



Pat Matozzo
Executive Director, Corporate Real
Estate Management
55 John St., Toronto, ON, M5V 3C6
416-392-9158

DATE: January 19, 2026

TO: Kazi Nahiyan Uddin, Manager, Category Management & Strategic

Sourcing CC: Armita Arvan, Lead, Category Management & Strategic Sourcing

FROM: Patrick Matozzo, Executive Director, Corporate Real Estate Management

SUBJECT: Recommendation for Award of NRFP No. Doc 5179720264 for the provision of Heating, Ventilation, Air Conditioning (HVAC) Maintenance and Repair Services at Various City of Toronto Locations

On June 30, 2025, the City of Toronto issued a Negotiated Request for Proposal (NRFP) for Heating, Ventilation, and Air Conditioning (HVAC) Maintenance and Repair Services. The procurement is a corporate call, with Corporate Real Estate Management (CREM), Senior Services and Long-Term Care (SSLTC), Toronto Water (TW), Solid Waste Management Services (SWMS), Children's Services (CS), Toronto Shelter & Support Services (TSSS), Parks & Recreation (P&R) - North District; Economic Development & Culture (EDC); and Toronto Parking Authority (TPA) participating in this NRFP. CREM is the lead Division for this NRFP.

CREM Facilities Sourcing obtained service requirements from all participating divisions and developed the call package and strategy, including a multi-year, multi-supplier award scenario. The NRFP included mandatory submission, technical proposal, pricing, initial ranking, and contract negotiation. For evaluation and award, CREM properties were divided into four geographic property groupings (Property Groups: North, East, West, and Central), and other divisions, except Long-Term Care, were allocated to the CREM Property Groups. Due to the nature of Long-Term Care's operations, we created two Property Groups specifically for Long-Term Care. The NRFP closed on August 12, 2025. Eight (8) suppliers submitted proposals:

- Ainsworth Inc.
- Ambient Mechanical Ltd
- Carmichael Engineering Ltd
- Crystal Mechanical Inc
- Complete Energy Solutions
- Standard Mechanical Systems Ltd
- Superior Air Systems Ltd
- Tri-Air Systems

In collaboration with PMMD, a comprehensive mandatory submission review was completed, and CREM Facilities Sourcing determined that all Suppliers met the mandatory requirements. An evaluation team from CREM and SSLTC evaluated eight (8) supplier technical submissions, with a 70% (28 out of 40) pass/fail threshold. The following Suppliers passed this stage:

- Ainsworth Inc. (Ainsworth)
- Carmichael Engineering Ltd (Carmichael)
- Standard Mechanical Systems Ltd (Standard)

Including a pass/fail threshold for the technical evaluation ensures that only Suppliers deemed qualified to proceed in the competition do so. The NRFP includes a weighted evaluation of 40% technical and 60% price to determine an initial ranking.

PMMD then reviewed pricing for the remaining three (3) Suppliers, provided an initial ranking based on the technical submissions and price proposals for each property group, and invited all three (3) qualified Suppliers to contract negotiations. The initial rankings are as follows:

Property Group	Rank 1		Rank 2		Rank 3	
	Supplier Name	Score	Supplier Name	Score	Supplier Name	Score
1	Ainsworth	95.90	Standard	93.98	Carmichael	90.47
2	Ainsworth	95.21	Standard	94.70	Carmichael	88.55
3	Standard	94.70	Ainsworth	94.03	NA	NA
4	Standard	94.70	Ainsworth	92.75	NA	NA
5	Ainsworth	95.90	Standard	92.40	NA	NA
6	Ainsworth	95.90	Standard	93.92	NA	NA

Following multiple rounds of negotiations and in accordance with the limits set out in the NRFP documents, a maximum of two property groups per Supplier for property groups 1 through 4, and a single Supplier for each of property groups 5 and 6, the following Suppliers have been selected for each Property Group. The respective prices for each Supplier are listed below:

Property Group	Supplier Name	Final Score	Price
1	Ainsworth	95.90	\$2,750,785
2	Ainsworth	95.72	\$2,327,428
3	Standard	94.70	\$2,362,919
4	Standard	94.70	\$2,417,050
5	Standard	94.39	\$696,635
6	Ainsworth	95.90	\$704,856

Contract Values by Divisions by Suppliers:

