



BID AWARD PANEL CONTRACT AWARD

Award of Ariba Document Number 2877693812 to Safedesign Apparel Ltd. and Kodiak Group Holdings o/a Work Authority for Structural Fire Fighting Protective Footwear for Toronto Fire Services

Date: December 16, 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, Ariba Document Number 2877693812

Description:

For the non-exclusive supply and fitting of Structural Fire Fighting Protective Footwear for the City of Toronto Fire Services, for the period starting on January 1, 2022 to December 31, 2022, with the option to renew the contracts for four (4) additional separate one (1) year periods.

The RFQ is structured to award two (2) separate contracts to the two (2) lowest suppliers meeting specification. Each Vendor shall be assigned 50% of the total estimated annual quantities as stated in Part 1, Section 2.2.11, and Part 3, Section 4.3 of the RFQ. Bid totals include the value of 100% of the supplier's submitted pricing including all brands and models that were deemed non-compliant. The contract award value represents a 50% split of the annual estimated quantities for each successful supplier based on average unit pricing and accepted brands and model footwear.

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

Recommended Supplier:

Kodiak Group Holdings o/a Work Authority

Contract Award Value:

\$279,240 net of all applicable taxes and charges (including 20% for Miscellaneous Items)

\$315,541 including HST and all applicable charges
\$284,155 net of HST recoveries

The contract is expected to start on January 1, 2022, and end on December 31, 2022.

Option Year 1 (January 1, 2023, to December 31, 2023)
\$287,617 net of all applicable taxes and charges (including 20% for Miscellaneous Items)
\$325,007 including all applicable taxes and charges
\$292,679 net of HST recoveries

Option Year 2 (January 1, 2024 to December 31, 2024)
\$296,246 net of all applicable taxes and charges (including 20% for Miscellaneous Items)
\$334,758 including all applicable taxes and charges
\$301,460 net of HST recoveries

Option Year 3 (January 1, 2025 to December 31, 2025)
\$305,133 net of all applicable taxes and charges (including 20% for Miscellaneous Items)
\$344,800 including all applicable taxes and charges
\$310,503 net of HST recoveries

Option Year 4 (January 1, 2026 to December 31, 2026)
\$314,287 net of all applicable taxes and charges (including 20% for Miscellaneous Items)
\$355,144 including all applicable taxes and charges
\$319,819 net of HST recoveries

Total Potential Award, including Optional Periods (Work Authority)

\$1,482,523 net of all applicable taxes and charges
\$1,675,251 including HST and all applicable charges
\$1,508,615 net of HST recoveries

Recommended Supplier:

Safedesign Apparel Ltd.

Contract Award Value:

\$361,504 net of all applicable taxes and charges (including 20% for Miscellaneous Items)
\$408,500 including HST and all applicable charges
\$367,866 net of HST recoveries

The contract is expected to start on January 1, 2022, and end on December 31, 2022.

Option Year 1 (January 1, 2023, to December 31, 2023)
\$372,349 net of all applicable taxes and charges (including 20% for Miscellaneous Items)
\$420,755 including all applicable taxes and charges
\$378,902 net of HST recoveries

Option Year 2 (January 1, 2024 to December 31, 2024)
\$383,520 net of all applicable taxes and charges (including 20% for Miscellaneous Items)

\$433,377 including all applicable taxes and charges
\$390,270 net of HST recoveries

Option Year 3 (January 1, 2025 to December 31, 2025)
\$395,025 net of all applicable taxes and charges (including 20% for Miscellaneous Items)
\$446,378 including all applicable taxes and charges
\$401,978 net of HST recoveries

Option Year 4 (January 1, 2026 to December 31, 2026)
\$406,876 net of all applicable taxes and charges (including 20% for Miscellaneous Items)
\$459,770 including all applicable taxes and charges
\$414,037 net of HST recoveries

Total Potential Award including Optional Periods (Safedesign Apparel Limited)

\$1,919,274 net of all applicable taxes and charges
\$2,168,779 including HST and all applicable charges
\$1,953,053 net of HST recoveries

The total potential contract award identified in this report for both contract awards, including all options years is \$3,401,797 net of all taxes and \$3,844,031 including all applicable taxes and charges. **The total potential cost to the City for both contract awards, including all option years, is \$3,461,669 net of HST recoveries.**

The above cost calculations reflect an estimated 3% in Industrial Product Price Index (IPPI) adjustment applied annually to the yearly cost after the initial year.

FINANCIAL IMPACT

The total potential contract award identified in this report is \$3,844,031 including all applicable taxes and charges. The total potential cost to the City is \$3,461,669 net of HST recoveries.

Funding in the amount of \$652,021, net of HST recoveries, for the period January 1, 2022 to December 31, 2022, will be included in the 2022 Operating Budget Submission for Toronto Fire Services.

Should the City choose to exercise its option to renew for the additional four (4) separate one (1) year periods, then appropriate additional funding, if needed, will be included in the 2023 – 2026 annual Operating Budget Submissions for Fire Services Division. Funding details are provided in Table 1 and 2 below.

Table 1: Financial Impact Summary Recommended Contracts

Kodiak Group Holdings o/a Work Authority:

Cost Centre/Cost Element	Initial Year	Option Year 1	Option Year 2	Option Year 3	Option Year 4	Total Contract Term, Net of HST
	January 1, 2022 to December 31, 2022	January 1, 2023 to December 31, 2023	January 1, 2024 to December 31, 2024	January 1, 2025 to December 31, 2025	January 1, 2026 to December 31, 2026	Total
FR0019 / 2660, 2665	\$284,155*	\$292,679*	\$301,460*	\$310,503*	\$319,819*	\$1,508,615*

Safedesign Apparel Ltd.:

Cost Centre/Cost Element	Initial Year	Option Year 1	Option Year 2	Option Year 3	Option Year 4	Total Contract Term, Net of HST
	January 1, 2022 to December 31, 2022	January 1, 2023 to December 31, 2023	January 1, 2024 to December 31, 2024	January 1, 2025 to December 31, 2025	January 1, 2026 to December 31, 2026	Total
FR0019 / 2660, 2665	\$367,866*	\$378,902*	\$390,270*	\$401,978*	\$414,037*	\$1,953,053*

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 26, 2021

Solicitation Closed: May 31, 2021

Number of Addenda Issued: 5

Number of Bids: 4

Table 2: Summary of Bids Received including bid price

Supplier Name	Bid Price (excluding H.S.T.)
Starfield Lion Company	\$605,800.00**
Darch Fire Inc.	652,600.00*
Kodiak Group Holdings o/a Work Authority	\$704,600.00
Safedesign Apparel Ltd.	\$903,760.00

*Supplier was found non-compliant with mandatory requirements

**Supplier withdrew bid

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 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 the 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 Solicitation 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 Solicitations are on the file in the Purchasing and Materials Management Division.

SIGNATURE

Michael Pacholok
Chief Procurement Officer