



BID AWARD PANEL CONTRACT AWARD

Award of Doc4291094447 to BERRN Consulting Inc. (AED4Life) for the non-exclusive Supply and Delivery of Automatic External Defibrillators and Automatic External Defibrillator Accessories for Toronto Paramedic Services

Date: April 25, 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 Quotations, Doc4291094447

Description:
For the non-exclusive Supply and Delivery of Automatic External Defibrillators and Automatic External Defibrillator Accessories to the City of Toronto's Paramedic Services. The term of the contract is to be for one (1) year commencing on May 1, 2024, to April 30, 2025 with an option to extend the agreement on the same terms and conditions for an additional term of up to four (4) separate one (1) year periods, at the sole discretion of the City and subject to budget approval(s).

Should the option(s) be exercised then the Acting Chief and General Manager of Toronto Paramedic Services will request the Chief Procurement Officer to process the renewals under the same terms and conditions.

Recommended Supplier:
BERRN Consulting Inc. (AED4Life)

Contract Award Value:
\$399,801 net of all applicable taxes and charges (Including 20% for miscellaneous items)
\$451,775 including all applicable taxes and charges
\$406,838 net of HST recoveries

Contract is expected to start on May 1, 2024 and end on April 30, 2025

Option Year 1: (May 1, 2025 – April 30, 2026)
\$411,795 net of all applicable taxes and charges (Including 20% for miscellaneous items)
\$465,328 including all applicable taxes and charges
\$419,043 net of HST recoveries

Option Year 2: (May 1, 2026 – April 30, 2027)
\$424,149 net of all applicable taxes and charges (Including 20% for miscellaneous items)
\$479,288 including all applicable taxes and charges
\$431,614 net of HST recoveries

Option Year 3: (May 1, 2027 – April 30, 2028)
\$436,873 net of all applicable taxes and charges (Including 20% for miscellaneous items)
\$493,667 including all applicable taxes and charges
\$444,562 net of HST recoveries

Option Year 4: (May 1, 2028 – April 30, 2029)
\$449,980 net of all applicable taxes and charges (Including 20% for miscellaneous items)
\$508,477 including all applicable taxes and charges
\$457,899 net of HST recoveries

The total potential contract award including all option years is \$2,122,598 net of all applicable taxes and charges and \$2,398,536 including all applicable taxes and charges. **The total potential cost to the City including all option years is \$2,159,956 net of HST recoveries.**

The above cost calculations for the Option Year reflect an estimated annual 3% increase as per the Consumer Price Index.

FINANCIAL IMPACT

The potential contract awards identified in this report including all option years is \$2,122,598 net of all applicable taxes and charges, and \$2,398,536 including all applicable taxes and charges. The total potential cost to the City including all option years is \$2,159,956 net of HST recoveries.

Funding is available in the 2024 Operating Budget and 2024-2033 Capital Budget and Plan for Toronto Paramedic Services. Additional funding for the balance of the initial contract term will be included in the 2025 Operating Budget Submission for Toronto Paramedic Services. Should the City choose to exercise the option(s) to renew for an additional four (4) separate one (1) year periods, the appropriate additional funding will be requested in the 2025-2029 annual Operating and Capital Budget Submissions for Toronto Paramedic Services, as part of the annual budget review process. Additional funding details follow in Table 1.

Table 1: Financial Impact Summary:

Budget Account	Initial Year	Initial Year	Option Year 1	Option Year 2	Option Year 3	Option Year 4
	May 1, 2024 to December 31, 2024	January 1, 2025 to April 30, 2025	May 1, 2025 to April 30, 2026	May 1, 2026 to April 30, 2027	May 1, 2027 to April 30, 2028	May 1, 2028 to April 30, 2029
C/E 3055/ CAM059-01*	\$176,296	\$88,148	\$272,384	\$280,549	\$288,965	\$297,634
C/E 2600/2820/2999 / B22040 / B22055 / B22060	\$94,929	\$47,465	\$146,669	\$151,065	\$155,597	\$160,265
TOTAL	\$271,225	\$135,613	\$419,043	\$431,614	\$444,562	\$457,899
* CAM059-01 is a SOGR project Total Value of the Contract (Net of HST Recoveries)						\$2,159,956

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

SOLICITATION SUMMARY

Solicitation Issued: February 7, 2024

Solicitation Closed: March 8, 2024

Number of Addenda Issued: Two (2)

Number of Bids: Five (5)

Table 1: Summary of Bids Received for Request for Quotations Doc4291094447

Supplier Name	Bid Price (excluding H.S.T.)
BERRN Consulting Ltd. (AED4Life)	\$376,479.29
8064806 Canada Ltd. (First Aid Plus)*	\$384,362.72
Cardio Choc Inc.	\$417,362.11
Iridia Medical Inc.	\$422,172.68
Levitt-Safety Limited	\$473,659.18

* Supplier was found non-compliant with the mandatory requirements

DIVISION CONTACTS

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

April Hugh, Commander Education and Development, Toronto Paramedic Services,
416-392-2435, April.Hugh@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

Genevieve Sharkey
Chief Procurement Officer