BID AWARD PANEL CONTRACT AWARD

Award of Doc4447683006 to ONX Enterprise Solutions Ltd. for Beyond Trust Software, Training and Support Services

Date: August 1, 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 Doc4447683006.

Description:
For Beyond Trust Software Training and Support Services for the City of Toronto for a period of five (5) years from the date of award.

Recommended Supplier:
ONX Enterprise Solutions Ltd.

Contract Award Value:
$600,000 USD net of all applicable taxes and charges
$678,000 USD including HST and all applicable charges
$610,560 USD ($836,467 CAD) net of HST recoveries

Contract is expected to start on and the date of award for a term of five (5) years.

FINANCIAL IMPACT

The total contract award identified in this report is $600,000 USD ($822,000 CAD) net of all applicable taxes and charges, $678,000 USD ($928,860 CAD) including all applicable taxes and charges. The total potential cost to the City is $610,560 USD ($836,467 CAD) net of HST recoveries. $1 USD = $1.37 CAD exchange rate (June 2024).

Capital funding for this contract is available in the 2024-2033 Capital Budget Plan for Technology Services Division. Operating funding is available in the 2024 Operating Budgets for Technology Services Division and Toronto Water. Additional funding for the balance of the contract will be included in their 2025-2029 Operating Budget Submissions. Additional funding details follow in Table 1.

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

Period	Cost Center / Cost Elements	GL Account info	Total USD (Net of HST Recoveries)	Total CAD (Net of HST Recoveries)
Aug 1 to Dec 31, 2024	CIT702-08		$10,000	$13,700
	IT1010, IT1082	3420	$70,000	$95,900.
	TW6045	3420	$20,000	$27,400
Jan 1 to Dec 31, 2025	CIT702-08		$10,000	$13,700
	IT1010, IT1082	3420	$70,000	$95,900
	TW6045	3420	$20,000	$27,400
Jan 1 to Dec 31, 2026	CIT702-08		$10,000	$13,700
	IT1010, IT1082	3420	$70,000	$95,900
	TW6045	3420	$20,000	$27,400
Jan 1 to Dec 31, 2027	CIT702-08		$10,000	$13,700
	IT1010, IT1082	3420	$70,000	$95,900
	TW6045	3420	$20,000	$27,400
Jan 1 to Dec 31, 2028	CIT702-08		$10,000	$13,700
	IT1010, IT1082	3420	$70,000	$95,900
	TW6045	3420	$20,000	$27,400
Jan 1 - July 31, 2029	CIT702-08		$11,056	$15,147
	IT1010, IT1082	3420	$77,392	$106,027
	TW6045	3420	$22,112	$30,293
Grand Total			$610,560	$836,467

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

SOLICITATION SUMMARY

Solicitation Issued: March 14, 2024 **Solicitation Closed:** April 16, 2024
Number of Addenda Issued: Two (2)
Number of Bids: Four (4)

Table 1: Summary of Bids Received including bid price

BIDDER	*Bid Price (excluding HST)
Optiv Canada Inc.**	$1,106,501.00 USD
ONX Enterprise Solutions Ltd.	$1,860,359.93 USD
Infocrush Consulting	$1,917,977.90 USD
Hutchlam Services**	$ -20,974,695.69 USD

*Note: Bid Price is being used as a basis for comparison upon which the award will be made. Awarded contract will be $600,000 USD ($822,000 CAD) net of all applicable taxes according to the budget approved in the ITAPP 23-156 for the Citywide blanket contract for a term of 5 years.

** Supplier was found to be non-compliant 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