



## REPORT

Report Date: September 8, 2022  
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Meeting Date: October 25, 2022  
[Submit comments to Council](#)

TO: Vancouver City Council  
FROM: General Manager of Engineering Services and Chief Procurement Officer  
SUBJECT: Contract Award for Supply and Delivery of Traffic Control Services

### **RECOMMENDATION**

- A. THAT Council authorize City staff to negotiate to the satisfaction of the City's General Manager of Engineering Services, City's Director of Legal Services, and the City's Chief Procurement Officer and enter into a contract with Ansan Industries Ltd., for the supply and delivery of traffic control services, 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 \$17,989,000, plus applicable taxes over the initial three-year term, to be funded through the approved Multi-Year Capital Project budgets and the approved 2022 operating and capital budgets in the Engineering service areas of Streets, Transportation, Sewer, Water, Lighting and Traffic signal operations.
- B. THAT the 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 an RFP PS20220002 on March 9, 2022 for the Supply and Delivery of Traffic Control Services. The RFP was advertised on the City of Vancouver website 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 Ansan Industries Ltd.

### ***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 Ansan Industries Ltd. 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's Department of Engineering Services requires the supply and delivery of traffic control services.

Traffic control services is a regulatory service requirement for traffic and pedestrian control measures, as needed when City work is being performed. These services are essential to keep City workers, contractors, and the public safe, where there is work and vehicle traffic occurring during City operations, and where there is maintenance and upgrade work being performed on infrastructure and plant assets.

The purpose of the RFP was to identify service providers with demonstrated capability, experience, and capacity to meet the City's estimated demand for traffic control services over the term of the contract, as and when required, at a competitive price, and meeting the City's service requirements as set out in the RFP.

#### ***Strategic Analysis***

The RFP was issued in the accordance with City's Procurement Policy ADMIN-008. The City received responses from Ansan Industries Ltd., Metro Traffic Ltd., and Lanesafe Traffic Control Ltd. The responses were evaluated through the work of an evaluation team comprised of representatives from Engineering Services under the stewardship of Supply Chain Management to ascertain if the responses offered good overall value to the City, with both quantitative and qualitative factors evaluated.

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

- Capacity of workforce and traffic control equipment to sufficiently support the City's standard daily requirement, as well as having the ability to scale-up service provision to fully meet the City's peak season demands;
- Workforce having current industry knowledge and extensive ongoing training;
- Dispatch system (process and procedures) being reliable and transparent;

- Management system having the ability to verify check-in time and to investigate and report on-site arrival discrepancies;
- Flexibility to allow the City to change or cancel scheduled service within two hours from planned start of service, without any financial penalties; and
- Ability to avoid staff rotation by offering longer hours' availability of traffic control personnel.

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

### ***Financial***

Finance has reviewed and confirmed that funding is available from the approved 2022 operating and capital budgets in the Engineering Services areas of Streets, Transportation, Sewer, Water, Lighting and Traffic signal operations. Expenditures for future years, while anticipated and provided for in the 2023-2026 Capital Plan approved by Council, will necessarily be subject to future Council approval of future annual operating and capital expenditure budgets.

As a result of the RFP, the City is able to achieve cost certainty for the proposed three-year initial term. Furthermore, Ansan Industries Ltd. has a collective agreement in place with its staff, which would control labour costs during the contract term, while ensuring minimal or no disruption to services required by the City.

### ***Sustainable/Ethical/Environmental***

As the incumbent service provider, Ansan Industries Ltd. has demonstrated compliance with the City's Supplier Code of Conduct, and meets the City's Living Wage requirements.

Ansan Industries Ltd. has demonstrated responsible business and operational practices to minimize impact to the environment, such as: using second batteries on vehicles to reduce idling of equipment; using telematics software on fleet vehicles to reduce fuel consumption and to increase driving efficiency; and replacing their fleet with hybrid/electric vehicles.

### ***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 Ansan Industries Ltd., for the Supply and Delivery of Traffic Control Services.

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