



## BID AWARD PANEL CONTRACT AWARD

### **Award of Request for Proposal No. 9155-19-7127 to Various Proponents for Toronto Employment and Social Services Divisional Purchase of Employment Services**

**Date:** November 1, 2019  
**To:** Bid Award Panel  
**From:** Chief Purchasing Officer  
**Wards:** All

#### **RECOMMENDATIONS**

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**The Chief Purchasing Officer recommends that the Bid Award Panel grant authority to award the following contract:**

**Call Number:**  
Request for Proposal No. 9155-19-7127

**Description:**  
The award of this contract supports the provision of Employment Services, namely: Employment Essentials, Sector Skills Training and Population-Specific Employment Pathways Programs, that will provide community employment initiatives through the Ontario Works program to Toronto Employment and Social Services (TESS) clients for the period of one (1) year from January 1, 2020 to December 31 2020 with the option to renew for an additional three (3) separate one (1) year periods, at the sole discretion of the City and subject to budget approval(s).

Should the option year (s) be exercised, the Director of Employment and Social Services will request the Chief Purchasing Officer to process the renewals under the same terms and conditions.

#### **Recommended Bidders or Proponents:**

##### **Employment Essentials Programs:**

1. Ability Learning Network Inc.
2. Accessible Community Counselling and Employment Services
3. The Centennial College of Applied Arts and Technology
4. Centre for Immigrant and Community Services
5. Community Outreach Canada
6. COSTI Immigrant Services

7. Davenport-Perth Neighbourhood and Community Health Centre
8. Dixon Hall Neighbourhood Services
9. Tides Canada Initiatives Society
10. Fred Victor Centre
11. Jewish Vocational Service
12. March of Dimes Canada
13. Margaret's Housing And Community Support Services
14. Oasis Addiction Recovery Society
15. Operation Springboard
16. Polycultural Immigrant and Community Services
17. Project Work
18. PTP Adult Learning and Employment Programs
19. Quality Continuous Improvement Centre for Community Education & Training
20. Rehabilitation Network Canada Inc.
21. Riverdale Immigrant Women's Centre
22. St. Stephen's Community House
23. Street Haven at the Crossroads
24. The Governing Council of the Salvation Army in Canada
25. The Learning Disabilities Association of Toronto District
26. The Learning Enrichment Foundation
27. The Neighbourhood Group Community Services
28. Times Change Women's Employment Service Inc.
29. Ve'ahavta
30. VPI Inc.
31. West Scarborough Neighbourhood Community Centre
32. Woodgreen Community Services
33. Working Skills Centre
34. The Yonge Street Mission
35. Youth Employment Services

### **Population-Specific Employment Pathways Programs**

1. Agincourt Community Services Association (ACSA)
2. Canadian Council on Rehabilitation and Work
3. CTI Canadian Training Institute Institut Canadien De Formation Inc.
4. CEE Centre for Young Black Professionals
5. The Centennial College of Applied Arts and Technology
6. Centre for Immigrant and Community Services
7. Centre Francophone de Toronto
8. Christie Ossington Neighbourhood Centre
9. East Scarborough Boys and Girls Club
10. Fred Victor Centre
11. Metro Labour Education and Skills Training Centre
12. Operation Springboard
13. Polycultural Immigrant and Community Services
14. Rehabilitation Network Canada Inc.

15. Riverdale Immigrant Women's Centre
16. Skills for Change for Metro Toronto
17. St. Stephen's Community House
18. The Learning Disabilities Association of Toronto District
19. The Learning Enrichment Foundation
20. Up With Women
21. Working Skills Centre

**Sector Skills Training Programs:**

1. Ability Learning Network Inc.
2. Building Up
3. Carefirst Seniors and Community Services Association
4. Centre for Security Training + Management Inc.
5. City Truck and Forklift Driving School
6. Dixon Hall Neighbourhood Services
7. Tides Canada Initiatives Society
8. Friendly Logistics Inc. o/a Friendly Truck Driving School
9. The George Brown College of Applied Arts and Technology
10. 1472560 Ontario Limited O/A Jay's Professional Truck Training Centre
11. Npower Canada
12. Ontario Tourism Education Corporation
13. Operation Springboard
14. Pine Valley Driving Academy Ltd
15. Progress Career Planning Institute
16. PTP Adult Learning and Employment Programs
17. S & A Sprint Driving School Inc.
18. Skills for Change for Metro Toronto
19. The Learning Disabilities Association of Toronto District
20. The Learning Enrichment Foundation
21. University Settlement
22. West Scarborough Neighbourhood Community Centre
23. YMCA of Greater Toronto Area
24. Youth Film and Media Training Network Inc.

