



## BID AWARD PANEL CONTRACT AWARD

### **Award of Ariba Doc. No. 2472492351 to Trimble Europe B.V. for the Purchase and Implementation of Trimble Unity as Mobile Solution for Toronto Water**

**Date:** December 21, 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 Proposals No. Doc2472492351

**Description:**  
Purchase includes the cloud implementation of the Trimble Unity Mobile Solution, 2 years of License Subscriptions including Maintenance and Support, and 3 additional option years of License Subscriptions including Maintenance and Support. Should the option(s) be exercised, then the Toronto Water General Manager will request the Chief Procurement Officer to process the renewals under the same terms and conditions.

**Recommended Supplier:**  
Trimble Europe B.V.

**Contract Award Value:**  
From Date of Award to December 31, 2022  
\$2,855,533 net of all applicable taxes and charges  
\$3,226,753 including HST and all applicable charges  
**\$2,905,791 net of HST recoveries**

Option Period 1 - January 1, 2022 to December 31, 2023  
\$318,388 net of all applicable taxes and charges  
\$359,779 including HST and all applicable charges  
\$323,992 net of HST recoveries

Option Period 2 - January 1, 2023 to December 31, 2024  
\$318,388 net of all applicable taxes and charges  
\$359,779 including HST and all applicable charges  
\$323,992 net of HST recoveries

Option Period 3 - January 1, 2024 to December 31, 2025  
\$318,388 net of all applicable taxes and charges  
\$359,779 including HST and all applicable charges  
\$323,992 net of HST recoveries

The total potential contract award value identified in this report including the additional option periods is \$3,810,697 net of all applicable taxes and charges, \$4,306,090 including all applicable taxes and charges. **The total potential cost to the City the including option years is \$3,877,767 net of HST recoveries.**

## FINANCIAL IMPACT

---

The total potential contract award value identified in this report including the additional option periods is \$3,810,697 net of all applicable taxes and charges, \$4,306,090 including all applicable taxes and charges. The total potential cost to the City is \$3,877,767 net of HST recoveries.

Funding for the initial project term is available in the 2021 Approved Capital Budget and 2022-2030 Approved Capital Plan for Toronto Water as described below. Should the optional period be exercised, appropriate additional funding is available in the 2021-2030 Approved Capital Budget and Plan for Toronto Water. Funding details are summarized in Table 1 as follows:

Table 1: Financial Impact Summary of Recommended Contract

| Account Code | Contract Years |           | Option Years |             |           |
|--------------|----------------|-----------|--------------|-------------|-----------|
|              | 2021           | 2022      | 2023         | 2024        | 2025      |
| CPW039-20-11 | \$2,581,799    | \$323,992 | \$323,992    | \$323,992   | \$323,992 |
| Total        |                |           |              | \$3,877,767 |           |

## SOLICITATION SUMMARY

---

**Solicitation Issued:** June 19, 2020  
**Number of Addenda Issued:** Three (3)  
**Number of Bids:** Seven (7)

**Solicitation Closed:** July 27, 2020

Table 2: Summary of Proposals Received

| Supplier Name                                          |
|--------------------------------------------------------|
| Clevest Solutions Inc.                                 |
| eCrystal WebSoft Inc.*                                 |
| VertiGIS North America Ltd. o/a Latitude Geographics** |

|                                   |
|-----------------------------------|
| Prometheus Group Enterprises LLC* |
| Trimble Europe B.V.               |
| Wipro Solutions Canada Ltd.*      |
| umlaut group Inc.**               |

\* Supplier was found non-compliant with the mandatory requirements.

\*\* Supplier did not meet the minimum technical requirement.

## **DIVISION CONTACTS**

---

Allison Phillips, Manager, Professional Services, Purchasing & Material Management  
Tel: 647-882-9803, email: [Allison.Phillips@toronto.ca](mailto:Allison.Phillips@toronto.ca)

Paul Clements, Manager, Distribution and Collection, Toronto Water  
Tel: 416-395-6248, email: [Paul.Clements@toronto.ca](mailto:Paul.Clements@toronto.ca)

## **COMMENTS**

---

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

a. The firm recommended for award is 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 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