



BID AWARD PANEL CONTRACT AWARD

Award of Ontario's Vendor of Record Arrangement Tender - 18024 to Northern Auto Auctions of Canada Inc. for vehicle and equipment disposal and remarketing services for Fleet Services

Date: September 7, 2023
To: Bid Award Panel
From: Chief Purchasing Officer
Wards: All

RECOMMENDATIONS

The Chief Purchasing Officer recommends that the Bid Award Panel grant authority to award the following contract: as per the Toronto Municipal Code, Chapter 195-6.6, Procurement of same goods and services as public body.

Solicitation Number:
Ontario's Vendor of Record Tender - 18024

Description:
Leveraging from the provincial Vendor of Record Tender 18024 for vehicle and equipment disposal and remarketing services from August 1, 2023, to July 31, 2027. The use of this Vendor of Record Arrangement is in line with Toronto procurement policies.

Recommended Supplier
Northern Auto Auctions of Canada Inc.

Contract Award Value:
The Vendor of Record Tender dictates the vendor's fee for the disposal of vehicles and equipment shall be based on a percentage of the sale price rather than a fixed rate per vehicle. The Vendor shall retain two and a half (2.5%) of the final sales price, exclusive of all applicable taxes and charges for each vehicle or piece of equipment sold, as full payment for all services provided. This does not include transportation service fees which are defined in the pricing form of the Master Agreement between the Province and the Vendor, dated August 1, 2023. Additionally, the City will amend the pricing form to include additional transportation methods required but not included in the Master Agreement. The City will capture this additional pricing in the legal agreement before service begins with the Vendor's consent in writing.

Award of Ontario's Vendor of Record Arrangement Tender -
18024

Total anticipated supplier deductions from sales from August 1, 2023 to July 31, 2027 net of HST recoveries \$1,467,758.

The Contract is expected to start on August 1, 2023, and end on July 31, 2027

FINANCIAL IMPACT

Table 1: Financial Impact Summary of Recommended Contract - Supplier Deductions from Sales

Fleet Services Division - Estimated Supplier Deductions from Sales	Total (net of HST Recoveries)
Initial Term Period August 1, 2023 to December 31, 2023	\$146,181
Initial Term Period January 1, 2024 to July 31, 2024	\$204,653
Initial Term Period August 1, 2024 to December 31, 2024	\$150,566
Initial Term Period January 1, 2025 to July 31, 2025	\$210,793
Initial Term Period August 1, 2025 to December 31, 2025	\$155,083
Initial Term Period January 1, 2026 to July 31, 2026	\$217,116
Initial Term Period August 1, 2026 to December 31, 2026	\$159,736
Initial Term Period January 1, 2027 to July 31, 2027	\$223,630
Total Cost August 1, 2023 to July 31, 2027	\$1,467,758

Table 2: Financial Impact Summary of Recommended Contracts by Budget Year (net of HST Recoveries)

Initial Term	2023	2024	2025	2026	2027	Total
Fleet Services Division	\$146,181	\$355,219	\$365,876	\$376,852	\$223,630	\$1,467,758
Total	\$146,181	\$355,219	\$365,876	\$376,852	\$223,630	\$1,467,758

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

SOLICITATION SUMMARY

Solicitation Issued: March 21, 2023 **Solicitation Closed:** April 27, 2023

Number of Addenda Issued: One (1)

Number of Bids: Three (3)

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 Province's public tendering website; 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 calls are on the file in the Purchasing and Materials Management Division.

SIGNATURE

Geneviève Sharkey
Chief Procurement Officer