**Contract Award Value:**

\$15,000,000.00 net of all applicable taxes and charges\*  
\$16,950,000.00 including HST and all applicable charges  
\$15,264,000.00 net of HST recoveries

**Contract is expected to start on January 1, 2020 and end on December 31, 2020.**

**Option Year 1 (January 1, 2021 - December 31, 2021):**

\$15,000,000.00 net of all applicable taxes and charges\*  
\$16,950,000.00 including HST and all applicable charges  
\$15,264,000.00 net of HST recoveries

**Option Year 2 (January 1, 2022 - December 31, 2022):**

\$15,000,000.00 net of all applicable taxes and charges\*  
\$16,950,000.00 including HST and all applicable charges  
\$15,264,000.00 net of HST recoveries

**Option Year 3 (January 1, 2023 - December 31, 2023):**

\$15,000,000.00 net of all applicable taxes and charges\*  
\$16,950,000.00 including HST and all applicable charges  
\$15,264,000.00 net of HST recoveries

\* The total potential contract award per Vendor per year shall not exceed \$500,000.00 net of all applicable taxes and charges. The total potential contract award per Vendor per year shall be reviewed annually and increased if warranted subject to a maximum of \$3,000,000.00, net of applicable taxes and charges per Vendor over the life of the Contract.

In determining the amount awarded per Vendor per year, the following factors are taken into consideration amongst others: success rates/achievement of outcomes, labour market demands, changes to client composition, client demand for the programs offered, and client satisfaction with the programs offered.

The total potential contract award including all option years is \$60,000,000.00 net of all applicable taxes and charges, \$67,800,000.00 including all applicable taxes and charges. The total potential cost to the City including all option year is \$61,056,000.00 net of HST recoveries.

## **FINANCIAL IMPACT**

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The total potential contract award, including all option years, identified in this report is \$67,800,000.00 including all applicable taxes and charges. The total potential cost to the City is \$61,056,000.00 net of HST recoveries.

Funding has been included in the 2020 Operating Budget Submission for Toronto Employment and Social Services Division in the Ontario Works Program.

Should the City choose to exercise its option(s) to renew for an additional three (3) separate one (1) year periods, then appropriate additional funding, if needed, will be included in the 2021-2023 Operating Budget Submissions for Toronto Employment and Social Services for consideration as part of the Annual Budget process.

Funding for this program will be 100 percent provincial funded.

Table 1: Financial Impact Summary of Recommended Contract (net of HST recoveries)

Cost Centre/ Cost Element	Description	January 1, 2020 to December 31, 2020	Option Year 1, January 1, 2021 to December 31, 2021	Option Year 2, January 1, 2022 to December 31, 2022	Option Year 3, January 1, 2023 to December 31, 2023	Total (net of HST recoveries)
Cost Centre: C07201-C07274 Cost Element: 4795	Employment Placement	\$64,000.00	\$64,000.00	\$64,000.00	\$64,000.00	\$64,000.00
Cost Centre: C07200 Cost Element: 5180	Employment Related Expenses (ERE) - Client	\$500,000.00	\$500,000.00	\$500,000.00	\$500,000.00	\$500,000.00
Cost Centre: C07200-C07274 Cost Element: 5185	ERE - Purchase of Services	\$14,700,000.00	\$14,700,000.00	\$14,700,000.00	\$14,700,000.00	\$14,700,000.00
Sub-total		\$15,264,000.00	\$15,264,000.00	\$15,264,000.00	\$15,264,000.00	\$61,056,000.00

## CALL SUMMARY

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**Call Issued:** April 29, 2019

**Call Closed:** June 7, 2019

**Number of Addenda Issued:** 6

**Number of Bids:** 157

**Number of Proponents:** 90

Table 2: Summary of Bids Received for Request for Proposal No. 9155-19-7127

### Employment Essentials Programs:

1. Ability Learning Network Inc.
2. Accessible Community Counselling and Employment Services
3. Achieve Potential Inc.\*\*
4. Brain Injury Society of Toronto\*
5. CTI Canadian Training Institute Institut Canadien De Formation Inc.\*
6. The Centennial College of Applied Arts and Technology
7. Centre for Immigrant and Community Services
8. Centre Francophone de Toronto\*
9. Community Outreach Canada
10. Corbrook Awakening Abilities \*\*
11. COSTI Immigrant Services
12. Davenport-Perth Neighbourhood and Community Health Centre
13. Dixon Hall Neighbourhood Services
14. East End Community Health Centre\*\*
15. Tides Canada Initiatives Society
16. Elspeth Heyworth Centre for Women\*
17. Fred Victor Centre
18. Jewish Vocational Service
19. La Passerelle\*\*
20. March of Dimes Canada
21. Margaret's Housing And Community Support Services

