



## **BID AWARD PANEL CONTRACT AWARD**

### **Award of Ariba Document Number 3940063088 to various Suppliers for Audio Visual Equipment and Related Technical Services for Economic Development and Culture, Arts and Culture Services, City Cultural Events**

**Date:** August 24, 2023  
**To:** Bid Award Panel  
**From:** Chief Procurement Officer  
**Wards:** All

#### **RECOMMENDATIONS**

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

**Solicitation Number:**

Request for Proposal (RFP) Ariba Document Number 3940063088

**Description:**

Audio-Visual Equipment and Technical Services for Economic Development & Culture, City Cultural Events, such as Doors Open, Canada Day, Nuit Blanche, Cavalcade of Lights, and New Years Eve, and other City of Toronto produced special events as required. Contracts will be awarded to the successful Suppliers for a period of one (1) year, with four (4) subsequent optional years.

Category A: Audio Equipment and Related Technical Services

Category B: Lighting Equipment and Related Technical Services

Category C: Video Equipment and Related Technical Services

Category D: General Audio Visual & Staging Equipment and Related Technical Services

Should the option(s) be exercised, then the General Manager, Economic Development & Culture Division will request the Chief Procurement Officer to process the renewals under the same terms and conditions.

## **Recommended Suppliers:**

### **Category A: Audio Equipment and Related Technical Services**

**Vendor: 2036677 Ontario Ltd. o/a Production Service Industries (PSI)**

Date of award to August 31, 2024:

\$260,838.00 net of all applicable taxes and charges

294,746.94 including all applicable taxes and charges

265,428.75 net of HST recoveries

Option Year 1 (September 1, 2024 - August 31, 2025):

\$268,663.14.00 net of all applicable taxes and charges

303,589.35 including all applicable taxes and charges

273,391.61 net of HST recoveries

Option Year 2 (September 1, 2025 - August 31, 2026):

\$276,723.03 net of all applicable taxes and charges

312,697.03 including all applicable taxes and charges

281,592.36 net of HST recoveries

Option Year 3 (September 1, 2026 - August 31, 2027):

\$285,024.73 net of all applicable taxes and charges

322,077.94 including all applicable taxes and charges

290,041.16 net of HST recoveries

Option Year 4 (September 1, 2027 - August 31, 2028):

\$293,575.47 net of all applicable taxes and charges

331,740.28 including all applicable taxes and charges

298,742.40 net of HST recoveries

### **Total Potential Contract Award Value including Optional Periods (Category A):**

\$1,384,824.28 net of all applicable taxes and charges

\$1,564,851.53 including HST and all applicable charges

**\$1,409,197.28 net of HST recoveries**

### **Category B: Lighting Equipment and Related Technical Services**

**Vendor: Light and Dark Inc. o/a Light + Dark**

Date of award to August 31, 2024::

\$186,260.00 net of all applicable taxes and charges

210,473.80 including all applicable taxes and charges

189,538.18 net of HST recoveries

Option Year 1 (September1, 2024 - August 31, 2025):

\$191,847.80 net of all applicable taxes and charges

216,788.01 including all applicable taxes and charges

195,224.32 net of HST recoveries

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Option Year 2 (September1, 2025 - August 31, 2026):  
\$197,603.23 net of all applicable taxes and charges  
223,291.65 including all applicable taxes and charges  
201,081.05 net of HST recoveries

Option Year 3 (September1, 2026 - August 31, 2027):  
\$203,531.33 net of all applicable taxes and charges  
229,990.40 including all applicable taxes and charges  
207,113.48 net of HST recoveries

Option Year 4 (September1, 2027 - August 31, 2028):  
\$ 209,637.27 net of all applicable taxes and charges  
236,890.12 including all applicable taxes and charges  
213,326.89 net of HST recoveries

**Total Potential Contract Award Value including Optional Periods (Category B):**  
\$988,879.64 net of all applicable taxes and charges  
\$1,117,433.99 including HST and all applicable charges  
**\$1,006,283.92 net of HST recoveries**

**Category C: Video Equipment and Related Technical Services**  
**Vendor: 2036677 Ontario Ltd. o/a Production Service Industries (PSI)**

Date of award to August 31, 2024:  
271,020.00 net of all applicable taxes and charges  
271,020.00 including all applicable taxes and charges  
275,789.95 net of HST recoveries

Option Year 1 (September1, 2024 - August 31, 2025):  
279,150.60 net of all applicable taxes and charges  
315,440.18 including all applicable taxes and charges  
284,063.65 net of HST recoveries

Option Year 2 (September1, 2025 - August 31, 2026):  
287,525.12 net of all applicable taxes and charges  
324,903.38 including all applicable taxes and charges  
292,585.56 net of HST recoveries

Option Year 3 (September1, 2026 - August 31, 2027):  
296,150.87 net of all applicable taxes and charges  
334,650.48 including all applicable taxes and charges  
301,363.13 net of HST recoveries

Option Year 4 (September1, 2027 - August 31, 2028):  
305,035.40 net of all applicable taxes and charges  
344,690.00 including all applicable taxes and charges  
310,404.02 net of HST recoveries

**Total Potential Contract Award Value including Optional Periods (Category C):**

\$1,438,881.99 net of all applicable taxes and charges

\$1,625,936.65 including HST and all applicable charges

**\$1,464,206.31 net of HST recoveries**

**Category D: General Audio Visual and Staging Equipment and Related Technical Services:**

**Vendor: Solotech Inc. o/a Groupe Solotech**

Date of award to August 31, 2024:

