

TO:	CHAIR AND MEMBERS FINANCE & ADMINISTRATIVE SERVICES COMMITTEE MEETING ON MONDAY, NOVEMBER 26, 2012
FROM:	JOSEPH EDWARD CHIEF TECHNOLOGY OFFICER
SUBJECT:	TENDER 12-92 CELLULAR SERVICES & HARDWARE

RECOMMENDATION

That, on the recommendation of the Chief Technology Officer, the following actions **BE TAKEN**, with respect for Cellular Services & Hardware for the supply of Cell Phones, Air Cards, BlackBerrys (Hardware) and Cellular Communication Services for City of London and participating Boards and Commissions:

- a) The tender for Cellular Services and Hardware for a term of three (3) years with an option for a further two (2) additional one (1) year periods with the low overall bidder Rogers Communications Partnership (Rogers Wireless), 1 Mount Pleasant Road, Toronto, ON M4W 1G9 at their tendered annual price of \$405,585.60 (excluding HST), **BE ACCEPTED**; and
- b) That the Civic Administration **BE AUTHORIZED** to undertake all administrative acts which are necessary in connection with this contract; and
- c) Approvals hereby given **BE CONDITIONAL** upon the Corporation entering into a formal contract or issuing a purchase order relating to the subject matter of this approval.

PREVIOUS REPORTS PERTINENT TO THIS MATTER

Cellular Services and Hardware – Board of Control, October 17, 2007;
 Cellular Services Single Source – Board of Control, August 25, 2010;
 Cellular Services Single Source – Finance & Administration Committee, October 19, 2011;
 Information Technology Strategy – Finance & Administration Committee, January 16, 2012; and
 Cellular Services – Finance and Administrative Committee, March 26, 2012.

BACKGROUND

Purchasing Process

In September, Purchasing & Supply together with Information Technology Services (ITS) issued a tender, T12-92, for Cellular Services and Hardware to source a reliable cellular communication service from an industry-leading vendor. This vendor would have a significant subscriber base and a large voice and data footprint that covers London and surrounding areas.

Seven (7) potential suppliers were invited and the tender was publicly advertised and posted on the City's website. Four (4) compliant bids were received. The low bid submitted by Rogers Communications Partnership (Rogers Wireless), meets all of our terms, conditions, requirements and specifications in all areas.

Discussion

The City has contracted services that were tendered from one cellular service provider, Rogers, since 2007; and has over 1,024 cell phones, Air Cards and BlackBerrys deployed. The features and services being sought are fully described in Tender 12-92 including all rapid advancement of mobile technology and our redefined comprehensive communication strategy services which aligns with our ITS strategy presented to Council.

This award will allow us to customize and implement a more flexible plan with features that properly support our current business usage and enable us to implement emerging technologies in the future. In addition, it provides greater benefit and flexibility in a short term plan but garners the cost savings of a longer term arrangement.

This agreement will help us to avoid the cost of replacing devices, activation charges, etc. of approximately \$542,900 during the 3 year contract term. Please see attached Appendix "A".

Source of Funding

Funding for this expenditure has been allocated in the pending 2013, 2014 and 2015 IT Operating Budgets. A summary of bids received is attached as Appendix "B".

Acknowledgements

This report was prepared by Chris Ginty CPPB, Procurement Officer and Vicky Hobson, Manager III, Information Systems.

SUBMITTED & RECOMMENDED BY:	REVIEWED AND CONCURRED BY:
JOSEPH EDWARD, CHIEF TECHNOLOGY OFFICER	MIKE TURNER, DEPUTY CITY TREASURER
REVIEWED AND CONCURRED BY:	
MARTIN HAYWARD MANAGING DIRECTOR, CORPORATE SERVICES AND CITY TREASURER, CHIEF FINANCIAL OFFICER	

cc: John Freeman, Manager of Purchasing and Supply.