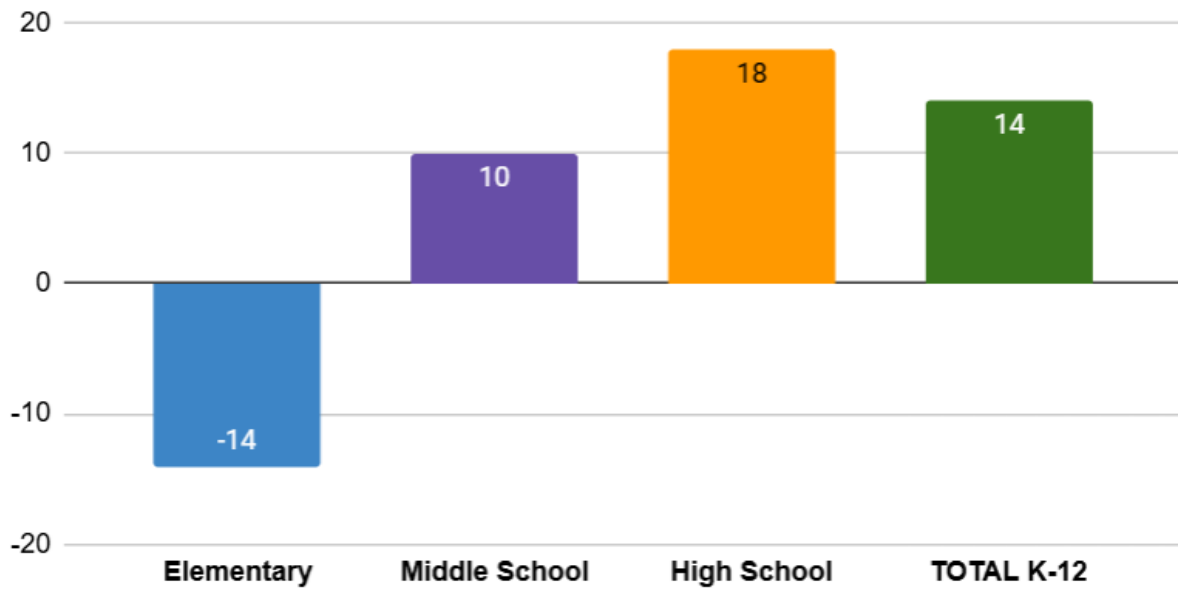
FROM: Mr. Devin Kling
Assistant Superintendent of Finance and Operations

RE: July 2025 Warrants

Building & Site 2011	-
Building & Site 2020	107,238.35
Cafeteria	9,126.73
Debt	4,590.13
Early Childhood	13,904.58
General Fund	2,126,083.19
Grant Fund	-
Miscellaneous	-
Special Education	44,584.85
Student Activities	158,243.43
Public Improvement	-
Health Care Fund	-
2019 BOND SERIES II	-
2020 BOND SERIES III	-
2023 Bond Series I	2,232,907.15
TOTAL	4,696,678.41

Final Enrollment +/- over Previous Year

As Of: 8.6.2025



NPS Board of Education Meeting

8/12/25



Overview

1	.....	Funding Source
2	.....	Recipients of Support
3	.....	The Need for Support
4	.....	Provider of Support
5	.....	Services offered
6	.....	Timeline
7	.....	Questions
8	.....	Thank you

Funding Source

**31n6 Mental Health and Support
Services**

Allowable Expenses

- Mental Health and Support Services
- Hire or contract of mental health service providers

Grant Funding:

Must be spent by September 30th, 2027

Recipients of Support

- ➔ **High School and Middle School Students in Extracurricular Activities, Coaches/Directors, Sponsors, and Families**



Northville High School has an enrollment of approximately 2,400 students. Nearly 80% of the student body participates in athletics, fine arts, clubs, or other extracurricular activities beyond the standard school day. These students dedicate considerable time outside of regular school hours to pursue various extracurricular interests.

Our athletic and fine arts programs consistently demonstrate excellence at the state level, earning numerous championships and awards for their exceptional performance.

The Need for Support



Our student athletes and performing arts students are under significant pressure to succeed both academically and in extracurricular activities. The overall wellbeing of our students is of paramount importance. Finding balance between academics and activities is a need that has been identified. Sleep, nutrition, and positive coping mechanisms for mental health are all areas of focus.

Northville Public Schools is aiming to build a layer of support for our students after the school day. Specifically, the district is adding support of a mental health practitioner who is available to students, coaches, and teams in the afternoons/evenings.

[Mental Health Support for Athletes Article](#)



"Athletes are especially vulnerable to performance anxiety, burnout, and high levels of stress. At the same time, research suggests that head injuries, such as concussions, can increase risk factors for developing mental health problems. Physical health problems, conflicts with teammates, and athletic culture in general can also leave athletes vulnerable to mental health issues."

Provider of Support/Services

NPS has contracted with Nextform Counseling to provide this support to our students, coaches/directors/sponsors, and families.



Janine Guastella, the owner of Nextform Counseling, is a Licensed Professional Counselor and Limited Licensed Psychologist with over a decade of experience in the mental health field. She earned her Master's degree in Counseling Psychology from Western Michigan University and currently serves as the Assistant Director for the Office of Behavioral Science with the Michigan State Police. As a former collegiate athlete at Grand Valley State university, Janine understands firsthand the intense academic, athletic, and social expectations placed on students.

Her passion for student mental health stems from her own journey navigating academic and athletic pressures, recovering from a serious sports injury, and rising through high-performance environments. She brings this insight to her work developing school-based programs that empower students, parents, and leaders to create mentally healthy communities.

Services offered through the Mentally Strong Mustangs Program



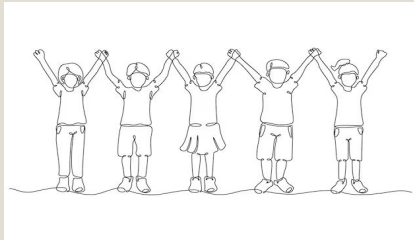
**For students seeking individual support, they will be referred to their school counselors. Our school counselors will work in collaboration with students, families, and staff.*

- Presentations for students, families, and coaches focused on stress management, resilience, and student wellness
- A mentorship program connecting students with trained peer mentors
- As-needed team support to respond to challenges throughout the season or school year

Timeline

➔ December 2024

- Discussions with COLT on 31n6 requirements and needs
- Discussions with building leaders on 31n6 requirements and needs
- Discussion with counseling team members on 31n6 requirements and needs



➔ February 2025 - July 2025

- Discussions with Nextform Counseling
- Discussions on Nextform proposal
- Development of an agreement between Northville Public Schools and Nextform
- Development of communication plan

➔ August 2025

- Communication with staff, families, and students. Structured timeline
- Begin implementing the program at Northville High School

➔ September 2025

- Begin developing the program at the middle school level
- Follow the same structured communication process with staff, families, and students

Questions?



