

## **Contract Awards Exceeding \$100,000 January 1 – March 31, 2021**

Presented To:	Finance and Administration Committee
Meeting Date:	July 13, 2021
Type:	Correspondence for Information Only
Prepared by:	Kari Bertrand Purchasing
Recommended by:	General Manager of Corporate Services

### **Report Summary**

This report provides information regarding contract awards \$100,000 or greater awarded from January 1, 2021 to March 31, 2021 and may include any previously omitted reports from past reporting periods.

### **Relationship to the Strategic Plan / Health Impact Assessment**

This report supports Council's Strategic Initiative to Demonstrate Innovation and Cost-Effective Service Delivery. It specifically continues the evolution of business planning, financial and accountability reporting systems to support effective communication with taxpayers about the City's service efforts and accomplishments.

### **Financial Implications**

Sufficient funding exists within the previous approved budgets in accordance with the Operating and Capital Budget Policies at that time. Council approved policies for the Operating and Capital Budgets enable staff to reallocate operating budget dollars or obtain funding from the respective Holding Account Reserve (for Capital only) in order to award tenders when the tendered amount exceeds the budgeted amount. The budget amount is an estimate whereas the tendered amount is the actual cost received by the City through a competitive tender process from the marketplace.

### **Background**

As required by the City of Greater Sudbury's Purchasing By-Law:

- Section 8(2), regular information reports shall be provided to Council on the Bid Solicitations, cooperative purchases, Emergency purchases and Revenue Generating Contracts Awarded with a Total Acquisition Cost or revenue of \$100,000 or greater.
- Section 26(2), soon after the purchase as reasonably possible, a report to Council is required advising of the circumstances of the Emergency Purchase when greater than \$100,000. Only emergency procurements where budget authorization is not required are included in this report. Other emergencies may be reported separately.

During the reporting period there were 15 contract awards valued at \$100,000 or greater as a result of a competitive procurement process, seven non-competitive contract awards valued at \$100,000 or greater, one cooperative contract award valued at \$100,000 or greater, and three contract awards valued at \$100,000 or greater as a result of Standing Offers.

Bid Solicitations are advertised electronically on bids&tenders in the form of either Request for Tender or Request for Proposal. Where a Request for Tender is used, the Award is to the Lowest Compliant Bid. Where a Request for Proposal is used, the Award is to the highest scored Proposal based on Best Value, which is defined as the optimal balance of performance and cost determined in accordance with pre-defined evaluation criteria; all in accordance with the Purchasing By-law.

#### **BID SOLICITATION DETAILS:**

- For additional information regarding Bid Solicitations, please visit the City's bids&tenders webpage: <https://greatersudbury.bidsandtenders.ca/Module/Tenders/en>

#### **APPENDICES:**

- APPENDIX A - Competitive Contract Awards  $\geq$  \$100,000
- APPENDIX B - Non-Competitive Contract Awards (Including Emergency Purchases)  $\geq$  \$100,000
- APPENDIX C – Cooperative Contract Awards  $\geq$  \$100,000
- APPENDIX D - Contract Awards  $\geq$  \$100,000 Resulting from Standing Offers

#### **Explanations and Legend for Appendices:**

- All Bid Amounts and Contract Award Values exclude applicable taxes.
- **Budget** amount:
  - Operating budgets are presented on an annual basis and are identified as **(O)**.
  - Capital budgets are presented on a project basis and are identified as **(C)**.
  - Housing budgets are identified as **(H)**.
- **Estimate for Contract Term** is the amount that identifies the Total Acquisition Cost (potential value of the entire agreement, including option years) and is used to:
  - determine applicable By-Law and trade agreement requirements for open-competitive procurements
  - provide a basis for a value comparison when multiple procurements are funded from the same budget
  - allows for the procurement to account for current market conditions at the time of posting
- **Contract Award Value** is the value of the initial term of the contract that the City has committed to and does not include option years.