CONTRACT VALUE PER DIVISION PER SUPPLIER						
Division	Supplier	Annual Contract Value (\$) (Apr 1, 2026, to Mar 31, 2027)	Three-Year Contract Value (\$) (Apr 1, 2026, to Mar 31, 2029)	Year Four Contract Value (3%) (April 1, 2029, to Mar 31, 2030)	Year Five Contract Value (3%) (Apr 1, 2030, to Mar 31, 2031)	Total Contract Value (5 Years)
CREM (W & N)	Ainsworth	\$4,541,111	\$13,623,333	\$4,677,344	\$4,817,665	\$23,118,343
CREM (E & Cen.)	Standard	\$5,519,247	\$16,557,741	\$5,684,824	\$5,855,369	\$28,097,935
TOTAL CREM		\$10,060,358	\$30,181,075	\$10,362,169	\$10,673,034	\$51,216,278
SSLTC (W)	Standard	\$835,962	\$2,507,885	\$861,040	\$886,872	\$4,255,797
SSLTC(E)	Ainsworth	\$845,827	\$2,537,480	\$871,201	\$897,338	\$4,306,019
TOTAL SSLTC		\$1,681,788	\$5,045,365	\$1,732,242	\$1,784,209	\$8,561,816
TW	Standard	\$1,029,571	\$3,088,713	\$1,060,458	\$1,092,272	\$5,241,444
SWMS	Standard	\$155,455	\$466,364	\$160,118	\$164,922	\$791,404
TSSS	Ainsworth	\$580,386	\$1,741,157	\$597,797	\$615,731	\$2,954,685
CS	Standard	\$200,911	\$602,732	\$206,938	\$213,146	\$1,022,816
P&R	Ainsworth	\$1,162,868	\$3,488,604	\$1,197,754	\$1,233,687	\$5,920,044
EDC	Standard	\$251,646	\$754,937	\$259,195	\$266,971	\$1,281,103
TPA	Standard	\$188,625	\$565,875	\$194,284	\$200,112	\$960,272
TOTAL		\$15,311,607	\$45,934,822	\$15,770,956	\$16,244,084	\$77,949,862

- All values are net of all applicable charges and taxes.
- The contract values include a \$1,500,000 annual provisional allowance for CREM.
- Contract years four and five include a 3% CPI adjustment for determining contract value.
- The contract values include a 20% contingency.
- Toronto Parking Authority (TPA) will seek authority from its Board to award a contract.

Financial Benefit

Through contract negotiations, a cost avoidance of \$3,629,039 was achieved through the term of the agreement. This reflects a 5.98% financial benefit realized through cost avoidance.

PG	Supplier Name	\$ Annual Bid	\$ Annual Negotiated Price	1st Three-Year Cost Avoidance	Year 4 Cost Avoidance	Year 5 Cost Avoidance	Total Cost Avoidance
1	Ainsworth	\$2,921,887	\$2,746,795	\$525,278	\$180,345	\$185,756	\$891,379
2	Ainsworth	\$2,497,755	\$2,315,972	\$545,349	\$187,237	\$192,854	\$925,439
3	Standard	\$2,505,575	\$2,351,177	\$463,195	\$159,030	\$163,801	\$786,027
4	Standard	\$2,522,774	\$2,401,787	\$362,959	\$124,616	\$128,354	\$615,929

5	Standard	\$749,324	\$696,635	\$158,068	\$54,270	\$55,898	\$268,237
6	Ainsworth	\$732,754	\$704,856	\$83,695	\$28,735	\$29,597	\$142,027
TOTAL		\$11,930,069	\$11,217,222	\$2,138,544	\$734,234	\$756,261	\$3,629,039

Recommendation

Following the completion of this NRFP, which included a robust technical evaluation with minimum threshold requirements and a weighted scoring system allowing the City to realize the best overall combination of quality and price, CREM recommends awarding contracts as follows:

- Ainsworth Inc. is recommended for a contract award for the buildings listed under property groups one, two and six. The total contract value is \$36,299,091, net of all applicable charges and taxes.
- Standard Mechanical Systems Limited is recommended for a contract award for the buildings listed under property groups three, four and five, for a term of five (5) years from the date of award. The total contract value, including TPA, is \$41,650,771, net of all applicable charges and taxes.

With all intent and purpose, this recommendation provides the City with the best value and the most qualified suppliers to meet our needs.

End.

Prepared by:

Majid Mirjani, Facilities Sourcing, CREM Majid Mirjani
Majid Mirjani (Jan 27, 2026 08:39:28 EST)

Reviewed By:

Scott Helsel, Project Director, Internal Corporate Services, CREM Scott Helsel
Scott Helsel (Jan 27, 2026 08:44:04 EST)

Approved By:

Jeff Downs, Acting Director, Business Management, CREM 
 (Acting on Behalf of Patrick Matozzo, Executive Director)
 Authorized by Division Head pursuant to Municipal Code Chapters 71 and 195

****REVIEW & APPROVAL REQUIRED**** Award Recommendation_Ainsworth/Standard Mech

Final Audit Report

2026-01-27

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By:	Hannah Kerr (hkerr3@toronto.ca)
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*****REVIEW & APPROVAL REQUIRED**** Award Recommendation_Ainsworth/Standard Mech" History

-  Document created by Hannah Kerr (hkerr3@toronto.ca)
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