THANK YOU



Memo

TO: RJ Webber, Superintendent

FROM: Brian Sumner, Director of Human Resources and Employee Relations

CC: Rebecca Pek, Assistant Superintendent
Devin Kling, Assistant Superintendent of Finance and Operations
Emily Pohlonski, Assistant Superintendent of Instruction

DATE: August 7, 2025

RE: Ancillary Hire

Background:

The District had been awarded grant funding earlier this year that had been allocated to support/fund two Elementary Behavior Specialist positions. While one of these two positions had been filled this spring through the internal transfer of Jen Bush (school social worker (“SSW”) at Winchester) following our regular posting and interview selection process, we struggled to identify a second candidate – internal or external – qualified for this position. Simultaneously, the District received the resignation from our 0.4 FTE SSW position that services our Elementary ASD students. Securing a part-time SSW is extremely challenging, and finding the right candidate for a Behavior Specialist is not much easier. After having the Behavior Specialist position posted for over four months, without any additional qualified candidates, in addition to the emergence of Mara Kelly, an external candidate, COLT determined it was sensible to combine the two positions – 0.4 FTE SSW (Ridge Wood) and 0.6 FTE Behavior Specialist (Ridge Wood & Silver Springs), and has done so accordingly.

Ridge Wood Elementary & Silver Springs Elementary

School Social Worker/Behavior Specialist

We are excited to recommend Mara Kelly for the combined School Social Worker and Elementary Behavior Specialist position. Mara had initially expressed interest in the School Social Worker position, but after our team interviewed her, there was a strong sentiment that she would be a great fit for both the Social Worker position, as well as the Elementary Behavior Specialist. After the possibility of this combined role was discussed with Mara, followed by an additional interview that included a number of stakeholders, it became very clear that Mara would indeed be a great fit for this role. Mara, who holds both her Bachelors and Masters of Social Work from Wayne State University, has been serving as a school social worker since 2012, most recently in Chelsea School District, where she wore a variety of hats in the process, among the most important roles being the voice, influence, and support she has offered students and their respective families. Two of Mara’s

references who I spoke with both characterized her as “the best social worker they have ever worked with.” They not only spoke about her advocacy for students, but her leadership and influence with staff in supporting students, all characteristics that align with not only the role of a school social worker, but certainly a Behavior Specialist. As such, we are excited to recommend Mara Kelly for hire.

Recommendation:

On behalf of the central office administrative team, I recommend that the Board of Education approve an ancillary employee contract for Mara Kelly for the 2025-26 school year. Please refer to the supporting reference documents for additional information about the candidate.

NORTHVILLE PUBLIC SCHOOLS
Northville, Michigan

HIRING INFORMATION – CERTIFIED PERSONNEL

CANDIDATE’S NAME: Ms. Mara Kelly

<u>Degree</u>	<u>University</u>	<u>Year Earned</u>
<u>MSW</u>	<u>Wayne State University</u>	<u>2013</u>
<u>BSW</u>	<u>Wayne State University</u>	<u>2011</u>

MAJOR(S): Social Work

MINOR(S): Psychology

CERTIFICATION/LICENSE: License

EXPERIENCE: 13 Years

PREVIOUS TENURE IN MICHIGAN: No

SALARY STEP GRANTED: MA+20 Step 8

SALARY INFORMATION: \$81,050.00

EFFECTIVE DATE OF ASSIGNMENT: 2025/2026

BUILDING ASSIGNMENT: Elementary Level

 X NEW STAFF

 X REPLACEMENT

DATE OF BOARD MEETING: August 12, 2025

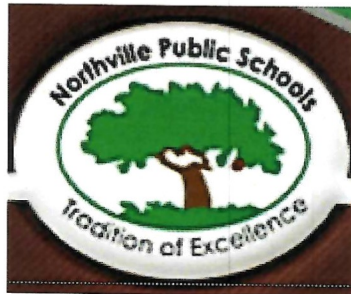
A Proposal

By



For

Northville Public Schools



VOIP Telephone System

Proposals Due: July 16, 2025 2:00pm EDT
405 W. Main St
Northville, Mi 48167

Attn: Devin King, Asst. Superintendent for Finance & Operations



Detroit Office
17250 W 12 Mile
Southfield, MI 48076
248-559-5700
Fax: 240-363-2297

July 16, 2025
Attention: Devin King
Northville Public Schools
405 W. Main St.
Northville, MI 48167

Dear Mr. King,

InacompTSG Services is pleased to assist the Northville Public Schools with a proposal for VOIP Telephone System replacement. We have chosen to go with a Cisco solution for an enterprise class solution to meet your needs.

We understand you have many choices when it comes to selecting a preferred vendor on any given project and we appreciate your consideration. At InaComp, we truly believe in the value of holding long term working relationships with our clients. Because of this, we stand by our dedication and commitment to providing the highest levels of service and support not only throughout the course of the deployment itself, but well into the days, months, and years that follow.

As always, feel free to reach out at any time with any questions you might have. I look forward to working with you.

Sincerely,

A handwritten signature in black ink, appearing to read "Janie Ogden".

Janie Ogden

President Public Sector Division
InacompTSG

**FAMILIAL RELATIONSHIP
DISCLOSURE STATEMENT**

Important: This disclosure statement must be included with your bid as required by state law (Public Act 232 of 2004).

The undersigned, the owner or authorized officer of InaComp TSG (the "Contractor"), pursuant to the familial disclosure requirement provided in the Northville Public Schools (the "School District") Request For Bid hereby represents and warrants that, except as provided below, no familial relationships exist between the owner or any employee of the Contractor, and any member of the Board of Education of the School District or the Superintendent of the School District. A list of the School District's Board of Education Members and its Superintendent may be found at <https://www.northvilleschools.org>.

List any Familial Relationships:

none

By: J J Ogden (Signature)
Title: President (Type or Print)
Date: 6-30-25

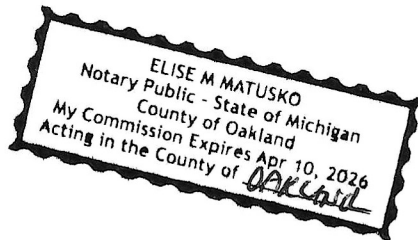
Subscribed and Sworn to Before Me:

This 30 day of June, 2025 in and for the County of Oakland,

Michigan. My commission expires

Elise Matusko
Signature of Notary

April 10, 2026



AFFIDAVIT OF COMPLIANCE – CRIMINAL BACKGROUND CHECKS

The undersigned, the owner or authorized officer of the below-named contractor (the "Contractor"), pursuant to the criminal background compliance certification requirements of Northville Public Schools (the "School District") hereby represents and warrants that the Contractor has performed and/or will perform sufficient criminal background checks, including at a minimum, an Internet Criminal History Tool ("ICHAT") check, for all of its owners, employees, agents, representatives, contractors and/or other personnel who will be on any School District premises to carry out the services contemplated by the Contract Documents. The Contractor further hereby certifies that no owner, employee, agent, representative, contractor and/or other personnel of the Contractor will be on any School District premises if they are a registered criminal sexual offender under the Sex Offenders Registration Act, Public Act 295 of 1994, or have been convicted of "Listed Offense" as defined under Section 722 of the Sex Offenders Registration Act, MCL 28.722.

