



BID AWARD PANEL CONTRACT AWARD

Award of Ariba Document Number 3019109330 to Rowland Emergency Vehicle Products Inc., for the non-exclusive Vehicle Up-fitting (Conversion) Services for Emergency Response Vehicles for Toronto Paramedic Services and Toronto Fire Services

Date: September 22, 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 Document Number 3019109330

Description:

For the non-exclusive supply and delivery of the up-fitting (conversion), including parts and labour required, per the Price form, for various frontline Emergency Response Vehicles (ERVs). The vehicles are required for up-fit (conversion) into fully operating Emergency Response Vehicles (ERVs) for Toronto Paramedic Services and Toronto Fire Services, for November 01, 2021, to October 31, 2022, with the option to renew the Contract for four (4) additional separate optional years at the sole discretion of the City and subject to budget approval(s).

Should the option(s) be exercised then the Chief of Toronto Paramedic Services will request the Chief Procurement Officer to process the renewals under the same terms and conditions.

Recommended Supplier

Rowland Emergency Vehicle Products Inc.

Contract Award Value:

\$2,424,192 net of all applicable taxes and charges (Including 20% for miscellaneous items)

\$2,739,337 including HST and all applicable charges

\$2,466,858 net of HST recoveries

Contract is expected to start on Initial Year term, November 01, 2021 and ends October 31, 2022.

Option Year 1: (November 01, 2022 – October 31, 2023)

\$2,496,917 net of all applicable taxes and charges (Including 20% for misc. items)

\$2,821,516 including HST and all applicable charges

\$2,540,863 net of HST recoveries

Option Year 2: (November 01, 2023 – October 31, 2024)

\$2,571,825 net of all applicable taxes and charges (Including 20% for misc. items)

\$2,906,162 including HST and all applicable charges

\$2,617,089 net of HST recoveries

Option Year 3: (November 01, 2024 – October 31, 2025)

\$2,648,980 net of all applicable taxes and charges (Including 20% for misc. items)

\$2,993,347 including HST and all applicable charges

\$2,695,602 net of HST recoveries

Option Year 4: (November 01, 2025 – October 31, 2026)

\$2,728,449 net of all applicable taxes and charges (Including 20% for misc. items)

\$3,083,147 including HST and all applicable charges

\$2,776,470 net of HST recoveries

The total potential contract award, including all option years is \$14,543,512 including all applicable taxes and charges, and \$12,870,364, net of all applicable taxes and charges.

The total potential cost to the City, including all option years is \$13,096,881 net of HST recoveries.

The above cost calculations for the Option Years reflect, where required, an estimated annual 3% increase as per the Consumer Price Index (CPI).

FINANCIAL IMPACT

The total potential contract award, including all option years is \$14,543,512 including all applicable taxes and charges, and \$12,870,364, net of all applicable taxes and charges. The total potential cost to the City, including all option years is \$13,096,881 net of HST recoveries.

Funding is available in the 2021-2030 Approved Capital Budgets and Plans of Fleet Services and Toronto Paramedic Services. Funding is also available in the 2021 Approved Operating Budget for Toronto Paramedic Services, and additional funding is included in their 2022 Operating Budget Submissions for Council consideration.

Should the City choose to exercise the option(s) to renew for an additional four (4) separate one (1) year periods, then appropriate additional funding will be requested in the 2022-2026 annual Capital Budget Submissions for Fleet Services and Toronto Paramedic Services, and the 2022-2026 Operating Submissions for Toronto Paramedic Services.

Table 1: Financial Impact Summary of Recommended Contract (Net of HST recoveries), including 20% for miscellaneous items:

Toronto Paramedic Services

Cost Centre	Initial Year Nov 01 to Dec 31, 2021	Initial Year Jan 01 to Oct 31, 2022	Option Year One	Option Year Two	Option Year Three	Option Year Four	Total
B41100	\$105,769	\$528,847	\$653,654	\$673,264	\$693,462	\$998,542	\$3,653,538
CFL013-XX	\$168,384	\$841,922	\$1,040,615	1,071,834	\$1,103,989	\$1,137,108	\$5,363,852
CAM072-XX	\$42,096	\$210,480	\$260,154	\$267,958	\$275,997	\$0.00	\$1,056,685
	\$316,249	\$1,581,249	\$1,954,423	\$2,013,056	\$2,073,448	\$2,135,650	\$10,074,075

Toronto Fire Services

Cost Centre	Initial Year Nov 01 to Dec 31, 2021	Initial Year Jan 01 to Oct 31, 2022	Option Year One	Option Year Two	Option Year Three	Option Year Four	Total
CFL014-XX	\$94,893	\$474,466	\$586,440	\$604,033	\$622,155	\$640,819	\$3,022,806

Consolidated Toronto Paramedic and Fire Services

Cost Centre	Initial Year Nov 01 to Dec 31, 2021	Initial Year Jan 01 to Oct 31, 2021	Option Year One	Option Year Two	Option Year Three	Option Year Four	Total
	\$411,142	\$2,055,715	\$2,540,863	\$2,617,089	\$2,695,603	\$2,776,469	\$13,096,881

The Chief Financial Officer and Treasurer has been provided the financial impacts associated with these programs for review as part of the 2022 budget process.

SOLICITATION SUMMARY

Solicitation Issued: June 18, 2021
Number of Addenda Issued: One (1)

Solicitation Closed: July 20, 2021

Number of Bids: One (1)

Table 2: Summary of one (1) Bid Received for RFQ# Doc3019109330 including total Bid Price;

Supplier Name	Bid Price (including HST)
Rowland Emergency Vehicle Products Inc.	\$2,282,270.80

DIVISION CONTACTS

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Debbie Higgins, Deputy Fire Chief Director, Toronto Fire Services, Tel: 416-338-9055, Email: Debbie.Higgins@toronto.ca

Ron Anselmi, Division Chief, Toronto Fire Services, Tel: 416-338-9103, Email: Rob.Anselmi@toronto.ca

COMMENTS

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

a. The firm recommended for award is the lowest bidder meeting specifications or to the highest scoring proponent based on the evaluation criteria included in the call and meeting the requirements of the call;

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. the call document was advertised on the City's internet website and bids or proposals were opened publicly; and

e. 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 calls are on the file in the Purchasing and Materials Management Division.

SIGNATURE

Michael Pacholok
Chief Procurement Officer