



BID AWARD PANEL CONTRACT AWARD

Award of Doc4826552842 to Handicare Canada Ltd., Cornerstone Medical Inc. and Arjo Canada Inc. for Various Lifts for Senior Services and Long-Term Care

Date: June 26, 2025
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 Proposal Doc4826552842

Description:

For the provision of Resident Transfer Lifts, Powered Hygiene Chairs, Powered Bathtubs and Associated Products and Services for Long-Term Care Homes for a period of one (1) year, with an option in favour of the City to extend the agreement on the same terms and conditions for an additional term of up to two (2) separate one (1) year periods, at the sole discretion of the City and subject to budget approval(s).

Recommended Suppliers:

Handicare Canada Ltd. (Category 1: Supply, delivery, installation / set-in-place, preventative and corrective maintenance, and associated services of ceiling lifts, mobile lifts and sit-to-stand lifts and related accessories)

Cornerstone Medical Inc. (Category 2: Supply, delivery, installation / set-in-place, preventative and corrective maintenance, and associated services of shower/bath lifts, powered hygiene chairs and powered bathtubs and related accessories and Category 3: Preventative and corrective maintenance program and associated services for the existing stock of lifts, powered hygiene chairs and powered bathtubs)

Arjo Canada Inc. (Category 4: Supply and delivery of slings and accessories for the existing stock of lifts, powered hygiene chairs and powered bathtubs)

Contract Award Value:

Handicare Canada Ltd.:

\$4,228,052 net of all applicable taxes and charges (including 20% Miscellaneous)

\$4,777,699 including HST and all applicable charges
\$4,302,466 net of HST recoveries

Contract is expected to start on July 1, 2025, and end on June 30, 2026.

Option Year 1 - July 1, 2026, to June 30, 2027

\$4,354,894 net of all applicable taxes and charges (including 20% Miscellaneous)
\$4,921,030 including HST and all applicable charges
\$4,431,540 net of HST recoveries

Option Year 2 - July 1, 2027, to June 30, 2028

\$4,485,541 net of all applicable taxes and charges (including 20% Miscellaneous)
\$5,068,661 including HST and all applicable charges
\$4,564,486 net of HST recoveries

The total potential cost for Handicare Canada Ltd. including the option years is \$13,068,487 net of all taxes and charges and \$14,767,390 including all applicable taxes and charges, and \$13,298,492 net of HST recoveries.

Cornerstone Medical Inc.:

\$928,152 net of all applicable taxes and charges (including 20% Miscellaneous)
\$1,048,812 including HST and all applicable charges
\$944,487 net of HST recoveries

Contract is expected to start on July 1, 2025, and end on June 30, 2026.

Option Year 1 - July 1, 2026, to June 30, 2027

\$955,997 net of all applicable taxes and charges (including 20% Miscellaneous)
\$1,080,276 including HST and all applicable charges
\$972,822 net of HST recoveries

Option Year 2 - July 1, 2027, to June 30, 2028

\$984,676 net of all applicable taxes and charges (including 20% Miscellaneous)
\$1,112,684 including HST and all applicable charges
\$1,002,007 net of HST recoveries

The total potential cost for Cornerstone Medical Inc. including the option years is \$2,868,825 net of all taxes and charges and \$3,241,772 including all applicable taxes and charges, and \$2,919,316 net of HST recoveries.

Arjo Canada Inc.:

\$899,414 net of all applicable taxes and charges (including 20% Miscellaneous)
\$1,016,338 including all applicable taxes and charges
\$915,244 net of HST recoveries

Contract is expected to start on July 1, 2025 and end on June 30, 2026.

