



BID AWARD PANEL CONTRACT AWARD

Award of Ariba Document Number 3549398963 to Span Medical Canada for Resident Beds and Mattresses for Seniors Services and Long-Term Care

Date: December 8, 2022
To: Bid Award Panel
From: Acting Chief Procurement Officer
Wards: All

RECOMMENDATIONS

The Acting Chief Procurement Officer recommends that the Bid Award Panel grant authority to award the following contract:

Solicitation Number:

Request for Proposal Ariba Document Number 3549398963

Description:

For the non-exclusive supply, delivery, installation, warranty, maintenance (annual preventative and repair) and training on the proper usage of 1) Electric High/Low Beds and compatible Healthcare Mattresses; and, 2) Non-Powered, Convertible Pressure Reduction Therapeutic Surfaces, and any related accessories; and, 3) Annual preventative maintenance; and, 4) Annual Bed Entrapment Audit for Senior Service and Long Term Care for a period of one (1) year, with the option to renew the contract for four (4) additional separate one (1) year periods.

Should the option(s) be exercised, then the Director of Seniors Services and Long-Term Care will request the Acting Chief Procurement Officer to process the renewals under the same terms and conditions.

Recommended Supplier:

Span Medical Canada

Contract Award Value:

\$3,002,432 net of all applicable taxes and charges
\$3,392,749 including HST and all applicable charges
\$3,055,275 net of HST recoveries

Contract is expected to start on date of award and end on December 31, 2023.

Option Year 1 (January 1, 2024 to December 31, 2024)

\$3,092,506 net of all applicable taxes and charges

\$3,494,532 including HST and all applicable charges
\$3,146,934 net of HST recoveries

Option Year 2 (January 1, 2025 to December 31, 2025)
\$3,185,281 net of all applicable taxes and charges
\$3,599,368 including HST and all applicable charges
\$3,241,342 net of HST recoveries

Option Year 3 (January 1, 2026 to December 31, 2026)
\$3,280,840 net of all applicable taxes and charges
\$3,707,349 including HST and all applicable charges
\$3,338,582 net of HST recoveries

Option Year 4 (January 1, 2027 to December 31, 2027)
\$3,379,264 net of all applicable taxes and charges
\$3,818,569 including HST and all applicable charges
\$3,438,740 net of HST recoveries

The total potential contract award including all option years is \$18,012,567 including all applicable taxes and charges and \$15,940,323 net of all applicable taxes and charges. The total potential cost to the City including all option years is \$16,220,873 net of HST recoveries.

The above cost calculations reflect a 10% miscellaneous cost for SSLTC and a 3% CPI adjustment applied annually to the yearly cost after the initial one (1) year period.

FINANCIAL IMPACT

The total potential contract award identified in this report including all option years \$18,012,566 including all applicable taxes and charges and \$15,940,324 net of all applicable taxes and charges. The total potential cost to the City including all option years is \$16,220,874 net of HST recoveries

Funding has been included in the 2023 Operating Budget Submission for Seniors Services and Long-Term Care. Additional funding will be included in its 2024-2025 Operating Budget Submissions. Should all the optional periods be exercised, appropriate additional funding will be requested in its 2024-2027 Operating Budget Submissions. The details are as follows:

Table 1: Financial Impact Summary of Recommended Contract

Seniors Services and Long-Term Care SSLTC Operational Budget: D3*144, D3Z990 Cost Element: 3099,4403	Net of HST Recoveries
Initial Year Period From Date of Award to December 31, 2023	\$3,055,275
Option Year 1 From January 1, 2024 to December 31, 2024	\$3,146,934
Option Year 2 From January 1, 2025 to December 31, 2025	\$3,241,342
Option Year 3 From January 1, 2026 to December 31, 2026	\$ 3,338,582
Option Year 4 From January 1, 2027 to December 31, 2027	\$3,438,740
Total Cost	\$16,220,873

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

SOLICITATION SUMMARY

Solicitation Issued: August 09, 2022

Solicitation Closed: September 15, 2022

Number of Addenda Issued: Two (2)

Number of Bids: Two (2)

Table 2: Summary of Bids Received including Bid Price

Supplier Name
Joerns Healthcare
Span Medical Canada

DIVISION CONTACTS

Kelly Lee McGarry, Manager, Community & Social Services and City Manager Office, Purchasing Client Services, Purchasing & Materials Management, Tel: 416-392-1492, Email: KellyLee.McGarry@toronto.ca

Cornel Baptista, Manager, Environmental Services, Seniors Services and Long-Term Care, Tel: 416-397-9956, Email: Cornel.Baptista@toronto.ca

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 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 submitted electronically in Ariba; 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

Sandra Lisi
Acting Chief Procurement Officer