## APPENDIX A – Competitive Contract Awards ≥ \$100,000

Report period: January to March 2021

Procurement Method Contract Number Description	No. of Bids	Budget Estimate for Contract Term (\$)	Bidder(s)	Bid Amount (\$) or Score	Contract Award Value (\$)	Contractor Contract Award Date	Contract Term
Request for Proposal CPS20-26 Land Management Information System (LMIS)	7	\$600,000 (O-2022) \$3,600,000(C) <small>Note: Implementation costs and first year of annual fees are covered under the Capital Budget. Note: This budget is used for multiple purchases/contracts.</small> \$3,435,222	Avocette Technologies Inc.	89	\$3,351,210	Avocette Technologies Inc.  1/07/2021	Five-year term
			Unisys Canada Inc.	82			
			Vision33 Inc.(Hosted)	73			
			Vision33 Inc.(On Premise)	73			
			Proponents who did not meet the requirements throughout the various stages of the evaluation process: - LaunchIT Corp. - Computronix Canada Ltd. - AmberLeaf Partners, Inc. - Run Straight Consulting Ltd.				
Tender ENG20-57 Culvert Replacement & Asphalt Rehabilitation, Birch Street, Donald Street to Notre Dame E - Overview of Specifications and Schedule of Prices	5	\$985,000(C) <small>Note: This budget is used for multiple purchases/contracts.</small> \$986,700	Bélanger Construction (1981) Inc.	\$637,500	\$637,500	Bélanger Construction (1981) Inc.  1/07/2021	One-time
			Garson Pipe Contractors	\$676,591			
			Denis Gratton Construction Ltd.	\$862,157			
			Teranorth Construction & Engineering Ltd.	\$901,868			
			MCA Contracting Ltd.	\$1,030,284			
Request for Proposal CAO20-177 Nevada In-Market Support for Northern Ontario Mining Supply and Services Sector	1	<u>\$190,000(O)</u> \$450,000	Sudbury and Area Mining Supply and Services Association o/a MineConnect	86	\$450,000  <small>Note: Budget provided to Proponents. Quality based selection process used.</small>	Sudbury and Area Mining Supply and Services Association o/a MineConnect  1/12/2021	Two-year term

## APPENDIX A – Competitive Contract Awards ≥ \$100,000

Report period: January to March 2021

Procurement Method Contract Number Description	No. of Bids	Budget Estimate for Contract Term (\$)	Bidder(s)	Bid Amount (\$) or Score	Contract Award Value (\$)	Contractor Contract Award Date	Contract Term
<b>Tender ENG20-10 Lively Infrastructure Upgrades Lively/Walden Phase 1: Third Avenue</b>	7	\$7,500,000(C) <small>Note: This budget is used for multiple purchases/contracts.</small> \$2,968,375	Bélanger Construction (1981) Inc.	\$1,399,935	\$1,544,935  <small>Note: The Award Amount includes a \$145,000 contingency.</small>	Bélanger Construction (1981) Inc.  1/15/2021	One-time
			Teranorth Construction & Engineering Ltd.	\$1,577,041			
			Dominion Construction	\$1,583,575			
			MCA Contracting Ltd.	\$1,675,226			
			Garson Pipe Contractors	\$2,064,192			
			Hollaway Equipment Rental Ltd.	\$2,245,910			
			Denis Gratton Construction Ltd.	\$2,290,730			
<b>Tender ISD20-147 Supply and Delivery of Lime Products for Water and Wastewater</b>	2	\$1,378,529(O) <small>Note: This budget is used for multiple purchases/contracts.</small> \$450,000	Sudbury Lime	\$408,660	\$408,660	Sudbury Lime  1/27/2021	Three-year initial term, plus two one-year renewal options
			Carmeuse Lime & Store <small>Note: Only bid on one of two products.</small>	\$319,183			
<b>Tender CDD20-13 Bread and Bakery Products for Pioneer Manor (Standing Offer)</b>	2	\$56,605(O) \$225,000	Bimbo Canada	Various Unit Prices	Approx. \$135,000 for three years	Bimbo Canada  Weston Foods (Canada) Ltd.  2/02/2021	Three-year initial term, plus two one-year renewal options
			Weston Foods (Canada) Ltd.	Various Unit Prices			

