

## For Information Only

### Contract Awards Exceeding \$100,000 January 1 - March 31, 2020

Presented To: Finance and  
Administration  
Committee

Presented: Tuesday, Jul 07, 2020

Report Date Friday, Jun 19, 2020

Type: Correspondence for  
Information Only

### Resolution

For Information Only

### 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.

### Report Summary

The Purchasing By-Law (By-Law 2014-01) requires regular information to the Council on the Bid Solicitations, Cooperative Purchases, Emergency Purchases and Revenue Generated Contracts Awarded with a Total Acquisition Cost or revenue of \$100,000 or greater.

During the reporting period there were 23 Contract Awards valued at \$100,000 or greater as a result of a competitive procurement process, one Contract Award valued at \$100,000 or greater as a result of Cooperative Purchasing, one non-competitive procurement Contract Award valued at \$100,000 or greater and 10 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

#### Signed By

##### Report Prepared By

Kari Bertrand  
Chief Procurement Officer  
*Digitally Signed Jun 19, 20*

##### Manager Review

Jim Lister  
Manager of Accounting/Deputy  
Treasurer  
*Digitally Signed Jun 19, 20*

##### Division Review

Ed Stankiewicz  
Executive Director of Finance, Assets  
and Fleet  
*Digitally Signed Jun 19, 20*

##### Financial Implications

Steve Facey  
Manager of Financial Planning &  
Budgeting  
*Digitally Signed Jun 19, 20*

##### Recommended by the Department

Kevin Fowke  
General Manager of Corporate  
Services  
*Digitally Signed Jun 19, 20*

##### Recommended by the C.A.O.

Ed Archer  
Chief Administrative Officer  
*Digitally Signed Jun 22, 20*

determined in accordance with pre-defined evaluation criteria; all in accordance with the Purchasing By-law.

### **Financial Implications**

Council approved policies for the Operating and Capital Budgets enable staff to reallocate budget dollars or funding from Holding Accounts/respective reserve funds in order to award tenders when the tendered amount exceeds the budgeted amount. In addition, some transfers for capital projects may have resulted under a previous capital budget policy. This report provides both the council approved budget compared to the tendered amount that the City received through a competitive tender process from the marketplace.

## BACKGROUND

This report provides a summary of procurements \$100,000 or greater for the period of January 1, 2020 to March 31, 2020.

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.

## BID SOLICITATION DETAILS:

- For additional information regarding Bid Solicitations posted on or after March 29, 2019, please visit the City's bids&tenders webpage:  
<https://greatersudbury.bidsandtenders.ca/Module/Tenders/en>
- For additional information regarding Bid Solicitations posted before March 29, 2019, please visit the City's tenders & Results webpage: <https://www.greatersudbury.ca/do-business/bidding-opportunities/tenders/>

## APPENDICIES:

- **APPENDIX A - Competitive Procurement Contract Awards  $\geq$  \$100,000:** All competitive procurements where awards were executed during the reporting period.
- **APPENDIX B – Cooperative Purchasing Contract Awards  $\geq$  \$100,000:** All contract awards through cooperative procurement contracts that were executed during the reporting period.
- **APPENDIX C - Non-Competitive Procurement Contract Awards (Including Emergency Purchases)  $\geq$  \$100,000:** All non-competitive contracts that were executed during the reporting period.
- **APPENDIX D – Contract Awards  $\geq$  \$100,000 Resulting from Standing Offers**

### Explanations and Legend for Appendices:

- Prices exclude applicable taxes.
- **Budget** amount:
  - o Operating budgets are presented on an annual basis and are identified as **(O)**.
  - o Capital budgets are presented on a project basis and are identified as **(C)**.
  - o Housing budgets are identified as **(H)**.
- **Estimate** amount 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 Procurement Contract Awards ≥ \$100,000

