



## REPORT FOR ACTION

# Bi-Directional Communication System Rentals, Maintenance and Repair Services Agreement

**Date:** February 4, 2019  
**To:** The Board of Governors of Exhibition Place  
**From:** Dianne Young, Chief Executive Officer  
**Wards:** All

### SUMMARY

---

This report recommends approving an agreement with Bearcom Canada Corp. carrying on business as Mobile Business Communications ("Bearcom") for the non-exclusive provision of bi-directional communication system maintenance service and equipment rentals for a one-year term with three (3) additional one-year options to renew. This recommendation follows the competitive Request for Quotation process undertaken by Exhibition Place considering one (1) company submission that has experience providing these services.

### RECOMMENDATIONS

---

The Chief Executive Officer recommends that:

1. The Board of Governors approve an agreement with Bearcom Canada Corp. for the non-exclusive provision of bi-directional communication system maintenance service and equipment rentals for a one-year term with three (3) additional one-year options to renew on the terms and conditions set out in this report and such other terms and conditions required by the Chief Executive Officer and City Solicitor.

### FINANCIAL IMPACT

---

The funding for bi-directional communication system maintenance service and equipment rentals is provided for in the in the 2019 Operating Budget, and will be provided for in the 2020, 2021 and 2022 Operating Budgets as required.

Annually the cost of these services ordered as required are in the amount of \$15,000.00 for rentals, maintenance and repair services, exclusive of HST.

## **DECISION HISTORY**

---

The Exhibition Place 2017 – 2019 Strategic Plan has a Public Space and Infrastructure Goal to ensure our State-of-Good Repair plan and process is adequately linked to our capital plan and as a Strategy to support this goal we will increase our preventative maintenance program to maintain facilities and rolling assets in good working order.

At its meeting of March 6, 2015 the Board approved of an award to Mobile Business Communications Ltd. for the provision of bi-directional communication system maintenance for a one-year period with the option to extend for an additional three one-year periods.

<https://www.explace.on.ca/files/file/58d12c99514ab/Item-10-Mobile-Communications.pdf>

## **COMMENTS**

---

The Board owns and operates its own radio communication system for use by Exhibition Place staff to effectively communicate throughout the campus. Use of the radio communication system assists in the delivery of efficient services, supports incident reporting protocols and supports emergency response and staff safety communications. The maintenance of the radio communication system is imperative to its successful operation in support of these functions.

The Request for Quotations for bi-directional communication system maintenance was issued by Exhibition Place on January 14, 2019 and one (1) quotation was received from Bearcom Canada Corp. cob as Mobile Business Communications which meets specifications.

The RFQ detailed the Board's specific requirements which included guaranteed on demand response time for emergency services, experience with bi-directional communication system maintenance and repairs and access to original manufacturers parts.

In January, 2018, Mobile Business Communications became a subsidiary of BearCom Acquisition Corp., an American company with its head office in Dallas, Texas. Operating as Mobile Business Communication the company has provided bi-directional communication system maintenance services since 1976 and has an office in Toronto. References include the City of Toronto, Maple Leaf Sports and Entertainment (MLSE) and Varsity Tents.

### **Terms and Conditions:**

The substantial terms and conditions of the agreement with Bearcom are as follows:

- Term: One year from date of issue, on an as required non-exclusive basis, with the option to extend for three (3) additional separate one-year periods subject to satisfactory performance review and budget availability.
- Hourly Rates:
  - Service rates per 1/4 hour:\$22.95
  - All-inclusive maintenance program: \$4,020.00 per year
  - Rental of portable radios: \$37.95/month
  - Percentage markup on materials: 20%
- Pricing: Pricing is to be fixed during the first year of the Agreement in accordance with the terms of the Request for Quotation.
- Assignment: The agreement shall not be assigned by Bearcom without written consent of the Board.
- Insurance: Proof of insurance shall be provided in a form and amount satisfactory to the Board and containing provisions including the Board and the City of Toronto as additional insured with a cross liability/severability of interest clause of standard wording.
- Collective Agreements: Compliance is required with all trade union/association agreements affecting work done on the grounds.
- Extensions: Increases in pricing for three one-year options will be based on the Consumer Price Index (CPI), all items, Toronto and calculated three months prior to expiry of then current year agreement
- Additional Clauses: The agreement shall include other standard commercial terms respecting termination and other matters in a form satisfactory to the City Solicitor and the Chief Executive Officer.

## **CONTACT**

---

Hardat Persaud, Chief Financial Officer & Corporate Secretary, 416-263-3031,  
hpersaud@explace.on.ca

Laura Purdy, Acting General Manager, Sales & Event Management, 416-263-3020,  
lpurdy@explace.on.ca

## **SIGNATURE**

---

Dianne Young  
Chief Executive Officer

## **ATTACHMENTS**

---