The Contractor further acknowledges that if it is found to have submitted a false certification or otherwise fails to comply with the requirements of this certification, the School District may immediately terminate the Contract.

CONTRACTOR NAME:

InaCompTSG

By: [Signature] , Its: President
Name Position

Date: 6-30-25

STATE OF Michigan)
COUNTY OF Oakland)ss.

This instrument was acknowledged before me on the 30 day of June
2025, by [Signature]

, Notary Public
Oakland County,
My commission Expires: April 10, 2026
Acting in the County of: Oakland



BID FORMS

PROJECT: VOIP TELEPHONE SYSTEM

DATE: 7/16/25

CONTRACTOR'S NAME: INACOMPTSG

CONTRACTOR'S ADDRESS: 17250 W 12 MILE RD

SOUTHFIELD, MI 48076

GENERAL:

Pursuant to and in compliance with the instructions in the Contract Documents, as defined in W&H Project No. 25-NPS-VTS-01 in the Request for Bid, the undersigned proposes and agrees to furnish equipment, materials, and labor and perform all work necessary to complete the VoIP Telephone System contract for Northville Public Schools (the "Owner") in accordance with the plans and specifications prepared by Wright & Hunter, Inc. (the "Technology Designer") and agrees to accept payment as herein provided.

BASE BID

Lump sum bid for all VoIP Telephone System as specified in the RFB for Base Bid

Seven hundred forty nine thousand four hundred forty four dollars and forty seven cents

Dollars \$749,444.47

Note: The amount shall be shown in both words and figures. In case of a discrepancy, the amount shown in words shall govern.

BONDS

The undersigned affirms that the cost of a Labor and Material Payment Bond and a Performance Bond are **included** in the base bid amount above.

Eleven thousand seventy five dollars and zero cents

Amount **included** above for Bonds \$11,075.00

VOLUNTARY ALTERNATES

The following Voluntary Alternates are offered by the Contractor. The Contractor shall provide a complete description of each Voluntary Alternate and indicate the amount to be added to or deducted from the Base Bid

should the Owner accept the Voluntary Alternate. Attach additional pages if required to explain each Voluntary Alternate.

Voluntary Alternate 1 (VA-1):

Add / Deduct / No Change Dollars _____ \$

Voluntary Alternate 2 (VA-2):

Add / Deduct / No Change Dollars _____ \$

BASE BID BREAKDOWN AND ALLOWANCES

The Contractor shall provide the following breakdown of the base bid. Failure to list this information shall be cause for the bid to be considered unresponsive.

Audio Systems	Equipment	Labor	Other	Total
Amerman Elementary	\$16630.62	\$2190.00	\$0.00	\$18820.62
Moraine Elementary	\$17070.03	\$2240.00	\$0.00	\$19310.03
Ridge Wood Elementary	\$22726.34	\$2915.00	\$0.00	\$25641.34
Silver Springs Elementary	\$16630.62	\$2190.00	\$0.00	\$18820.62
Thornton Creek Elementary	\$19141.10	\$2490.00	\$0.00	\$21631.10
Winchester Elementary	\$17666.15	\$2315.00	\$0.00	\$19981.15
Hillside Middle School	\$425969.82	\$18815.00	\$0.00	\$444784.82
Meads Mill Middle School	\$23497.22	\$3015.00	\$0.00	\$26512.22
Northville High School	\$54562.16	\$8715.00	\$0.00	\$63277.16
Cooke School	\$16701.68	\$2440.00	\$0.00	\$21141.68
Old Village School	\$29609.46	\$3640.00	\$0.00	\$33249.46
Technology & Operations	\$14103.67	\$1915.00	\$0.00	\$16018.67
Transportation	\$7940.60	\$1240.00	\$0.00	\$9180.60
Bonds			\$11075.00	\$11075.00
Totals	\$695324.47	\$54120.00	\$11075.00	\$749444.47

COMPLIANCE

Failure to include in the Contractor's proposal all information requested in this RFB may be cause for rejection of the proposal. When responding to this RFB, please clearly state whether your firm complies with each section.

Section	Compliant Yes or No	Comments or Exceptions
1.1	Y	
1.2	Y	
1.3	Y	
1.4	Y	
1.5	Y	
1.6	Y	
1.7	Y	
1.8	Y	
1.9	Y	
2.1	Y	
2.2	Y	
2.3	Y	
2.4	Y	
2.5	Y	
2.6	Y	
2.7	Y	
2.8	Y	
2.9	Y	
2.10	Y	
2.11	Y	
2.12	Y	
2.13	Y	
2.14	Y	
2.15	Y	
2.16	Y	
2.17	Y	
2.18	Y	
2.19	Y	
3.1	Y	
3.2	Y	
3.3	Y	
3.4	Y	
3.5	Y	
3.6	Y	
3.7	Y	
3.8	Y	
3.9	Y	
3.10	Y	
3.11	Y	
3.12	Y	
3.13	Y	
3.14	Y	

3.15	Y	
3.16	Y	
3.17	Y	
3.18	Y	
3.19	Y	
3.20	Y	
4.1	Y	
4.2	Y	
4.3	Y	
4.4	Y	
4.5	Y	
4.6	Y	
4.7	Y	
4.8	Y	
4.9	Y	
4.10	Y	
4.11	Y	
4.12	Y	
4.13	Y	
4.14	Y	
4.15	Y	
4.16	Y	
4.17	N	Flex software license must start August 1, 2025 as that is when their current contract expires
4.18	Y	
4.19	Y	
4.20	Y	
4.21	Y	
4.22	Y	
4.23	Y	
4.24	Y	
4.25	Y	
4.26	Y	
4.27	Y	
4.28	Y	
4.29	Y	

UNIT PRICES

The Contractor proposes unit prices in accordance with the following schedule. Said unit prices shall include charges for labor, material, equipment, testing, insurance, taxes, overhead and profit.

Provide a complete Bill Of Material (BOM) detailing part, model, description, quantity, unit price and extended price. List labor as an individual line item. The BOM shall serve as the unit price for any addition or deduction. **This bill of materials is mandatory, failure to provide may cause bid to be non-compliant.**

Said unit prices shall be applicable to the pricing of additions to, or deletion from the scope of work indicated in the specifications. Unit prices may also be used to adjust a bid up or down for any additional or missing item(s) to ensure all Contractors are being evaluated on a comparable level.

WITHDRAWAL OF BIDS

The undersigned agrees that his/her proposal shall not be withdrawn for a period of ninety (90) days after the date set for receipt of proposal.

