

## Report to Corporate Services Committee

**To:** Chair and Members  
Corporate Services Committee

**From:** John Paradis, Deputy City Manager, Enterprise Supports

**Subject:** SS-2024-072 Single Source Mobility Contract

**Date:** February 26<sup>th</sup>, 2024

## Recommendation

That on the recommendation of the Deputy City Manager, Enterprise Supports the following actions **BE TAKEN**, with respect to Mobile Devices and Services:

- a) That approval hereby **BE GIVEN** to approve an extension to the Master Agreement Adoption Agreement between The Corporation of the City of London and Rogers Communications Canada Inc. (“Rogers”) to March 31, 2025; it being noted that the Master Agreement Adoption Agreement was a single source procurement approved pursuant to s. 14.4(g) of the Procurement of Goods and Services policy; and
- b) The attached proposed By-law (Appendix A) **BE INTRODUCED** at the Municipal Council meeting of Tuesday, March 5th, 2024:
  - i. TO AUTHORIZE the Deputy City Manager, Enterprise Supports to APPROVE an amending agreement to extend the Master Agreement Adoption Agreement between The Corporation of the City of London and Rogers from February 1, 2024 to July 31, 2024;
  - ii. TO AUTHORIZE the Deputy City Manager, Enterprise Supports to APPROVE an amending agreement to extend the Master Agreement Adoption Agreement between The Corporation of the City of London and Rogers from August 1, 2024 to March 31, 2025, conditional on the Ontario Master Agreement between His Majesty the King in right of Ontario and Rogers being extended to March 31, 2025 or beyond March 31, 2025.
  - iii. TO AUTHORIZE the Mayor and City Clerk to execute the amending agreements to the Master Agreement Adoption Agreement.
- c) That the Civic Administration **BE AUTHORIZED** to undertake all the administrative acts that are necessary in connection with this matter; and
- d) Approval hereby given **BE CONDITIONAL** upon the Corporation negotiating the maintaining of satisfactory prices, terms and conditions with Rogers Canada Co. to the satisfaction of the Director, Information Technology Services; and
- e) Approval hereby given **BE CONDITIONAL** upon the Corporation entering a formal contract, agreement or having a purchase order relating to the subject matter of this approval.

## Executive Summary

Through an amendment agreement approach, Information Technology Services (ITS) is seeking authorization to continue to acquire mobile technology services and related assets by extending the Master Agreement Adoption Agreement.

Leveraging The Province of Ontario Vendor of Record Agreement (VOR OSS-00415819) in this manner delivers procurement lifecycle management and mobile communications for all City of London Service Areas and many local Agencies, Boards and Commissions while also ensuring competitive pricing and cost certainty.

## **Linkage to the Corporate Strategic Plan**

This project supports the City of London's "Climate and Sustainable Growth" strategic area of focus. This undertaking supports the following specific strategies outlined in the 2023-2027 Strategic Plan:

- Build, maintain, and operate technology focused on information security, performance, and value.

## **Analysis**

### **1.0 Background Information**

#### **1.1 Previous Reports Related to this Matter**

1. Corporate Services Committee, February 7, 2017, Vendor Of Record (VOR) OSS-00415819 Arrangement for Mobile Devices And Services

### **2.0 Discussion and Considerations**

#### **2.1 Procurement Approach**

Since 2017, Information Technology Services has purchased mobile technology assets and services leveraging the Province of Ontario Vendor of Record Agreement (VOR OSS-00415819). The term of this award was a three (3) year period, with an optional two (2) additional, two (2) year extensions. Both optional extensions have been exercised at this time, however the Province of Ontario has extended this agreement to July 31, 2024. The Province of Ontario has yet to provide information on new mobility services contracts; however, through the available Master Agreement Adoption Agreement current participants in the VOR program may enter into an adoption agreement with the Vendor so that the Buyer may place orders and acquire Services and Deliverables from the Vendor in accordance with the terms of the Ontario Master Agreement, as amended. This methodology provides important continuity of service for all City of London mobile phone users, allowing the City to bridge the current agreement with Rogers until the Province of Ontario announces a new VOR agreement.

