



BID AWARD PANEL CONTRACT AWARD

Award of Province of Ontario's Vendor of Record Arrangement Tender-11780 to XenTegra Canada Inc. for 2022 Citrix Reseller VOR Arrangement for Technology Services Division

Date: September 5, 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:

Province of Ontario's Vendor of Record Arrangement Tender-11780
Sourcing Project WS4632737503

Description:

To adopt the Vendor of Record (VOR) Tender -11780 for the Citrix Software, Software Maintenance, and related Support Services between the Centralized Supply Chain Ontario operating as Supply Ontario and XenTegra Canada Inc. (the "VOR arrangement") from the date of award for a term of five (5) years.

Recommended Supplier:

XenTegra Canada Inc.

Contract Award Value:

\$1,200,000 USD net of all applicable taxes and charges
\$1,356,000 USD including all applicable taxes and charges
\$1,221,120 USD (\$1,672,934 CDN) net of HST recoveries

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

FINANCIAL IMPACT

The total contract award identified in this report is \$1,356,000 USD (\$1,857,720 CAD) including all applicable taxes and charges. The cost to the City is \$1,221,120 USD

(\$1,672,934 CAD) net of HST recoveries. \$1 USD = \$1.37 CAD exchange rate (June 2024).

Capital funding of \$201,120 USD (\$275,534 CAD) is available in the 2024-2033 Capital Budget and Plan for Technology Services Division. The operating funding for the balance of the contract will be included in the 2025-2029 Operating Budget Submissions for Technology Services Division.

Table 1: Financial Impact Summary of Recommended Contract

Period	Cost Center/WBS#	GL Account	Total USD (Net of HST Recoveries)	Total CAD (Net of HST Recoveries)
Oct 1 – Dec 31, 2024	CIT702-09	4474	\$20,000	\$27,400
Jan 1 - Dec 31, 2025	IT1017		\$200,000	\$274,000
	CIT702-09	4474	\$40,000	\$54,800
Jan 1 - Dec 31, 2026	IT1017		\$200,000	\$274,000
	CIT702-09	4474	\$40,000	\$54,800
Jan 1 - Dec 31, 2027	IT1017		\$200,000	\$274,000
	CIT702-09	4474	\$40,000	\$54,800
Jan 1 - Dec 31, 2028	IT1017		\$210,000	\$287,700
	CIT702-09	4474	\$40,000	\$54,800
Jan 1, 2029 - September 30, 2029	IT1017		\$210,000	\$287,700
	CIT702-09	4474	\$21,120	\$28,934
Grand Total			\$1,221,120	\$1,672,934

Table 2: Financial Impact Summary by Year and Funding Source

Year	Total USD/CAD (Net of HST Recoveries)	Operating	Capital	Total
2024	USD	0	20,000	20,000
	CAD	0	27,400	27,400

2025	USD	200,000	40,000	240,000
	CAD	274,000	54,800	328,800
2026	USD	200,000	40,000	240,000
	CAD	274,000	54,800	328,800
2027	USD	200,000	40,000	240,000
	CAD	274,000	54,800	328,800
2028	USD	210,000	40,000	250,000
	CAD	287,700	54,800	342,500
2029	USD	210,000	21,120	231,120
	CAD	287,700	28,934	316,634
Total	USD	1,020,000	201,120	1,221,120
	CAD	1,397,400	275,534	1,672,934

The Chief Financial Officer and Treasurer has reviewed this report and agrees with the financial implications as identified in the Financial Impact section.

SOLICITATION SUMMARY

Solicitation Issued: February 22, 2022

Solicitation Closed: March 24, 2022

Number of Addenda Issued: One (1)

Number of Bids: Four (4)

* The original solicitation was issued by the for Ministry of Government and Consumer Services of the Province of Ontario as "tender_15733 - x86 Server Products, Maintenance Services, and Related Services" and the opportunity was awarded on June 16, 2022.

DIVISION CONTACTS

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Florian Puthod, Manager, Infrastructure and Platform Services, Technology Services, 416-397-1997, Florian.Puthod@toronto.ca

COMMENTS

This award is made pursuant to the Municipal Code §195-6.6. - Procurement of same goods and services as public body.

For the recommended contract award, the following requirements have been met:

a. the Chief Procurement Officer determined that the public body followed a competitive method consistent with that described in the chapter, and the following additional conditions exist:

A. The resulting contract between the public body and the supplier stipulates that the same goods and/or services be made available to other public bodies which include the City at the same price as provided by the supplier to the initiating public body;

B. The same goods and/or services will be made available to the City for the same or better price than the price that is to be paid by the public body;

C. The purchase of goods and/or services by the City is within funding approval; and

D. The supplier is not ineligible, suspended or otherwise in contravention of this chapter;

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 Province of Ontario's website as part of a competitive solicitation process; 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

Genèvieve Sharkey
Chief Procurement Officer