



BID AWARD PANEL CONTRACT AWARD

Award of Ariba Document Number 3867153465 to Bell Canada Operating as Bell, BCE Inc. for the Maintenance and Support of NetScout Hardware, Software, and Training for Technology Services Division

Date: June 8, 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 3867153465

Description:

For Maintenance and Support of NetScout Hardware, Software, and Training for the City of Toronto's Technology Services Division for a period of five (5) years from August 1, 2023 to July 31, 2028.

Recommended Supplier:

Bell Canada operating as Bell, BCE Inc.

Contract Award Value:

\$1,500,000 USD net of all applicable taxes and charges
\$1,695,000 USD including HST and all applicable charges
\$1,526,400 USD net of HST recoveries (\$2,060,640 CAD)

Contract is expected to start on August 1, 2023 and end on July 31, 2028.

FINANCIAL IMPACT

The total contract award identified in this report is \$1,695,000 USD (\$2,288,250 CAD) including all applicable taxes and charges. The cost to the City is \$1,526,400 USD (\$2,060,640 CAD) net of HST recoveries. \$1 USD = \$1.35 CAD exchange rate (May 2023).

Funding is available in the 2023-2028 Approved Capital Budget and Plan for Technology Services Division. Complete funding details are provided in Table 1.

Table 1: Financial Impact Summary of Recommended Contract

Year	G/L	Cost Centre	Total USD (Net of HST Recoveries)	Total CAD (Net of HST Recoveries)
2023	3410	CIT702-05-03	\$305,280 USD	\$412,128 CAD
2024	3410	CIT702-05-03	\$305,280 USD	\$412,128 CAD
2025	3410	CIT702-05-03	\$305,280 USD	\$412,128 CAD
2026	3410	CIT702-05-03	\$305,280 USD	\$412,128 CAD
2027	3410	CIT702-05-03	\$305,280 USD	\$412,128 CAD
Grand Total			\$1,526,400 USD	\$2,060,640 CAD

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

SOLICITATION SUMMARY

Solicitation Issued: March 15, 2023
Number of Addenda Issued: Two (2)
Number of Bids: Four (4)

Solicitation Closed: April 18, 2023

Table 2: Summary of Bids Received including bid price

Supplier Name	Bid Price (excluding H.S.T.)*
Clutch Solutions CA Incorporated operating as Clutch Solutions LLC	\$370,000 USD**
Bell Canada operating as Bell, BCE Inc.	\$1,123,000 USD
OnX Enterprise Solutions Ltd. operating as OnX Canada	\$1,160,800 USD
Mo Raquib Farooqui Hedge Fund Bankers Law Corp. operating as Bankers Law Corp.	\$1,448,500 USD

*Bid prices are based on a percentage discount and are for evaluation purposed only. The contract award value was set at \$1,500,000 USD net of all applicable taxes and charges as per Part 5, Section 1.3 of Request of Quotation.

**Supplier was found non-compliant as their bid was deemed materially unbalanced.

DIVISION CONTACTS

Clarman Yang, Acting Manager, Purchasing Client Services, Purchasing and Materials Management, Division, 416-392-1302, Clarman.Yang@toronto.ca

Sunil Rego, Senior Technical Support Specialist 1, Technology Services Division, 416-397-5304, Sunil.Rego@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

Geneviève Sharkey
Chief Procurement Officer