Report period: January to March 2020

Procurement Method Contract Number Description	No. of Bids	Budget Estimate (\$)	Bidder(s)	Bid Amount (\$) or Score	Contract Award Value (\$)	Contractor Contract Award Date	Contract Term
<b>Tender CDD19-222 Clearing and Maintenance of the Ramsey Lake Skate Path</b>	1	<u>\$53,860(O)</u> \$200,000	Candu Construction Ltd.	\$123,438	\$123,438/ 3 year contract	Candu Construction Ltd.  01/27/2020	Multi-Year (2020-2023 Option Years: 2023-2025)
<b>Request for Proposal ISD19-2 City Wide Water Meter and Advanced Metering Infrastructure (AMI) System and Installation Project</b>	3	\$21,695,000(C) <small>Note: This budget is used for multiple procurements.</small> \$13,000,000	KTI Limited	83	\$10,296,638	KTI Limited  01/29/2020	One Time
			Neptune technology Group	75			
			KTI Limited/Tribus Services	73			
<b>Request for Proposal CPS19-6 Customer Relationship Management System (CRM)</b>	5	<u>\$2,100,000(C)</u> \$2,500,000	AmberLeaf Partners Inc.	88	\$1,431,210	AmberLeaf Partners Inc.  02/28/2020	Multi-Year (2020-2025)
			Verint	80			
			Catalyst	78			
			Disqualified Proponents: - KPMG LLP - Rock Solid Technologies				

(O) = Operating budgets and are presented on an annual basis  
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## APPENDIX A –Competitive Procurement Contract Awards ≥ \$100,000

Report period: January to March 2020

Procurement Method Contract Number Description	No. of Bids	Budget Estimate (\$)	Bidder(s)	Bid Amount (\$) or Score	Contract Award Value (\$)	Contractor Contract Award Date	Contract Term
<b>Request for Proposal CPS19-242 Seven (7) Diesel Tandem Multi-Function Plow Trucks</b>	2	The 2020 Budget included a reduction to the contribution to capital to facilitate a five-year financing plan. The vehicles have been purchased and funded from reserve. \$2,065,000	Rush Truck Centres of Canada Ltd.	79	\$2,109,153	Rush Truck Centres of Canada Limited 02/06/2020	One Time
			Cambrian Truck Centre Inc.	78			
<b>Request for Proposal CPS19-244 Street Sweeper</b>	4	\$775,000(C) Note: This budget is used for multiple procurements. \$370,000	Cubex Ltd.  Disqualified Proponents: - Jade Equipment Company Ltd. - FST Canada Inc. - A & G Road Cleaners	80	\$323,680	Cubex Ltd. 02/12/2020	One Time
<b>Tender CPS20-85 Purchase of One (1) Backhoe</b>	4	\$710,000(C) Note: This budget is used for multiple procurements. \$170,000	Toromont Cat	\$144,568	\$144,568, plus \$4,800 in optional equipment	Toromont Cat 02/19/2020	One Time
			Tracks and Wheels	\$146,063			
			Brandt Tractor Ltd.	\$150,800			
			ReadyQuip	\$158,289			

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Report period: January to March 2020

Procurement Method Contract Number Description	No. of Bids	Budget Estimate (\$)	Bidder(s)	Bid Amount (\$) or Score	Contract Award Value (\$)	Contractor Contract Award Date	Contract Term
<b>Tender ENG19-57 MR 55 Vermilion River Bridge (1007) Rehabilitation &amp; Watermain Replacement 5.6 km East of Hwy 17</b>	6	\$7,000,000(C) <small>Note: This budget is used for multiple procurements.</small> \$5,303,000	Bélanger Construction (1981) Inc.	\$6,345,000	\$6,345,000	Bélanger Construction (1981) Inc.  02/21/2020	One Time
			Teranorth Construction & Engineering Limited	\$7,063,765			
			National Structures Inc.	\$7,400,737			
			Eiffage Innovative Canada Inc.	\$8,005,525			
			1468792 Ontario Inc. o/a/ GDB Constructeurs	\$8,351,899			
			Bot Engineering & Construction Ltd.	\$9,820,000			
<b>Tender ENG20-28 Asphalt/Concrete Reinstatement - South, Southwest &amp; Northwest</b>	4	\$2,397,825(O) <small>Note: This budget is used for multiple procurements.</small> \$915,891	Bruce Tait Construction Ltd.	\$979,750	\$979,750	Bruce Tait Construction Ltd.  02/19/2020	One Time
			Bélanger Construction (1981) Inc.	\$1,229,980			
			Beamish Construction Inc.	\$1,239,723			
			Garson Pipe Contractors	\$1,562,175			

