



BID AWARD PANEL CONTRACT AWARD

Award of Ariba Doc No. 2102349866 to Various Suppliers for the Provision of IT Professional Services for Technology Services

Date: October 1, 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:
NRFP, Ariba Doc No. 2102349866

Description:

For the provision of IT Professional Services to contract technology professionals on an as-needed, temporary basis, to augment the corporate technology teams for a period of three (3) years, with the option to extend for two (2) additional one (1) year terms.

This NRFP was issued for the City and Participating Agencies (Toronto Transit Commission, and Toronto Public Library) to award contracts to the highest top-three scoring proponents per category, for the City and for each Participating Agency for the provision of IT Professional Services of technology professionals on an as-needed, temporary basis.

Recommended Suppliers:

Category A - Standard

1. Eagle Professional Resources Inc.
2. Altis Human Resources Inc.
3. Procom Consultants Group Ltd.

Category B - SAP

1. 2iSolutions Inc.
2. Calian Ltd.

Contract Award Values:

Category A – Standard

1. Eagle Professional Resources Inc.

From November 1, 2020 to October 31, 2023

\$11,107,328 net of all taxes and charges

\$12,551,280 including HST and all applicable charges

\$11,302,817 net of HST recoveries

Option Year 1 (November 1, 2023 to October 31, 2024)

\$3,926,778 net of all taxes and charges

\$4,437,259 including HST and all applicable charges

\$3,995,889 net of HST recoveries

Option Year 2 (November 1, 2024 to October 31, 2025)

\$4,044,581 net of all taxes and charges

\$4,570,377 including HST and all applicable charges

\$4,115,766 net of HST recoveries

Total Potential Contract Award Value to Eagle Professional Resources Inc.

\$19,078,686 net of all taxes and charges

\$21,558,916 including HST and all applicable charges

\$19,414,471 net of HST recoveries

2. Altis Human Resources Inc.

From November 1, 2020 to October 31, 2023

\$2,221,466 net of all taxes and charges

\$2,510,256 including HST and all applicable charges

\$2,260,563 net of HST recoveries

Option Year 1 (November 1, 2023 to October 31, 2024)

\$785,356 net of all taxes and charges

\$887,452 including HST and all applicable charges

\$799,178 net of HST recoveries

Option Year 2 (November 1, 2024 to October 31, 2025)

\$808,916 net of all taxes and charges

\$914,075 including HST and all applicable charges

\$823,153 net of net of HST recoveries

Total Potential Contract Award Value to Altis Human Resources Inc.

\$3,815,737 net of all taxes and charges

\$4,311,783 including HST and all applicable charges

\$3,882,894 net of HST recoveries

3. Procom Consultants Group Ltd.

From November 1, 2020 to October 31, 2023

\$1,480,977 net of all taxes and charges

\$1,673,504 including HST and all applicable charges

\$1,507,042 net of HST recoveries

Option Year 1 (November 1, 2023 to October 31, 2024)

\$523,570 net of all taxes and charges
\$591,634 including HST and all applicable charges
\$532,785 net of HST recoveries

Option Year 2 (November 1, 2024 to October 31, 2025)

\$539,277 net of all taxes and charges
\$609,384 including HST and all applicable charges
\$548,769 net of HST recoveries

Total Potential Contract Award Value to Procom Consultants Group Ltd.

\$2,543,825 net of all taxes and charges
\$2,874,522 including HST and all applicable charges
\$2,588,596 net of HST recoveries

The total potential cost for Category A – Standard including all optional years is
\$25,438,249 net of all taxes and charges, \$28,745,221 including HST and all applicable
charges and **\$25,885,962 net of HST recoveries.**

Category B - SAP

1. 2iSolutions Inc.

From November 1, 2020 to October 31, 2023

\$2,684,414 net of all taxes and charges
\$3,033,388 including HST and all applicable charges
\$2,731,659 net of HST recoveries

Option Year 1 (November 1, 2023 to October 31, 2024)

\$949,022 net of all taxes and charges
\$1,072,395 including HST and all applicable charges
\$965,725 net of HST recoveries

Option Year 2 (November 1, 2024 to October 31, 2025)

\$977,492 net of all taxes and charges
\$1,104,566 including HST and all applicable charges
\$994,696 net of HST recoveries

Total Potential Contract Award Value to 2iSolutions Inc.

\$4,610,928 net of all taxes and charges
\$5,210,349 including HST and all applicable charges
\$4,692,080 net of HST recoveries

2. Calian Ltd.

From November 1, 2020 to October 31, 2023

\$298,268 net of all taxes and charges
\$337,043 including HST and all applicable charges
\$303,518 net of HST recoveries

Option Year 1 (November 1, 2023 to October 31, 2024)

\$105,447 net of all taxes and charges

\$119,155 including HST and all applicable charges
\$107,303 net of HST recoveries

Option Year 2 (November 1, 2024 to October 31, 2025)

\$108,610 net of all taxes and charges
\$122,730 including HST and all applicable charges
\$110,522 net of HST recoveries

Total Potential Contract Award Value to Calian Ltd.

