



BID AWARD PANEL CONTRACT AWARD

Award of Ariba Document 3974275608 to A.S.P. Incorporated, The West Egg Group Security Services Inc. and Garda Canada Security Corporation for Security Guard Services for Shelter, Support and Housing Administration Sites

Date: September 7, 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 3974275608

Description:

For Security Guard Services at Shelter, Support and Housing Administration Sites.

The award is for an initial period of one (1) year from October 11, 2023 to October 10, 2024, with an option to extend the contract for an additional one (1)-year term. Should the option be exercised, Corporate Real Estate Management will request the Chief Procurement Officer to process the renewal under the same terms and conditions.

Recommended Supplier:

A.S.P. Incorporated

Contract Award Value:

\$6,160,190 net of all applicable taxes and charges
\$6,961,015 including HST and all applicable charges
\$6,268,609 net of HST recoveries

Contract is expected to start on October 11, 2023 and end on October 10, 2024.

Option Year 1 - from October 11, 2024 to October 10, 2025

\$6,344,996 net of all applicable taxes and charges
\$7,169,845 including HST and all applicable charges
\$6,456,668 net of HST recoveries

**Total Potential Contact Award Value including Option Year for A.S.P.
Incorporated**

\$12,505,186 net of all applicable taxes and charges
\$14,130,860 including HST and all applicable charges
\$12,725,277 net of HST recoveries

**Recommended Supplier:
The West Egg Group Security Services**

Contract Award Value:

\$6,895,162 net of all applicable taxes and charges
\$7,791,533 including HST and all applicable charges
\$7,016,517 net of HST recoveries

Contract is expected to start on October 11, 2023 and end on October 10, 2024.

Option Year 1 - from October 11, 2024 to October 10, 2025
\$7,102,017 net of all applicable taxes and charges
\$8,025,279 including HST and all applicable charges
\$7,227,012 net of HST recoveries

**Total Potential Contact Award Value including Option Year for The West Egg
Group Security Services**

\$13,997,179 net of all applicable taxes and charges
\$15,816,812 including HST and all applicable charges
\$14,243,529 net of HST recoveries

**Recommended Supplier:
Garda Canada Security Corporation**

Contract Award Value:

\$7,677,623 net of all applicable taxes and charges
\$8,675,714 including HST and all applicable charges
\$7,812,749 net of HST recoveries

Contract is expected to start on October 11, 2023 and end on October 10, 2024.

Option Year 1 - from October 11, 2024 to October 10, 2025
\$7,907,952 net of all applicable taxes and charges
\$8,935,986 including HST and all applicable charges
\$8,047,132 net of HST recoveries

**Total Potential Contact Award Value including Option Year for Garda Canada
Security Corporation**

\$15,585,575 net of all applicable taxes and charges
\$17,611,700 including HST and all applicable charges
\$15,859,881 net of HST recoveries

The combined total potential contract award for all suppliers identified in this report, including option year, is \$42,087,940 net of all applicable taxes and charges, and \$45,986,089 including HST and applicable charges. **The combined total potential cost to the City is \$42,828,687 net of HST recoveries.**

Shelter, Support and Housing Administration has confirmed that a one (1) year contract term with the option to extend the contract for one (1) additional one (1) year term aligns with their current timelines for the COVID-19 Transition Plan.

The above cost calculations include three percent (3%) Consumer Price Index cost adjustment applied to Option Year 1 after the initial one (1) year contract period.

FINANCIAL IMPACT

The combined total potential contract award for all suppliers identified in this report, including option year, is \$42,087,940 net of all applicable taxes and charges, and \$45,986,089 including HST and applicable charges. The combined total potential cost to the City is \$42,828,687 net of HST recoveries.

Funds have been requested in the 2023 Operating Budget Submission for Shelter, Support and Housing Administration. Additional funds will be requested in their 2024-2026 Operating Budget Submissions for the balance of the contract period.

Should the City choose to exercise its option to renew, then appropriate additional funding, if needed, will be included in the 2024-2026 Operating Budget Submissions for the balance of the contract period. Funding details follow in Table 1:

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

Account(s)	Contract Term (October 11, 2023 to December 31, 2023)	Contract Term (January 1, 2024 to October 10, 2024)	Option Year 1 (October 11, 2024 to October 10, 2025)	Total
F03072, F03705 HS100X, FH5350, FH5351 C/E 4439	\$7,032,625	\$14,065,250	\$21,730,812	\$42,828,687

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

SOLICITATION SUMMARY

Solicitation Issued: May 26, 2023
Number of Addenda Issued: Two (2)
Number of Bids: Twelve (12)

Solicitation Closed: June 20, 2023

Table 2: Summary of Bids Received for Ariba Document Number 3974275608

Supplier Name
2320610 Ontario Inc. O/A Active Security Enterprises**
A.S.P. Incorporated
Allied Universal Security Services**
Cannon Security and Patrol Services Ltd.**
CNSS Canadian National Security Solutions**
Garda Canada Security Corporation
Logixx Security Inc.**
Regal Security Inc.*
Star Security Inc.**
The West Egg Group Security Services
Valguard Security Inc.*
Vanguard Protection & Security Services*

Range of Scores: 6.10 to 64.58 points

*Supplier was found non-compliant with mandatory requirements.

** Supplier did not achieve the minimum technical score and was not considered for the pricing stage.

DIVISION CONTACTS

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

Steve Hart, Manager, Corporate Real Estate Management, Corporate Security, 416-397-1141, Steve.Hart@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