



BID AWARD PANEL CONTRACT AWARD

Award of Ariba Document Number 3974631288 to KR Communications Ltd. for the Supply and Delivery of Wander Alert, Nurse Call Bell and Paging Systems and Supply, Delivery, Service and Maintenance of Spare Parts of Existing Systems for Seniors Services and Long-Term Care

Date: August 17, 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 3974631288

Description:

For the supply and delivery of Wander Alert, Nurse Call Bell and Paging Systems and supply, delivery, service and maintenance of spare parts of existing systems for Seniors Services and Long-Term Care Division.

The term of the Contract is to be for a period of two (2) years with an option in favour of the City to extend the agreement on the same terms and conditions for an additional term of up to three (3) additional one (1) year option renewal periods.

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

Recommended Supplier:

KR Communications Ltd.

Contract Award Value:

\$907,761 net of all applicable taxes and charges (with 20% contingency)

\$1,025,770 including HST and all applicable charges

\$923,738 net of HST recoveries

Contract is expected to start on date of award and end on August 31, 2025.

Option Year 1: September 1, 2025- August 31, 2026

\$467,497 net of all applicable taxes and charges

\$528,272 including HST and all applicable charges

\$475,725 net of HST recoveries

Option Year 2: September 1, 2026- August 31, 2027

\$481,522 net of all applicable taxes and charges

\$544,120 including HST and all applicable charges

\$489,997 net of HST recoveries

Option Year 3: September 1, 2027- August 31, 2028

\$495,968 net of all applicable taxes and charges

\$560,443 including HST and all applicable charges

\$504,697 net of HST recoveries

The total potential contract award identified in this report including option years is \$2,352,748 net of all applicable taxes and charges, \$2,658,605 including all applicable taxes and charges. **The total potential cost to the City including option years is \$2,394,157 net of HST recoveries.**

FINANCIAL IMPACT

The total contract award identified in this report including option years is \$2,352,748 net of all applicable taxes and charges, \$2,658,605 including all applicable taxes and charges. The cost to the City including option years is \$2,394,157 net of HST recoveries.

Funding is available in 2023 Approved Operating Budget for Seniors Services and Long-Term Care. Additional funding for the remainder of the initial contract period will be included in its 2024-2025 Operating Budget Submissions. Should the City exercise its option to renew for an additional three (3) separate one (1) year periods, then the appropriate additional funding, if needed, will be requested in the 2025-2028 Operating Budget Submissions for Seniors Services and Long-Term Care. Additional funding details follow in Table 1.

Table 1: Financial Impact Summary of Recommended Contract

Seniors Services and Long-Term Care SSLTC Operational Budget: D3*144, D3*061/ 4403, 4699, 2810	Net of HST Recoveries
Initial Year Period from Date of Award and December 31, 2023	\$153,956
Initial Year Period from January 1, 2024 to December 31, 2024	\$461,869

Seniors Services and Long-Term Care SSLTC Operational Budget: D3*144, D3*061/ 4403, 4699, 2810	Net of HST Recoveries
Initial Year Period from January 1, 2025 to August 31, 2025	\$307,913
Option Year 1: September 1, 2025 to August 31, 2026	\$475,725
Option Year 2: September 1, 2026 to August 31, 2027	\$489,997
Option Year 3: September 1, 2027 to August 31, 2028	\$504,697
Total (net of HST Recoveries)	\$2,394,157

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

SOLICITATION SUMMARY

Solicitation Issued: June 18, 2023

Solicitation Closed: July 17, 2023

Number of Addenda Issued: 2

Number of Bids: 2

Table 2: Summary of Bids Received including bid price

Item #	Firm Name	Total Price (net of HST)	
1	KR Communications Ltd.	Category A \$241,520.54	Category B \$514,947.00
2	Apinds Healthcare Staffing*	Category A \$756,131,500.00	Category B \$247,804,800.00

*non-complaint

DIVISION CONTACTS

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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