



BID AWARD PANEL CONTRACT AWARD

Award of Ariba Doc No. 2939830903 to HoneyTek Systems Inc. for Supply, Delivery and Warranty of Check Point Software Technologies Ltd. Products and Renewal and Maintenance Services for Technology Services Division

Date: June 30, 2021
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. 2939830903

Description:

For the non-exclusive Supply, Delivery and Warranty of Check Point Software Technologies Ltd. Products and Renewal and Maintenance Services for a term of five (5) years from date of award.

Recommended Supplier:

HoneyTek Systems Inc.

Contract Award Value:

USD \$3,356,875 net of all applicable taxes and charges
USD \$3,793,269 including HST and all applicable charges
USD \$3,415,956 net of HST recoveries (\$4,235,785 CAD)

The contract is expected to start on date of award for a period of five (5) years.

FINANCIAL IMPACT

The total contract award identified in this report is \$3,793,269 USD (\$4,703,653 CAD) including all applicable taxes and charges. The cost to the City is \$3,415,956 USD (\$4,235,785 CAD) net of HST recoveries. \$1USD = \$1.24 CAD exchange rate (June 2021).

Funding has been included in the 2021 Approved Operating Budget for Technology Services. Additional funding will be included in the 2022-2025 Operating Budget Submissions for Technology Services. Funding details are provided in Table 1 below:

Table 1: Financial Impact Summary of Recommended Contract

Year	Cost Centre	G/L	Total USD (Net of HST recoveries)	Total CAD (Net of HST recoveries)
2021	IT1017	4474	\$683,191	\$847,157
2022	IT1017	4474	\$683,191	\$847,157
2023	IT1017	4474	\$683,191	\$847,157
2024	IT1017	4474	\$683,191	\$847,157
2025	IT1017	4474	\$683,191	\$847,157
Grand Total			\$3,415,956	\$4,235,785

The Chief Financial Officer and Treasurer has reviewed this report and agrees with information included in the Financial Impact section.

SOLICITATION SUMMARY

Solicitation Issued: April 20, 2021 **Solicitation Closed:** May 17, 2021
Number of Addenda Issued: Two (2)
Number of Bids: Five (5)

Table 2: Summary of Bids Received for RFQ, Ariba Doc. No. 2939830903 including bid price:

Supplier Name	Bid Price (including H.S.T.)
HoneyTek Systems Inc.	\$3,793,269 USD
MNP LLC	\$3,936,927 USD
Roca Networks Inc.	\$3,951,739 USD
OnX Enterprise Solutions Ltd.	\$3,975,927 USD
Bell Canada	\$4,261,876 USD

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 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