Based on the City of London's mobility requirements, ITS is seeking approval to continue to leverage the Province of Ontario Vendor of Record Agreement (VOR OSS-00415819). In taking this approach, ITS and the City of London will continue to ensure competitive pricing and cost certainty. Through this procurement approach the City of London can benefit from the buying power associated with the broader Provincial agreement and significantly reduce the internal labour costs associated with a formal bid process.

#### **Purchasing Process**

Utilizing the Province of Ontario Vendor of Record Agreement (VOR OSS-00415819) is in compliance with the City of London's Procurement of Goods and Services Policy per section 14.4.g) Single Source: "It is advantageous to the City to acquire the goods or services from a supplier pursuant to the procurement process conducted by another public body."

### **3.0 Financial Impact/Considerations**

The funding to support this corporate service has been approved through the Multi-Year Budget Process. It being noted that the City of London has realized over \$900,000 in direct savings through this agreement to date.

**Prepared by:** Dan Dobson, Senior Manager of Infrastructure and Data Services, Information Technology Services

**Submitted by:** Mat Daley, Director, Information Technology Services

**Recommended by:** John Paradis, Deputy City Manager, Enterprise Supports

**CC:** Tanja Kueneman, Financial Business Administrator  
Mary Ma, Procurement Officer

## APPENDIX A

Bill No.

By-law No.

A By-law to delegate authority to the Deputy City Manager, Enterprise Supports to approve an amending agreement to extend the current Master Agreement Adoption Agreement between The Corporation of the City of London and Rogers Communications Canada Inc. and to authorize the Mayor and City Clerk to execute the amending agreement.

WHEREAS subsection 5(3) of the *Municipal Act, 2001* S.O. 2001, c.25, as amended, provides that a municipal power shall be exercised by by-law;

AND WHEREAS section 9 of the *Municipal Act, 2001* provides that a municipality has the capacity, rights, powers and privileges of a natural person for the purpose of exercising its authority under this or any other Act;

AND WHEREAS, after an open and competitive bid process completed by the Minister of Government and Consumer Services in 2014, Her Majesty the Queen in right of Ontario has entered into an agreement with Rogers Communications Partnership for Paging and Mobile Devices and Services VOR OSS\_00415819 – Stream #1 (the “Master Agreement”);

AND WHEREAS Rogers Communications Partnership has reorganized to become Rogers Communications Canada Inc. (“Rogers”);

AND WHEREAS the Province’s agreement with Rogers provides an opportunity for Provincially Funded Organizations (PFO) to enter into agreements with Rogers for Mobility Devices and Services under substantially the same terms subject to the PFO entering into a Master Agreement Adoption Agreement with Rogers Communications Partnership and establishing independent agreements (such as purchase orders) to purchase products from Rogers;

AND WHEREAS the Municipal Council of The Corporation of the City of London approved Rogers as a Vendor of Record for Mobile Devices and Services on February 14, 2017;

AND WHEREAS The Corporation of the City of London and Rogers wish to extend the Master Agreement Adoption Agreement;

NOW THEREFORE the Municipal Council of The Corporation of the City of London enacts as follows:

1. The Deputy City Manager, Enterprise Supports is authorized to approve an amending agreement to extend the current Master Agreement Adoption Agreement between The Corporation of the City of London and Rogers Communications Canada Inc. from February 1, 2024 to July 31, 2024.
2. The Deputy City Manager, Enterprise Supports is authorized to approve an amending agreement to extend the current Master Agreement Adoption Agreement between The Corporation of the City of London and Rogers Communications Canada Inc. from August 1, 2024 to March 31, 2025 provided that the Ontario Master Agreement between His Majesty the King in right of Ontario and Rogers Communications Canada Inc. has been extended to March 31, 2025 or beyond March 31, 2025.
3. The Mayor and the City Clerk are authorized to execute the amending agreement approved by the Deputy City Manager, Enterprise Supports pursuant to their authority under section 1 of this by-law.
4. The Mayor and the City Clerk are authorized to execute the amending agreement approved by the Deputy City Manager pursuant to their authority under section 2 of this by-law.
5. This by-law shall come into force and effect on the day it is passed.

PASSED in Open Council on .

Josh Morgan  
Mayor

Michael Schulthess  
City Clerk

First reading -  
Second reading -  
Third reading -