



BID AWARD PANEL CONTRACT AWARD

Award of Ariba Document Number 3754618822 to Joerns Healthcare Canada Inc. for the non-exclusive Supply, Delivery and Warranty of Resident Bed Parts, Control Units and Bed Remotes for Seniors Services and Long Term Care Division

Date: February 9, 2023
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 3754618822

Description:

For the non-exclusive supply, delivery and warranty of Resident Bed Parts, Control Units and Bed Remotes for Seniors Services and Long-Term Care Division for a period of one (1) year, with the option to renew the contract for four (4) additional one (1) year period.

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

Recommended Supplier:

Joerns Healthcare Canada Inc.

Contract Award Value:

\$399,651 net of all applicable taxes and charges
\$451,606 including HST and all applicable charges
\$406,685 net of HST recoveries

Contract is expected to start on Date of Award and end on January 31, 2024.

Option Year 1 (February 1, 2024 to January 31, 2025)

\$411,641 net of all applicable taxes and charges

\$465,154 including HST and all applicable charges
\$418,886 net of HST recoveries

Option Year 2 (February 1, 2025 to January 31, 2026)
\$423,990 net of all applicable taxes and charges
\$479,109 including HST and all applicable charges
\$431,452 net of HST recoveries

Option Year 3 (February 1, 2026 to January 31, 2027)
\$436,710 net of all applicable taxes and charges
\$493,482 including HST and all applicable charges
\$444,396 net of HST recoveries

Option Year 4 (February 1, 2027 to January 31, 2028)
\$449,811 net of all applicable taxes and charges
\$508,286 including HST and all applicable charges
\$457,728 net of HST recoveries

The total potential contract award including all option years is \$2,397,639 including all applicable taxes and charges and \$2,121,804 net of all applicable taxes and charges.
The potential cost to the City including all option years is \$2,159,148 net of HST recoveries.

The above cost calculations reflect a contingency allowance of \$36,331.95 for a total of 10% of total amount 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 option years is \$2,397,639 including all applicable taxes and charges and \$2,121,804 net of all applicable taxes and charges. The total potential cost to the City including all option years is \$2,159,148 net of HST recoveries.

Funding is included in the 2023 Approved Operating Budget for Seniors Services and Long-Term Care Division and additional funding will be included in the 2024 Operating Budget Submission. Should the optional periods be exercised, additional funding will be included in the 2024-2028 Operating Submission for Seniors Services and Long-Term Care Division. Additional funding details are summarized in Table 1 as follows:

Table 1: Financial Impact Summary of Recommended Contract:

Seniors Services and Long-Term Care SSLTC Operational Budget: D3Z990/3099 Functional Area: 1610000000	Net of HST Recoveries
Initial Year Period From Date of Award to December 31, 2023	\$372,795
Initial Year Period From January 1, 2024 to January 31, 2024	\$33,890

Seniors Services and Long-Term Care SSLTC Operational Budget: D3Z990/3099 Functional Area: 1610000000	Net of HST Recoveries
Option Year 1 From February 1, 2024 to January 31, 2025	\$418,886
Option Year 2 From February 1, 2025 to January 31, 2026	\$431,453
Option Year 3 From February 1, 2026 to January 31, 2027	\$444,396
Option Year 4 From February 1, 2027 to January 31, 2028	\$457,728
Grand Total	\$2,159,148

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

SOLICITATION SUMMARY

Solicitation Issued: November 25, 2022
20, 2022

Solicitation Closed: December

Number of Addenda Issued: Three (3)

Number of Bids: One (1)

Table 2: Summary of Bids including bid price

Supplier Name	Bid Price (Excluding H.S.T)
Joerns Healthcare Canada Inc. *	\$363,319.50

* Pursuant to the Request for Quotation document the contract award value includes contingency

DIVISION CONTACTS

Kelly McGarry, Manager, Community & Social Services and City Manager Office,
Purchasing Client Services, Purchasing & Materials Management, Tel: 416-338-5574,
Email: Kelly.McGarry@toronto.ca

Daniela Sabatini, Director, Management Services, Seniors Services and Long-Term
Care, Tel: 416-392-9061, Email: Daniela.sabatini@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

Genevieve Sharkey
Chief Procurement Officer