



BID AWARD PANEL CONTRACT AWARD

Rescind and Re-Award of Doc4826552842 for Category 2, 3 and 4 to Arjo Canada Inc. and Cornerstone Medical Inc. for Various Lifts for Seniors Services and Long-Term Care

Date: September 11, 2025
To: Bid Award Panel
From: Chief Procurement Officer
Wards: All

RECOMMENDATIONS

The Chief Procurement Officer recommends that the Bid Award Panel:

Rescind its July 2, 2025, Item BA139.1 decision to award Doc4826552842 for Category 2 to Cornerstone Medical Inc. due to recommending the incorrect recommended supplier. As a result, the Contract Award Values for Category 2, 3 and 4 have been revised; and

Grant authority to award Doc4826552842 for Category 2 and 4 to Arjo Canada Inc. and Category 3 to Cornerstone Medical Inc. for Seniors Services and Long-Term Care.

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).

Should the option year(s) be exercised, the Division Head from Seniors Services and Long-term Care will request the Chief Procurement Officer to process the renewals under the same terms and conditions.

Recommended Suppliers:

1. Arjo Canada 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 4: Supply

and delivery of slings and accessories for the existing stock of lifts, powered hygiene chairs and powered bathtubs)

2. Cornerstone Medical Inc. (Category 3: Preventative and corrective maintenance program and associated services for the existing stock of lifts, powered hygiene chairs and powered bathtubs)

Contract Award Value:

Arjo Canada Inc.:

\$1,676,822 net of all applicable taxes and charges (including 20% Miscellaneous)

\$1,894,809 including HST and all applicable charges

\$1,706,334 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

\$1,727,127 net of all applicable taxes and charges (including 20% Miscellaneous)

\$1,951,654 including HST and all applicable charges

\$1,757,524 net of HST recoveries

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

\$1,778,941 net of all applicable taxes and charges (including 20% Miscellaneous)

\$2,010,203 including HST and all applicable charges

\$1,810,250 net of HST recoveries

The total potential cost for Arjo Canda Inc. including the option years is \$5,182,890 net of all taxes and charges and \$5,856,666 including all applicable taxes and charges, and \$5,274,108 net of HST recoveries.

Cornerstone Medical Inc.:

\$121,752 net of all applicable taxes and charges (including 20% Miscellaneous)

\$137,580 including HST and all applicable charges

\$123,895 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

\$125,405 net of all applicable taxes and charges (including 20% Miscellaneous)

\$141,707 including HST and all applicable charges

\$127,612 net of HST recoveries

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

\$129,167 net of all applicable taxes and charges (including 20% Miscellaneous)

\$145,958 including HST and all applicable charges

\$131,440 net of HST recoveries

The total potential cost for Cornerstone Medical Inc. including the option years is \$376,323 net of all taxes and charges and \$425,245 including all applicable taxes and charges, and \$382,947 net of HST recoveries.

The combined total potential contract award identified in this report for Category 2, 3 and 4 including all option years for recommended suppliers is \$6,190,389 net of all taxes and charges and \$5,856,665 including all applicable taxes and charges. **The combined total potential cost to the City including all option years for all recommended suppliers is \$6,299,340 net of HST recoveries.**

The combined total potential contract award for all categories including all option years for all recommended suppliers is \$18,627,701 net of all taxes and charges and \$21,049,301 including all applicable taxes and charges. **The combined total potential cost to the City including all option years for all recommended suppliers is \$18,955,548 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 \$18,627,701 net of all applicable taxes and charges, \$21,049,301 including all applicable taxes and charges. The cost to the City is \$18,955,548 net of HST recoveries.

Funding of \$3,066,348 is available in 2025 Operating Budget for Seniors Services and Long-Term Care, and funding of \$2,066,348 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 and 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	\$2,453,078	\$0	\$613,270	\$3,066,348

Cost Centre and WBS Element / Cost Element	D3*061 and D3Z990 / 3099	CHA024-04 / 4407	D3*061 / 4699	Total (Net of HST recoveries)
January 1, 2026 to June 30, 2026	\$1,453,078	\$1,000,000	\$613,270	\$3,066,348
July 1, 2026 to December 31, 2026	\$1,526,670	\$1,000,000	\$631,668	\$3,158,338
January 1, 2027 to December 31, 2027	\$3,110,191	\$2,000,000	\$1,301,235	\$6,411,426
January 1, 2028 to June 30, 2028	\$1,582,952	\$1,000,000	\$670,136	\$3,253,088
Total (Net of HST recoveries)	\$10,125,970	\$5,000,000	\$3,829,578	\$18,955,548

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: 11 Across Four (4) Categories

Table 2: Summary of Bids Received for Category 2:

Supplier Name
Arjo Canada Inc.
Cornerstone Medical Inc.
Handicare Canada Ltd.

Range of scores: 82.67 - 86.37

Table 3: Summary of Bids Received for Category 3:

Supplier Name
Arjo Canada Inc.
Cornerstone Medical Inc.

Table 4: Summary of Bids Received for Category 4:

Supplier Name
Arjo Canada Inc.
Cornerstone Medical Inc.

DIVISION CONTACTS

Clarman Yang, Manager, Purchasing Client Services,
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Marina Masic, Manager, Contract Administration and Procurement Support,
Seniors Services and Long-Term Care, 416-392-8910, Marina.Masic@toronto.ca

COMMENTS

The Financial Impact Table includes the award value for 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). This award was to Handicare Canada Ltd.,and is not being rescinded.

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