

COUNCIL AUTHORITY FOR CONTRACT AWARDS

Project Award	Limited Tendering Suppliers for 2025																																				
Recommendation	Staff are recommending the limited tendering requests for 2025 be awarded as per the list of suppliers in the body of this report and attached as Schedule L Attachment – 2025 Limited Tendering Request Estimates																																				
Purpose of Report	As per Section 10.1 of Purchasing By-law No. 061-2018, Council approval is required.																																				
Background information	<p>The limited tendering category as defined within the Canadian Free Trade Agreement (CFTA) and Comprehensive Economic and Trade Agreement (CETA), captures a variety of award types including contract renewals, extensions, single or sole source and competitively bid. The awards are recommended to the vendors identified for reasons such as compatibility, existing enterprise application software's, joint government procurement initiatives and specialized/unique services or products. These awards are utilized mostly in areas such as information technology, fleet, traffic, transit or facilities systems.</p> <p>Staff are requesting a limited tendering designation for these suppliers and the ability to issue purchase orders for any requirements within the approved financial policies and the dollar thresholds identified in the attached schedule. These contracts are still being negotiated by staff and have been previously approved by Council on a limited tendering or competitive basis and the Schedule L attachment indicates the limited tendering request for 2025. The limited tendering suppliers for 2025 are as follows:</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">Vendor</th> <th style="text-align: left;">Description of Service:</th> </tr> </thead> <tbody> <tr> <td>Joe Johnson Equipment</td> <td>Trackless repairs/equipment</td> </tr> <tr> <td>Viking-Cives Ltd.</td> <td>Snow Plow Parts</td> </tr> <tr> <td>The Equipment Specialist</td> <td>Tymco Sweeper Parts & Service</td> </tr> <tr> <td>Toromont/Cat</td> <td>Cat Loader Parts & Service</td> </tr> <tr> <td>Sheehan Equipment Ltd.</td> <td>Volvo Dump Truck Parts & Service</td> </tr> <tr> <td>Bridgestone/Kal Tire</td> <td>Tires (Government Program)</td> </tr> <tr> <td>Michelin North America</td> <td>Tires (Government Program)</td> </tr> <tr> <td>Nortrax Canada Inc</td> <td>Construction and forestry equipment dealer</td> </tr> <tr> <td>Capital Paving Inc./ Halton Asphalt Supply</td> <td>Asphalt for Hot Patch Maintenance/Regional Roads/Surface Treatment Program</td> </tr> <tr> <td>WSP Canada Ltd.</td> <td>Brookville Groundwater Monitoring</td> </tr> <tr> <td>Econolite Canada Inc.</td> <td>Traffic Controller</td> </tr> <tr> <td>Tacel Ltd.</td> <td>Accessible Pushbuttons</td> </tr> <tr> <td>Innovative Traffic Solutions</td> <td>Fire Prevention – Opticom Miovision Equipment</td> </tr> <tr> <td>Electromega</td> <td>School Zone Flasher</td> </tr> <tr> <td>Ramudden Digital (Formerly Stinson ITS)</td> <td>Signal Interconnect Equipment/RRFB/Smart Watch</td> </tr> <tr> <td>Miovision</td> <td>Miovision Equipment Maintenance</td> </tr> <tr> <td>Consat Telematics</td> <td>Hosting Fee, Service Level Agreement, Scheduling and Support Licensing, Transit Information</td> </tr> </tbody> </table>	Vendor	Description of Service:	Joe Johnson Equipment	Trackless repairs/equipment	Viking-Cives Ltd.	Snow Plow Parts	The Equipment Specialist	Tymco Sweeper Parts & Service	Toromont/Cat	Cat Loader Parts & Service	Sheehan Equipment Ltd.	Volvo Dump Truck Parts & Service	Bridgestone/Kal Tire	Tires (Government Program)	Michelin North America	Tires (Government Program)	Nortrax Canada Inc	Construction and forestry equipment dealer	Capital Paving Inc./ Halton Asphalt Supply	Asphalt for Hot Patch Maintenance/Regional Roads/Surface Treatment Program	WSP Canada Ltd.	Brookville Groundwater Monitoring	Econolite Canada Inc.	Traffic Controller	Tacel Ltd.	Accessible Pushbuttons	Innovative Traffic Solutions	Fire Prevention – Opticom Miovision Equipment	Electromega	School Zone Flasher	Ramudden Digital (Formerly Stinson ITS)	Signal Interconnect Equipment/RRFB/Smart Watch	Miovision	Miovision Equipment Maintenance	Consat Telematics	Hosting Fee, Service Level Agreement, Scheduling and Support Licensing, Transit Information
Vendor	Description of Service:																																				
Joe Johnson Equipment	Trackless repairs/equipment																																				
Viking-Cives Ltd.	Snow Plow Parts																																				
The Equipment Specialist	Tymco Sweeper Parts & Service																																				
Toromont/Cat	Cat Loader Parts & Service																																				
Sheehan Equipment Ltd.	Volvo Dump Truck Parts & Service																																				
Bridgestone/Kal Tire	Tires (Government Program)																																				
Michelin North America	Tires (Government Program)																																				
Nortrax Canada Inc	Construction and forestry equipment dealer																																				
Capital Paving Inc./ Halton Asphalt Supply	Asphalt for Hot Patch Maintenance/Regional Roads/Surface Treatment Program																																				
WSP Canada Ltd.	Brookville Groundwater Monitoring																																				
Econolite Canada Inc.	Traffic Controller																																				
Tacel Ltd.	Accessible Pushbuttons																																				
Innovative Traffic Solutions	Fire Prevention – Opticom Miovision Equipment																																				
Electromega	School Zone Flasher																																				
Ramudden Digital (Formerly Stinson ITS)	Signal Interconnect Equipment/RRFB/Smart Watch																																				
Miovision	Miovision Equipment Maintenance																																				
Consat Telematics	Hosting Fee, Service Level Agreement, Scheduling and Support Licensing, Transit Information																																				

