



To: Board of Management

From: Chief Operating Officer

Subject: **PEOPLE MOVER VEHICLE (ZOOMOBILE) RFP**

Date: 2019-02-08

SUMMARY:

This report provides an analysis of the results of the Request for Proposals for new Zoomobiles and recommends the award for approval by the Board of Management.

RECOMMENDATIONS:

It is recommended that the RFP for the purchasing of four (4) people mover trams in accordance with the People Mover Vehicle (Zoomobile) RFP 03 (2018-10) be awarded to TDI Production Services in the amount of \$1,993,500 including applicable taxes.

FINANCIAL IMPACT:

There is no financial impact with regard to the purchase of the vehicles as the funding is included in the approved 2018-2022 Capital Budget. With the expectation that the new vehicles being sourced are capable of operating year round, the Zoomobile is budgeted to generate \$988,000 in revenue in 2019.

DECISION HISTORY:

In order to increase Zoo attendance in the winter months it was recommended in the 2016 Master Plan that winterized people-movers should be purchased. Funding was approved in the 2018 Capital Budget for winterized Zoomobiles, and the revenue budget was increased to accommodate the year-long operations. In addition a Business Case Report was also submitted detailing the need to begin the replacement of the existing Zoomobile fleet due to age and escalating maintenance costs.

COMMENTS:

In 2018, the Toronto Zoo had issued two RFP's for the purchase of new people mover vehicles. RFP 03 (2018-02) Winterized People Mover (Zoomobile) was issued 2018-03-23. A number of potential bidders were notified of the RFP. Furthermore the RFP was posted on the Toronto Zoo website. One bid was received, but it did not meet basic requirements and was disqualified.

Later in October, Toronto Zoo re-issued RFP 03 (2018-10) Toronto Zoo People Mover Vehicle (Zoomobile) with year-round specifications. A number of potential bidders were notified of the RFP issued as well the RFP was posted on the Toronto Zoo website. The RFP request was for a type of vehicle that could operate all year with the ability to add or remove sides, windows and doors to accommodate the changes in season. Two responses to the RFP were received from TDI Production Services and Speciality Vehicles (see Appendix I).

Proposals were evaluated by an Evaluation Team based on the pre-established evaluation criteria, suitability for intended operations, service, warranty and training, delivery, manufacturer and dealer history, and pricing.

Following the review of the proposals the two proponents were contacted to clarify questions regarding their original submission. Subsequently, it was determined that Speciality Vehicles did not meet the basic specification requirements of the RFP as they do not have a vehicle that is serviceable as a “winterized” option. Their people movers had the seats facing inwards, and did not have adequate braking capabilities in accordance with the Zoo’s site requirements.

The TDI Production Services Proposal meets all critical specifications and the product specified will provide a suitable solution for both a summer and winter people mover for Toronto Zoo through the use of removable doors and windows.

Due to the value of their bid being below budget and the discounts offered for additional vehicles we are able to order four complete trams (each tram consisting of a drive unit and 3 cars) which will help us begin to replace our aging fleet as well as introduce all-season Zoomobile service.

Photos and a sketch of the TDI proposed vehicles appear in Appendix II

Robin D. Hale
Chief Executive Officer

Attachments:

Appendix I - Schedule of Proposals Received
Appendix II – Proposed People Mover

TORONTO ZOO
People Mover Vehicle (Zoomobile)
RFP #03 (2018-10)
SCHEDULE OF PROPOSALS RECEIVED

PROPONENT	PROPOSAL PRICE (per tram excluding taxes)	Evaluation
TDI Production Services	\$473,800*	Meets Specifications
Speciality Vehicles	\$540,970	Does Not Meet Specifications

*Discount offered for additional trams.

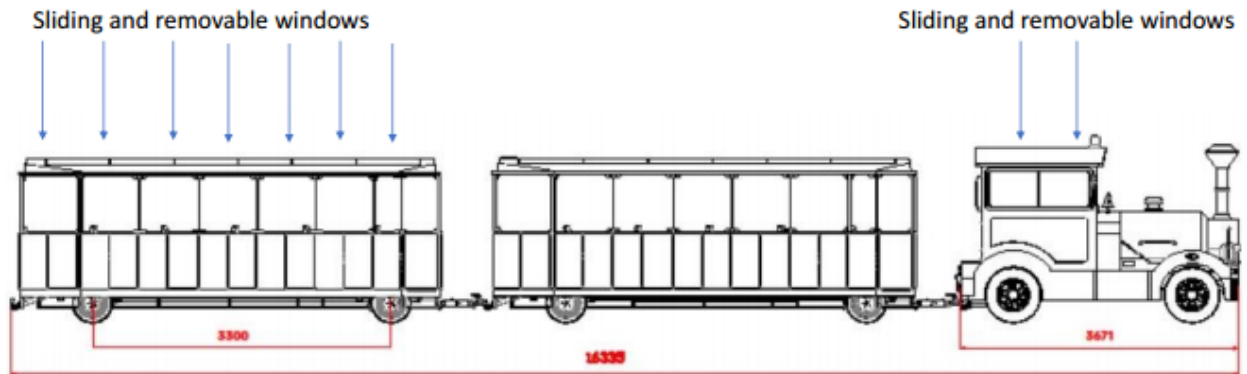
Proposed People Mover

Deltrain Delga Diamond Train



Smaller Diamond trailing units shown





SIMPLE CHANGE OVER FROM WINTER TO SUMMER OPERATION THAT TAKES JUST A FEW MINUTES