



BID AWARD PANEL CONTRACT AWARD

Award of Doc4586213043 to Detectronic Limited, ADS Environmental Technologies Inc. and Avensys Solutions Inc. for the Supply and Delivery of Flow Monitoring Equipment for Toronto Water

Date: September 12, 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 Doc4586213043

Description:

Supply and Delivery of Flow Monitoring Equipment from the date of award to August 31, 2025 with the option in favour of the City to extend the term of the agreement on the same terms and conditions for up to four (4) additional separate one (1) year period at the sole discretion of the City and subject to budget approval.

The Request for Quotation is structured to award contracts to the three (3) lowest supplier's meeting specifications and providing the lowest total bid price by allocating fifty percent quantities to the lowest supplier, thirty percent of the quantities to the second lowest supplier and twenty percent quantities to the third lowest supplier.

Should the option year(s) be exercised, the General Manager of Toronto Water will request the Chief Procurement Officer to process the renewal under the same terms and conditions.

Recommended Suppliers:

Detectronic Limited (fifty percent quantities)
ADS Environmental Technologies Inc. (thirty percent quantities)
Avensys Solutions Inc. (twenty percent quantities)

Contract Award Value:

Detectronic Limited

\$1,073,715 net of all applicable taxes and charges (including 20 percent for Miscellaneous Items)

\$1,213,298 including HST and all applicable charges

\$1,092,613 net of HST recoveries

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

Option Year 1: September 1, 2025 to August 31, 2026

\$1,105,927 net of all applicable taxes and charges (including 20 percent for Miscellaneous Items)

\$1,249,697 including HST and all applicable charges

\$1,125,391 net of HST recoveries

Option Year 2: September 1, 2026 to August 31, 2027

\$1,139,105 net of all applicable taxes and charges (including 20 percent for Miscellaneous Items)

\$1,287,188 including HST and all applicable charges

\$1,159,153 net of HST recoveries

Option Year 3: September 1, 2027 to August 31, 2028

\$1,173,278 net of all applicable taxes and charges (including 20 percent for Miscellaneous Items)

\$1,325,804 including HST and all applicable charges

\$1,193,927 net of HST recoveries

Option Year 4: September 1, 2028 to August 31, 2029

\$1,208,476 net of all applicable taxes and charges (including 20 percent for Miscellaneous Items)

\$1,365,578 including HST and all applicable charges

\$1,229,745 net of HST recoveries

The total potential contact award including all option years is \$5,700,500 net of all taxes and charges and \$6,441,565 including all applicable taxes and charges. **The total potential cost to the City including all option years is \$5,800,829 net of HST recoveries.**

ADS Environmental Technologies Inc.

\$819,283 net of all applicable taxes and charges (including 20 percent for Miscellaneous Items)

\$925,790 including HST and all applicable charges

\$833,702 net of HST recoveries

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

Option Year 1: September 1, 2025 to August 31, 2026

\$843,862 net of all applicable taxes and charges (including 20 percent for Miscellaneous Items)
\$953,564 including HST and all applicable charges
\$858,714 net of HST recoveries

Option Year 2: September 1, 2026 to August 31, 2027
\$869,177 net of all applicable taxes and charges (including 20 percent for Miscellaneous Items)
\$982,171 including HST and all applicable charges
\$884,475 net of HST recoveries

Option Year 3: September 1, 2027 to August 31, 2028
\$895,253 net of all applicable taxes and charges (including 20 percent for Miscellaneous Items)
\$1,011,636 including HST and all applicable charges
\$911,009 net of HST recoveries

Option Year 4: September 1, 2028 to August 31, 2029
\$922,110 net of all applicable taxes and charges (including 20 percent for Miscellaneous Items)
\$1,041,985 including HST and all applicable charges
\$938,339 net of HST recoveries

The total potential contract award including all option years is \$4,349,685 net of all taxes and charges and \$4,915,144 including all applicable taxes and charges. **The total potential cost to the City including all option years is \$4,426,240 net of HST recoveries.**

Avensys Solutions Inc.