## APPENDIX A – Competitive Contract Awards ≥ \$100,000

Report period: January to March 2021

Procurement Method Contract Number Description	No. of Bids	Budget Estimate for Contract Term (\$)	Bidder(s)	Bid Amount (\$) or Score	Contract Award Value (\$)	Contractor Contract Award Date	Contract Term
<b>Tender CPW20-53 Corporate Vehicle Rental (Standing Offer)</b>	3	Various <u>Accounts (O)</u> \$2,500,000	New Horizon Car & Truck Rentals Inc. Enterprise Rent-A-Car Canada Company Laking Motors	Various Rates Various Rates Various Rates	Approx. \$1,500,000 for three years	New Horizon Car & Truck Rentals Inc. 2/10/2021	Three-year initial term, plus two one-year renewal options
<b>Tender ENG20-9 Water and Sewer Replacement, Godfrey Drive, Creighton Road to Park Street</b>	7	\$3,181,841(C) <small>Note: This budget is used for multiple purchases/contracts.</small> \$881,794	Teranorth Construction & Engineering Ltd. Dominion Construction Bélanger Construction (1981) Inc. MCA Contracting Ltd. Garson Pipe Contractors Lacroix Construction Co. (2014) Denis Gratton Construction Ltd.	\$868,095 \$889,399 \$897,299 \$899,726 \$987,727 \$1,129,730 \$1,335,150	\$868,095	Teranorth Construction & Engineering Ltd. 2/23/2021	One-time
<b>Request for Proposal CPS20-2 Insurance Claims Adjusting Services</b>	3	<u>\$300,000(O)</u> \$1,000,000	1594607 Ontario Ltd. o/a Canadian Shield Adjusters ClaimsPro LP Sedgwick Canada Inc.	91 81 79	Approx. \$200,000 for one year	1594607 Ontario Ltd. o/a Canadian Shield Adjusters 3/02/2021	One-year initial term, plus four one-year renewal options

## APPENDIX A – Competitive Contract Awards ≥ \$100,000

Report period: January to March 2021

Procurement Method Contract Number Description	No. of Bids	Budget Estimate for Contract Term (\$)	Bidder(s)	Bid Amount (\$) or Score	Contract Award Value (\$)	Contractor Contract Award Date	Contract Term
<b>Request for Proposal SHO20-112 Architectural &amp; Engineering Services for Redevelopment of 1310 Sparks St. Sudbury</b>	7	<u>\$236,000(C)(H)</u> \$280,000	Kearns Mancini Architects Inc.	87	\$236,000	Kearns Mancini Architects Inc.  3/05/2021	One-time
			Yallowega Bélanger Salach Architecture	86			
			CSV Consultants Inc.	84			
			Centreline Architecture	80			
			Proponents who did not meet the requirements throughout the various stages of the evaluation process: - Coolearth Architecture Inc. - L360 ARCHITECTURE - Steenhof Building Services Group				
<b>Tender CPW20-35 Snow Plowing and Snow Removal - Municipal Parking Lots</b>	13	Various <u>Accounts (O)</u> \$1,650,000	Bidders: Dixon Contracting Group Inc.; 1594686 Ontario Inc. o/a Nadeau Bros.; Wolf Lake Construction 2003 Inc.; 1232359 Ontario Ltd. o/a Turf King - Turf Scapes; 1558649 Ontario Inc o/a Marquis Nadeau Contracting; Hollaway Equipment Rental Ltd. o/a Hollaway Construction; 1700381 Ontario Inc. o/a Futurescape Landscaping; Anexx Inc. o/a PCC Contracting; William Day Construction Ltd.; Dominion Construction; D.Lafond Contracting Ltd.; Centralian Tech Inc.; VIDA Property Management Inc.	Various Rates Per Location	Approx. \$990,000 for three years	Awarded Bidders and Locations: <a href="https://greatersudbury.bidsandtenders.ca/Module/Tenders/en/Tender/Detail/d503439c-e3b3-4bfc-b316-f516b82723ca/#Awarded">https://greatersudbury.bidsandtenders.ca/Module/Tenders/en/Tender/Detail/d503439c-e3b3-4bfc-b316-f516b82723ca/#Awarded</a>  3/12/2021	Three-year initial term, plus two one-year renewal options

