BID AWARD PANEL
CONTRACT AWARD

Award of Doc4409028189 to OnX Enterprise Solutions Ltd for the non-exclusive supply and delivery of Nutanix hardware appliances, software subscription and hardware maintenance and support renewal for Toronto Water Division

Date: June 27, 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 Doc4409028189

Description:
For the non-exclusive supply and delivery of Nutanix hardware appliances, software subscription and hardware maintenance and support renewal for Toronto Water Division

Recommended Supplier:
OnX Enterprise Solutions Ltd

Contract Award Value:
$3,728,986 USD net of all applicable taxes and charges
$4,213,754 USD including HST and all applicable charges
$3,794,616 USD net of HST recoveries **($5,198,624 CAD**)

Contract is expected to start on date of award for a period of up to five (5) years.

FINANCIAL IMPACT

The total contract award identified in this report is $3,728,986 USD ($5,108,711 CAD) net of all applicable taxes and changes, $4,213,754 USD ($5,772,843 CAD) including all applicable taxes and charges. The total cost to the City is $3,794,616 USD ($5,198,624 CAD) net of HST recoveries. The currency exchange rate in this report is $1.00 USD equals to $1.37 CAD (June 2024).

Funding is available in the 2024 Capital Budget and 2025-2033 Capital Plan for Toronto Water, as well as the 2024 Toronto Water Operating Budget. Complete funding details are provided in Table 1.

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

Period	WBS Element & Cost Centre/Cost Element	Total USD	Total CAD
Date of Award to December 31, 2024	CPW039-10	$1,510,069	$2,068,974
Jan 1, 2025 to Dec 31, 2025	CPW039-10	$943,066	$1,292,000
Jan 1, 2026 to Dec 31, 2026	CPW039-10	$116,788	$160,000
Jan 1, 2027 to Dec 31, 2027	CPW039-10	$930,657	$1,275,000
Jan 1, 2028 to Dec 31, 2028	CPW039-10	$116,788	$160,000
Jan 1, 2029 to Dec 31, 2029	CPW039-10	$99,270	$136,000
Date of Award to Dec 31, 2024	TW6045 4472	$77,847	$106,650
Total		$3,794,616	$5,198,624

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

SOLICITATION SUMMARY

Solicitation Issued: March 24, 2024 **Solicitation Closed:** April 30, 2024
Number of Addenda Issued: One (1)
Number of Bids: Two (2)

Table 1: Summary of Bids Received

Supplier Name	Bid Price (excluding H.S.T.)
OnX Enterprise Solutions Ltd	$3,728,985.77 USD
Hutchlam Services Limited (Elamah Mesahidu)	$2,431,095.30 USD*

*Supplier was found non-complaint with mandatory requirements.

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