COMMENTS: _____

SIGNATURE

Signed and sealed this 16 day of July, 2025.

Corporation
(Individual, Partnership, Corporation)

Affix Corporate Seal

By: [Signature]
(Authorized Signature of Contractor)

17280 W 12 mile rd Southfield, MI
(Business Address) 48091

248-559-5700
(Telephone Number)

INSTRUCTIONS: Submit one (1) original and two (2) printed copies
Submit one (1) electronic copy on USB drive

Bid Bond

BOND NO. BOA 232725

Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

CONTRACTOR (Name and Address):
PCX, Inc /DBA Inacomp Computers
Inacomp Technical Services Group, LLC
17250 West Twelve Mile Road
Southfield, MI 48076

SURETY(Name and Principal Place of Business):

AMCO INSURANCE COMPANY
Bond Department
1100 Locust Street
DES MOINES, IA 50391-2006
(480) 922-5759 ext. 103

OWNER (Name and Address):
Northville Public Schools
405 W Main St.
Northville, MI 48067

CONSTRUCTION CONTRACT

Date: July 16, 2025
Amount: \$800,000.00
Description (Name and Location): Project No. 25-NPS-VTS-01 – VOIP Telephone System

BOND

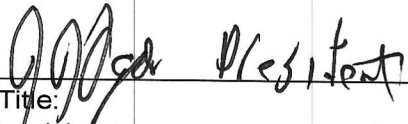
Date (Not earlier than Construction Contract Date): July 16, 2025
Amount: \$40,000.00
Modifications to this Bond:



None

D See Page 3

CONTRACTOR AS PRINCIPAL (Corporate Seal)
Company: Inacomp Technical Services Group, LLC

SURETY (Corporate Seal)
Company: AMCO Insurance Company

Signature: 
Name and Title: _____
(Any additional signatures appear on page 3)

Signature: 
Name and Title: Josh J. Johnson, Attorney-in-Fact 

(FOR INFORMATION ONLY--Name, Address and Telephone)
AGENT or BROKER:

OWNER'S REPRESENTATIVE (Architect, Engineer or
other party):

Printed in cooperation with the American Institute of Architects (AIA) by AMCO Insurance Company. AMCO Insurance Company vouches that the language in this document conforms exactly to the language used in AIA Document A 312, December, 1984 Edition, Third Printing, March, 1987.

1 The Contractor and the Surety, jointly and severally, bind themselves, their heirs, executors, administrators, successors and assigns to the Owner for the performance of the Construction Contract, which is incorporated herein by reference.

2 If the Contractor performs the Construction Contract, the Surety and the Contractor shall have no obligation under this Bond, except to participate in conferences as provided in Subparagraph 3.1.

3 If there is no Owner Default, the Surety's obligation under this Bond shall arise after:

3.1 The Owner has notified the Contractor and the Surety at its address described in Paragraph 10 below that the Owner is considering declaring a Contractor Default and has requested and attempted to arrange a conference with the Contractor and the Surety to be held not later than fifteen days after receipt of such notice to discuss methods of performing the Construction Contract. If the Owner, the Contractor and the Surety agree, the Contractor shall be allowed a reasonable time to perform the Construction Contract, but such an agreement shall not waive the Owner's right, if any, subsequently to declare a Contractor Default; and

3.2 The Owner has declared a Contractor Default and formally terminated the Contractor's right to complete the contract. Such Contractor Default shall not be declared earlier than twenty days after the Contractor and the Surety have received notice as provided in Subparagraph 3.1; and

3.3 The Owner has agreed to pay the Balance of the Contract Price to the Surety in accordance with the terms of the Construction Contract or to a contractor selected to perform the Construction Contract in accordance with the terms of the contract with the Owner.

4 When the Owner has satisfied the conditions of Paragraph 3, the Surety shall promptly and at the Surety's expense take one of the following actions:

4.1 Arrange for the Contractor, with the consent of the Owner, to perform and complete the Construction Contract; or

4.2 Undertake to perform and complete the Construction Contract itself, through its agents or through independent contractors; or

4.3 Obtain bids or negotiated proposals from qualified contractors acceptable to the Owner for a contract for performance and completion of the Construction Contract, arrange for a contract to be prepared for execution by the Owner and the contractor selected with the Owner's concurrence, to be secured with performance and payment bonds executed by a qualified surety equivalent to the bonds issued on the Construction Contract, and pay to the Owner the amount of damages as described in Paragraph 6 in excess of the Balance of the Contract Price incurred by the Owner resulting from the Contractor's default; or

4.4 Waive its right to perform and complete, arrange for completion, or obtain a new contractor and with reasonable promptness under the circumstances:

.1 After investigation, determine the amount for which it may be liable to the Owner and, as soon as practicable after the amount is determined, tender payment therefor to the Owner; or

.2 Deny liability in whole or in part and notify the Owner citing reasons therefor.

5 If the Surety does not proceed as provided in Paragraph 4 with reasonable promptness, the Surety shall be deemed to be in default on this Bond fifteen days after receipt of an additional written notice from the Owner to the Surety demanding that the Surety perform its obligations under this Bond, and the Owner shall be entitled to enforce any remedy available to the Owner. If the Surety proceeds as provided in Subparagraph 4.4, and the Owner refuses the payment tendered or the Surety has denied liability, in whole or in part, without further notice the Owner shall be entitled to enforce any remedy available to the Owner.

6 After the Owner has terminated the Contractor's right to complete the Construction Contract, and if the Surety elects to act under Subparagraph 4.1, 4.2, or 4.3 above, then the responsibilities of the Surety to the Owner shall not be greater than those of the Contractor under the Construction Contract, and the responsibilities of the Owner to the Surety shall not be greater than those of the Owner under the Construction Contract. To the limit of the amount of this Bond, but subject to commitment by the Owner of the Balance of the Contract Price to mitigation of costs and damages on the Construction Contract, the Surety is obligated without duplication for:

6.1 The responsibilities of the Contractor for correction of defective work and completion of the Construction Contract;

6.2 Additional legal, design professional and delay costs resulting from the Contractor's Default, and resulting from the actions or failure to act of the Surety under paragraph 4; and

6.3 Liquidated damages, or if no liquidated damages are specified in the Construction Contract, actual damages caused by delayed performance or non-performance of the Contractor.

7 The Surety shall not be liable to the Owner or others for obligations of the Contractor that are unrelated to the Construction Contract, and the Balance of the Contract Price shall not be reduced or set off on account of any such unrelated obligations. No right of action shall accrue on this Bond to any person or entity other than the Owner or its heirs, executors, administrators or successors.

8 The Surety hereby waives notice of any change, including changes of time, to the Construction Contract or to related subcontracts, purchase orders and other obligations.

