

## **Non-Competitive Contract with Rowland Emergency Vehicle Products Inc for the provision of Stryker Powered Stretchers with all Components, Accessories, and Repairs**

**Date:** March 26, 2025

**To:** General Government Committee

**From:** Chief, Toronto Paramedic Services, and Chief Procurement Officer

**Wards:** All

### **SUMMARY**

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The purpose of this report is to request authority to enter into a non-competitive contract with Rowland Emergency Vehicle Products Inc, the current supplier providing Toronto Paramedic Services (TPS) with Stryker powered stretchers. This contract is inclusive of all components, accessories, and repairs, to support TPS' ongoing operation, in the amount of \$27,195,964 net of Harmonized Sales Tax (\$27,674,613 net of HST recoveries), for a period of three (3) years from July 1, 2025 with no optional terms.

The current contract number 47020183 with Rowland from Request for Proposal Number 0505-15-0125 is due to expire on June 30, 2025. Rowland provides custom engineered products and solutions that have critical impacts on prehospital delivery of patient care that does not exist elsewhere in the industry. This contract falls under non-competitive procurement (NCP) exception code 4 "compatibility".

Pursuant to City of Toronto Municipal Code Chapter 195, Procurement, Section 195-7.3 (D), Standing Committee and Council approval is required for all procurement valued up to or over \$500,000, or where the term of the contract exceeds five (5) years or exceeds the projected capital funding for the project as approved by Council. Approval is also required under City of Toronto Municipal Code Chapter 71, Financial Control, Section 71-11A., as the procurement value exceeds the threshold of \$500,000 net of HST allowed under staff authority.

## RECOMMENDATIONS

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

1. City Council authorize the Chief of Toronto Paramedic Services to negotiate and enter into a NCP contract with Rowland Emergency Vehicle Products Inc (Rowland) for the supply of Stryker powered stretchers, including all components, accessories, and repair services, in the amount of \$27,195,964.37 net of Harmonized Sales Tax (\$27,674,613.34, net of HST recoveries). The contract will be for a term of three (3) years from July 1, 2025, subject to terms and conditions satisfactory to the Chief of Toronto Paramedic Services and in a form acceptable to the City Solicitor.

## FINANCIAL IMPACT

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The total potential amount of the proposed contract including all years identified in this report is \$27,195,964 (CAD) net of Harmonized Sales Tax. The total estimated cost to the City is \$27,674,613 (CAD) net of HST recoveries.

Funding is available in the 2025-2034 Capital Budgets and Plans for Toronto Paramedic Services and Fleet Services. Additional funding is available in the 2025 Operating Budget for Toronto Paramedic Services, and further funding will be included in the 2026-2027 Operating Budget Submissions for Toronto Paramedic Services. Additional funding details follow in Table 1.

Funding for future years' expenditures will be included in subsequent years' Operating and Capital Budget Submissions for Toronto Paramedic Services for Council consideration.

The cost calculations for the potential contract awarded to Rowland Emergency Vehicle Product Inc include an annual 5% inflationary increase.

Table 1: Financial Impact Summary

	2025	2026	2027	Total (Net HST Recoveries)
CAM062	\$1,600,000	\$1,600,000	\$1,600,000	\$4,800,000
CFL013	\$5,179,556	\$5,675,623	\$4,228,160	\$15,033,339
B46700, B46750-754 C/E 3055,2820	\$2,637,011	\$2,704,767	\$2,449,496	\$7,791,274
Total	\$9,416,567	\$9,980,390	\$8,277,656	\$27,674,613

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

## **DECISION HISTORY**

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On July 12, 2016, City Council adopted CD13.5 and authorized the Chief and General Manager, Toronto Paramedic Services, to negotiate and enter into an agreement with Rowland Emergency and Specialty Vehicles, being the highest overall scoring proponent meeting the requirements of Request for Proposal 0505-15-0125 for the provision of Powered Stretchers with all components and accessories, in the total amount of \$8,126,898 net of HST recoveries for three (3) years from the date of the agreement to June 30, 2019, with the option to renew at the sole discretion of the Chief and General Manager, Toronto Paramedic Services, and subject to budget approval, for an additional seven (7) separate, one (1) year periods, for a total potential cost of \$16,671,658 net of HST recoveries, in accordance with the terms and conditions as set out in the Request for Proposal and any other terms and conditions satisfactory to the Chief and General Manager, Toronto Paramedic Services and in a form satisfactory to the City Solicitor. The City Council decision can be found at:

<https://secure.toronto.ca/council/agenda-item.do?item=2016.CD13.5>

On February 28, 2018, Community Development and Recreation Committee adopted CD26.1, authorizing the Chief and General Manager, Toronto Paramedic Services, and the Director, Purchasing and Materials Management to amend Contract number 47020183 for the provision of a powered stretcher solution, components and accessories, by an additional amount of \$2,774,848 excluding all taxes and charges, increasing the current contract value from \$7,986,338 to \$10,761,186 excluding all taxes and charges (or net of HST recoveries from \$8,126,898 to \$10,950,583). The amendment was to purchase an additional 32 powered stretchers with mechanical loading devices, 20 stretchers and the corresponding accessories to account for an increase in the number of ambulances from an increased complement of staff and new technology to reuse ambulance patient care compartments. The Committee decision can be found at:

