



BID AWARD PANEL CONTRACT AWARD

Award of Ariba Doc No. 2218877112 to Comtech Solacom Technologies Inc. for the non-exclusive supply of a Telecommunications Console Solution for Toronto Paramedic Services

Date: September 17, 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:
Request for Proposal, Ariba Doc No. 2218877112

Description:
For the non-exclusive supply of a Telecommunications Console Solution for two (2) years, with option to renew for an additional three (3) separate one (1) year periods.

Recommended Supplier:
Comtech Solacom Technologies Inc.

Contract Award Value (2021-2022)
\$1,426,335 net of all applicable taxes and charges
\$1,611,759 including all applicable taxes and charges
\$1,451,439 net of HST recoveries

Contract is expected to start on January 1, 2021 and end on December 31, 2022.

Optional Year 1 (2023)
\$201,024 net of all applicable taxes and charges
\$227,157 including all applicable taxes and charges
\$204,562 net of HST recoveries

Optional Year 2 (2024)
\$201,024 net of all applicable taxes and charges
\$227,157 including all applicable taxes and charges
\$204,562 net of HST recoveries

Optional Year 3 (2025)

\$201,024 net of all applicable taxes and charges

\$227,157 including all applicable taxes and charges

\$204,562 net of HST recoveries

Total Potential Contract Award Value (2021-2025)

\$2,029,407 net of all applicable taxes and charges

\$2,293,230 including all applicable taxes and charges

\$2,065,125 net of HST recoveries

The total potential contract award identified in this report for the full term including three optional terms is \$2,029,407 net of all applicable taxes and charges and \$2,293,230 including all applicable taxes and charges. **The total potential cost to the City including optional terms is \$2,065,125 net of HST recoveries.**

FINANCIAL IMPACT

The total potential contract award identified in this report is \$2,293,230 including all applicable taxes and charges and \$2,029,407 net of all applicable taxes and charges. The total cost to the City is \$2,065,125 net of HST recoveries.

Funding is included in the 2020-2029 Approved Capital Budget and Plan for Toronto Paramedic Services to support this contract. Should the option years be exercised, additional operating funding will be included in the 2023-2025 Operating Budget Submissions for Toronto Paramedic Services for consideration as part of the future years' budget review. Funding details are provided in Table 1 below:

Table 1: Financial Impact Summary of Recommended Contract

Period	Cost Center / Cost Elements	Total CAD (Net of HST Recoveries)
Jan 1 to Dec 31, 2021	CAM070	\$1,200,000
Jan 1 to Dec 31, 2022	CAM070	\$251,439
Jan 1 to Dec 31, 2023 Option Year 1	B31100	\$204,562
Jan 1 to Dec 31, 2024 Option Year 2	B31100	\$204,562
Jan 1 to Dec 31, 2025 Option Year 3	B31100	\$204,562
Grand Total		\$2,065,125

SOLICITATION SUMMARY

Solicitation Issued: January 22, 2020 **Solicitation Closed:** March 31, 2020

Number of Addenda Issued: Seven (7)

Number of Bids: Five (5)

Table 2: Summary of Proposals Received for Ariba Doc No. 2218877112

Supplier Name
Bell Canada
Combat Networks
Intrado Life & Safety Canada, Inc.
Motorola Solutions Canada Inc.
Comtech Solacom Technologies Inc.

Range of Scores:

72% to 95%

DIVISION CONTACTS

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COMMENTS

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

- a. The firm recommended for award is 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