9 Any proceeding, legal or equitable, under this Bond may be instituted in any court of competent jurisdiction in the location in which the work or part of the work is located and shall be instituted within two years after Contractor Default or within two years after the Contractor ceased working or within two years after the Surety refuses or fails to perform its obligations under this Bond, whichever occurs first. If the provisions of this Paragraph are void or prohibited by law the minimum period of limitation available to sureties as a defense in the jurisdiction of the suit shall be applicable.

10 Notice to the Surety, the Owner or the Contractor shall be mailed or delivered to the address shown on the signature page.

11 When this Bond has been furnished to comply with a statutory or other legal requirement in the location where the construction was to be performed, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. The intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

MODIFICATIONS TO THIS BOND ARE AS FOLLOWS:

NONE

(Space is provided below for additional signatures of added parties, other than those appearing on the cover page.)

CONTRACTOR AS PRINCIPAL
Company:

(Corporate Seal)

SURETY
Company:

(Corporate Seal)

Signature: N/A
Name and Title:
Address:

Signature: N/A
Name and Title:
Address:

12 DEFINITIONS

12.1 Balance of the Contract Price: The total amount payable to the Owner to the Contractor under the Construction Contract after all proper adjustments have been made, including allowance to the Contractor of any amounts received or to be received by the Owner in settlement of insurance or other claims for damages to which the Contractor is entitled, reduced by all valid and proper payments made to or on behalf of the Contractor under the Construction Contract.

12.2 Construction Contract: The agreement between the Owner and the Contractor identified on the signature page, including all Contract Documents and changes thereto.

12.3 Contractor Default: Failure of the Contractor, which has neither been remedied nor waived, to perform or otherwise to comply with the terms of the Construction Contract.

12.4 Owner Default: Failure of the Owner, which has neither been remedied nor waived, to pay the Contractor as required by the Construction Contract or to perform and complete or comply with the other terms thereof.

Customer: Northville Public Schools
 Configset Name: Voice System
 Created On: 16 Jul 2025
 Created By: Jamie Ogden
 Contract: RFP



Item Name	Description	Quantity	Sell Price	Ext. Sell Price
Base Bid				
Amerman				
DP-9851-k9	Cisco 9851 6-line color phone carbon black	39	\$156.71	\$6,111.54
DP-9861-K9	Cisco 9861 10-line color phone carbon black	4	\$213.69	\$854.76
DP-9800-KEM	Cisco 9800 expansion module carbon black	2	\$188.37	\$376.73
CP-Room-C-K9	Cisco Webex conference phone carbon black	1	\$889.18	\$889.18
C8200l-1n-4T	Cisco 8200L gateway , 1NIM, 4-gige wan ports	1	\$690.73	\$690.73
con-l1nbd0-c8200tl1	Cisco smartnet 8x5xnbnd parts onnly for 8200L 7yrs	1	\$1,547.00	\$1,547.00
NIM-2fxs/4fxop	Cisco 2-port FXS/4port FXOP NIM	1	\$641.40	\$641.40
DNA=P-to-A-7y	Cisso DAN Advantage on-prem 7yr lic	1	\$2,864.99	\$2,864.99
SVS-PSTL1-to-a7y	Duccess track L1 DAN advantage onprem lic 7yr	1	\$512.29	\$512.29
a-flex-speechview	Cisco Speechview Lic. 60 months subscription	34	\$63.00	\$2,142.00
ina-ss	install and configure 8200l gateway	1	\$540.00	\$540.00
ina-ss	install and configure handset and collect old handset and take back to northville warehouse	46	\$25.00	\$1,150.00
ina-pm	project management	1	\$500.00	\$500.00
				\$18,820.62
Moraine ES				
DP-9851-k9	Cisco 9851 6-line color phone carbon black	41	\$156.71	\$6,424.95
DP-9861-K9	Cisco 9861 10-line color phone carbon black	4	\$213.69	\$854.76
DP-9800-KEM	Cisco 9800 expansion module carbon black	2	\$188.37	\$376.73
CP-Room-C-K9	Cisco Webex conference phone carbon black	1	\$889.18	\$889.18
C8200l-1n-4T	Cisco 8200L gateway , 1NIM, 4-gige wan ports	1	\$690.73	\$690.73
con-l1nbd0-c8200tl1	Cisco smartnet 8x5xnbnd parts onnly for 8200L 7yrs	1	\$1,547.00	\$1,547.00

NIM-2fxs/4fxop	Cisco 2-port FXS/4port FXOP NIM	1	\$641.40	\$641.40
DNA=P-to-A-7y	Cisso DAN Advantage on-prem 7yr lic	1	\$2,864.99	\$2,864.99
SVS-PSTL1-to-a7y	Duccess track L1 DAN advantage onprem lic 7yr	1	\$512.29	\$512.29
a-flex-speechview	Cisco Speechview Lic. 60 months subscription	36	\$63.00	\$2,268.00
ina-ss	install and configure 8200l gateway	1	\$540.00	\$540.00
ina-ss	install and configure handset and collect old handset	48	\$25.00	\$1,200.00
	and take back to northville warehouse			
ina-pm	project management	1	\$500.00	\$500.00
				\$19,310.03
	Ridgewood ES			
DP-9851-k9	Cisco 9851 6-line color phone carbon black	62	\$156.71	\$9,715.78
DP-9861-K9	Cisco 9861 10-line color phone carbon black	8	\$213.69	\$1,709.52
DP-9800-KEM	Cisco 9800 expansion module carbon black	4	\$188.36	\$753.45
CP-Room-C-K9	Cisco Webex conference phone carbon black	1	\$889.18	\$889.18
C8200l-1n-4T	Cisco 8200L gateway , 1NIM, 4-gige wan ports	1	\$690.73	\$690.73
con-l1nbd0-c8200t1	Cisco smartnet 8x5xnbd parts onnly for 8200L 7yrs	1	\$1,547.00	\$1,547.00
NIM-2fxs/4fxop	Cisco 2-port FXS/4port FXOP NIM	1	\$641.40	\$641.40
DNA=P-to-A-7y	Cisso DAN Advantage on-prem 7yr lic	1	\$2,864.99	\$2,864.99
SVS-PSTL1-to-a7y	Duccess track L1 DAN advantage onprem lic 7yr	1	\$512.29	\$512.29
a-flex-speechview	Cisco Speechview Lic. 60 months subscription	54	\$63.00	\$3,402.00
ina-ss	install and configure 8200l gateway	1	\$540.00	\$540.00
ina-ss	install and configure handset and collect old handset	75	\$25.00	\$1,875.00
	and take back to northville warehouse			
ina-pm	project management	1	\$500.00	\$500.00
				\$25,641.34
	Silver Springs ES			
DP-9851-k9	Cisco 9851 6-line color phone carbon black	39	\$156.71	\$6,111.54
DP-9861-K9	Cisco 9861 10-line color phone carbon black	4	\$213.69	\$854.76
DP-9800-KEM	Cisco 9800 expansion module carbon black	2	\$188.37	\$376.73
CP-Room-C-K9	Cisco Webex conference phone carbon black	1	\$889.18	\$889.18