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Report period: January to March 2020

Procurement Method Contract Number Description	No. of Bids	Budget Estimate (\$)	Bidder(s)	Bid Amount (\$) or Score	Contract Award Value (\$)	Contractor Contract Award Date	Contract Term
<b>Tender ENG20-29 Asphalt/Concrete Reinstatement - Southeast &amp; Northeast Sections</b>	5	\$1,171,000(O) Note: This budget is used for multiple procurements. \$684,086	Comet Contracting Ltd. Bruce Tait Construction Ltd. Beamish Construction Inc. Bélanger Construction (1981) Inc. Garson Pipe Contractors	\$599,088 \$672,215 \$869,803 \$914,830 \$1,060,589	\$599,088	Comet Contracting Ltd. 02/20/2020	One Time
<b>Tender FES19-112 Two (2) Custom Pumper Trucks</b>	4	\$3,068,062(C) Note: This budget is used for multiple procurements. \$1,800,000	Metz Fire & Rescue Darch Fire Inc. Disqualified Bidders: - Safetek Emergency Vehicles Ltd. - Resqtech Systems Inc.	\$1,576,021 \$1,779,798	\$2,364,031 Note: An additional truck was purchased after Tender close, as permissible by the terms and conditions contained within the Tender.	Metz Fire & Rescue 02/18/2020	One Time
<b>Tender FES19-175 Fast Rescue Rigid Hull Inflatable Boat</b>	2	\$250,000(C) \$250,000	Inland Liferrafts & Marine Limited Disqualified Bidder: - MetalCraft Marine	\$268,419	\$268,419	Inland Liferrafts & Marine Limited 02/04/2020	One Time
<b>Tender ISD19-239 Rock Soundings at Various Locations</b>	3	\$1,633,347(C) Note: This budget is used for multiple procurements. \$72,000	Garson Pipe Contractors Bélanger Construction (1981) Inc. Dominion Construction	\$52,280 \$80,360 \$90,802	\$52,280	Garson Pipe Contractors 02/05/2020	One Time

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Report period: January to March 2020

Procurement Method Contract Number Description	No. of Bids	Budget Estimate (\$)	Bidder(s)	Bid Amount (\$) or Score	Contract Award Value (\$)	Contractor Contract Award Date	Contract Term
<b>Request for Proposal ISD19-253 Construction Inspection &amp; Contract Administration of Vermilion River Bridge (1007) MR55</b>	5	\$6,350,000(C) <small>Note: This budget is used for multiple procurements. \$500,000</small>	EXP Services Inc.	89	\$335,620	EXP Services Inc.  02/20/2020	One Time
			McIntosh Perry Consulting Engineers Ltd.	84			
			WSP Canada Group Limited	80			
			AECOM Canada Ltd.	78			
			Tulloch Engineering Inc.	73			
<b>Tender CDD19-117 Supply &amp; Delivery of Annual Flowers</b>	2	\$121,468(O) <small>Note: This budget is used for multiple procurements. \$265,200</small>	2499975 Ontario Inc. o/a Floral Dimensions	\$186,378	\$186,378/ 3 year contract	2499975 Ontario Inc. o/a Floral Dimensions  03/04/2020	Multi-Year (2020-2023)
			Rainbow Gardens Greenhouses & Nursery Ltd.	\$248,115			
<b>Tender CDD19-211 Pocket Park at Twin Forks Playground</b>	1	\$130,991 (C) <small>Note: This budget is used for multiple procurements. \$107,000</small>	Yard Weasels Inc.	\$127,500.00	\$127,500	Yard Weasels Inc.  03/24/2020	One Time
<b>Request for Proposal CPS19-235 Office Supplies (Standing Offer)</b>	2	<u>Various Budgets</u> \$50,000/yr	Corporate Express Canada, Inc., o/a Staples Advantage Canada	95	Approx. \$50,000/yr	Corporate Express Canada, Inc., o/a as Staples Advantage Canada  03/16/2020	Multi-Year (2020-2023 Option Years: 2023-2025)
			1814623 Ontario Limited	83			

