



## BID AWARD PANEL CONTRACT AWARD

### **Award of Vendor of Record (VOR) Arrangement #OSS-00415819 to Rogers Communications Canada, PageNet Network of Canada, Telus Communications Company and Bell Mobility Inc. for the Supply of Paging and Mobile Devices and Services**

**Date:** December 12, 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 as per the Toronto Municipal Code, Chapter 195-6.6. Procurement of same goods and services as a public body.**

**Call Number:**  
MGCS VOR #OSS-00415819

#### **Description:**

For the ongoing supply of Wireless Cellular and Paging Devices and Services to succeed expiring City awarded service agreements, supporting the operations of approximately 19,000 devices. Term of the Agreements are initially January 1, 2020 to January 31, 2022 based on Provincial commitment for the first of two (2), two (2) year extensions. If the contract is extended for the additional two (2) years (at the discretion of the Ministry of Government and Consumer Services), the City would continue to utilize services through to January 1, 2024. Use of the services is dependent on operational necessity and budget availability for the Divisions utilizing the services.

The Vendor of Record (VOR) Arrangement #OSS-00415819 for Paging and Mobile Devices and Services has been created between the Ministry of Government and Consumer Services, and multiple wireless carriers for the provisioning devices, cellular airtime and related services to support the requirements for all ministries and approved agencies of the Government of Ontario. The VOR arrangement is based on a tiered ranking of approved vendors, with awarded contracts to each to maintain pre-existing and alternate services.

**Recommended Proponents:**

Rogers Communications Canada,  
PageNet Network of Canada,  
Telus Communications Company and  
Bell Mobility Inc.

A fifth vendor, TBayTel Communications was also awarded VOR status under this call, however the service area is not relevant to the City of Toronto requirements and no award is required.

**Contract Award Value:****Rogers Communications Canada**

\$5,894,079 net of all applicable taxes and charges  
\$6,660,309 including HST and all applicable charges  
**\$5,997,815 net of HST recoveries**

**Contracts are expected to start on January 1, 2020 and end on Jan 31, 2022.**

**Option Year (February 1, 2022 to January 31, 2024)**

\$10,397,695 net of all applicable taxes and charges  
\$11,749,396 including HST and all applicable charges  
\$10,580,694 net of HST recoveries

The total potential contract award identified in this report including all option years is \$16,291,774 net of all applicable taxes and charges, \$18,409,705 including all applicable taxes and charges. The total potential cost to the City including all option years is \$16,578,509 of HST recoveries.

**Contract Award Value:****Telus Communications Company and**

\$10,637,376 net of all applicable taxes and charges  
\$12,020,235 including HST and all applicable charges  
**\$10,824,594 net of HST recoveries**

**Contracts are expected to start on January 1, 2020 and end on Jan 31, 2022.**

**Option Year (February 1, 2022 to January 31, 2024)**

\$4,603,308 net of all applicable taxes and charges  
\$5,201,738 including HST and all applicable charges  
\$4,684,326 net of HST recoveries

The total potential contract award identified in this report including all option years is \$15,240,684 net of all applicable taxes and charges, \$17,221,973 including all applicable taxes and charges. **The total potential cost to the City including all option years is \$15,508,920 of HST recoveries.**

**Contract Award Value:****Bell Mobility Inc**

\$1,296,900 net of all applicable taxes and charges

\$1,465,497 including HST and all applicable charges

**\$1,319,725 net of HST recoveries**

**Contracts are expected to start on January 1, 2020 and end on Jan 31, 2022.**

**Option Year (February 1, 2022 to January 31, 2024)**

\$1,296,900 net of all applicable taxes and charges

\$1,465,497 including HST and all applicable charges

\$1,319,725 net of HST recoveries

The total potential contract award identified in this report including all option years is \$2,593,800 net of all applicable taxes and charges, \$2,930,994 including all applicable taxes and charges. **The total potential cost to the City including all option years is \$2,639,451 of HST recoveries.**

