



## REPORT

Report Date: February 13, 2020  
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Meeting Date: February 26, 2020  
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TO: Standing Committee on City Finance and Services

FROM: General Manager of Engineering Services and Chief Procurement Officer

SUBJECT: Contract Award for Supply and Delivery of Street Lighting and Traffic Signal Poles

### **RECOMMENDATION**

- A. THAT Council authorize City staff to negotiate to the satisfaction of the City's General Manager of Engineering Services, the City's Director of Legal Services, and the City's Chief Procurement Officer and enter into a contract with Nova Pole International Inc. for the supply and delivery of street lighting and traffic signal poles, for an initial term of three (3) years, with the City's option to extend for two (2) additional two (2) year terms, with an estimated contract value of \$5,529,853.00 plus applicable taxes over the initial 3-year term, to be funded through the 2020 Engineering approved Capital Budgets and future Capital Budgets.
- B. THAT the City's Director of Legal Services, Chief Procurement Officer and General Manager of Engineering Services be authorized to execute on behalf of the City the contract contemplated by Recommendation A.
- C. THAT no legal rights or obligations will be created by Council's adoption of Recommendations A and B above unless and until such contract is executed by the authorized signatories of the City as set out in these Recommendations.

### **REPORT SUMMARY**

The City issued a Request for Proposal ("RFP") No. PS20191104 on September 6, 2019 for the Supply and Delivery of Street Lighting and Traffic Signal Poles. The RFP was advertised on City of Vancouver website and BC Bid, and the work was called in accordance with the terms and condition of the City's Procurement Policy ADMIN-008.

City staffs on the RFP evaluation committee, and subsequently the Bid Committee, have considered the responses received and on that basis recommend that the City negotiate and, if such negotiations are successful, enter into a contract as described above with Nova Pole International Inc.

### **COUNCIL AUTHORITY/PREVIOUS DECISIONS**

The City's Procurement Policy ADMIN-008 requires that contracts with values over \$2 million must be approved by Council following review and recommendations by the Bid Committee. The Bid Committee has considered, and recommended Nova Pole International Inc., as the successful proponent.

### **REPORT**

#### **Background/Context**

The City's Traffic, Electrical Operations and Design Branch installs and maintains various street lighting and traffic signal poles throughout the city including the need to add additional poles required in capital construction projects. The demand for poles at times may be of an urgent nature. The City is interested to have a secured source of supply with fixed pricing and possible defined methods to reduce lead-time in anticipation of the ongoing need to replace poles due to damage or corrosion.

The purpose of the RFP was to select a qualified vendor with the capability and experience to efficiently and cost-effectively supply, manufacture and deliver quality steel street lighting and traffic signal poles to the City, on as, if and when required, to meet the City's estimated demand over the term of the contract.

#### **Strategic Analysis**

The RFP was issued in the accordance with City's Procurement Policy ADMIN-008. The City received responses from the following proponents:

PROPONENT	
Nova Pole International Inc. ("Nova Pole")	Compliant Bid
Valmont West Coast Engineering ("Valmont")	Compliant Bid
Quality Pole Inc. ("Quality Pole")	Non-compliant Bid

The responses were evaluated through the work of an evaluation team comprised of representatives from Engineering Services, Streets Division - Traffic, Electrical Operations and Design Branch under the stewardship of Supply Chain Management to ascertain if the responses offered good overall value to the City, both quantitative and qualitative factors were evaluated.

Some of the criteria considered in the overall evaluation process included:

- Prices;
- The proponent's company experience, reputation and overall capability in meeting the required items product specification;
- Ability to meet the City's delivery requirements, service capabilities, warranty; and
- Demonstrated ability to adhere to City's values, including GHG emission, greener products and other sustainability considerations.

Based on the overall evaluation, the team concluded that the proposal submitted by Nova Pole best met the City's requirements and provided the best overall value to the City.

### ***Sustainability***

Nova Pole has demonstrated responsible practices throughout its organization to minimize the environmental impact including following sustainability contributions:

- Products are shipped on fully loaded trucks and the number of partially loaded trucks are minimized;
- Products contain over 35% recycled content, and are fully recyclable at the end of the product life cycle. None of the products will end up in the landfill;
- No toxic or hazardous substances are used during the manufacturing process and air filters are installed on the seam-welding machines to reduce the air pollution;
- Waste is reduced by utilizing the plate material being cut to its fullest; and
- Being an equal opportunity employer and providing training opportunities to its employees.

### ***Financial Implications***

The contract is an as-if-when-needed contract. Actual volumes and savings amounts will vary depending on requirements.

Finance has reviewed the cost of the goods and/or service and concurs that funding is available from the 2020 Engineering Streets Division operating and 2019-2022 multi-year capital budget for the Street Lighting Program for 2020. 2021 and beyond spends are subject to the approval of the annual budget.

For this RFP, the quantities were estimated, thus actual volumes will vary depending on requirements and approved budget.

As a result of the RFP, the City is able to achieve cost certainty for the proposed initial three (3) year term of the contract.

### ***Legal***

The City's Procurement Policy requires that all contracts that have been awarded by Bid Committee and Council will be signed by the Director of Legal Services.

**CONCLUSION**

In summary, City staff recommend that the City of Vancouver negotiate and enter into a three (3) year contract, with the City's option to extend the contract for an additional two (2) two (2)-year terms, with Nova Pole International Inc., for the supply and delivery of street lighting and traffic signal poles.

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