



BID AWARD PANEL CONTRACT AWARD

Award of Doc4702312098 to Ferno Canada Inc. for the Supply and Delivery of Ferno OEM Parts and Equipment for the Paramedic Services Division

Date: December 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:
Request for Quotation Doc4702312098

Description

For the non-exclusive supply and delivery of Ferno OEM Parts and Equipment for a period of one (1) year from the date of Award with the option to renew the Contract for four (4) additional separate one (1) year periods for the City of Toronto Paramedic Services Divisions.

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

Recommended Supplier:
Ferno Canada Inc.

Contract Award Value:
\$449,256 net of all applicable taxes and charges
\$507,660 including HST and all applicable charges
\$457,163 net of HST recoveries

Contract is expected to start on the date of award and end on January 14, 2026

Option Year 1: January 15, 2026 - January 14, 2027

\$462,734 net of all applicable taxes and charges

\$522,889 including all applicable taxes and charges

\$470,878 net of HST recoveries

Option Year 2: January 15, 2027 - January 14, 2028

\$476,616 net of all applicable taxes and charges

\$438,576 including all applicable taxes and charges

\$485,004 net of HST recoveries

Option Year 3: January 15, 2028 - January 14, 2029

\$490,914 net of all applicable taxes and charges

\$554,733 including all applicable taxes and charges

\$499,554 net of HST recoveries

Option Year 4: January 15, 2029 - January 14, 2030

\$505,642 net of all applicable taxes and charges

\$571,375 including all applicable taxes and charges

\$514,541 net of HST recoveries

The total potential contract award, including all option years, is \$2,695,232 including all applicable taxes and charges and \$2,385,161, net of all applicable taxes and charges.

The total potential cost to the City, including all option years, is \$2,427,140 net of HST recoveries

The above cost calculations reflect a 20 percent miscellaneous fee, and a three (3) percent Consumer Price Index (CPI) adjustment applies annually to the yearly cost after the initial term

FINANCIAL IMPACT

The total potential award value of this contract award identified in this report for all option years is \$2,695,232, including all applicable taxes and charges. The total potential cost to the City is \$2,427,140, net of HST recoveries.

Sufficient funding has been included in the 2025 Operating Budget for Toronto Paramedic Services. Should the City choose to exercise its option(s) to renew for the four (4) additional, separate one (1) year periods, then appropriate additional funding, if needed, will be included in their 2026-2030 Operating Budget Submissions for Paramedic Services. Funding details are provided in Table 1 to follow.

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

Description Divisions	Cost Centre/Cost Element	Initial Term Date of Award to January 14, 2026	Option Year One January 15, 2026 to January 14, 2027	Option Year Two January 14, 2027 to January 14, 2028	Option Year Three January 15, 2028 to January 14, 2029	Option Year Four January 14, 2029 to January 14, 2030	Total(s)
Paramedic Services (Miscellaneous 20%)	Various 2120/2999	\$457,163	\$470,878	\$485,004	\$499,555	\$514,541	\$2,427,142

The Chief Financial Officer and Treasurer has been advised of the *financial impacts* associated with this program to be considered along with other priorities in future budget processes.

SOLICITATION SUMMARY

Solicitation Issued: August 19, 2024 **Solicitation Closed:** September 16, 2024

Number of Addenda Issued: One (1)

Number of Bids: One (1)

Table 2: Summary of Bid(s) Received including bid price

Bidder Name	Evaluated Bid Price (excluding H.S.T.)
Ferno Canada Inc.	\$ 374,380.28*

*Pursuant to the Request for Quotation document the contract award value includes miscellaneous fee.

DIVISION CONTACTS

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

Julia Lloyd, Commander, Materials and Equipment Services, Toronto Paramedic Services, 416-392-0544, Julia.Lloyd@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

Genevieve Sharkey
Chief Procurement Officer