\$567,222 net of all applicable taxes and charges (including 20 percent for Miscellaneous Items)
\$640,961 including HST and all applicable charges
\$577,205 net of HST recoveries

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

Option Year 1: September 1, 2025 to August 31, 2026
\$584,239 net of all applicable taxes and charges (including 20 percent for Miscellaneous Items)
\$660,190 including HST and all applicable charges
\$594,521 net of HST recoveries

Option Year 2: September 1, 2026 to August 31, 2027
\$601,766 net of all applicable taxes and charges (including 20 percent for Miscellaneous Items)
\$679,995 including HST and all applicable charges
\$612,357 net of HST recoveries

Option Year 3: September 1, 2027 to August 31, 2028

\$619,819 net of all applicable taxes and charges (including 20 percent for Miscellaneous Items)
\$700,395 including HST and all applicable charges
\$630,728 net of HST recoveries

Option Year 4: September 1, 2028 to August 31, 2029
\$638,413 net of all applicable taxes and charges (including 20 percent for Miscellaneous Items)
\$721,407 including HST and all applicable charges
\$649,649 net of HST recoveries

The total potential contact award including all option years is \$3,011,459 net of all taxes and charges and \$3,402,948 including all applicable taxes and charges. **The total potential cost to the City including all option years is \$3,064,460 net of HST recoveries.**

The combined total potential contact award including all option years is \$13,061,644 net of all taxes and charges and \$14,759,658 including all applicable taxes and charges. **The total potential cost to the City including the option years is \$13,291,529 net of HST recoveries.**

The above cost calculations include a 20 percent miscellaneous cost and a 3 percent CPI adjustment applied annually to the yearly cost after the initial year.

FINANCIAL IMPACT

The total potential contact award value identified in this report including all option years is \$13,061,644 net of all taxes and charges and \$14,759,658 including all applicable taxes and charges. The total potential cost to the City including the option years is \$13,291,529 net of HST recoveries.

Capital funding for the initial contract period is available in the 2024 Capital Budget and 2025-2033 Capital Plan for Toronto Water. Operating funding for 2024 is available in the 2024 Operating Budget with the balance of funding for the initial contract period to be included in the 2025 Operating Budget Submission for Toronto Water. Should the optional years be exercised, appropriate additional funding will be included in the 2025-2033 Capital and Operating Budget Submissions for Toronto Water. Funding details are summarized in Table 1.

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

Cost Centre/ WBS Element Description	Dates	Total Net of HST recoveries
CWW452-04	Date of Award to December 31, 2024	\$834,504
CWW452-04	January 1, 2025 to August 31, 2025	\$1,603,382

Cost Centre/ WBS Element Description	Dates	Total Net of HST recoveries
TW2050/ 2120	January 1, 2025 to August 31, 2025	\$65,634
CWW452-04	Option Year 1: September 1, 2025 to August 31, 2026	\$2,447,358
TW2050/ 2120	Option Year 1: September 1, 2025 to August 31, 2026	\$131,268
CWW452-04	Option Year 2: September 1, 2026 to August 31, 2027	\$2,475,492
TW2050/ 2120	Option Year 2: September 1, 2026 to August 31, 2027	\$180,493
CWW452-04	Option Year 3: September 1, 2027 to August 31, 2028	\$2,505,946
TW2050/ 2120	Option Year 3: September 1, 2027 to August 31, 2028	\$229,718
CWW452-04	Option Year 4: September 1, 2028 to August 31, 2029	\$2,571,607
TW2050/ 2120	Option Year 4: September 1, 2028 to August 31, 2029	\$246,127
Total net of HST recoveries		\$13,291,529

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: June 3, 2024
Number of Addenda Issued: Six (6)
Number of Bids: Four (4)

Solicitation Closed: July 12, 2024

Table 2: Summary of Bids Received

Supplier Name	Bid Price (excluding H.S.T.)
Detectronic Limited	\$1,789,525.50*
ADS Environmental Technologies Inc.	\$2,275,786.38*

Supplier Name	Bid Price (excluding H.S.T.)
Avensys Solutions Inc.	\$2,363,425.00*
SPD Sales Limited	\$5,360,302.28

*Pursuant to the Request for Quotation document the contract award value includes miscellaneous amount of 20 percent.

DIVISION CONTACTS

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Arash Farajian, Manager, Field Innovation Team, Distribution and Collection, Toronto Water, Email: Arash.Farajian@toronto.ca

COMMENTS

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

a. the firm recommended for award is the Supplier with the lowest bid meeting specifications or 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