\$512,325 net of all taxes and charges
\$578,928 including HST and all applicable charges
\$521,342 net of HST recoveries

The total potential cost for Category B – SAP including the optional periods is \$5,123,253 net of all taxes and charges, \$5,789,276 including HST and all applicable charges and \$5,213,422 net of HST recoveries.

The total potential cost to the Agencies for the term of three (3) years, with the option to extend for two (2) additional one (1) year terms for the applicable recommended Proponents will be subject to approval from their appropriate authority.

Contracts are expected to start on November 1, 2020, and end on October 31, 2023.

The total potential award for five (5) contracts, identified in this report including all optional years is \$30,561,502 net of all applicable taxes and charges, \$34,534,497, including all applicable taxes and charges. **The total potential cost to the City including all optional years is \$31,099,384 net of HST recoveries.**

FINANCIAL IMPACT

The total potential award amount for five (5) contracts, inclusive of option years is \$30,561,502 net of all applicable taxes and charges (\$31,099,384 net of Harmonized Sales Tax recoveries).

The contracts are expected to commence on November 1, 2020 and replace current agreements that are due to expire. Technology teams across City Divisions will be able to draw upon the contract on an as-needed basis by issuing Contract Release Orders (CROs) against the blanket contract subject to validation of funding at the time of issuance and approval by the Division Head of the requesting division. Individual cost centres will be identified by the Divisions on each CRO as it is issued against the blanket contract.

The estimated breakdown by year and contract / Vendor is summarized in Table 1 below.

Table 1: Total Contact Award Summary (all values are net of HST recoveries)

Vendor	Standard			SAP		Annual Total
	Eagle Pro 1st ranked	Altis Tech 2nd ranked	Procom 3rd ranked	2i Solutions 1st ranked	Calian 2nd ranked	
Initial Term (Nov 2020 – Dec 2020)	\$627,934	\$125,587	\$83,725	\$151,759	\$16,862	\$1,005,867
Initial Term (Jan 2021 – Dec 2021)	\$3,767,606	\$753,521	\$502,347	\$910,553	\$101,173	\$6,035,200
Initial Term (Jan 2022 – Dec 2022)	\$3,767,606	\$753,521	\$502,347	\$910,553	\$101,173	\$6,035,200
Initial Term (Jan 2023 – Oct 2023)	\$3,139,671	\$627,934	\$418,623	\$758,794	\$84,310	\$5,029,332
Initial Contract Term	\$11,302,817	\$2,260,563	\$1,507,042	\$2,731,659	\$303,518	\$18,105,600
Option Term 1 (Nov 2023 - Dec 2023)	\$665,981	\$133,196	\$88,798	\$160,954	\$17,884	\$1,066,813
Option Term 1 (Jan 2024 – Oct 2024)	\$3,329,907	\$665,981	\$443,988	\$804,770	\$89,419	\$5,334,065
Option Term 2 (Nov 2024 – Dec 2024)	\$685,961	\$137,192	\$91,461	\$165,783	\$18,420	\$1,098,817
Option Term 2 (Jan 2025 – Oct 2025)	\$3,429,805	\$685,961	\$457,307	\$828,914	\$92,102	\$5,494,089
Total Potential Award	\$19,414,471	\$3,882,894	\$2,588,596	\$4,692,080	\$521,342	\$31,099,384

SOLICITATION SUMMARY

Solicitation Issued: December 3, 2019

Solicitation Closed: January 28, 2020

Number of Addenda Issued: Five (5)

Number of Bids: Thirty Nine (39)

Table 2: Summary of Bids Received

Category A - Standard

2iSolutions***
22nd Century***
Acumen**
ADGA Group***
Altis Tech
Arrow Workforce***
Bagg Tech**
Bevertec***
Buchanan Tech***
Compugen*
CSI Consulting***
Design Group**
Digital Boundary**
Eagle Pro
Golden 5**
Ian Martin***
Infotek***
InnoAgile***
iVedha***
Maplesoft**
Millenium***
Modis***
Nexus Systems***
OnX***
Procom
Radiant Systems***
Randstad***
Robertson***
SI Systems***
SRA Staffing***
Systematix Tech***
TAL Group**
TEKSystems***
TeraMach Tech***
TES***
Tundra Tech***
VSoft***

Category B - SAP

2iSolutions
BuzzClan LLC*
Calian
InnoAgile*

*Proposals did not pass Stage 1- Mandatory Submission and Qualification Requirements.

** Proposals did not meet the minimum threshold of twenty-eight (28) out of forty (40) in Stage 2A - Evaluation of Organizational Capabilities.

*** Proposals did not meet the minimum thresholds of forty-two (42) out of sixty (60) in Stage 2B - Operations and Methodology.

Range of Scores:

43% to 99%

DIVISION CONTACTS

Elena Caruso, Manager, Goods and Services, Purchasing and Materials Management, 416-392-7316, Elena.Caruso@toronto.ca

Hemali Wijesundara, Acting Director, Strategy and Program Management, Technology Services Division, 416-338-0739, Hemali.Wijesundara@toronto.ca

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