



BID AWARD PANEL CONTRACT AWARD

Award of Ariba Doc No. 2523954772 to CBCI Telecom Canada Inc. for the non-exclusive supply, delivery and warranty of various meeting room audio-visual hardware, accessories and professional services for Technology Services.

Date: November 26, 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 Quotation (RFQ), Ariba Doc No. 2523954772

Description:

For the non-exclusive supply, delivery and warranty of various meeting room audio-visual hardware, accessories and professional services

Recommended Supplier:

CBCI Telecom Canada Inc.

Contract Award Value:

\$1,621,362 net of all applicable taxes and charges
\$1,832,139 including HST and all applicable charges
\$1,649,898 net of HST recoveries

Contract is expected to start on date of award and end on October 31, 2025.

FINANCIAL IMPACT

The total contract award identified in this report is \$1,832,139 including all applicable taxes and charges. The cost to the City is \$1,649,898 net of HST recoveries.

Divisional teams across the City 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. Funding details are provided in the table below.

Table 1: Financial Impact Summary of Recommended Contract

Year	(Net of HST Recoveries)
2020	\$54,997
2021	\$329,980
2022	\$329,980
2023	\$329,980
2024	\$329,980
2025	\$274,983
Total	\$1,649,898

SOLICITATION SUMMARY

Solicitation Issued: August 21, 2020

Solicitation Closed: September 29, 2020

Number of Addenda Issued: Four (4)

Number of Bids: Ten (10)

Table 2: Summary of Bids Received for RFQ, Ariba Doc. No 2523954772 including bid price:

Supplier Name	Bid Price (including H.S.T.)
CBCI Telecom Canada Inc.	\$1,832,139
Cycom Technology Solutions Inc.	\$2,107,574
Optimum Digital Solutions Corporation*	\$2,454,655
Paladin Technologies Inc.	\$2,834,341
Advanced Presentation Products Inc.	\$2,900,927
Global Unified Solution Services	\$2,927,866
Solotech Inc.	\$3,381,406
Aligned Vision Group Inc.	\$3,656,606
Nationwide Audio Visual	\$3,692,979

Supplier Name	Bid Price (including H.S.T.)
AVI SPL	\$4,611,561

* Supplier was found non-compliant with mandatory requirements.

DIVISION CONTACTS

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Lawrence Eta, Chief Technology Officer, Technology Services,
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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