

Non-Competitive Contract with Teleflex Medical Canada Inc. for the supply and delivery of medical supplies and equipment for Toronto Paramedic Services

Date: February 10, 2025

To: General Government Committee

From: Chief, Toronto Paramedic Services and Chief Procurement Officer

Wards: All

SUMMARY

The purpose of this report is to request authority to enter a non-competitive contract with Teleflex Medical Canada Inc., who is the existing vendor providing Toronto Paramedic Services special teams medical supplies and equipment. The total amount requested is \$340,713 (\$346,710 net of Harmonized Sales Tax recoveries) and will commence on June 1, 2025, to May 31, 2026, with four (4) potential one (1) year optional periods.

Toronto Paramedic Services special teams include Tactical Paramedics supporting the Emergency Task Force, CBRNE (chemical, biological, radiological, nuclear, and explosive) and HUSAR (heavy urban search and rescue) units. Specialized Tactical Paramedics use Teleflex products, including EZ-IO intraosseous devices and needles, during events that support the Emergency Task Force, CBRNE and HUSAR units. The Arrow® EZ-IO® System, which uses a proprietary patented needle and power driver technology, cannot be obtained through the competitive procurement process. Teleflex is the sole manufacturer of these components. The current contract 47024618 with Teleflex Medical Canada Inc. expires on May 31, 2025.

RECOMMENDATIONS

The Chief, Toronto Paramedic Services and the Chief Procurement Officer recommend that:

The General Government Committee and Council, in accordance with Municipal Code Chapter 195-Purchasing, where the current request exceeds the Chief Procurement Officer's authority of the cumulative five-year commitment, under Article 7, section 195-7.3(D) of the Purchasing By-Law or exceeds the threshold of \$500,000 net of HST allowed under staff authority as per the Toronto Municipal Code, Chapter 71 Financial

Control, Section 71-11A grant authority to the Chief, Toronto Paramedics to enter into a non-competitive contract with Teleflex Medical Canada Inc. to provide for ongoing EZ-IO intraosseous devices and needles to support Toronto Paramedic Services' ongoing operation of Emergency Task Force, CBRNE and HUSAR units, in the total amount of \$340,713 net of all taxes and charges (\$346,710 net of Harmonized Sales Tax recoveries), for a one (1) year initial period from June 1, 2025, to May 31, 2026 with four (4) potential one (1) year optional periods, on terms and conditions satisfactory to the Chief, Toronto Paramedic Services and in a form satisfactory to the City Solicitor.

FINANCIAL IMPACT

The total contract value including all years identified in this report is \$340,713 net of all taxes and charges. The total cost to the City is \$346,710 net of Harmonized Sales Tax recoveries.

Funding is included in the 2025 Operating Budget for Toronto Paramedic Services, and additional funding for the remainder of the contract will be included in the 2026-2030 Operating Budget Submissions for Toronto Paramedic Services. Funding details are as follows in Table 1, below.

Table 1: Financial Impact Summary

Cost Element/ Cost Centre	June 1, 2025 to December 31, 2025 Initial Term	January 1, 2026 to May 31, 2026 Initial Term	June 1, 2026 to May 31, 2027 Option Year 1	June 1, 2027 to May 31, 2028 Option Year 2	June 1, 2028 to May 31, 2029 Option Year 3	June 1, 2029 to May 31, 2030 Option Year 4	Total (Net HST Recoveries)
2820 / B46754	\$36,008	\$25,720	\$65,315	\$69,115	\$73,142	\$77,408	\$346,710

The Chief Financial Officer and Treasurer has reviewed this report and agrees with the financial impact information.

DECISION HISTORY

On March 12, 2020, Toronto Paramedic Services issued Division Purchase Order Number 3591717 with an original target value of \$7,500.00 (excluding taxes) for the supply and delivery of EZ-IO intraosseous devices and needles, for a one (1) year period.

On October 18, 2021, Toronto Paramedic Services issued a Non-Competitive Procurement Division Purchase Order Number 3609568 in the amount of \$10,939.50 (excluding taxes) for a period of fifteen (15) months, expiring December 31, 2022.

On October 24, 2022, Purchasing and Materials Management issued a Non-Competitive Procurement contract 47024618 (SR3668690867, WS3682361891) with an initial target value of \$37,209 (excluding taxes) and two (2) option years for renewal, for a total value of \$114,602.93. The contract expires May 31, 2025.

COMMENTS

This report requests approval for a contract with Teleflex Medical Canada Inc. to supply and deliver EZ-IO intraosseous devices produced by Teleflex. The EZ-IO is used when conventional intravenous access is difficult or unobtainable. The intraosseous needles are introduced into a patient's bone and the intravenous line is attached to the needle. Also included are supplies used in the training of this skill. Toronto Paramedics are trained and certified to use this type of intraosseous device.

The device is required for Toronto Paramedic Services special teams, including Tactical Paramedics supporting the Emergency Task Force, CBRNE (chemical, biological, radiological, nuclear and explosive) and HUSAR (heavy urban search and rescue) units. The Paramedics on these special teams treat patients in which typical intravenous access may be very difficult.

The Arrow® EZ-IO® System, which uses a proprietary patented needle and power driver technology, cannot be obtained through the competitive procurement process. Teleflex is the sole manufacturer of these components. The required non-competitive contract meets the criteria of the exception code 2, exclusive rights in the Purchasing By-Law.

Due to the nature of this industry, Toronto Paramedic Services is requesting an initial one (1) year period with four (4) potential one (1) year optional periods as technological advancements in this sector tend to occur infrequently, typically over a span of approximately five (5) years or more. This non-competitive contract will provide stability and ensure continuity without requiring frequent reassessments. It also aligns with the objective to secure consistent, reliable access to essential products while avoiding unnecessary disruptions.

CONTACT

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SIGNATURE

Bikram Chawla
Chief, Toronto Paramedic Services

Genevieve Sharkey,
Chief Procurement Officer