



The Regional Municipality of York Police Service Board

Public Board Meeting
March 26, 2025
For Decision

Report of the Chief of Police

Award For Cellular Services and Communication Devices

1. Recommendations

1. That the Board approve the award of three contracts under the Supply Ontario Vendor of Record Agreement (Tender-18677) for cellular communication devices and services (the "VOR Arrangement") with Rogers Communications Canada Inc., TELUS Communications Inc. and Bell Mobility Inc. for an initial term of six years at a cost of \$4,927,330, excluding the Harmonized Sales Tax (HST), with the option to renew the contracts for up to two additional two year terms, for a total cost of \$8,108,050 excluding HST, if the optional terms are exercised; and
2. That the Chief of Police be authorized to execute the contracts on behalf of the Board, subject to the approval of The Regional Municipality of York's Regional Solicitor or designate, as to form and content, and exercise the optional renewals at the sole option of the Chief of Police, subject to the contractor's satisfactory performance, as determined by the Chief of Police.

2. Purpose

This report seeks the Board's authorization to enter into contracts with Rogers, TELUS and Bell Mobility for cellular communications devices and services in accordance with the requirements of Purchasing Bylaw #10-17, Sections 7.14, 14.2, 14.3, 14.4 and 18.1.a.

Key Points:

- The rate plans included in the VOR Arrangement for wireless services are available to the Broader Public Sector (i.e., Municipal, Regional Governments) following a public procurement process run by the Province of Ontario

- This procurement is in accordance with the Board's Purchasing Bylaw 10-17:
 - Section 7.14: where if the total cost of the contract exceeds two million dollars (\$2,000,000), the award of the contract is subject to approval of the Board.
 - Sections 14.2, 14.3 and 14.4: where another level of Government has completed a competitive procurement and offers to extend to the Board the same terms and pricing offered by the successful bidder, and
 - Section 18.1.a: where the term of a proposed contract is for a period greater than five years

3. Background

In April 2020, York Regional Police (YRP) awarded contracts to Rogers, TELUS, and Bell under the previous Ministry of Government Services Vendor of Record (VOR) Agreement. YRP continues to rely on cellular communication services from all three carriers to support its operational and administrative requirements for cellular voice and data communications. Utilizing multiple carriers ensures comprehensive coverage, supports disaster planning, and meets operational needs effectively.

Devices and associated services, such as data plans, are provided through carriers (i.e., Rogers, TELUS and Bell). A Provincial Vendor of Record arrangement, established through a Provincial Request for Proposal, is available for these devices and services.

A Vendor of Record arrangement is a procurement arrangement, typically established through a competitive bid process, that permits one or more vendors to provide goods and services to specified agencies using the terms and conditions, including pricing, set out in the arrangement. A Provincial Vendor of Record offers value because the province receives a greater volume discount than what is available due to the large scale of their procurements.

The Purchasing Bylaw 10-17 permits participation in co-operative purchasing with other government agencies or public authorities. Section 14.2 requires that the Region adhere to the policies of the agency calling the co-operative bid. The province requires agencies using the Vendor of Record arrangement apply vendor rankings (i.e., primary, secondary and tertiary) to their contracts. The primary vendor is assigned to the proponent who offered the lowest monthly service cost. In cases where the primary vendor is unable to meet service or coverage requirements, the request is sent to the secondary vendor and subsequently the tertiary vendor until the requirements can be met. The vendor ranking is as follows, Rogers Primary, TELUS Secondary and Bell Mobility Tertiary.

Under the existing agreement, York Regional Police is entitled to the Vendor of Record cellular/data rates. The benefits include, unlimited data, lower data charges based on usage, lower airtime talk and text rates and discounted rates on cellular devices. A Request for Proposal for these services is not required as the Board may rely upon the co-operative purchasing provisions set out in Section 14 of the Purchasing Bylaw 10-17.

4. Analysis

Each contract has an initial term of six years and includes up to two optional renewal terms of two years each. The total value of the three contracts for the initial six year term is \$4,927,330, excluding HST. If all renewals are exercised the total estimated cost will be \$8,108,050 excluding HST.

The value of the contracts is broken down as follows:

- a. Rogers Communications Canada Inc. initial term \$3,162,330;
- b. TELUS Communications Inc. initial term \$1,015,000;
- c. Bell Mobility Inc. initial term \$750,000.

Reporting Requirements

Purchasing ByLaw 10-17 section 7.14, requires reporting to the Board where the total cost of a contract exceeds \$2 million and section 18.1.a requires reporting of contract awards with terms exceeding five years.

5. Financial Considerations

Funds in the amount of \$1,257,200 are included in the 2025 Operating budget for the annual cost of cellular devices and services including \$675,000 for traditional cellular and data services and \$416,100 for vehicle mobile workstation connectivity. The funding for 2026 and to renew outlook years will be included in the proposed 2026 Operating budget, subject to the approval process of the budget.

6. Local Impact

There is no impact to the local municipalities by approving this report.

7. Conclusion

It is therefore recommended that the Vendor of Record Agreement (Tender-18677) for Cellular Communication Devices and Services be awarded to Rogers Communications Canada Inc., TELUS Communications Inc. and Bell Mobility Inc. in accordance with Sections 7.14, 14.2, 14.3, 14.4 and 18.1.a of the Purchasing Bylaw 10-17.

Alternative formats or communication supports are available upon request.

Approved for Submission: Jim MacSween, M.O.M., B.A.A.
Chief of Police