



COUNCIL REPORT

Report Date: June 9, 2024
Contact: Alexander Ralph
Contact No.: 604.829.2092
RTS No.: 16396
VanRIMS No.: 08-2000-20
Meeting Date: July 10, 2024
[Submit comments to Council](#)

TO: Standing Committee on Policy and Strategic Priorities

FROM: General Manager of Engineering Services and Chief Procurement Officer

SUBJECT: Contract Award for PS20230296-ENG-RFP – Supply and Delivery of Vocational Truck Chassis

Recommendations

- A. THAT Council authorize staff to negotiate to the satisfaction of the General Manager of Engineering Services, Director of Legal Services, and the Chief Procurement Officer and enter into a contract with First Truck Centres (Velocity), for Supply and Delivery of Vocational Truck Chassis (Class 6, 7, and 8 Conventional Cab and Chassis) for a term of five (5) years with the option to extend for two (2) additional one year term, with an estimated contract value of \$18,400,000 plus applicable taxes over the contract term, to be funded from capital plan budget.
- B. THAT Council delegate its authority to execute the Agreement to the Director of Legal Services, Chief Procurement Officer, and General Manager of Engineering Services.
- C. THAT no legal rights or obligations will be created by Council's approval of Recommendations A and B unless and until the City executes and delivers the Agreement.

Purpose and Executive Summary

The City issued a Request for Proposal – PS20230296-ENG-RFP on November 14, 2023 for Supply and Delivery of Vocational Truck Chassis. The City advertised on the City of Vancouver Jaggaer e-sourcing website in accordance with the City's Procurement Policy (ADMIN-008). City staff on the RFP evaluation committee and 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 describe above with First Truck Centre (Velocity).

Council Authority/Previous Decisions

- The City's Procurement Policy (ADMIN-008) requires Council approve contracts with a total value greater than \$3,000,000 following review and recommendation by the City's Bid Committee.
- The Bid Committee has considered and recommended First Truck Centre (Velocity) as the successful proponent.

City Manager's Comments

The City Manager concurs with the foregoing recommendations.

Context and Background

The City operates approximately 300 vocational trucks to support the capital, operating and maintenance programs for the operational branches (Streets, Sanitation, Sewers, Waterworks, TEOD, TLO, and Parks). The vocational trucks have a recommended life of between 8-12 years depending on the operational application.

Under a separate Truck Body Equipment contract, various truck body equipment will be installed to the Vocational Truck Chassis to complete a truck, such as Snow Plow, Anti-Ice & Dump Truck, Refuse Truck, Aerial Truck, Cube Van, Service Truck, Tractor Truck, Sweeper Truck, Roll-Off Container Truck, Crane Truck, Flatdeck Truck, Sewer Cleaner Truck, Step Van, Flusher Truck, Police Truck, Chip Box Truck, Fire Truck, Fuel Truck, and Specialty Truck.

Discussion

The RFP was issued in accordance with the City's Procurement Policy (ADMIN-008). The City received responses for Vocational Truck Chassis categories and each category has CNG and Battery-Electric as an alternative fuel options.

The responses were evaluated, using both quantitative and qualitative factors, by an evaluation team comprised of representatives from Fleet Engineering and Asset Management under the stewardship of Supply Chain Management, to assess each response's overall value.

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

- ability to meet the RFP requirements;
- skills, knowledge, capabilities, reputations and experience in the industry;
- business operation model and overall service factors;
- business technology and innovation;
- safety and performance;
- financial offering; and
- demonstrated ability to adhere to the City's values with regards to sustainability

The evaluation team concluded that the proposal submitted by First Truck Centres (Velocity) met the City's requirements and provided the best overall value to the City.

Environmental/Climate Implications

First Truck Centres (Velocity) follow some of the latest conservation strategies ensuring a smaller environmental footprint.

To align with the City’s Climate Emergency Action Plan, the key benefits of purchasing these vocational truck chassis include:

- Opportunity to purchase electric configurations of these product lines, as they become readily available in near future.
- All Diesel and CNG engines are rated to run on Renewable Diesel (R100) or Renewable Natural Gas (RNG) without warranty issues.
- First Truck Centres (Velocity) is committed to environmental and socio-economic sustainability that is an integral part of its business and is woven throughout its strategy and operations.

Financial Implications

Finance has reviewed and confirmed that funding is available from Multiyear Approved Capital Budget from the 2023-2026 Fleet Replacement Programs. As a result of the RFP the City is able to achieve cost certainty for the proposed 5-year term.

Legal Implications

The City’s Procurement Policy (ADMIN-008) requires the Director of Legal Services to execute all contracts that have been awarded by the Bid Committee and Council.

* * * * *