**Contract Award Value:****PageNet Network of Canada,**

\$686,400 net of all applicable taxes and charges

\$775,632 including HST and all applicable charges

**\$698,481 net of HST recoveries**

**Contracts are expected to start on January 1, 2020 and end on Jan 31, 2022.**

**Option Year (February 1, 2022 to January 31, 2024)**

\$686,400 net of all applicable taxes and charges

\$775,632 including HST and all applicable charges

\$698,481 net of HST recoveries

The total potential contract award identified in this report including all option years is \$1,372,800 net of all applicable taxes and charges, \$1,551,264 including all applicable taxes and charges. **The total potential cost to the City including all option years is \$1,396,961 of HST recoveries.**

The combined total potential contract awards identified in this report, including all option years, for four (4) contracts is \$40,113,936 including all applicable taxes and charges and \$35,499,058 net of all applicable taxes and charges. **The total potential cost to the City including all option years for four (4) contracts is \$36,123,841 net of HST recoveries.**

**FINANCIAL IMPACT**

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The total potential contract awards identified in this report, including all option years is \$40,113,935.54 including all applicable taxes and charges and \$35,499,058 net of all taxes. The total potential cost to the City is \$36,123,841 net of HST recoveries.

Funding is included in the various accounts of the recommended 2020 Operating Budgets of the appropriate Divisions and will be included in the appropriate program annual operating budget submissions for the remainder of the contract to January 31, 2024.

Table 1: Financial Impact Summary of Recommended Contract

Description	Cost Element	Initial Term January 1, 2020 to December 31, 2020	Initial Term January 1, 2021 to December 31, 2021	Option Year January 1, 2022 to December 31, 2022	Option Year January 1, 2023 to December 31, 2023	Total (net of HST Recoveries)
Hardware Device Purchase	4310	\$1,613,338	\$1,613,338	\$1,613,338	\$1,613,338	\$6,453,352
Airtime	4811	\$7,660,351	\$7,255,107	\$6,865,372	\$6,492,698	28,273,528
Paging	4555	\$349,240	\$349,240	\$349,240	\$349,240	\$1,396,961
Total		\$9,622,929	\$9,217,685	\$8,827,951	\$8,455,276	36,123,841

## CALL SUMMARY

**Call Issued:** October 11, 2013 **Call Closed:** November 27, 2013

**Number of Addenda Issued:** Not applicable

**Number of Bids:** Five (5)

Table 2: Summary of Proposals Received for VOR#OSS-00415819

Proponent Name
Rogers Communications Canada
PageNet Network of Canada
Telus Communications Company
Bell Mobility Inc.
TBayTel Communications

## DIVISION CONTACTS

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Award of Vendor of Record Agreement #OSS-00415819

## **COMMENTS**

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The City of Toronto is utilizing the Ministry of Government, Consumer Services Contract for the recommended award, as per the Toronto Municipal Code, Chapter 195-6.6. Procurement of same goods and services as a public body, the following requirements have been met:

- a. The firm recommended for award is the lowest bidder meeting specifications or to the highest scoring proponent based on the evaluation criteria included in the call and meeting the requirements of the call;
- b. The resulting contract between the public body and the supplier stipulates that the same goods and/or services be made available to other public bodies which include the City at the same price as provided by the supplier to the initiating public body;
- c. The same goods and/or services will be made available to the City for the same or better price than the price that is to be paid by the public body;
- d. The appropriate Division has reviewed the Ministry of Government, Consumer Services's submission and found the price to be reasonable, within available budget and concurs with the recommendation;
- e. The supplier is not ineligible, suspended or otherwise in contravention of Chapters 71 - Financial Control and 195 - Purchasing of the City of Toronto Municipal Code.
- f. The total contract value is less than \$20 million dollars (excluding applicable taxes) and the contract term is for a contract funded by the operating budget, 5 years or less including any option years.
- g. being within the authority of the Bid Award Panel;
- h. there are no material written objections to the award;
- i. the Call Document was advertised on the Ministry of Government, Consumer Services' internet website as part of the Competitive Call process; and
- j. 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 Call is on the file in the Purchasing & Materials Management Division.

## **SIGNATURE**

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Michael Pacholok  
Chief Purchasing Officer