

## **Amendment to Blanket Contract 47025820 with Hit Play Technologies Inc. for Audio Visual Services and Support**

**Date:** April 27, 2026

**To:** General Government Committee

**From:** Chief Technology Officer and Chief Procurement Officer

**Wards:** All

### **SUMMARY**

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The purpose of this report is to request authority to amend Blanket Contract 47025820 with Hit Play Technologies Inc., a Canadian supplier, increasing the contract value by \$4,000,000 net of all applicable taxes and charges (\$4,070,400 net of Harmonized Sales Tax recoveries) for Audio Visual Services and Support.

In 2024, Technology Services Division competitively procured Hit Play Technologies Inc. (Hit Play) to provide equipment and support. The existing contract expires October 29, 2027, with two additional one-year optional terms. The City relies on standardized Audio Visual (AV) systems to support Council and Committee meetings, City events, meeting rooms, and other essential services. Since the contract was awarded, demand for AV support and services has increased due to hybrid meetings, new facilities, higher accessibility needs, and aging infrastructure.

This report requests an amendment to this competitively procured contract to maintain continuity of service and ensure ongoing support, under the same pricing and terms.

### **RECOMMENDATIONS**

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The Chief Technology Officer and the Chief Procurement Officer recommend that:

1. General Government Committee, in accordance with Section 71-11.1.C of the City of Toronto Municipal Code Chapter 71 (Financial Control By-Law), grant authority to the Chief Technology Officer, to amend Blanket Contract 47025820 with Hit Play Technologies Inc. for Audio Visual Services and Legislative Support by increasing the contract value by \$4,000,000 net of all applicable charges and taxes (\$4,070,400 net of Harmonized Sales Tax recoveries), revising the current Blanket Contract Value from \$15,000,000 to \$19,000,000 (\$15,264,000 to \$19,334,400 net of Harmonized Sales Tax Recoveries).

## FINANCIAL IMPACT

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The total value of the requested amendment for Contract 47025820 is \$4,000,000 net of all applicable taxes and charges (\$4,070,400 net of HST Recoveries), this will increase the contract ceiling from \$15,000,000 to \$19,000,000 (\$15,264,000 to \$19,334,400 net of Harmonized Sales Tax Recoveries).

**Table 1: Financial Impact Summary (Net of Harmonized Sales Tax Recoveries)**

Division	Cost Centre	Cost Element	2026	2027	Total
Various Divisions*	Capital Budget and Plan	Various	\$1,729,920	\$1,729,920	<b>\$3,459,840</b>
	Operating Budget	Various	\$ 305,280	\$ 305,280	<b>\$ 610,560</b>
<b>Total Net of HST Recoveries (rounded to the nearest dollar)</b>			<b>\$2,035,200</b>	<b>\$2,035,200</b>	<b>\$4,070,400</b>

\*All Divisions order audio-visual equipment on an as-required basis and as approved in their respective Operating and Capital budgets and plan. The requested amounts are estimates only based on planned maintenance to legislative meeting spaces, in-flight construction projects, and replacement of aging and failed audio-visual hardware.

City divisions will be able to draw upon the contract on an as-needed basis by issuing Contract Release Orders (CRO) against the blanket contract subject to validation of funding at the time of issuance and approval by the Division Head of the requesting division. Individual cost centres will be identified by the Divisions on each CRO as it is issued against the blanket contract.

Funding is available in the 2026 Operating and 2026-2035 Capital Budget and Plan for the user divisions. Additional funding for remainder of the contract period will be included in their 2027 Operating Budget Submissions.

The Chief Financial Officer and Treasurer has reviewed this report and agrees with information included in the Financial Impact section.

## DECISION HISTORY

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In November 2024, the Bid Award Panel granted authority to the Chief Procurement Officer to award Request for Quotation Document Number 4668408610 to Hit Play Technologies Inc. for Audio Visual Services and Support for Legislative Spaces for Technology Services Division.

<https://secure.toronto.ca/council/agenda-item.do?item=2024.BA108.7>

## COMMENTS

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In 2024, Hit Play Technologies Inc. was competitively awarded Blanket Contract 47025820 to supply AV equipment, professional services, and operational support across Technology Services Division (TSD) and multiple City Divisions. This report requests authority to amend the existing contract without any change to pricing or commercial terms.

Hit Play is a Canadian audio-visual (AV) supplier that supports City staff in delivering consistent, reliable AV experiences across public-facing and designated collaborative spaces.

Since this contract was awarded, Hit Play has supported routine Council and Committee meetings, City events, meeting rooms, and other essential and public-facing services, while contributing to planned modernization work, including AV upgrades to Committee Rooms 1 and 2, as well as the standardization of the City's approach to meeting room AV design and deployment.

At the same time, demand for AV support and services has increased due to:

- A higher volume and complexity of hybrid legislative and public meetings than anticipated.
- Work to stabilize older systems and prevent service failures,
- Increased on-site testing, rehearsals, and backup support for high-risk events.
- Additional support for facilities and spaces across multiple City Divisions, including but not limited to Corporate Real Estate Management, Parks and Recreation, and Toronto Fire Services.

The requested Blanket Contract amendment will address these pressures while ensuring continued delivery of legislated and high-profile City services.

## CONTACT

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## SIGNATURE

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Farshad Kajouii  
Interim Chief Technology Officer

Geneviève Sharkey  
Chief Procurement Officer