22. Metrics Vocational Services Inc.\*
23. Miziwe Biik Aboriginal Employment and Training\*
24. Oasis Addiction Recovery Society
25. Operation Springboard
26. Opportunity for Advancement\*
27. Polycultural Immigrant and Community Services
28. Project Work
29. PTP Adult Learning and Employment Programs
30. Quality Continuous Improvement Centre for Community Education and Training
31. Rehabilitation Network Canada Inc.
32. Rexdale Women's Centre\*
33. Riverdale Immigrant Women's Centre
34. Service in Your City Inc.\*\*
35. St. Stephen's Community House
36. Street Haven at the Crossroads
37. The Governing Council of the Salvation Army in Canada
38. The Learning Disabilities Association of Toronto District
39. The Learning Enrichment Foundation
40. The Neighbourhood Group Community Services
41. The Newcomer Women's Services, Toronto\*
42. The Yonge Street Mission
43. Times Change Women's Employment Service Inc.
44. Ve'ahavta
45. VPI Inc.
46. West Scarborough Neighbourhood Community Centre
47. Woodgreen Community Services
48. Working for Change\*
49. Working Skills Centre
50. Youth Employment Services

### **Population-Specific Employment Pathways Programs**

1. Achieve Potential Inc.\*\*
2. Agincourt Community Services Association (ACSA)
3. Canadian Council on Rehabilitation and Work
4. CTI Canadian Training Institute Institut Canadien De Formation Inc.
5. CEE Centre for Young Black Professionals
6. The Centennial College of Applied Arts and Technology
7. Centre for Immigrant and Community Services
8. Centre Francophone de Toronto
9. Christie Ossington Neighbourhood Centre
10. Crue Space\_Project\*\*
11. East Scarborough Boys and Girls Club
12. Fred Victor Centre
13. La Passerelle\*\*
14. Metro Labour Education and Skills Training Centre

15. Operation Springboard
16. Polycultural Immigrant and Community Services
17. Rehabilitation Network Canada Inc.
18. Skills for Change of Metro Toronto
19. St. Stephen's Community House
20. Techno Canada Centre of Excellence\*
21. The Learning Disabilities Association of Toronto District
22. The Learning Enrichment Foundation
23. Up With Women
24. Working Skills Centre

**Sector Skills Training Programs:**

1. 1472560 Ontario Limited O/A Jay's Professional Truck Training Centre
2. 1137911 Ontario Inc. - Ontario Truck Training Academy\*
3. 2001016 Ontario Inc - York Construction Academy\*
4. Ability Learning Network Inc.
5. Achieve Potential Inc.\*\*
6. Alpine Truck Driving\*\*
7. Building Up
8. Carefirst Seniors and Community Services Association
9. Centre for Security Training + Management Inc.
10. Centre Francophone de Toronto\*
11. City Truck and Forklift Driving School
12. Commercial Heavy Equipment Training Ltd\*
13. Continuous Training Solutions\*
14. Dixon Hall Neighbourhood Services
15. Tides Canada Initiatives Society
16. Friendly Logistics Inc. o/a Friendly Truck Driving School
17. The George Brown College of Applied Arts and Technology
18. Greater Toronto Apartment Association \*
19. Hospitality Workers Resource Centre\*\*
20. Institute of Technical Trades\*
21. La Passerelle\*\*
22. Npower Canada
23. Ontario Tourism Education Corporation
24. Operation Springboard
25. Pine Valley Driving Academy Ltd
26. Progress Career Planning Institute
27. PTP Adult Learning and Employment Programs
28. S & A Sprint Driving School Inc.
29. Skills for Change for Metro Toronto
30. Techno Canada Centre of Excellence\*
31. The Learning Disabilities Association of Toronto District
32. The Learning Enrichment Foundation
33. Toronto Business Development Centre\*

34. Toronto Community Benefits Network\*
35. Toronto Truck Driving School\*
36. Tropicana Community Services\*
37. University Settlement
38. West Scarborough Neighbourhood Community Centre
39. Woodgreen Community Services\*
40. YMCA of Greater Toronto Area
41. Youth Film and Media Training Network Inc.

\* Bidder did not meet the technical evaluation threshold of 65% (520 points).

\*\* Bidder was found non-compliant with mandatory requirements.

**Range of Scores:**

Employment Essentials: 41% to 91%

Sector Skills Training: 51% to 95%

Population-Specific Employment Pathways: 30% to 90%

**DIVISION CONTACTS**

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**COMMENTS**

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For the recommended contract award, the following requirements have been met:

- a. The firms recommended for award are the highest scoring proponents based on the evaluation criteria included in the call and meeting the requirements of the call;
- b. Employment and Social Services has reviewed submissions and found the prices to be reasonable, within available budget and concurs with the recommendation;
- c. the total contract value is less than \$20 million dollars (excluding applicable taxes) and the contract term is:
  1. for a contract funded by the operating budget, 5 years or less including any option years; or
  2. for a contract funded by the capital budget, within the projected term of the capital funding for the project as set out in the capital budget,



being within the authority of the Bid Award Panel;

d. there are no material written objections to the award;

e. the call document was advertised on the City's internet website and bids or proposals were opened publicly; and

f. the Fair Wage Office confirms the recommended firm understands the Fair Wage Policy and Labour Trades requirements and has agreed to comply fully.

Additional details and information for the above calls are on the file in the Purchasing and Materials Management Division.

**SIGNATURE**

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Michael Pacholok  
Chief Purchasing Officer