C8200l-1n-4T	Cisco 8200L gateway , 1NIM, 4-gige wan ports	1	\$690.73	\$690.73
con-l1nbd0-c8200t1	Cisco smartnet 8x5xnb parts onnly for 8200L 7yrs	1	\$1,547.00	\$1,547.00
NIM-2fxs/4fxop	Cisco 2-port FXS/4port FXOP NIM	1	\$641.40	\$641.40
DNA=P-to-A-7y	Cisso DAN Advantage on-prem 7yr lic	1	\$2,864.99	\$2,864.99
SVS-PSTL1-to-a7y	Duccess track L1 DAN advantage onprem lic 7yr	1	\$512.29	\$512.29
a-flex-speechview	Cisco Speechview Lic. 60 months subscription	34	\$63.00	\$2,142.00
ina-ss	install and configure 8200l gateway	1	\$540.00	\$540.00
ina-ss	install and configure handset and collect old handset	46	\$25.00	\$1,150.00
	and take back to northville warehouse			
ina-pm	project management	1	\$500.00	\$500.00
				\$18,820.62
	Thorton Creek ES			
DP-9851-k9	Cisco 9851 6-line color phone carbon black	51	\$156.71	\$7,992.02
DP-9861-K9	Cisco 9861 10-line color phone carbon black	4	\$213.69	\$854.76
DP-9800-KEM	Cisco 9800 expansion module carbon black	2	\$188.37	\$376.73
CP-Room-C-K9	Cisco Webex conference phone carbon black	1	\$889.18	\$889.18
C8200l-1n-4T	Cisco 8200L gateway , 1NIM, 4-gige wan ports	1	\$690.73	\$690.73
con-l1nbd0-c8200t1	Cisco smartnet 8x5xnb parts onnly for 8200L 7yrs	1	\$1,547.00	\$1,547.00
NIM-2fxs/4fxop	Cisco 2-port FXS/4port FXOP NIM	1	\$641.40	\$641.40
DNA=P-to-A-7y	Cisso DAN Advantage on-prem 7yr lic	1	\$2,864.99	\$2,864.99
SVS-PSTL1-to-a7y	Duccess track L1 DAN advantage onprem lic 7yr	1	\$512.29	\$512.29
a-flex-speechview	Cisco Speechview Lic. 60 months subscription	44	\$63.00	\$2,772.00
ina-ss	install and configure 8200l gateway	1	\$540.00	\$540.00
ina-ss	install and configure handset and collect old handset	58	\$25.00	\$1,450.00
	and take back to northville warehouse			
ina-pm	project management	1	\$500.00	\$500.00
				\$21,631.10
	Winchester ES			
DP-9851-k9	Cisco 9851 6-line color phone carbon black	44	\$156.71	\$6,895.07

DP-9861-K9	Cisco 9861 10-line color phone carbon black	4	\$213.69	\$854.76
DP-9800-KEM	Cisco 9800 expansion module carbon black	2	\$188.37	\$376.73
CP-Room-C-K9	Cisco Webex conference phone carbon black	1	\$889.18	\$889.18
C8200L-1n-4T	Cisco 8200L gateway , 1NIM, 4-gige wan ports	1	\$690.73	\$690.73
con-l1nbd0-c8200t1	Cisco smartnet 8x5xnbnd parts onnly for 8200L 7yrs	1	\$1,547.00	\$1,547.00
NIM-2fxs/4fxop	Cisco 2-port FXS/4port FXOP NIM	1	\$641.40	\$641.40
DNA=P-to-A-7y	Cisso DAN Advantage on-prem 7yr lic	1	\$2,864.99	\$2,864.99
SVS-PSTL1-to-a7y	Duccess track L1 DAN advantage onprem lic 7yr	1	\$512.29	\$512.29
a-flex-speechview	Cisco Speechview Lic. 60 months subscription	38	\$63.00	\$2,394.00
ina-ss	install and configure 8200l gateway	1	\$540.00	\$540.00
ina-ss	install and configure handset and collect old handset	51	\$25.00	\$1,275.00
	and take back to northville warehouse			
ina-pm	project management	1	\$500.00	\$500.00
				\$19,981.15
	Hillside MS			
DP-9851-k9	Cisco 9851 6-line color phone carbon black	95	\$156.71	\$14,887.09
DP-9861-K9	Cisco 9861 10-line color phone carbon black	15	\$213.69	\$3,205.35
DP-9800-KEM	Cisco 9800 expansion module carbon black	10	\$188.36	\$1,883.64
CP-Room-C-K9	Cisco Webex conference phone carbon black	1	\$889.18	\$889.18
C8200L-1n-4T	Cisco 8200L gateway , 1NIM, 4-gige wan ports	1	\$690.73	\$690.73
con-l1nbd0-c8200t1	Cisco smartnet 8x5xnbnd parts onnly for 8200L 7yrs	1	\$1,547.00	\$1,547.00
NIM-2fxs/4fxop	Cisco 2-port FXS/4port FXOP NIM	1	\$641.40	\$641.40
DNA=P-to-A-7y	Cisso DAN Advantage on-prem 7yr lic	1	\$2,864.99	\$2,864.99
SVS-PSTL1-to-a7y	Duccess track L1 DAN advantage onprem lic 7yr	1	\$512.29	\$512.29
a-flex-speechview	Cisco Speechview Lic. 60 months subscription	82	\$63.00	\$5,166.00
A-FLEX-EAPL	Cisco FLEX on-prem calling 60 month subscription	830	\$473.64	\$393,121.20
A-FLEX-EACL-E	Cisco webex calling for EDU	1	\$523.11	\$523.11
A-FLEX0ERC	Emergency response center call fee per location search	1	\$37.84	\$37.84
ina-ss	installation configuration of new call manager,	1	\$12,000.00	\$12,000.00
	speechview, and E911			

