



## BID AWARD PANEL CONTRACT AWARD

### **Award of Ariba Doc No. 2969271108 to TPA North America Inc., FORTRAN Traffic Systems Limited, and Tacel Ltd. for the Supply and Delivery of Traffic Control Components for Materials Management Stores Division**

**Date:** June 30, 2021  
**To:** Bid Award Panel  
**From:** Chief Procurement Officer  
**Wards:** All

#### **RECOMMENDATIONS**

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**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. 2969271108

**Description:**

For the non-exclusive supply and delivery Traffic Control Components to various Purchasing and Materials Management (Stores) locations from the date of award to July 14, 2022, with the option to renew the Contract for four (4) additional one (1) year periods at the sole discretion of the City and subject to budget approval(s).

The RFQ is structured to award contracts to the lowest suppliers meeting specification, and providing the lowest total bid price per Lots A to E of Part 5 – Price Form.

Should the option(s) be exercised, then the Manager of Materials Management and Stores will request the Chief Procurement Officer to process the renewals under the same terms and conditions.

**Recommended Supplier:**

TPA North America Inc. (Lot A, Lot C and Lot D)

**Contract Award Value:**

\$480,643 net of all applicable taxes and charges (incl. 25% for misc. items)

\$543,126 including HST and all applicable charges

**\$489,102 net of HST recoveries**

**Contract is expected to start on date of award and end on July 14, 2022**

Option Year 1 (July 15, 2022 to July 14, 2023)  
\$495,062 net of all applicable taxes and charges  
\$559,420 including all applicable taxes and charges  
\$503,775 net of HST recoveries

Option Year 2 (July 15, 2023 to July 14, 2024)  
\$509,914 net of all applicable taxes and charges  
\$576,202 including all applicable taxes and charges  
\$518,888 net of HST recoveries

Option Year 3 (July 15, 2024 to July 14, 2025)  
\$525,211 net of all applicable taxes and charges  
\$593,488 including all applicable taxes and charges  
\$534,455 net of HST recoveries

Option Year 4 (July 15, 2025 to July 14, 2026)  
\$540,967 net of all applicable taxes and charges  
\$611,293 including all applicable taxes and charges  
\$550,488 net of HST recoveries

**The total potential contract award including all option years is \$2,596,708 net of HST recoveries, \$2,883,530 including all applicable taxes and charges, and \$2,551,796, net of all applicable taxes and charges.**

**Recommended Supplier:**

FORTRAN Traffick Systems Limited (**Lot B**)

**Contract Award Value:**

\$670,538 net of all applicable taxes and charges (incl. 25% for misc. items)  
\$757,707 including HST and all applicable charges  
**\$682,339 net of HST recoveries**

**Contract is expected to start on date of award and end on July 14, 2022**

Option Year 1 (July 15, 2022 to July 14, 2023)  
\$690,654 net of all applicable taxes and charges  
\$780,439 including all applicable taxes and charges  
\$702,809 net of HST recoveries

Option Year 2 (July 15, 2023 to July 14, 2024)  
\$711,373 net of all applicable taxes and charges  
\$803,852 including all applicable taxes and charges  
\$723,893 net of HST recoveries

Option Year 3 (July 15, 2024 to July 14, 2025)  
\$732,714 net of all applicable taxes and charges  
\$827,967 including all applicable taxes and charges

\$745,610 net of HST recoveries

Option Year 4 (July 15, 2025 to July 14, 2026)  
\$754,696 net of all applicable taxes and charges  
\$852,806 including all applicable taxes and charges  
\$767,979 net of HST recoveries

**The total potential contract award including all option years is \$3,622,630 net of HST recoveries, \$4,022,771 including all applicable taxes and charges, and \$3,559,975 net of all applicable taxes and charges.**

**Recommended Supplier:**  
Tacel Ltd. **(Lot D)**

**Contract Award Value:**  
\$10,625 net of all applicable taxes and charges (incl. 25% for misc. items)  
\$12,006 including HST and all applicable charges  
**\$10,812 net of HST recoveries**

**Contract is expected to start on date of award and end on July 14, 2022**

Option Year 1 (July 15, 2022 to July 14, 2023)  
\$10,944 net of all applicable taxes and charges  
\$12,366 including all applicable taxes and charges  
\$11,136 net of HST recoveries

Option Year 2 (July 15, 2023 to July 14, 2024)  
\$11,272 net of all applicable taxes and charges  
\$12,737 including all applicable taxes and charges  
\$11,470 net of HST recoveries

