

The Regional Municipality of York Police Services Board

Public Board Meeting
February 22, 2023

Report of the Chief of Police

Award for Police Vehicle Emergency Equipment

1. Recommendations

1. That the Board authorize the award of the contract for Request for Proposal (P-22-01) for the supply, delivery, installation and maintenance of police vehicle emergency equipment with 1000164110 Ontario Inc. o/a Manufacturing & Technology Centre for an initial term of five years at cost of \$6,907,039 plus applicable taxes, with the option to renew the contract for up to an additional five year term, for a total cost of \$15,722,366 plus applicable taxes, if the optional term is exercised; and
2. That the Chief of Police be authorized to execute the contract 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.

2. Summary

This report requests the Board's approval to enter into a contract with 1000164110 Ontario Inc. o/a Manufacturing & Technology Centre ("MTC") for the supply, delivery, installation and maintenance of police vehicle emergency equipment.

Key Points:

- The design and equipment of the current police patrol vehicle has been utilized by York Regional Police for about 20 years.

- A Request for Proposal was conducted with six proposals submitted and 1000164110 Ontario Inc. o/a Manufacturing & Technology Centre's proposal submission represents the best value to the Board.
- Purchasing Bylaw 10-17 requires the Board's approval of Request for Proposal awards greater than \$2 million and for contracts with an aggregate term of greater than five years.

3. Background

A comprehensive review of the emergency and safety equipment including all emergency vehicle lighting, sirens and internal cabin safety-related equipment in our standard patrol vehicle commenced in 2020. With vehicle technology rapidly changing, traditional install methods and increasing failure rates of various key emergency components, the modernization of emergency equipment in our patrol fleet was required.

A comprehensive evaluation was conducted, focusing on ergonomics for the officer, equipment placement, minimizing side-impact collisions, maximizing officers' visibility and minimizing lighting 'fatigue' that can be experienced by personnel on scene for a prolonged time where multiple emergency vehicles are present with lighting activated.

On May 18, 2022, a negotiated Request for Proposal was advertised electronically for the supply, delivery, installation and maintenance of police vehicle emergency equipment. The proposal was picked up by 12 vendors and at the time of closing on June 13, 2022, six proponents elected to submit a proposal. After the initial evaluation stages, two proponents remained. On November 30, 2022, a Best and Final Offer proposal was sent to two remaining proponents and at the time of closing on December 14, 2022, one submission was received.

4. Analysis

SUMMARY OF SUBMISSIONS EVALUATED

The evaluation committee included representation from the Logistic Support Bureau, with facilitation from Financial Services. The goal of the evaluation committee was to recommend a proponent that meets all requirements and represents the best value to the Board.

The evaluation was based on a total score of 100 points, comprising of 70 points for technical and 30 points financial.

The evaluation process for the proposal involved the following evaluation (7) steps:

1. Mandatory Submission Requirements – Prior to the evaluation, the Procurement Unit reviewed the proposal to ensure the proponent met all mandatory submission requirements. Six proposals submitted met all mandatory requirements.

2. **Mandatory Technical Requirements** – The Procurement Unit reviewed the proposal submission to ensure the proponent met all mandatory technical requirements. All six proposals met minimum mandatory technical requirements.
3. **Technical Evaluation** – To rate the proponent against non-priced rated criteria and weighting breakdown, which were created and published with the release of the Request for Proposal. Technical was based on a total score of 80 points made up of 30 points qualifications & experience and 50-point service deliverables. Proponents needed to achieve 51 points minimum.
4. **Demonstration** – Once the technical was completed, proponents were provided evaluation criteria and weighting breakdowns for the demonstration. Proponents provided a practical hands-on demonstration and presentation on the functions and capabilities of their proposed solution. Demonstration was based on a total score of 20 points for which proponents needed to achieve 12 points minimum.
5. **Commercial Negotiations** – Meetings were held with short-listed proponents and the Board's evaluation members and included feedback to proponents to identify potential gaps, and discussions of potential alternate approaches to fulfill the Board's requirements.
6. **Proof of Concept** – Commencing on September 12, 2022, proponents installed their proposed emergency vehicle equipment on a supplied front-line vehicle. Members from the evaluation committee, Fleet technicians and front-line officers from each District were engaged to test the proposed solutions based on its operational capabilities and overall functionality. Proof of Concept was based on a total score of 20 points for which proponents needed to achieve 12 points minimum. Two proponents, met the minimum requirements of the Proof of Concept.
7. **Submission of Best and Final Offer** – On November 30, 2022, the remaining proponents were invited to revise their submissions and submit pricing for final evaluation and ranking. The results below depict the combined results of the Proof of Concept, BAFO technical and BAFO financial scoring.

Table 1
Final Evaluation Results

Proponent	POC	BAFO Technical	Financial Score	Total Score
Weighting	20	50	30	100
1 1000164110 Ontario Inc. o/a Manufacturing & Technology	15.25	42.00	\$30.00	87.25
2 Kerr Industries Limited	17.75	Choose Not to Submit BAFO RFP		
3 D & R Electronics Ltd.	9.50	Did Not Meet Minimum Score for POC		

The recommended award is to the proponent that achieved the highest overall scoring. It is therefore recommended that 1000164110 Ontario Inc. o/a Manufacturing & Technology be awarded as the proponent which represents best value to the Board.

Reporting Requirements

In accordance with Purchasing Bylaw 10-17, Section 7.14 requires the Board to approve Request for Proposals awards greater than \$2 million and Section 18.1 requires the Board's approval for contracts with an aggregate term of greater than five years.

5. Financial

Funding is included in the proposed 2023 Capital Budget for vehicle equipment and installation costs of \$912,000. The under funded variance of \$338,000 will be found by offsetting savings from other Capital projects. New for 2023, the Capital Budget is being approved as a Program Group, which provides flexibility to reprofile between projects within the same program group. It's expected the reprofiling will receive Regional Council's approval in June and subsequently reported to the Board at its September 27, 2023 meeting.

At its May 26, 2022 meeting, Regional Council approved Interim Appropriations for capital expenditures to allow the ability to move forward with 2023 procurements. The Interim Appropriations provide the Board with authority up to \$8.851 million in 2023 Capital spending commitments in advance of budget approval by Regional Council. The funding to renew outlook years will be included in the 2024 Capital Budget proposal and subject to the annual approval of the Board and Regional Council.

6. Conclusion

It is therefore recommended that the contract be awarded to 1000164110 Ontario Inc. o/a Manufacturing & Technology Centre in accordance with Sections 7.14 and 18.1 of the Purchasing Bylaw 10-17 requiring the Board's approval where the award is greater than \$2 million and the term exceeds five years.

Accessible formats or communication supports are available upon request

Jim MacSween, M.O.M., B.A.A.
Chief of Police

JMS/jm