ina-ss	documentation and training	1	\$2,500.00	\$2,500.00
ina-ss	install and configure 8200l gateway	1	\$540.00	\$540.00
ina-ss	install and configure handset and collect old handset and take back to northville warehouse	51	\$25.00	\$1,275.00
ina-pm	project management	1	\$2,500.00	\$2,500.00
				\$444,784.82
Meads Mill MS				
DP-9851-k9	Cisco 9851 6-line color phone carbon black	69	\$156.71	\$10,812.73
DP-9861-K9	Cisco 9861 10-line color phone carbon black	5	\$213.69	\$1,068.45
DP-9800-KEM	Cisco 9800 expansion module carbon black	4	\$188.36	\$753.45
CP-Room-C-K9	Cisco Webex conference phone carbon black	1	\$889.18	\$889.18
C8200l-1n-4T	Cisco 8200L gateway , 1NIM, 4-gige wan ports	1	\$690.73	\$690.73
con-l1nbd0-c8200t1	Cisco smartnet 8x5xnbnd parts onnly for 8200L 7yrs	1	\$1,547.00	\$1,547.00
NIM-2fxs/4fxop	Cisco 2-port FXS/4port FXOP NIM	1	\$641.40	\$641.40
DNA=P-to-A-7y	Cisso DAN Advantage on-prem 7yr lic	1	\$2,864.99	\$2,864.99
SVS-PSTL1-to-a7y	Duccess track L1 DAN advantage onprem lic 7yr	1	\$512.29	\$512.29
a-flex-speechview	Cisco Speechview Lic. 60 months subscription	59	\$63.00	\$3,717.00
ina-ss	install and configure 8200l gateway	1	\$540.00	\$540.00
ina-ss	install and configure handset and collect old handset and take back to northville warehouse	79	\$25.00	\$1,975.00
ina-pm	project management	1	\$500.00	\$500.00
				\$26,512.22
Northville HS				
DP-9851-k9	Cisco 9851 6-line color phone carbon black	175	\$156.71	\$27,423.59
DP-9861-K9	Cisco 9861 10-line color phone carbon black	32	\$213.69	\$6,838.07
DP-9800-KEM	Cisco 9800 expansion module carbon black	19	\$188.36	\$3,578.91
CP-Room-C-K9	Cisco Webex conference phone carbon black	1	\$889.18	\$889.18
C8200l-1n-4T	Cisco 8200L gateway , 1NIM, 4-gige wan ports	1	\$690.73	\$690.73
con-l1nbd0-c8200t1	Cisco smartnet 8x5xnbnd parts onnly for 8200L 7yrs	1	\$1,547.00	\$1,547.00
NIM-2fxs/4fxop	Cisco 2-port FXS/4port FXOP NIM	1	\$641.40	\$641.40

DNA=P-to-A-7y	Cisso DAN Advantage on-prem 7yr lic	1	\$2,864.99	\$2,864.99
SVS-PSTL1-to-a7y	Duccess track L1 DAN advantage onprem lic 7yr	1	\$512.29	\$512.29
a-flex-speechview	Cisco Speechview Lic. 60 months subscription	152	\$63.00	\$9,576.00
ina-ss	install and configure 8200l gateway	1	\$540.00	\$540.00
ina-ss	install and configure handset and collect old handset and take back to northville warehouse	227	\$25.00	\$5,675.00
ina-pm	project management	1	\$2,500.00	\$2,500.00
				\$63,277.16
Cooke School				
DP-9851-k9	Cisco 9851 6-line color phone carbon black	49	\$156.71	\$7,678.60
DP-9861-K9	Cisco 9861 10-line color phone carbon black	4	\$213.69	\$854.76
DP-9800-KEM	Cisco 9800 expansion module carbon black	2	\$188.37	\$376.73
CP-Room-C-K9	Cisco Webex conference phone carbon black	1	\$889.18	\$889.18
C8200l-1n-4T	Cisco 8200L gateway , 1NIM, 4-gige wan ports	1	\$690.73	\$690.73
con-l1nbd0-c8200t1	Cisco smartnet 8x5xnbd parts onnly for 8200L 7yrs	1	\$1,547.00	\$1,547.00
NIM-2fxs/4fxop	Cisco 2-port FXS/4port FXOP NIM	1	\$641.40	\$641.40
DNA=P-to-A-7y	Cisso DAN Advantage on-prem 7yr lic	1	\$2,864.99	\$2,864.99
SVS-PSTL1-to-a7y	Duccess track L1 DAN advantage onprem lic 7yr	1	\$512.29	\$512.29
a-flex-speechview	Cisco Speechview Lic. 60 months subscription	42	\$63.00	\$2,646.00
ina-ss	install and configure 8200l gateway	1	\$540.00	\$540.00
ina-ss	install and configure handset and collect old handset and take back to northville warehouse	56	\$25.00	\$1,400.00
ina-pm	project management	1	\$500.00	\$500.00
				\$21,141.68
Old Village School				
DP-9851-k9	Cisco 9851 6-line color phone carbon black	17	\$156.71	\$2,664.01
DP-9861-K9	Cisco 9861 10-line color phone carbon black	52	\$213.69	\$11,111.86
DP-9800-KEM	Cisco 9800 expansion module carbon black	32	\$188.36	\$6,027.64
CP-Room-C-K9	Cisco Webex conference phone carbon black	3	\$889.18	\$2,667.54

C8200L-1n-4T	Cisco 8200L gateway , 1NIM, 4-gige wan ports	1	\$690.73	\$690.73
con-l1nbd0-c8200tl1	Cisco smartnet 8x5xnbnd parts onnly for 8200L 7yrs	1	\$1,547.00	\$1,547.00
NIM-2fxs/4fxop	Cisco 2-port FXS/4port FXOP NIM	1	\$641.40	\$641.40
DNA=P-to-A-7y	Cisso DAN Advantage on-prem 7yr lic	1	\$2,864.99	\$2,864.99
SVS-PSTL1-to-a7y	Duccess track L1 DAN advantage onprem lic 7yr	1	\$512.29	\$512.29
a-flex-speechview	Cisco Speechview Lic. 60 months subscription	14	\$63.00	\$882.00
ina-ss	install and configure 8200l gateway	1	\$540.00	\$540.00
ina-ss	install and configure handset and collect old handset	104	\$25.00	\$2,600.00
	and take back to northville warehouse			
ina-pm	project management	1	\$500.00	\$500.00
				\$33,249.46
	Tech & OPS			
DP-9851-k9	Cisco 9851 6-line color phone carbon black	14	\$156.71	\$2,193.89
DP-9861-K9	Cisco 9861 10-line color phone carbon black	12	\$213.69	\$2,564.28
DP-9800-KEM	Cisco 9800 expansion module carbon black	8	\$188.36	\$1,506.91
CP-Room-C-K9	Cisco Webex conference phone carbon black	1	\$889.18	\$889.18
C8200L-1n-4T	Cisco 8200L gateway , 1NIM, 4-gige wan ports	1	\$690.73	\$690.73
con-l1nbd0-c8200tl1	Cisco smartnet 8x5xnbnd parts onnly for 8200L 7yrs	1	\$1,547.00	\$1,547.00
NIM-2fxs/4fxop	Cisco 2-port FXS/4port FXOP NIM	1	\$641.40	\$641.40
DNA=P-to-A-7y	Cisso DAN Advantage on-prem 7yr lic	1	\$2,864.99	\$2,864.99
SVS-PSTL1-to-a7y	Duccess track L1 DAN advantage onprem lic 7yr	1	\$512.29	\$512.29
a-flex-speechview	Cisco Speechview Lic. 60 months subscription	11	\$63.00	\$693.00
ina-ss	install and configure 8200l gateway	1	\$540.00	\$540.00
ina-ss	install and configure handset and collect old handset	35	\$25.00	\$875.00
	and take back to northville warehouse			
ina-pm	project management	1	\$500.00	\$500.00
				\$16,018.67
	Transportation			
DP-9851-k9	Cisco 9851 6-line color phone carbon black	0	#DIV/0!	\$0.00
DP-9861-K9	Cisco 9861 10-line color phone carbon black	7	\$213.69	\$1,495.83

Company Background

InacompTSG Company Overview

Inacomp Technical Services Group is a leading provider of professional technology services to government, education and mid-market commercial customers in the state of Michigan. We have been in this market and area serving customers for over 40 years. We provide a broad range of solutions that address the critical business needs of organizations today, such as Cisco voice, data and wireless solutions, IT security, enterprise access and technology management. We help organizations reduce the complexity of their environments by delivering cohesive solutions that make information more secure, accessible and manageable today, with the extensibility and built-in functionality to meet future growth and development.