## APPENDIX A – Competitive Contract Awards ≥ \$100,000

Report period: January to March 2021

Procurement Method Contract Number Description	No. of Bids	Budget Estimate for Contract Term (\$)	Bidder(s)	Bid Amount (\$) or Score	Contract Award Value (\$)	Contractor  Contract Award Date	Contract Term
<b>Tender GSP20-115 Supply, Removal and Application of Vehicle Graphics for GSPS</b>	3	<u>\$446,258(O)</u> Note: This budget is used for multiple purchases/contracts. \$121,000	M Designs Canada Ltd. o/a Fastsigns Etobicoke	\$53,860	\$161,580  Note: Three year value based on estimated requirements.	M Designs Canada Ltd. o/a Fastsigns Etobicoke  3/15/2021	Three-year initial term, plus two one- year renewal options
			Alpine Graphic Productions Ltd.	\$83,935			
			AG Event Graphics Inc.	\$281,250			
<b>Tender ISD21-1 Operated 4x4 Truck Mounted Rotary - Type Sweeper for Intersection Sweeping</b>	3	<u>\$82,310(O)</u> \$258,000	Barry's Trucking	\$165,600	\$165,600  Note: Three year value based on estimated requirements.	Barry's Trucking  3/26/2021	Three-year initial term, plus two one- year renewal options
			P. Munro Group Inc.	\$234,900			
			1594686 Ontario Inc.	\$261,270			
<b>Tender AIR20-142 Airport Chiller Upgrade</b>	7	<u>\$375,000(C)</u> \$350,000	Cimco Refrigeration, a Division of Toromont Industries Ltd.	\$344,569	\$344,569	Cimco Refrigeration, a Division of Toromont Industries Ltd.  3/31/2021	One-time
			Mike Witherell Mechanical Ltd.	\$347,770			
			Metal-Air Mechanical Systems Ltd.	\$387,450			
			Ainsworth Inc.	\$411,094			
			Patrick Mechanical Ltd.	\$436,500			
			Madden Electric Incorporated	\$443,876			
			1999359 Ontario Limited O/A Raw Group	\$451,383			

## APPENDIX A – Competitive Contract Awards ≥ \$100,000

Report period: January to March 2021

Procurement Method Contract Number Description	No. of Bids	Budget Estimate for Contract Term (\$)	Bidder(s)	Bid Amount (\$) or Score	Contract Award Value (\$)	Contractor Contract Award Date	Contract Term
<b>FES21-28</b> <b>Tender for the Supply and Delivery of Four (4) Electric Vehicles for Emergency Services</b>	2	<u>\$223,852(O)</u> \$200,000	Tesla Motors Canada ULC  Disqualified Bidder: - CJ Morris Investments Ltd.	\$211,960	\$211,960	Tesla Motors Canada ULC.  3/31/2021	One Time