129,340.00 net of all applicable taxes and charges

146,154.20 including all applicable taxes and charges

131,616.38 net of HST recoveries

Option Year 1 (September1, 2024 - August 31, 2025):

133,220.20 net of all applicable taxes and charges

150,538.83 including all applicable taxes and charges

135,564.88 net of HST recoveries

Option Year 2 (September1, 2025 - August 31, 2026):

137,216.81 net of all applicable taxes and charges

155,054.99 including all applicable taxes and charges

139,631.82 net of HST recoveries

Option Year 3 (September1, 2026 - August 31, 2027):

141,333.31 net of all applicable taxes and charges

159,706.64 including all applicable taxes and charges

143,820.78 net of HST recoveries

Option Year 4 (September1, 2027 - August 31, 2028):

145,573.31 net of all applicable taxes and charges

164,497.84 including all applicable taxes and charges

148,135.40 net of HST recoveries

**Total Potential Contract Award Value including Optional Periods (Category D):**

\$698,769.26 net of all applicable taxes and charges

\$775,952.50 including HST and all applicable charges

**\$698,769.26 net of HST recoveries**

The total potential combined contract awards for all suppliers identified in this report including all optional years is \$ \$4,499,269.62 net of all taxes and \$ \$5,084,174.67 including all applicable taxes and charges. **The total potential cost to the City, including all optional years, for all contract awards is \$ \$4,578,456.76 net of HST Recoveries.**

The above cost calculations reflect a 3% CPI adjustment applied annually to the yearly cost after the initial year term, and reflected in Table 1.

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## FINANCIAL IMPACT

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The total contract award identified in this report is \$957,627.54 including all applicable taxes and charges. The total cost to the City is \$862,373.26 net of HST recoveries.

Funding is available in the 2023 Approved Operating Budget for Economic Development & Culture and additional funding will be included in its 2024 Operating Budget Submission. Should the optional periods be exercised, additional funding will be included in the 2024-2028 Operating Budget Submissions of Economic Development & Culture. Additional Funding details follow in Table 1 below. Commitments against the contract will be drawn on an as-needed basis by issuing Contract Release Orders (CROs) subject to validation of funding at the time of issuance.

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

| Contract Period                                                                                    | Funding Requirement   |
|----------------------------------------------------------------------------------------------------|-----------------------|
| Cost Centre/Cost Element:<br>SE0019, SE0007, SE0004, SE0005, SE0003<br>C/E: GL4403, GL4082, GL4520 |                       |
| Date of Award to Dec 31, 2023                                                                      | 690,000.00            |
| Jan. 1, 2024 - Aug 31, 2024                                                                        | 172,373.26            |
| Optional Periods                                                                                   |                       |
| Sept. 1, 2024 - Dec 31, 2024                                                                       | 888,244.46            |
| Jan. 1, 2025 - Dec 31, 2025                                                                        | 914,891.79            |
| Jan. 1, 2026-Dec. 31, 2026                                                                         | 942,338.55            |
| Jan. 1, 2027-Dec. 31, 2027                                                                         | 800,000.00            |
| Jan. 1, 2028-Aug. 31, 2028                                                                         | 170,608.70            |
| Funding Total                                                                                      | <b>\$4,578,456.76</b> |

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

## SOLICITATION SUMMARY

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**Solicitation Issued:** May 17, 2023      **Solicitation Closed:** June 23, 2023  
**Number of Addenda Issued:** Three (3)  
**Number of Bids:** Four (4)

Table 2: Summary of Proposals Received for each Category (A, B, C, & D) for Ariba  
Document Number 3940063088

| <b>Category A - Audio Equipment / Services: Supplier Name</b> |
|---------------------------------------------------------------|
| 2036677 Ontario Ltd. o/a Production Service Industries        |
| Solotech Inc. o/a Groupe Solotech                             |

| <b>Category B - Lighting Equipment / Services: Supplier Name</b> |
|------------------------------------------------------------------|
| Light and Dark Inc. o/a Light + Dark                             |
| Solotech Inc. o/a Groupe Solotech                                |
| 2036677 Ontario Ltd. o/a Production Service Industries           |

| <b>Category C - Video Equipment / Services: Supplier Name</b> |
|---------------------------------------------------------------|
| 2036677 Ontario Ltd. o/a Production Service Industries        |
| Solotech Inc. o/a Groupe Solotech                             |

| <b>Category D - General AV Equipment / Services: Supplier Name</b> |
|--------------------------------------------------------------------|
| Solotech Inc.                                                      |
| CCR Solutions Inc.                                                 |
| 2036677 Ontario Ltd. o/a Production Service Industries             |

Pursuant to the Request for Proposal document the contract award value includes contingency.

**Range of Scores:**

Category A: 59.4 to 62.9

Category B: 59.4 to 73.4

Category C: 59.4 to 62.9

Category D: 56.5 to 62.5

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## **DIVISION CONTACTS**

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Kelly McGarry, Manager, Community & Social Services and City Manager's Office  
Purchasing Client Services, Purchasing and Materials Management, 416-338-5574,  
[Kelly.McGarry@toronto.ca](mailto:Kelly.McGarry@toronto.ca)

Nathaniel Kennedy, Manager, Economic Development & Culture, Arts & Culture  
Services, City Cultural Events Production, 416 395-7317 [nathaniel.kennedy@toronto.ca](mailto:nathaniel.kennedy@toronto.ca)

## **COMMENTS**

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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**

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Geneviève Sharkey,  
Chief Procurement Officer