Option Year 1 - July 1, 2026, to June 30, 2027

\$926,397 net of all applicable taxes and charges (including 20% Miscellaneous)

\$1,046,828 including HST and all applicable charges

\$942,701 net of HST recoveries

Option Year 2 - July 1, 2027, to June 30, 2028

\$954,189 net of all applicable taxes and charges (including 20% Miscellaneous)

\$1,078,233 including HST and all applicable charges

\$970,983 net of HST recoveries

The total potential cost for Arjo Canada Inc. including the option years is \$2,780,000 net of all taxes and charges and \$3,141,400 including all applicable taxes and charges, and \$2,828,928 net of HST recoveries.

The combined total potential contract award including all option years for all recommended suppliers is \$18,717,312 net of all taxes and charges and \$21,150,562 including all applicable taxes and charges. **The combined total potential cost to the City including all option years for all recommended suppliers is \$19,046,736 net of HST recoveries**

The above cost calculations reflect an estimated three (3) percent Consumer Price Index adjustment applied annually to the yearly cost after the initial term.

FINANCIAL IMPACT

The total contract award identified in this report is \$18,717,312 net of all applicable taxes and charges, \$21,150,562 including all applicable taxes and charges. The cost to the City is \$19,046,736 net of HST recoveries.

Funding of \$3,081,000 is available in 2025 Operating Budget for Seniors Services and Long-Term Care, and funding of \$2,081,000 for operating and \$1,000,000 for capital will be requested through the 2026 Budget process for Seniors Services and Long-Term Care. Should the option years be exercised, required operating and capital funding for 2026 to 2028 as outlined in Table 1 will be requested through the 2026-2028 Budget processes. Additional funding details follow in Table 1.

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

Cost Centre & WBS Element / Cost Element	D3*061 and D3Z990 / 3099	CHA024-04 / 4407	D3*061 / 4699	Total (Net of HST recoveries)
Description	General Equipment	Building Health and Safety - Ongoing: General Equipment	Maintenance and Repair	
July 1, 2025, to December 31, 2025	\$2,492,673	\$0	\$588,426	\$3,081,099
January 1, 2026, to June 30, 2026	\$1,492,673	\$1,000,000	\$588,426	\$3,081,099
July 1, 2026, to December 31, 2026	\$1,567,453	\$1,000,000	\$606,079	\$3,173,532
January 1, 2027, to December 31, 2027	\$3,211,929	\$2,000,000	\$1,230,340	\$6,442,269
January 1, 2028, to June 30, 2028	\$1,644,476	\$1,000,000	\$624,261	\$3,268,738
Total (Net of HST recoveries)	\$10,409,204	\$5,000,000	\$3,637,532	\$19,046,736

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: February 4, 2025

Solicitation Closed: April 17, 2025

Number of Addenda Issued: Ten (10)

Number of Bids: Eleven (11) for Multiple Categories

Table 2: Summary of Bids Received including bid price for Category 1:

Supplier Name	Bid Price (excluding HST)
Handicare Canada Ltd.	\$ 3,523,376.90
Cornerstone Medical Inc.	\$ 4,524,400.00
Amico Mobility Solutions Corporation	\$ 8,707,624.00
Arjo Canada Inc.*	\$ 6,308,053.55

*Supplier was found non-compliant with mandatory requirements.

Range of scores: 62.22 - 85.93

Table 3: Summary of Bids Received including bid price for Category 2:

Supplier Name	Bid Price (excluding HST)
Arjo Canada Inc.	\$ 647,840.00
Handicare Canada Ltd.	\$ 653,804.05
Cornerstone Medical Inc.	\$ 672,000.00

Range of scores: 82.22 - 86.50

Table 4: Summary of Bids Received including bid price for Category 3:

Supplier Name	Bid Price (excluding HST)
Handicare Canada Ltd.	\$ 101,460.00
Arjo Canada Inc.	\$ 523,057.00

Table 5: Summary of Bids Received including bid price for Category 4:

Supplier Name	Bid Price (excluding HST)
Cornerstone Medical Inc.	\$ 610,600.00
Arjo Canada Inc.	\$ 749,512.00

DIVISION CONTACTS

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Seniors Services and Long-Term Care, 416-392-8910, Marina.Masic@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