



NIAGARA REGIONAL POLICE SERVICE

Police Services Board Report

PUBLIC AGENDA

Subject: Purchase Award – Extreme Network Switches
Report To: Chair and Members, Niagara Police Services Board
Report Date: 2023-05-01

Recommendation

That the Niagara Police Services Board award the purchase contract for Extreme Network Switches to Telus Communications Inc. as per the attached TELUS Communications-2023-T-63 bid document.

Key Facts

- The Headquarters (HQ) network has a cluster of Extreme Network Switches of various specifications depending on location and purpose.
- The Extreme Network Switches asset replacement is deemed operationally and technologically necessary to maintain adequate 24/7 access to the Service's network and services.
- The aging Extreme Network Switches can no longer support newer versions of operating systems or new software upgrades.
- The funding for the purchase contract is included in the Service's approved 2023 Capital Budget under Capital Project 20001830.

Financial Considerations

As per Board By-Law 384-2019, Financial Reporting, Control and Procurement of Goods and Services, any contractual agreements awarded via a formal procurement process with a contract value greater than \$250,000.00 CAD requires Board approval.

Subject to Board approval, the Service will award the purchase contract for Extreme Network Switches to TELUS Communications for \$432,416.72 CAD, including HST (net of rebates) and includes hardware, maintenance, and support for one year.

Analysis

On March 24, 2023, the Niagara Region issued a Request for Tender (RFT) #2023-T-63 for prospective bidders to submit bids for the supply and delivery of Extreme Network Switches for Niagara Regional Police Services (NRPS) to replace aged and end-of-life equipment. The RFT closed on April 13, 2023.

The four bid submissions outlined below were confirmed by the Niagara Region's Procurement Department as compliant.

a.	TELUS Communications Inc.	\$427,937.81 + HST
b.	Connex Telecommunications Inc.	\$535,369.90 + HST
c.	Powerland Computers Ltd.	\$537,381.90 + HST
d.	CDW Canada Corp.	\$547,768.50 + HST

The lowest bid was TELUS Communications Inc., with a subtotal of \$427,937.81 + HST.

The approved 2023 Capital Project 20001830 provides a funding strategy for critical infrastructure assets, namely Extreme Network Switches, facilitating the Service's HQ and Districts network connectivity. The same network switch brand also supports the Service's primary and backup Emergency Communications Centres (HQ and 3-District).

Alternatives Reviewed

Not Applicable.

Relationship to Police Service/Board Strategic Priorities

The NRPS is dedicated to improving the emergency services provided to its public safety partners, community, and citizens. The Service looks for opportunities to enhance the offering and delivery of those services, while at the same time improving the effectiveness and efficiency of its workforce.

Relevant Policy Considerations

Regional Municipality of Niagara Police Services Board By-Law 374-2019, Financial Reporting, Control, and Procurement in the NRPS.

Other Pertinent Reports

This report was prepared by Akram Askoul, Director, Technology Services and recommended by Bill Fordy, Deputy Chief, Support Services.



Submitted by:

Bryan MacCulloch, M.O.M. #5835
Chief of Police

Appendices

Appendix 1 TELUS Communications Inc. 2023-T-63

2023-T-63 - Supply and Delivery of Extreme Network Switches for Niagara Regional Police Services (NRPS)

Opening Date: March 24, 2023 11:15 AM

Closing Date: April 13, 2023 2:00 PM

Vendor Details

Company Name:	TELUS Communications Inc.
	25 York Street
Address:	Toronto, Ontario M5J 2V5
Contact:	Laurie Crozier
Email:	Laurie.Crozier@telus.com
Phone:	437-343-3656
HST#:	

Submission Details

Created On:	Friday March 24, 2023 14:35:04
Submitted On:	Wednesday April 12, 2023 14:46:46
Submitted By:	Laurie Crozier
Email:	Laurie.Crozier@telus.com
Transaction #:	a953e1a6-b05f-43cc-96d6-5a15f88d39e7
Submitter's IP Address:	66.203.207.70

Schedule of Prices

The Bidder hereby Bids and offers to enter into the Contract referred to and to supply and do all or any part of the Work which is set out or called for in this Bid, at the unit prices, and/or lump sums, hereinafter stated. HST is additional.

* Denotes a "MANDATORY" field.

Do not enter \$0.00 dollars unless you are providing the line item at zero dollars to the Owner.

If the line item and/or table is "NON-MANDATORY" and you are not bidding on it, leave the table and/or line item blank. Do not enter a \$0.00 dollar value.

