BID AWARD PANEL
CONTRACT AWARD

Award of Ariba Doc No. 2507752181 to ONX Enterprise Solutions Ltd. for the supply and delivery of Nutanix hardware appliance, hardware components, software, licenses, subscription, services, warranty, maintenance & support and training for Toronto Water

Date: September 3, 2020
To: Bid Award Panel
From: Chief Procurement Officer
Wards: All

RECOMMENDATIONS

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

Solicitation Number:
Ariba Doc No. 2507752181

Description:
For the non-exclusive supply and delivery of Nutanix hardware appliance, hardware components, software, licenses, subscription, services, warranty, maintenance & support and training for a period of three (3) years

Recommended Supplier:
ONX Enterprise Solutions Ltd.

Contract Award Value:
$1,525,000 USD net of all applicable taxes and charges
$1,723,250 USD HST and all applicable charges
$1,551,840 USD net of HST recoveries

Contract is expected to start on the date of award and end on August 31, 2023.

FINANCIAL IMPACT

The total contract award identified in this report is $1,723,250 USD ($2,343,620 CAD) including all applicable taxes and charges. The total cost to the City is $1,551,840 USD ($2,110,504 CAD) net of HST recoveries. $1 USD = $1.36 CAD exchange rate (August 2020).

Funding is included in the approved 2020-2028 Capital Plan for the Technology Services Division and 2020-2029 Capital Plan for Toronto Water Division. Funding details are provided in Table 1 below.

Table 1: Financial Impact Summary of Recommended Contract

Period	**Cost Center / Cost Elements**	**Total USD (Net of HST Recoveries)**	**Total CAD (Net of HST Recoveries)**
Sep 1 to Dec 31, 2020	CPW039-10-20	USD $310,368	CAD $422,100
	CPW039-20-02	USD $51,898	CAD $70,581
	CIT702-07-03	USD $101,760	CAD $138,394
Jan 1 to Dec 31, 2021	CPW039-10-20	USD $768,288	CAD $1,044,872
	CIT702-07-03	USD $252,365	CAD $343,216
Jan 1 to Dec 31, 2022	CPW039-10-20	USD $50,000	CAD $68,000
Jan 1 to Aug 31, 2023	CPW039-10-20	USD$17,161	CAD $23,341
Grand Total		USD $1,551,840	CAD $2,110,504

SOLICITATION SUMMARY

Solicitation Issued: July 9, 2020 **Solicitation Closed:** July 24, 2020
Number of Addenda Issued: Zero (0)
Number of Bids: 3

Table 2: Summary of Bids Received including bid price for Ariba Doc No. 2507752181

Supplier Name	Bid Price (including H.S.T.)
ONX Enterprise Solutions Ltd.	$1,723,250 USD
Zycom Technology Inc.	$2,036,260 USD
Managing Information Systems 3 Inc.	$2,189,940 USD

DIVISION CONTACTS

Elena Caruso, Manager, Goods and Services, Purchasing & Materials Management
Telephone: (416) 392-7316 E: mail: ecaruso@toronto.ca

Fardeen Haji, Senior Project Manager, Toronto Water
Telephone: (416) 397-9751 Email: Fardeen.Haji@toronto.ca

COMMENTS

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

a. The firm recommended for award is the lowest Supplier meeting specifications or to the highest scoring Supplier based on the evaluation criteria included in the Solicitation and meeting the requirements of the solicitation;

b. the appropriate Division has reviewed submissions and found the price 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 Solicitation 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 Solicitations are on the file in the Purchasing and Materials Management Division.

SIGNATURE

Michael Pacholok
Chief Procurement Officer