Schedule L

	Technology Systems (ITS) Equipment and Project
Safe Fleet	Onboard vehicle camera system equipment, subscription/licensing
Spare Labs Inc.	Specialized-OnDemand Scheduling Software Licensing/Service Fees
Garival	Warranty and System Support Licensing Annual System Audit GFI Fareboxes
Siemens Canada Ltd.	BAS, Security, Fire Systems maintenance - MNCC
Lifesaving Society	Swim Program Provider
Bell Canada	Landline telephone services, internet & site to site fibre optic network
*Rogers Communications Inc.	Mobility, cellular and internet connectivity services
Telus	Mobility and cellular services
Computer Methods International Corporation (CMIC)	Financial System Software Licensing and Support
GHD Group	Online Web Services Hosting & Support
ESRI Canada	GIS System Software Licensing & Support
CentralSquare Technologies LLC	Fire Records Management, CAD & Taxation System Software Licensing & Support
Introtel Communications	Telephone System Licensing & Support
Oracle Corporation	Database Software Licensing & Support
PSD Citywide (formerly Public Sector Digest)	Budget System Software Licensing & Support
Vailtech Inc.	Taxation System Software Licensing & Support
Gibraltar Solutions	Software licensing reseller and maintenance renewal services (VMware, Citrix, Aruba, Proofpoint, Commvault, Cisco)
MNP LLP	Software licensing reseller and maintenance renewal services (RSA, Antivirus, Security Scanning) & PCI Compliance/Auditing Services
ACCEO Solutions Inc.	Parking Enforcement System Licensing & Support
Heale Consulting and Management Inc.	Data Centre Preventative Maintenance Services (inc. Fire System, Minor/Major Electrical and HVAC repairs)
Shinydocs Corporation	Digital Records Management Solution Licensing & Support
Ricoh Canada Corporation	Supplier of copiers, printers and other office equipment
Soft Choice	Adobe Software Licensing Reseller
Planview AdaptiveWork (formerly BLS Clarizen)	Project Management Information System Software Licensing & Support
Computacenter (formally Teramach)	Firewall software licensing, maintenance/subscription renewal
Clearrisk Inc.	Claim Management Software Licensing & Support
Granicus	Building Permit & Business Licenses + Community Engagement Software licensing, subscription and support
Bloomberg Software Company	Financial investment tool licensing
Teranet Inc.	Parcel agreement, lien searches and delivery of registered easement data
Zoom Video Communications Software Company	Videotelephony and peer-to-peer messaging Software Licensing & Support
Solid CadGroup Inc	Software licensing reseller and maintenance renewal services (Bluebeam, AutoCAD)
Compugen Inc	Microsoft licensing provider
SitelImprove Inc.	Website accessibility, analytics, compliance and performance monitoring annual licensing and support
TopDesk Canada Inc.	IT service management software annual licensing and support