Table 1: NRPS Extreme Network Switches

Line Item	SKU	Description	UOM	Quantity	Unit Price *	Extended Price
1	5420M-48W-4YE	Extreme Switching 5420M	EA	60	\$4,391.1276	\$ 263,467.66
2	5420M-24W-4YE	Extreme Switching 5420M	EA	10	\$2,762.4360	\$ 27,624.36
3	XN-ACPWR-920W	920W AC PoE Power Supply	EA	140	\$677.0319	\$ 94,784.47
4	10099	Power Cord 13A USA NEMA 5-15-IEC320-C15	EA	140	\$11.8830	\$ 1,663.62
5	97004-5420M-48W-4YE	Support	EA	70	\$577.1100	\$ 40,397.70
Subtotal:						\$ 427,937.81

Summary Table

Bid Form	Amount
Table 1: NRPS Extreme Network Switches	\$ 427,937.81
Subtotal Contract Amount:	\$ 427,937.81

Specifications

Bidder Information

Please fill out the following form, naming one person to be the bidder's contact for the RFT process and for any clarifications or communication that might be necessary.

Description	Response *
Full Legal Name of Bidder:	TELUS Communications Inc.
Any Other Relevant Name under which Bidder Carries on Business:	TELUS Corporation
Street Address:	25 York St,
City, Province/State:	Toronto, ON
Postal Code:	M5J 2V5
Phone Number:	(416) 342-2500
Company Website (if any):	www.telus.com
Bidder Contact Name:	Rob Reid
Bidder Contact Title:	Sr. Account Manager
Bidder Contact Phone:	(647) 206-7036
Bidder Contact Email:	rob.reid@telus.com
HST Number	100652692 RT0001 (GST/HST)

Sub-Contractors

The Bidder shall state all Subcontractor(s) and type of Work proposed to be used for this project. Bidders shall not indicate "TBD" (To Be Determined) or "TBA" (To Be Announced) or similar wording and shall not indicate multiple choices of Subcontractor names for any Subcontractor category in their list of Subcontractors.

The Bidder shall state only one (1) subcontractor for each type of work.

List of Sub-Contractors

In the spaces provided below, please list those sub contractors you intend to use:

☒ By clicking here I confirm that there are no Subcontractor(s) and the Bidder shall perform the project with their "OWN FORCES".

Line Item	Organization	Contact Name	E-mail	Phone	
1					*
2					
3					
4					
5					

Appendix C-Submission Form

1. Offer

The bidder has carefully examined the RFT documents and has a clear and comprehensive knowledge of the Deliverables required under the RFT. By submitting a bid, the bidder agrees and consents to the terms, conditions, and provisions of the RFT, including the Contract Terms and Conditions, and offers to provide the Deliverables in accordance therewith at the rates set out in its bid.

2. Rates

The bidder has submitted its rates in accordance with the instructions in the RFT. The bidder confirms that it has factored all of the provisions of Appendix A, including insurance and indemnity requirements, into its pricing assumptions and calculations.

3. Addenda

The bidder is deemed to have read and accepted all addenda issued by Niagara Region prior to the Deadline for Issuing Addenda. The onus is on bidders to make any necessary amendments to their bids based on the addenda.

4. No Prohibited Conduct

The bidder declares that it has not engaged in any conduct prohibited by this RFT.

5. Conflict of Interest

The bidder has considered the definition of "Conflict of Interest" in Section 3.4 of the RFT, and declares that there is no actual or potential Conflict of Interest relating to the preparation of the bid, and/or the bidder foresees no actual or potential Conflict of Interest in performing the contractual obligations contemplated in the RFT.

6. Disclosure of Information

The bidder hereby agrees that any information provided in this bid, even if it is identified as being supplied in confidence, may be disclosed where required by law or by order of a court or tribunal. The bidder hereby consents to the disclosure, on a confidential basis, of this bid by Niagara Region to the advisers retained by Niagara Region to advise or assist with the RFT process, including with respect to the evaluation of this bid.

7. Bid Irrevocable

The bidder agrees that its bid shall be irrevocable for the Irrevocability Period specified in the RFT, running from the moment the Submission Deadline has passed.

8. Execution of Contract

The bidder agrees that in the event its bid is selected by Niagara Region, in whole or in part, it will finalize and execute the Contract in the form set out in Appendix A to this RFT in accordance with the terms of this RFT.

☒ I have the authority to bind the organization. - Laurie Crozier, Proposal Manager, TELUS Communications Inc.

The proponent has considered the definition of "Conflict of Interest" and declares that there is no Conflict of Interest relating to the preparation of its proposal, and no foreseeable Conflict of Interest in performing the contractual obligations contemplated in the Bid.

Select No to state you do not have a conflict.

☐ Yes ☒ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document

Please check the box in the column "**I have reviewed this addendum**" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
There have not been any addenda issued for this bid.		