



REPORT

TO: Mayor Lawlor and Members of Council

FROM: Murray Colquhoun, Director of Information Technology Services

DATE: May 31, 2023

REPORT NO.: CS-2023-025

SUBJECT: Award of Managed Fibre and Internet Services

RECOMMENDATION:

THAT Report No. CS-2023-025, dated May 31, 2023, regarding Award of Managed Fibre and Internet Services be received;

AND FURTHER THAT Rogers Communications Canada Inc. 333 Bloor Street East 10th Floor, Toronto, ON M4W 1G9 be awarded the contract for managed fibre services for three (3) years with an option for two (2) additional one-year terms for an annual upset limit of \$75,000 plus applicable taxes;

AND FURTHER THAT the Mayor and Clerk be authorized to execute the Master Agreement and any ancillary documents with Rogers Communications Canada Inc. (Rogers) for managed fibre services.

AND FURTHER THAT the Senior Manager of Purchasing and Risk Management be authorized to issue a purchase order to Rogers Communications Canada Inc. 333 Bloor Street East 10th Floor, Toronto, ON M4W 1G9 in the annual upset amount of \$75,000 (excluding HST) for a three (3) year term with the option to renew this contract for two (2) additional one-year terms, based on satisfactory performance and price negotiations;

AND FURTHER THAT Bell Canada Inc. (Bell) be awarded the contract for internet services for three (3) years with an option to renew this contract for two (2) additional one-year terms, based on satisfactory performance and price negotiations for an annual upset limit of \$7,000 plus applicable taxes;

AND FURTHER THAT the Mayor and Clerk be authorized to execute the Master

Agreement and any ancillary documents with Bell Canada Inc. (Bell) for Internet Services.

KEY POINTS:

The following are key points for consideration with respect to this report:

- A competitive bidding process was followed to select and award the provision of Managed Fibre and Internet services.
- Staff recommends that Rogers be awarded the contract to provide Managed Fibre Services.
- Staff recommends that Bell be awarded the contract to provide Internet Services.
- Funding exists within the existing approved Operating budget for these awarded contracted services.
- As per the Purchasing Policy, Request for Proposals over \$250,000 for the entire term of the contract must be approved by Council.

BACKGROUND AND DISCUSSION:

Managed Fibre services are required to provide network connectivity between all main Town facilities. Internet services is provided centrally to all Town facilities through provision of centralized Internet services.

A Request for Proposal (RFP) was issued on March 30, 2023 for the provision of these services. The bid was posted on the Town’s bids and tenders portal <https://haltonhills.bidsandtenders.ca>. Eighteen (18) firms downloaded the document. The RFP closed on May 1, 2023 and nine (9) submissions were received from the following nine (9) vendors:

Vendor	Location
HCE Telecom	Hamilton, Ontario
Allstream Business Inc.	Mississauga, Ontario
Frontier Networks	Toronto, Ontario
Connex Telecommunications Inc.	Richmond Hill, Ontario
Packet-Tel Corp	Waterloo, Ontario
Bell Canada	Mississauga, Ontario
Rogers Communications Canada Inc.	Toronto, Ontario

iTel Networks Inc.	Kamloops, British Columbia
Cogeco Connexion Inc.	Burlington, Ontario

Bids were evaluated by a staff team that included: the Director of Information Technology Services and Supervisor of Operations and Infrastructure The evaluation was facilitated by the Senior Manager of Purchasing and Risk Management, based on the following criteria:

- Experience, project team credentials
- Demonstrated scope of services, workplan, schedule, support and maintenance
- Cost effectiveness

Based on submissions and the above criteria, the evaluation team determined that Rogers was the highest ranked respondent for Managed Fibre services and Bell was the highest ranked respondent for Internet services.

Based upon this review, staff recommends that Rogers be awarded the contract to provide Managed Fibre Services.

Based upon this review, staff recommends that Bell be awarded the contract to provide Internet Services.

STRATEGIC PLAN ALIGNMENT:

This report aligns to the Town’s Strategic plan recognizing the value to provide responsive, effective municipal government and strong leadership in the effective and efficient delivery of municipal services.

This report also identifies fiscal and corporate management as one of the Town’s Strategic priorities.

RELATIONSHIP TO CLIMATE CHANGE:

This report is administrative in nature and does not directly impact or address climate change and the Town's Net Zero target.

PUBLIC ENGAGEMENT:

Public Engagement was not needed as this report is administrative in nature.

INTERNAL CONSULTATION:

Staff worked in conjunction with Purchasing staff. The Senior Manager of Purchasing & Risk Management is in agreement with the award of these contracts.

FINANCIAL IMPLICATIONS:

This report will be funded through an existing approved budget source.

Reviewed and approved by,

Simone Gourlay, Senior Manager of Purchasing and Risk Management

Laura Lancaster, Commissioner of Corporate Services

Chris Mills, Chief Administrative Officer