## APPENDIX B – Non-Competitive Contract Awards ≥ \$100,000

Report period: January to March 2021

Description	Budget (\$)	Trade Agreement / By-Law Exemption / Council Resolution	Contract Award Value (\$)	Contractor  Contract Award Date	Contract Term
<b>PUR21-140ss Vehicle Computers, Licensing and Accessories (GPS Tracking)</b>	\$2,053,426(O) <small>Note: This budget is used for multiple purchases/contracts.</small>	Purchasing By-Law Schedule A, 5. Other: (11) Ongoing costs for software systems previously acquired. (12) The existence of exclusive rights for Goods previously acquired.  Trade Agreement Exemption: CFTA - Article 513 1. (b)(iii) due to absence of competition for technical reasons.	\$153,720	Consat Canada Inc.  01/04/2021	One-year renewal for 2021
<b>PUR21-134ss Community Paramedic Program Director</b>	\$50,265(O)	Purchasing By-Law Schedule A, 4. Professional and Special Services: (5) Regulated Health Professionals.  Trade Agreement Exemption: CFTA – Article 504 11. Non-Application (h) procurement of (ii) health services or social services.	Approx. \$25,000 per year	Dr. Joanne Clarke Medical Professional Corporation  01/05/2021	One-year initial term, plus four one-year renewal options
<b>PUR20-19ss CCTV Camera Systems (Standing Offer)</b>	Various Accounts (O)	City Council Resolution CC2020-95	Approx. \$1,250,000 for 5 years	I-Vision Systems Inc.  01/21/21	Five-year term
<b>PUR21-60ss Sierra Annual Maintenance, Greater Sudbury Public Library Software</b>	\$200,000(O)	Purchasing By-Law Schedule A, 5. Other: (11) Ongoing costs for software systems previously acquired.	\$105,435	Innovative Interfaces, Inc.  02/03/2021	One-year renewal for 2021

## APPENDIX B – Non-Competitive Contract Awards ≥ \$100,000

Report period: January to March 2021

Description	Budget (\$)	Trade Agreement / By-Law Exemption / Council Resolution	Contract Award Value (\$)	Contractor Contract Award Date	Contract Term
<b>PUR21-158 Medical Director Services Agreement</b>	\$73,490(O)	Purchasing By-Law Schedule A, 4. Professional and Special Services: (5) Regulated Health Professionals.  Trade Agreement Exemption: CFTA – Article 504 11. Non-Application (h) procurement of (ii) health services or social services.	Approx. \$25,000 per year	Dr. Jason Prpic 02/20/2021	One-year initial term, plus four one-year renewal options
<b>PUR21-105ss MR35 Hydro One Relocation of Utilities</b>	\$38,689,447(C) Note: This budget is used for multiple purchases/contracts.	Purchasing By-Law Schedule A, (5) Other: (8) Removal, relocation, maintenance and construction related to utility or rail.  Trade Agreement Exemption: CFTA – Article 504 11. Non-Application (i) procurement of goods or services (iii) between enterprises that are controlled or affiliated with the same enterprise, or between one government body or enterprise and another government body or enterprise.	\$297,895	Hydro One Networks Inc. 03/02/2021	One-time
<b>PUR21-121ss Security Services for Homeless YMCA Project</b>	\$10,595 (O)	Emergency - Urgent Purchase: Current corporate service provider did not have capacity to provide this urgent short-term service; therefore, another service provider was selected.	\$103,607	Commissionaires 03/31/21	One-time

## APPENDIX C – Cooperative Contract Awards ≥ \$100,000

Report period: January to March 2021

Description	Budget (\$)	Trade Agreement / By-Law Exemption / Council Resolution	Contract Award Value (\$)	Contractor	Contract Term
				Contract Award Date	
<b>PUR21-18cp Gas &amp; Diesel</b>	Approx. \$5,100,000(O)	Cooperative Purchase with Local Authority Service - Municipal Group Buying Program	\$25,500,000  Note: Estimate based on past purchase volumes.	Local Authority Service  03/18/21	Five-year term

## APPENDIX D - Contract Awards > \$100,000 Resulting from Standing Offers

Standing Offer Number/Title & Project Description	Contractor	Contract Award Value (\$)	Contract Award Date
<b>ISD19-19 Engineering &amp; Architectural Services Valley Wells Retrofit</b>	JL Richards & Associates Ltd.	\$239,261	2/17/2021
<b>ISD19-19 Engineering &amp; Architectural Services Category 11 - Solid Waste; City contact</b>	GHD Ltd.	\$171,492	3/02/2021
<b>ISD19-19 Engineering &amp; Architectural Services Wanapitei Trunk Watermain - HydroExcavation, Design, Tender Support, Contract Administration</b>	AECOM Canada Ltd.	\$118,410	3/18/2021
<b>ISD19-19 ENG21-51 - Manninen Road Bridge Rehabilitation</b>	Associated Engineering (ONT) Ltd.	\$101,624	3/25/2021