Option Year 3 (July 15, 2024 to July 14, 2025)  
\$11,610 net of all applicable taxes and charges  
\$13,120 including all applicable taxes and charges  
\$11,815 net of HST recoveries

Option Year 4 (July 15, 2025 to July 14, 2026)  
\$11,959 net of all applicable taxes and charges  
\$13,513 including all applicable taxes and charges  
\$12,169 net of HST recoveries

**The total potential contract award including all option years is \$57,402 net of HST recoveries, \$63,743 including all applicable taxes and charges, and \$56,410 net of all applicable taxes and charges.**

The total potential combined contract awards for all suppliers (Lot A to Lot E) including all option years is \$6,970,044 including all applicable taxes and charges, and

\$6,168,181 net of all applicable taxes and charges. **The total potential combined cost to the City including the option years is \$6,276,741 net of HST recoveries**

The above cost calculations reflect a 3% CPI adjustment applied annually to the yearly cost after the initial year.

## FINANCIAL IMPACT

The total potential combined contract awards for all suppliers (Lot A to Lot E) including all option years is \$6,970,044 including all applicable taxes and charges. The total potential combined cost to the City including the option years is \$6,276,741 net of HST recoveries.

The materials on this contract will be purchased for PMMD Stores inventory purposes. The material value will be held in inventory holding Balance Sheet accounts (160004, 160026, 160049, 160067, 160068, 160082, 160083, 160085, 160171) until Transportation Services requires the material to support their work programs at which time the material value is charged to Transportation Service's Operating Budget.

Funding from the date of award to December 31, 2021 has been included in Transportation Service's 2021 Approved Operating Budget. Additional funding will be included in Transportation Service's 2022 Operating Budget Submission. Should all the option years be exercised, appropriate additional funding will be requested in Transportation Services 2022-2026 Operating Budget Submissions. The details are as follows:

Table 1: Financial Impact Summary of Recommended Contract

Period	Cost Centre 160004, 160026, 160049, 160067, 160068, 160082, 160083, 160085, 160171	Total (net of HST Recoveries)
Date of Award – December 31, 2021	\$492,605	
January 1, 2022 – July 14, 2022	\$689,647	
<b>Total: Contract Period</b>	<b>\$1,182,253</b>	<b>\$1,182,253</b>
<b>Total: 2021 Budget Year</b>	<b>\$492,605</b>	
July 15, 2022 to December 31, 2022	\$507,383	
January 1, 2023 – July 14, 2023	\$710,337	
<b>Total: Option Year 1</b>	<b>\$1,217,720</b>	<b>\$1,217,720</b>
<b>Total: 2022 Budget Year</b>	<b>\$1,197,031</b>	
July 15, 2023 to December 31, 2023	\$522,605	
January 1, 2024 – July 14, 2024	\$731,647	
<b>Total: Option Year 2</b>	<b>\$1,254,252</b>	<b>\$1,254,252</b>
<b>Total: 2023 Budget Year</b>	<b>\$1,232,942</b>	

July 15, 2024 to December 31, 2024	\$538,283	
January 1, 2025 – July 14, 2025	\$753,596	
Total: Option Year 3	\$1,291,879	\$1,291,879
Total: 2024 Budget Year	\$1,269,930	
July 15, 2025 to December 31, 2025	\$554,432	
January 1, 2026 – July 14, 2026	\$776,204	
Total: Option Year 4	\$1,330,636	\$1,330,636
Total: 2025 Budget Year	\$1,308,028	
Total: 2026 Budget Year	\$776,204	
Grand Total	\$6,276,741	\$6,276,741

The Chief Financial Officer and Treasurer has reviewed this report and agrees with the financial impact information.

## SOLICITATION SUMMARY

**Solicitation Issued:** May 5, 2021

**Solicitation Closed:** June 14, 2021

**Number of Addenda Issued:** 4

**Number of Bids:** 3

Table 2: Summary of Bids Received for RFQ DOC 2969271108 including bid price

Supplier Name	Evaluated Bid Price (including H.S.T.)
TPA North America Inc (Lots A, C & E)	\$434,501
FORTTRAN TRAFFIC SYSTEMS LIMITED (Lot B)	\$606,166
Tacel Ltd. (Lot D)	\$9.605

\*Evaluated Bid Price does not contain the 25% miscellaneous items.

## 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 lowest supplier meeting specifications or to the highest scoring proponent 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 solicitation are on the file in the Purchasing and Materials Management Division.

## **SIGNATURE**

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Michael Pacholok,  
Chief Procurement Officer