



REPORT FOR ACTION

Beanfield Centre AV System Upgrade

Date: March 27, 2019

To: The Board of Governors of Exhibition Place

From: Chief Executive Officer

Wards: All

SUMMARY

This report recommends approving a contract with Westbury National Show System Ltd. for Beanfield Centre AV system upgrade. The tender call for this contract was issued on February 20, 2019 through the City of Toronto Purchasing and Material Management Division and the recommendation is to award the contract to the sole bidder meeting specifications within the available budget.

RECOMMENDATIONS

The Chief Executive Officer recommends that:

1. The Board approve the award of Contract No. 19-085-98518 to Westbury National Show System Ltd. for Beanfield Centre AV system upgrade in the amount of \$969,415.00, which includes a contingency allowance of \$30,000.00, but excludes HST; this being the sole acceptable tender received following the public tendering of the project through the City of Toronto's Purchasing and Material Management Division.

FINANCIAL IMPACT

The financing for this project is included within the approved Exhibition Place Operating Budget for 2019.

DECISION HISTORY

The Exhibition Place 2017 – 2019 Strategic Plan has a Public Space and Infrastructure Goal to ensure that our State-of-Good Repair plan and processes are adequately linked to our capital plan and as a Strategy to support this Goal maintain and improve our event space.

At its meeting of July 19, 2018, the Board approved the 2019 Operating Budget. The amended version of the budget was approved and adopted by City Council at its meeting on March 7, 2019.

<http://app.toronto.ca/tmmis/viewAgendaItemHistory.do?item=2018.EP13.3>

<http://app.toronto.ca/tmmis/viewAgendaItemHistory.do?item=2019.EX2.5>

COMMENTS

Background

The exterior and interior of Beanfield Centre was fully renovated from the Automotive Building exhibit space to a Class A conference centre in 2008 to 2009 at a cost of approximately \$52.0M adding ball rooms and meeting rooms facilities. The 20 meeting rooms, all on the second floor, were originally fitted the latest audio video (AV) system circa 2008. This AV system has now reached its anticipated usefulness functional lifespan; does not meet technological advances now required by our clients'; and are also failing with no ability to replace parts. Upgrading the current AV system is necessary to maintain the facility as a first class venue for conferences and meetings and to attract major functions and corporate clients. An upgraded AV system will incorporate new technology and will be designed to meet or exceed client expectations for a venue of this caliber.

The upgrade scope of work includes upgrades to the following equipment:

- Reconfiguration of AV racks (with new and some existing equipment)
- Digital HD-Base-T video distribution system
- Projection systems (employing current aspect ratios & resolution)
- Control system, touch panels and programming
- DSP employing Dante protocol and Dante endpoints and programming
- Podium/presentation lighting
- Central video matrix over fibre;
- Systems to support room combining of adjacent rooms as well as non-adjacent rooms
- Integration with existing building PA system

Tender Process

The tender for this contract was issued on February 20, 2019 through the City of Toronto Purchasing and Material Management Division and Mr. Hardat Persaud, Chief Financial Officer and Corporate Secretary of the Board, supervised the tender opening on March 15, 2019. Three (3) bidders came to the mandatory site tour meeting and one (1) official tender was received. The price submission, excluding HST, is as shown in the following table:

Table 1: Tender Price Submissions and Recommended Contract

Tenderer	Tender Price Received	Recommended Contract Price
Westbury National Show System Ltd.	\$1,139,944.00	\$969,415

The construction budget for this project is under the Operating Budget Special Equipment Appropriations (50-308-63010) with a construction budget of \$970,000.

The original submission of the sole tender by Westbury National at \$1,139,944 which includes a contingency allowance of \$30,000, has therefore exceeded this construction budget. In the tender documents, there were several identified items listed under Appendix III that are subject to be deleted if submission is over budget. Based on the evaluation, three items can be removed from this contract and added back in the future without significantly compromising the integrity of the project at this time. These are Wireless Presentation Gateways (\$30,098), Back-up Hard Wired Presentation System (\$39,758) and Presentation Lighting System (\$100,673). With these reduction, the value of the contract is reduced to \$969,415, which is within the budget. The consultant, Novita Techne Ltd and Exhibition Place staff concur with the deletions and recommend the project at the contract price.

Westbury National has been in operation for 45 years and has extensive experience with corporate installations including design and implementation of systems for enterprise, healthcare, education, government, gaming, sports, entertainment and worship. The company has offices in Toronto and Ottawa. Clients include the Toronto International Film Festival, Yonge-Dundas Square, the Royal Ontario Museum and the Aga Khan Museum. Westbury did the original AV install within the Beanfield Centre in 2009

This recommendation is contingent upon approval by the Office of the City CFO of the Surety Company proposed by the successful bidder for the supply of the bonding requirements and is also subject to the Fair Wage Office confirming that the recommended contractor and its subcontractors maintain wage rates and working conditions in accordance with Toronto Workers' Rights requirements.

CONTACT

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SIGNATURE

Dianne Young
Chief Executive Officer

ATTACHMENTS
