



BID AWARD PANEL CONTRACT AWARD

Award of Doc4241600771 to AAI Corp. and Carraway Inc. for Traffic Control Person Services for Transportation Services

Date: February 8, 2024
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 Doc4241600771

Description:

Provision of Traffic Control Person (TCP) services in the City of Toronto for emergency, unplanned and planned needs to support the movement of pedestrians and other road users and assist Traffic Agents for Transportation Services - Area 1 for West of Yonge and Area 2 for East of Yonge from date of award to December 31, 2025, with the option to extend the agreement for up to three (3) additional separate one (1) year periods, at the sole discretion of the City and subject to budget approval.

Should the option period(s) be exercised, the General Manager of Transportation Services will request the Chief Procurement Officer to process the renewals under the same terms and conditions.

Recommended Supplier:

Area 1: AAI Corp.
Area 2: Carraway Inc.

Contract Award Value:

Area 1: AAI Corp.

\$ 87,878 net of all applicable taxes and charges
\$ 99,302 including HST and all applicable charges
\$ 89,425 net of HST recoveries

Contract is expected to start on date of award and end on December 31, 2025.

Option Year 1: January 1, 2026 to December 31, 2026
\$ 46,136 net of all applicable taxes and charges
\$ 52,134 including HST and all applicable charges
\$ 46,948 net of HST recoveries

Option Year 2: January 1, 2027 to December 31, 2027
\$ 48,443 net of all applicable taxes and charges
\$ 54,740 including HST and all applicable charges
\$ 49,295 net of HST recoveries

Option Year 3: January 1, 2028 to December 31, 2028
\$ 50,865 net of all applicable taxes and charges
\$ 57,477 including HST and all applicable charges
\$ 51,760 net of HST recoveries

The total potential contract award identified in this report for Area 1 and including the option periods is \$ 233,321 net of all applicable taxes and charges, \$ 263,653 including all applicable taxes and charges. **The total potential cost to the City including the option years is \$ 237,428 net of HST recoveries.**

Area 2: Carraway Inc.

\$ 138,283 net of all applicable taxes and charges
\$ 156,260 including HST and all applicable charges
\$ 140,717 net of HST recoveries

Contract is expected to start on date of award and end on December 31, 2025.

Option Year 1: January 1, 2026 to December 31, 2026
\$ 72,599 net of all applicable taxes and charges
\$ 82,037 including HST and all applicable charges
\$ 73,876 net of HST recoveries

Option Year 2: January 1, 2027 to December 31, 2027

\$ 76,229 net of all applicable taxes and charges
\$ 86,138 including HST and all applicable charges
\$ 77,570 net of HST recoveries

Option Year 3: January 1, 2025, to December 31, 2025

\$ 80,040 net of all applicable taxes and charges
\$ 90,445 including HST and all applicable charges
\$ 81,449 net of HST recoveries

The total potential contract award identified in this report for Area 1 and including the optional periods is \$ 367,151 net of all applicable taxes and charges, \$ 414,880 including all applicable taxes and charges. **The total potential cost to the City including the option periods is \$ 373,612 net of HST recoveries.**

The total potential contract award identified in this report including the optional periods for Areas 1 and 2 is \$ 600,472 net of all applicable taxes and charges and \$ 678,533 including all applicable taxes and charges. **The total potential cost to the City for Areas 1 and 2 is \$ 611,040 net of HST recoveries.**

The cost calculation for the option periods reflects an estimated five (5) percent Consumer Price Index (CPI) applied annually to the annual cost after the initial year.

FINANCIAL IMPACT

The total potential contract award identified in this report including the optional periods for Areas 1 and 2 is \$ 600,472 net of all applicable taxes and charges and \$ 678,533 including all applicable taxes and charges. The total potential cost to the City for Areas 1 and 2 is \$ 611,040 net of HST recoveries.

Funding is available in the 2024-2028 Capital Budget Submissions of Transportation Services. Additional funding details follow in Table 1.

Table 1: Financial Impact Summary of Recommended Contract

Cost Centre / WBS Element, GL Acct / Description	Date of Award to December 31, 2025	January 1, 2026 to December 31, 2026 (Option Year 1)	January 1, 2027 to December 31, 2027 (Option Year 2)	January 1, 2028 to December 31, 2028 (Option Year 3)
AREA 1: AAI Corp.				
TS7010 - 4424 (Bid Value)	\$ 81,295	\$ 42,680	\$ 44,814	\$ 47,055

Cost Centre / WBS Element, GL Acct / Description	Date of Award to December 31, 2025	January 1, 2026 to December 31, 2026 (Option Year 1)	January 1, 2027 to December 31, 2027 (Option Year 2)	January 1, 2028 to December 31, 2028 (Option Year 3)
TS7010 - 4424 (Contingency)	\$ 8,130	\$ 4,268	\$ 4,481	\$ 4,705
Total Area 1	\$ 89,425	\$ 46,948	\$ 49,295	\$ 51,760
AREA 2: Carraway Inc.				
TS7010 - 4424 (Bid Value)	\$ 127,925	\$ 67,160	\$ 70,518	\$ 74,044
TS7010 - 4424 (Contingency)	\$ 12,792	\$ 6,716	\$ 7,052	\$ 7,404
Total Area 2	\$ 140,717	\$ 73,876	\$ 77,570	\$ 81,449
Total Award including Option Years for Area 1 (Net of HST recoveries)			\$ 237,428	
Total Award including Option Years for Area 2 (Net of HST recoveries)			\$ 373,612	
Total Potential Contract Award including Option Years for Area 1 & Area 2 (net of HST recoveries)			\$ 611,040	

The Chief Financial Officer and Treasurer have reviewed this report and agree with the financial impact information.

SOLICITATION SUMMARY

Solicitation Issued: November 2, 2023 **Solicitation Closed:** November 29, 2023
Number of Addenda Issued: Three (3)
Number of Bids: Six (6)

Table 2: Summary of Bids received including bid price (Area 1)

Supplier Name	Bid Price (excluding H.S.T.)
AAI Corp.	\$39,944.52*
Carraway Inc.	\$62,856.00
Synergy Protection Group Inc.	\$72,815.44

Supplier Name	Bid Price (excluding H.S.T.)
Tallawah Project Controls Inc.	\$105,496.00
Almon Equipment Ltd.	\$209,520.00
Direct Traffic Management Inc.	\$235,656.00

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

Table 3: Summary of Bids received including bid price (Area 2)

Supplier Name	Bid Price (excluding H.S.T.)
AAI Corp.	\$39,944.52
Carraway Inc.	\$62,856.00*
Synergy Protection Group Inc.	\$72,815.44
Tallawah Project Controls	\$105,496.00
Almon Equipment Ltd.	\$218,056.00
Direct Traffic Management Inc.	\$235,656.00

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

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