



BID AWARD PANEL CONTRACT AWARD

Award of Ariba Document Number 3780747531 to BDO Canada LLP for the Provisioning of Penetration Testing and Red Teaming Services for the City's Office of the Chief Information Security Officer

Date: August 24, 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 Proposal, Ariba Document Number 3780747531

Description:

Provisioning of Penetration Testing and Red Teaming Services for the City's Office of the Chief Information Security Officer for a two (2) year period with an option in favour of the City to extend the contract on the same terms and conditions for an additional term of up to three (3) separate one (1) year periods.

Recommended Supplier:

BDO Canada LLP

Contract Award Value:

\$1,800,000 net of all applicable taxes and charges

\$2,034,000 including all taxes

\$1,831,680 net of HST recoveries

Contract is expected to start on the date of award and be completed by August 31, 2025.

Option Year 1 (September 1, 2025 - August 31, 2026)

\$900,000 net of all applicable taxes and charges

\$1,017,000 including HST and all applicable charges

\$915,840 net of HST recoveries

Option Year 2 (September 1, 2026 - August 31, 2027)

\$900,000 net of all applicable taxes and charges
\$1,017,000 including HST and all applicable charges
\$915,840 net of HST recoveries

Option Year 3 (September 1, 2027 - August 31, 2028)

\$900,000 net of all applicable taxes and charges
\$1,017,000 including HST and all applicable charges
\$915,840 net of HST recoveries

The total potential contract award including all optional periods is \$4,500,000 net of all applicable taxes and charges, \$5,085,000 including all applicable taxes and charges.
The total potential cost to the City including optional periods is \$4,579,200 net of HST recoveries.

FINANCIAL IMPACT

The total potential contract award identified in this report is \$4,500,000 net of all applicable taxes and charges, \$5,085,000 including all applicable taxes and charges. The total potential cost to the City is \$4,579,200 net of HST recoveries.

Funding is available in the 2023 Approved Operating Budget for the Office of the Chief Information Security Officer, and additional funding will be included in its 2024-2025 Operating Budget Submissions. Should the City exercise the optional periods, additional funding will be included in the 2025-2028 Operating Budget Submissions for the Office of the Chief Information Security Officer. Additional funding details follow in Table 1.

Table 1: Financial Impact Summary of Recommended Contract (net of HST recoveries)

Year	Cost Centre/Cost Element CY1001/CE 4038	Total
2023	\$91,584	\$91,584
2024	\$915,840	\$915,840
2025	\$915,840	\$915,840
2026	\$915,840	\$915,840
2027	\$915,840	\$915,840
2028	\$824,256	\$824,256
Total	\$4,579,200	\$4,579,200

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

SOLICITATION SUMMARY

Solicitation Issued: January 26, 2023
Number of Addenda Issued: Four (4)
Number of Bids: Nineteen (19)

Solicitation Closed: March 14, 2023

Table 2: Summary of Bids Received

Supplier Name
3Tenets Consulting Inc*
Armour Cybersecurity*
BDO Canada LLP
Bell Canada
Chaleit Services Limited*
Cigniti Technologies Canada Inc*
Computacenter Teramach*
EC Council Canada Inc*
Ernst and Young*
ISA Cybersecurity*
iSecurity Inc*
Kernel Advisory Inc*
Loudmouth Security*
Online Enterprises Inc*
Packetlabs Ltd*
Parabellyx Corporation*
Red Canari
Rigel Kent Security*
Valencia IIP Advisors Limited*

* Supplier did not meet minimum technical threshold

Range of Scores:
30.56 to 84.56

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 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