Schedule L

Workday Ltd.	Financial management, human capital management information system software vendor (licensing & support)
Access 2 Network Inc.	Software licensing reseller and maintenance renewal services (Nagios network monitoring)
Dell Canada Inc.	Backup storage device licensing and hardware support
Xplor Technologies	Recreation Management and Payment Processing annual licensing and support
eScribe Software Ltd.	Council meeting management software licensing & support
Microsoft Corporation	Software services & cloud storage licensing
CoStar Group	Commercial real estate information system annual software licensing
Global Unified Solution Services Inc	Council Meeting AV System Integration & Support
**PPE Solutions Inc./Starfield Lion	Safety equipment/bunker gear supplier
AJ Stone	Air cylinders, struts and other fire accessories
1200 Degrees Ontario	Specializes in sale of parts and service for fire vehicles
City View Specialty Vehicles	Provider of materials and supplies for repair and maintenance of fire vehicles
SafeDesign Apparel Ltd.	Personal protective equipment and accessory provider
M & L Supply Fire & Safety	Safety equipment supplier
Wilmac Co.	Emergency Call Recording Software Licensing & Support
Behr Integrated Solutions	Consulting expertise for Fire services
Motorola	The supply of radio equipment for the Transit buses and Fire vehicles
DiCAN Inc.	Software licensing reseller and maintenance renewal services (Geotab AVL)

*The Town is utilizing the Ministry of Ontario Vendor of Record (VOR) agreement (Tender-18677 - Mobile Devices and Services) with Rogers Communications Inc. awarded primary vendor status for procurement of Mobile Devices and Services. This agreement was established through a competitive bid process led by Supply Ontario and is set for an initial six-year term (2024 – 2030) with options existing to extend the agreement for 2 additional terms of 2 years each (4 additional years). The monthly pricing under this new agreement is more favorable than the Town's existing VOR contract (OSS-00415819) with Rogers. As existing cellular devices reach their renewal dates, they will automatically transition to the new agreement and the Town will benefit from the lower prices. Therefore, staff are seeking authority to sign an updated Master Adoption Agreement with Rogers Communications Inc. for the ongoing procurement of Mobile Devices and Services for an initial period of 6 years with the option to extend an additional 4 years, contingent upon Supply Ontario doing the same.

Further, staff are seeking authority to sign updated Master Agreements with Bell Canada and Telus Communications as required to fulfil obligations of secondary and tertiary ranked positions (within the VOR) where it is determined service coverage from the primary ranked vendor (Rogers Communications) is insufficient for ongoing Town needs.

Schedule L

Rogers, Bell and Telus will continue to be included on annual limited tendering reports identifying estimated subsequent year annual spend amounts and be subject to ongoing Council approval.

**Staff recommends utilizing Canoe Purchasing Group of Canada (Canoe) for the provision of Fire safety equipment and gear. Canoe issued a competitive RFP, which resulted in an award to PPE Solutions Inc. (PPE) for a 4-year term ending March 27, 2028. The master agreement between Canoe and PPE provides a 10% to 35% discount off list price. The Town was successful in negotiating a 40.5% discount off list price directly with PPE. By leveraging the pricing under the Canoe master agreement the Town will benefit from the better discount.

***The Town has an agreement with Wilmac Co. for providing ongoing call recording software licensing and support for emergency fire dispatch operations. The average annual operating cost for this contract has been \$26,000. In 2025, the Town will need to perform a number of software and hardware upgrades to this system in support of establishing a fully equipped, redundant emergency communications and dispatching location for Milton Fire and Rescue Services. This is being done to ensure seamless integration with and operation alongside the required Next Generation 911 call handling solution implementation. These upgrades will result in a one-time (2025) increase in capital costs of \$375,736. Starting in 2026, the ongoing licensing and support costs is expected to revert to the standard operating expenses only.

Financial Planning Section: Budget Impact (Note 1)

Note 1: The attached Schedule L List of 2025 Limited Tendering Request Estimates indicates the requests for 2025. The estimated spend for each limited tendering request has been included in the proposed 2025 budget (or prior approved capital budgets) and is subject to budget approval.

Attachment – Schedule L – List of 2025 Limited Tendering Request Estimates