<https://secure.toronto.ca/council/agenda-item.do?item=2018.CD26.1>

## **COMMENTS**

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The Stryker Power Pro, which is the stretcher Toronto Paramedic Services has been purchasing in accordance with the original contract number 47020183 is no longer manufactured. In addition, several high frequency use items (e.g., replacement parts) have either changed as the stretcher itself has evolved or were not included in the original contract. This staff report addresses the ability to procure the new Power Pro XT stretcher, as well as an updated list of parts that are frequently purchased as part of the ongoing maintenance of the existing fleet of stretchers.

Given the specialized nature of prehospital transport equipment, there are limited options for manufacturers of ambulance stretchers. The primary market suppliers for Non-Competitive Contract with Rowland Emergency Vehicle Products Inc

ambulance stretchers designed for use in Ontario are Stryker and Ferno. During extensive equipment trials conducted in 2016, Toronto Paramedic Services determined that the Stryker Power Pro stretcher was the most suitable product. The prehospital industry remains a niche market, with limited manufacturers and available products. The Stryker Power Pro 2 remains compatible with the existing infrastructure of ambulance loaders, ensuring that TPS' highly mobile fleet of stretchers is deployable to all of our emergency transport ambulances. To switch to a new product would mean wholesale replacement of the entire fleet of loaders and stretchers, as well as required training for the front-line Paramedic staff and equipment technicians maintaining the equipment.

One final option year remains to be exercised in the current contract number 47020183. This new NCP contract will ensure there is no lapse in the ability to procure maintenance and replacement parts, and the stretcher loading systems to outfit new ambulances that are anticipated to arrive later in 2025. Concurrently, this new contract addresses the need to replace end-of-life stretchers.

The higher dollar value of the new contract can be attributed to several factors. Firstly, prices have increased substantially during the COVID-19 pandemic. Additionally, the newer Stryker Power Pro 2 model is more expensive than the previous Stryker Power Pro XT model. Most notably, new ambulances previously arrived outfitted with Stryker PowerLoad and Power Pro XT under the vehicle contract. However, since the ambulance manufacturer (Crestline) is no longer an authorized distributor, we now need to independently purchase Stryker PowerLoad and stretchers for each new transport ambulance, of which TPS is expecting 60 new vehicles in 2025 with an additional 60 transport ambulances in 2026. Furthermore, most of TPS' stretcher fleet, purchased in 2017, is now considered end-of-life. Repair costs continue to rise as the stretcher fleet ages.

Significant investments have been made into maintenance cost analysis. An internal policy regarding decommissioning after a set number of hours of active use as repair costs increase after that trigger point has been determined.

This procurement reflects a strategic life cycle management approach. Averaging costs over multiple budget years ensures that the financial burden of maintaining and replacing aging assets is spread out. This future focused approach also provides the flexibility to adopt new stretcher technologies in a phased approach, allowing Toronto Paramedic Services to maximize the expected life span of each stretcher, while concurrently planning for a balanced and proactive replacement strategy.

Stryker stretchers are manufactured in the United States. However, there are no comparable Canadian manufacturers of ambulance stretchers. Rowland is a Canadian company that manufactures custom-designed solutions approved by Stryker in compliance with Provincial Equipment Standards set by the Ministry of Health.

Paramedics use power stretchers loaded with medical equipment to respond to emergency calls and move patients through the healthcare system. These devices use assistive lift technology to raise and lower the stretcher, as well as to load the stretcher and patient into the ambulance in preparation for transport. Previous models of stretchers used by ambulance services, including Toronto Paramedic Services, did not

have assistive technology, and had to be lifted by manual means. This often resulted in musculoskeletal injuries and associated WSIB costs. Stryker powered stretchers with mechanical loading devices have been effective in helping to mitigate musculoskeletal injuries.

Toronto Paramedic Services has used the Stryker power stretcher continuously since 2017. Continued and uninterrupted use of this system (Stryker) will help to avoid the costs of procuring and converting to new equipment along with extensive staff retraining. Current Toronto Paramedic Services infrastructure is also specialized and specifically designed to support Stryker compatible products, including the stretcher loading systems and various custom solutions developed by Rowland.

Rowland has continued to provide custom-engineered, Stryker-approved products that support front-line Paramedic work. Their products are rigorously pull-tested and certified and are built to withstand the rigours of prehospital care use. Examples of such products include cardiac monitor mounts and stretcher-mounted oxygen carriers that help to improve patient safety and reduce physical strain. These custom solutions comply with Provincial Equipment Standards set by the Ministry of Health.

## **CONTACT**

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## **SIGNATURE**

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