



BID AWARD PANEL CONTRACT AWARD

Award of Ariba Document Number 4042320161 to Talos Technologies Inc. for Intel471 - Cyber Threat Intelligence Licenses Subscription, Configuration and Training Services for the Office of the Chief Information Security Officer

Date: September 14, 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 4042320161

Description:

For Intel471 - Cyber Threat Intelligence licenses subscription, configuration and training services for a period of one (1) year from the date of Award with an option to extend for up to four (4) consecutive one (1) year periods.

Should the option(s) be exercised, then the Chief Information Security Officer will request the Chief Procurement Officer to process the renewals under the same terms and conditions.

Recommended Supplier:

Talos Technologies Inc.

Contract Award Value:

\$258,400 net of all applicable taxes and charges
\$291,992 including HST and all applicable charges
\$262,948 net of HST recoveries

Contract is expected to start on October 1, 2023 and end on September 30, 2024.

Option Year 1: October 1, 2024 - September 30, 2025

\$279,072 net of all applicable taxes and charges
\$315,351 including HST and all applicable charges

\$283,984 net of HST recoveries

Option Year 2: October 1, 2025 - September 30, 2026

\$301,398 net of all applicable taxes and charges

\$340,580 including HST and all applicable charges

\$306,703 net of HST recoveries

Option Year 3: October 1, 2026 - September 30, 2027

\$325,510 net of all applicable taxes and charges

\$367,826 including HST and all applicable charges

\$331,239 net of HST recoveries

Option Year 4: October 1, 2027 - September 30, 2028

\$351,550 net of all applicable taxes and charges

\$397,252 including HST and all applicable charges

\$357,737 net of HST recoveries

The total potential contract award including all optional periods is \$1,515,930 net of all applicable taxes and charges, \$1,713,001 including all applicable taxes and charges.

The total potential cost to the City including the optional periods is \$1,542,610 net of HST recoveries.

FINANCIAL IMPACT

The total potential contract award identified in this report is \$1,515,930 net of all applicable taxes and charges, and \$1,713,001 including all applicable taxes and charges. The potential cost to the City including the optional periods is \$1,542,610 net of HST recoveries.

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

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

Year	Cost Centre/Cost Element	Total
Initial Contract Period: 10/01/2023 - 09/31/2024	CY1001/4828	\$262,948
Option Year 1: 10/01/2024 - 09/31/2025	CY1001/4828	\$283,984
Option Year 2: 10/01/2025 - 09/31/2026	CY1001/4828	\$306,703
Option Year 3: 10/01/2026 - 09/31/2027	CY1001/4828	\$331,239

Option Year 4: 10/01/2027 - 09/31/2028	CY1001/4828	\$357,737
Grand Total		\$1,542,610

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

SOLICITATION SUMMARY

Solicitation Issued: June 13, 2023 **Solicitation Closed:** July 6, 2023
Number of Addenda Issued: none
Number of Bids: Two (2)

Table 1: Summary of Bids Received including bid price

BIDDER	Bid Price (excluding HST)
Talos Technologies Inc	\$1,515,930
Onx Enterprise	\$1,623,994

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