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Report period: January to March 2020

Procurement Method Contract Number Description	No. of Bids	Budget Estimate (\$)	Bidder(s)	Bid Amount (\$) or Score	Contract Award Value (\$)	Contractor Contract Award Date	Contract Term
<b>Tender CPS20-9</b> <b>Three (3) Medium Duty Flatdeck Dump Trucks Regular Cab</b>	3	\$920,000(C) Note: This budget is used for multiple procurements. \$195,000	Cambrian Ford Sales Inc.	\$170,633	\$170,633	Cambrian Ford Sales Inc.  03/13/2020	One Time
			Downtown Autogroup	\$181,881			
			Blue Mountain Chrysler Ltd.	\$199,974			
<b>Tender CPS20-9</b> <b>Four (4) Medium Duty (3500) Service Body Trucks</b>	4	\$920,000(C) Note: This budget is used for multiple procurements. \$300,000	Downtown Autogroup	\$293,244	\$293,244	Downtown Auto Group  03/31/2020	One Time
			Cambrian Ford Sales Inc.	\$300,318			
			Blue Mountain Chrysler Ltd.	\$305,980			
			Disqualified Bidder: - East Court Ford Lincoln				
<b>Tender ENG20-21</b> <b>Large Spreader Laid Asphalt Patches - Various Locations</b>	2	\$688,980(O) <del>\$6,000,000(C)</del> \$4,566,300	Pioneer Construction Inc.	\$4,742,001	\$4,742,001	Pioneer Construction Inc.  03/17/2020	One Time
			Garson Pipe Contractors	\$4,851,391			
<b>Tender ENG20-26</b> <b>Surface Treatment - Various Locations</b>	4	\$5,000,000(C) \$4,995,000	Denis Gratton Construction Ltd.	\$4,541,303	\$4,541,303	Denis Gratton Construction Ltd.  03/10/2020	One Time
			Bélanger Construction (1981) Inc.	\$4,780,404			
			Beamish Construction Inc.	\$4,911,164			
			Garson Pipe Contractors	\$5,202,686			

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Report period: January to March 2020

Procurement Method Contract Number Description	No. of Bids	Budget Estimate (\$)	Bidder(s)	Bid Amount (\$) or Score	Contract Award Value (\$)	Contractor Contract Award Date	Contract Term
<b>Request for Proposal ISD19-212 Shrubs &amp; Deciduous Tree Seedlings</b>	3	\$230,000(O) <small>Note: This budget is used for multiple procurements.</small> \$358,000	Verbinnen's Nursery Ltd.	91	\$286,125	Verbinnen's Nursery Ltd.  3/02/2020	Multi Year (2021-2025)
			St. Williams Nursery & Ecology Centre	75			
			Hortico Inc.	51			
<b>Tender ISD20-1 Street and Road Sweeping</b>	3	<u>\$830,760(O)</u> \$600,000	P. Munro Group Inc.	\$548,321	\$548,321	P. Munro Group Inc.  03/24/2020	Multi Year (2020-2021 Option Years: 2021-2023)
			Jara Sweeping	\$874,665			
			A & G The Road Cleaners Ltd.	\$934,310			
<b>Tender ISD20-104 Supply and Delivery of Aggregates (Standing Offer)</b>	5	<u>Various Accounts</u> \$3,500,000/yr	Denis Gratton Construction Ltd	Various Rates for material and delivery	Approx. \$3,500,000/yr	03/25/2020  All Bidders	Multi Year (2020-2023 Option Years: 2023-2025)
			OCL Custom Crushing & Quarrying Ltd	Various Rates for material and delivery			
			Ethier Sand and Gravel Ltd.	Various Rates for material and delivery			
			William Day Construction Ltd	Various Rates for material and delivery			
			Bruce Tait Construction	Delivery only			

