



COUNCIL REPORT

Report Date: May 22, 2025
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VanRIMS No.: 08-2000-20
Meeting Date: June 4, 2025
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TO: Standing Committee on Policy and Strategic Priorities
FROM: Deputy City Manager and Chief Procurement Officer
SUBJECT: Contract Award for Digital Infrastructure and Innovation for FIFA World Cup 26 ("FWC26") in Vancouver

Recommendations

- A. THAT Council authorize City staff to negotiate an agreement for Digital Infrastructure and Innovation for FIFA World Cup 26 ("FWC26") in Vancouver with TELUS Communications Inc. ("**TELUS**") for an estimated total contract value of \$12,919,217.00 plus applicable taxes over an initial 15-month period, and with the possibility of renewal.
- B. THAT Council delegate its authority to execute the Agreement to the City's Director of Legal Services, Chief Procurement Officer, and Deputy City Manager.
- 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 PS20251117-TS-RFP on January 24, 2025 for Digital Infrastructure and Innovation for FWC26 in Vancouver. Pursuant to the City's contractual obligations as Host City for the FWC26 event, the City is required to provide for the installation and operation of WiFi, internet services and closed circuit television (CCTV). The RFP called for proposals from vendors to fulfil the associated infrastructure and service requirements.

The City advertised the RFP on the City of Vancouver e-sourcing system and BC Bid 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 recommended that the City negotiate an agreement with TELUS.

Council Authority/Previous Decisions

The City's Procurement Policy (ADMIN-008) requires Council approve contracts with a total value greater \$3,000,000 following review and recommendations by the City's Bid Committee. The Bid Committee has considered the bids and recommends TELUS as the successful proponent.

There is no applicable Council authority or previous decisions related to this report.

City Manager's Comments

The City Manager concurs with the foregoing recommendations.

Discussion

Digital infrastructure required for FWC26

The City of Vancouver (the "**City**") sought proposals from qualified proponents ("**Vendors**") to provide comprehensive, turn-key solutions in the areas of Wi-Fi, internet services (delivered via fiber), Closed Circuit Television (CCTV), and technology support for the FIFA World Cup 2026 (FWC26). The City requires end-to-end service, including design, deployment, management, support, as well as post-event teardown or removal of all temporary infrastructure.

This targeted digital infrastructure program will be delivered to enhance public safety and operational readiness at three primary locations: Downtown near BC Place Stadium, the PNE Fan Zone, and the Killarney Training Centre, and will include:

- The deployment of an extensive network of Axis CCTV cameras. To ensure resilience and flexible deployment, some cameras will be connected via either secure 5G and some via hardwired connections.
- 54 internal-use Wi-Fi access points (APs), to support venue operations such as media, logistics, and security coordination at the Killarney Training Centre and PNE Hastings Park locations. Connectivity will be underpinned by dual 10Gbps internet services with diverse routing at both Killarney and PNE, along with a 2Gbps upgrade to the existing WAN at City Hall.
- A 24/7 support model to ensure operational continuity, that will include on-site technical support during match days, and defined response times based on priority level.

These aforementioned goods and services are collectively required in order to fulfill the City of Vancouver's contractual FWC26 hosting requirements.

Through this market call, the City sought to select a proponent with the capability and experience to efficiently and cost-effectively meet the objectives and requirements described in the RFP. The City now anticipates entering into negotiations with TELUS, to conclude a contract.

This Agreement will have TELUS delivering the digital infrastructure required for the FWC26 event, working with the City's Common Operating Platform, the centralized digital hub for real-time data aggregation and visualization to support FWC26 operations.

Procurement process

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

- Axon Public Safety Canada Inc
- Rogers Communications Inc.
- TELUS Communications Inc.

The responses were evaluated, using both quantitative and qualitative factors, by an evaluation team comprised of representatives from Technology Services, City Protective Services, and Vancouver Emergency Management Agency and Supply Chain Management, to assess each response's overall value.

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

- Proponent overview, experience, and capabilities;
- Technical solution approach;
- Innovation;
- Collaborative approach;
- Risk mitigation;
- Performance metrics and reporting;
- Demonstrated ability to adhere to City's values, including sustainability.
- Prices;
- Interview; and
- References.

The evaluation team has determined that TELUS' proposal fully meets the City's requirements while offering the best overall value, ensuring the highest level of price certainty. TELUS achieved the highest overall score, securing top marks in both the technical assessment and the interview/reference check evaluation. TELUS best demonstrated its capability to fulfill the City's service needs and is recommended as the preferred proponent for the following key reasons:

1. Extensive industry experience.
2. A well-crafted proposal that showcased a strong understanding of the project, with clearly defined plans and tailored solutions.
3. A highly effective interview, structured to highlight the company's expertise in project implementation.
4. Comprehensive examples of past project processes, with clear and precise responses to all questions, including proactive solutions for potential challenges.
5. Strong reference feedback, describing TELUS as a dependable partner capable of delivering the turnkey solution required by the City.
6. A proven ability to deliver the required services on time and within budget for FW26.

Financial Implications

The full cost of the goods and services described in this report will be funded by the FWC26 budget (which is funded primarily through the Major Events Municipal and Regional District Tax), not by the City of Vancouver.

Finance has reviewed and confirmed that funding is available from the approved FIFA budgets, but price negotiation and/or scope change will be required to finalize the contract and deliver within the approved budget.

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.

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