What We Do

As a professional technology services firm, InacompTSG incorporates advances in technology, best practices and an exceptional consulting team to create solutions designed to meet your real-time demands for secure, accessible information. Our **solution-centric** approach focuses on understanding our customer's specific technical environment and providing solutions to business problems.

Our solutions are organized into focused practices, managed and delivered by subject matter experts. We help organizations build, implement, manage and support the infrastructure for their critical business functions. Our multi-disciplinary practice expertise enables InacompTSG to serve as a single-source for our customer's IT needs:

- Cisco Advanced Networking
 - Plan, Design, Implementation and Optimization of Advanced Network and Voice Technologies:
 - Level 2 & 3 Network Infrastructure Design and Support
 - IP Communications
- Wireless Technologies
 - Pre and Post wireless implementation survey
 - Wireless network design
 - Wireless network implementation
 - Post wireless implementation survey and documentation.
- End User Computer Platform Services
 - Planning, procurement and implementation of large scale PC Computing rollouts
 - Image development
 - Workstation security
- Microsoft Advanced Infrastructure
 - Envisioning, Planning, Developing, Stabilizing, and Deploying Microsoft technologies such as Active Directory, Server 2022, SCCM, and Exchange 2022
- Storage Technology
 - Design and implementation of high availability SMB to enterprise storage solutions.
 - VMWare design and implementation to help enterprises lower costs, respond faster and deliver flexible and consistent technology solutions.

The InacompTSG Difference

Unparalleled Technical Talent & Depth of Certifications

InacompTSG is has an impressive depth of technical expertise, with technical certifications including top industry & manufacturer certifications such as CCVP, MCSE, VCP, MASE, and CCEA. Over 50% of the company's employee base is client-facing technical talent.

Outstanding Service & Support: When you need us, we're there.

When there is no alternative to excellence in customer service, there's InacompTSG. We have a concerted focus on providing outstanding customer service and support, which is aided by dedicated client teams and a rigid customer satisfaction process.

Award Winning Partnerships

We have built partnerships with industry leading vendors who share the same goals and commitment to long-term strategic relationships and enhanced customer value. These include **Microsoft, HP, VMware and Cisco** among others. As part of this commitment, InacompTSG has highly-trained sales, technical and customer support team that has been certified by our vendor partners and industry organizations, and who also regularly obtain training to stay current with the products we recommend and support.

Local Office

InacompTSG maintains a local office with a sales and service center in Southfield, MI. We maintain a Customer Response Center in this location as well. This is staffed by full time InacompTSG employees who can be reached 24x7x365 to initiate a services request.

VOIP References

**Mr. Ryan Spencer
Technology Director
Chelsea School District
500 Washington st
Chelsea, MI 48116
734-433-2208**

**Mr. Matt Santala
Technology Director
Oxford Schools
845 N Oxford Rd
Oxford, MI 48371
248-969-5020**

**Mr. Mark Salzer
Technology Director
Plymouth Canton Community Schools
454 Harvey St
Plymouth, MI 48170
734-416-2711**



http://wriighthunter.com
818 West 11 Mile Road
Royal Oak, MI 48067
248.594.5850
FAX:248.594.5851

July 30, 2025

Northville Public Schools
Devon Kling, Asst. Superintendent for Finance & Operations
405 W. Main Street
Northville, MI 48167

RE: Recommendation of Award for the Voice over Internet Protocol (VoIP) Telephone System Project

Dear Mr. Kling,

As you are aware, bids were received on July 16, 2025 for the purchase of an on-premise VoIP Telephone System to upgrade all Northville Public Schools’ district facilities.

The scope of work includes the complete replacement of the entire district telephone including replacement of all telephones, conference room telephones, building voice gateways, services, system licensing, and warranty.

We received two (2) bid responses. The Base Bid amounts for each of the responding vendors are as follows:

Company	Base Bid
Inacomp	\$ 749,444.47
ConnX	\$ 1,691,502.74

During the bid opening and subsequent review of the two bid responses it was noted and confirmed that ConnX did not include the required bid bond. This disqualified ConnX from consideration and the bid response was rejected.

Considering the large discrepancy in price, it was required to review the bill of materials for both respondents to ensure the Inacomp bid response was complete and all inclusive. Some of the major discrepancies between the bid responses were:

- ConnX included seven years of warranty in lieu of the specified one year warranty required on all 954 telephones for an additional cost of \$243,976.99.
- ConnX is located in New Jersey which we expect caused the installation, labor, and travel to total \$506,220 versus Inacomp’s \$54,120 which is located in Southfield, Michigan.
- Just those two items equate to \$696,076.99 or approximately two-thirds of the difference between the bid responses.

Wright & Hunter carefully reviewed Inacomp’s bid response for compliance with the specifications, complete understanding of the scope of work, and a detailed financial comparisons. One variance was noted by Wright & Hunter in Inacomp’s bid response. Inacomp was informed the quantity of telephones to be installed totaled 954 not 884 as listed under Inacomp’s labor to install telephones. Inacomp confirmed installation was included for all 954 at the base bid amount.



Northville Public Schools has been using the Cisco VoIP telephone system for over 12 years. Wright & Hunter and Northville Public Schools agree that a transition to another platform would require a larger and more expensive cost of ownership. The new telephones, messaging, navigating the system, and maintenance are all familiar to the staff reducing training for operations and support. Therefore, Wright & Hunter and Northville Public Schools required only the Cisco VoIP Telephone System as an acceptable system and in the district's best interest.

After a detailed bid review of pricing, post bid clarification, references, and terms and conditions of the RFB, Wright & Hunter determined Inacomp TSG to be compliant with the RFB.

Based on the information stated above, Wright & Hunter and Northville Public Schools agree on the recommendation to award Base Bid to **Inacomp TSG for the VoIP Telephone System** in the amount of **\$749,444.47**. Both Wright & Hunter and Northville Public Schools feel confident that Inacomp TSG will deliver quality systems, installation, and support as we have collectively experienced over the past many years.

Please contact me with any questions regarding this matter.

Sincerely,

A handwritten signature in black ink, appearing to read 'Scott Brune'.

Scott Brune, President & CEO