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**APPENDIX B – Cooperative Purchasing Contract Awards ≥ \$100,000**

Report period: January to March 2020

Description	Budget (\$)	Cooperative Purchasing Group	Contract Award Value (\$)	Contractor	Contract Term
				Contract Award Date	
<b>PUR20-124</b> <b>Fourteen (14) 2020</b> <b>Police Interceptors</b>	\$858,200(C) Note: This budget is used for multiple procurements.	Police Cooperative Purchasing Group (PCPG)	\$634,258	Belanger Ford Lincoln Centre Ltd.  2/27/2020	One Time

**APPENDIX C – Non-Competitive Procurement Contract Awards (Including. Emergency) ≥ \$100,000**

Report period: January to March 2020

Description	Budget (\$)	Trade Agreement / By-Law Exemption	Contract Award Value (\$)	Contractor	Contract Term
				Contract Award Date	
<b>Three (3) Ambulance Purchase</b>	\$510,000(C)	Resolutions ES2018-03 to ES2018-05 inclusive from meeting of May 16, 2018.  Trade Agreement Exemption: CFTA - Article 513 1. (b)(iii) due to absence of competition for technical reasons.	\$540,516	Demers Ambulance Manufacturer Inc.  2/7/2020	One Time

**APPENDIX D – Contract Awards ≥ \$100,000 Resulting from Standing Offers**

Report period: January to March 2020

<b>Standing Offer Number/Title &amp; Project Description</b>	<b>Contractor</b>	<b>Contract Award Value (\$)</b>	<b>Contract Award Date</b>
<b>ISD19-19 Engineering &amp; Architectural Services M&amp;J Well Upgrades</b>	RV Anderson Associates Limited	\$170,117	1/28/2020
<b>ISD19-19 Engineering &amp; Architectural Services Condition Assessment for Dowling and Levack Wastewater Treatment Plants</b>	WSP Canada Group Limited	\$204,844	1/28/2020
<b>ISD19-19 Engineering &amp; Architectural Services Wanapetei Water Supply Pipe Condition Assessment</b>	Aecom Canada Limited	\$239,160	1/29/2020
<b>ISD19-19 Engineering &amp; Architectural Services Electrical Upgrades Sudbury Plant</b>	RV Anderson Associates Limited	\$245,285	1/29/2020
<b>ISD19-19 Engineering &amp; Architectural Services Lively Infrastructure Upgrades - Flow Monitoring</b>	JL Richards & Associates Limited	\$180,500	2/18/2020
<b>ISD19-19 Engineering &amp; Architectural Services Lively Infrastructure Upgrades - Geotechnical Work &amp; Biological Investigation</b>	Wood Environment & Infrastructure	\$138,174	2/18/2020
<b>ISD19-19 Engineering &amp; Architectural Services Hot In-Place Recycling Pilot Project</b>	Wood Environment & Infrastructure	\$118,000	3/4/2020
<b>ISD19-19 Engineering &amp; Architectural Services Richard Lake Watershed Study – Scoping</b>	Kilgour & Associates	\$198,000	3/5/2020
<b>ISD19-19 Engineering &amp; Architectural Services Garson Wells Environmental Assessment</b>	WSP Canada Group Limited	\$281,528	3/23/2020
<b>ISD19-19 Engineering &amp; Architectural Services Solid Waste (Project Management &amp; Administration)</b>	GHD Limited	\$196,162	3/25/2020