



## REPORT

Report Date: June 1, 2022  
Contact: Alexander Ralph  
Contact No.: 604.829.2092  
RTS No.: 15137  
VanRIMS No.: 08-2000-20  
Meeting Date: June 22, 2022  
[Submit comments to Council](#)

TO: Standing Committee on Policy and Strategic Priorities

FROM: General Manager, Technology Services and Chief Procurement Officer

SUBJECT: Contract Award for the Provision of Mobility Wireless Service and Devices for the City of Vancouver

### **RECOMMENDATION**

- A. THAT Council authorize City staff to negotiate to the satisfaction of the City's General Manager of Technology Services, Director of Legal Services, and Chief Procurement Officer and enter into a contract with Rogers Communications Canada Inc., for the Provision of Mobility Wireless Service and Devices, for a term of three (3) years, with the option to extend for six (6) additional one (1) year terms, with an estimated contract value of \$4,449,749, plus applicable taxes over the initial three (3)-year term, to be funded through existing operating budgets.
- B. THAT the Director of Legal Services, Chief Procurement Officer and General Manager of Technology 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 an RFP PS20210993 on September 29, 2021 for the provision of mobility wireless service and devices. 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 staff on the RFP evaluation committee and, subsequently, 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 describe above with Rogers Communications Canada 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 Rogers Communications Canada Inc. as the successful proponent.

There is no applicable Council Authority or previous decisions relevant to this report.

## ***CITY MANAGER'S/GENERAL MANAGER'S COMMENTS***

The City Manager recommends approval of the foregoing.

## ***REPORT***

### ***Background/Context***

The City of Vancouver, Vancouver Library Board, and Vancouver Police Board (collectively, the "City") requires the provision of mobility wireless services, including device plans, hardware, accessories, warranties, and software support services.

The purpose of the RFP was to identify suppliers with demonstrated capability to meet the City's estimated demand over the term of the contract at competitive pricing and satisfactory service requirements.

### ***Strategic Analysis***

The RFP was issued in the accordance with City's Procurement Policy ADMIN-008. The City received responses from Rogers Communications Canada Inc., Bell Canada, and TELUS Communications Inc.. The responses were evaluated through the work of an evaluation team comprised of representatives from Technology Services, Vancouver Public Library, and Vancouver Police Board, 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:

- the proponent's ability to meet all of the City's requirements;
- the proponent's ability to offer the City significant cost savings for mobility wireless services and devices;
- the proponent's ability to offer procurement, device management, and reporting tools critical for City operations; and
- the proponent's ability to offer redundancy within their wireless network infrastructure to mitigate any potential service disruptions for the City.

Based on the overall evaluation, the team concluded that the proposal submitted by Rogers Communications Canada Inc. best met the City's requirements and provided best overall value to the City.

### ***Financial Implications***

Finance has reviewed and confirmed that funding is available from existing operating budgets. As a result of the RFP, the City is able to achieve cost certainty for the proposed three (3)-year term.

Pricing for alternative technology, and pricing for optional extension years is established to ensure accurate annual contract budgeting.

### ***Environmental***

Proposals were evaluated on environmental criteria (packaging, energy, GHG and circularity/decommissioning) and social criteria (Indigenous participation, supplier diversity and employee equity). Rogers Communications Canada Inc. has a rigorous supply chain management system which includes Codes of Conduct, going beyond ethical purchasing focused on health and safety to include monitoring and continuously improving performance of recycling and waste/diversion (both packaging and devices) and shipping (energy and GHG). They have strong internal governance for sustainability, and advance various initiatives internally and externally through committees and task forces, etc. Rogers Communications Canada Inc. is tracking and reducing GHG both in their operations and through their supply chain. With regards to supplier diversity, including Indigenous participation, Rogers Communications Canada Inc. is a participating member of the various associations to ensure they are procuring and increasing spend with equity-seeking businesses. Internally, they are also a leader in diversity, as they have a framework with pillars, targets, and management actions that advance employee equity, including but not limited to Employee Resource Groups (ERG), Diversity Policy, and partnerships with community organizations to ensure inclusive, barrier-free recruitment.

### ***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 recommends that the City of Vancouver negotiate and enter into a three (3)-year contract, with the option to extend the contract for an additional six (6) one-year terms, with Rogers Communications Canada Inc., for the Provision of Mobility Wireless Service and Devices.

\* \* \* \* \*