



BID AWARD PANEL CONTRACT AWARD

Award of Ariba Doc. No 2648557553 to TeraMach Technologies Inc. for the non-exclusive supply of Amazon Web Services (AWS) Cloud Subscription Services, Google Cloud Platform (GCP) Subscription Services and Professional Services for the Technology Services Division.

Date: December 10, 2020
To: Bid Award Panel
From: Chief Procurement Officer
Wards: All

RECOMMENDATIONS

The Chief Procurement Officer recommends that the Bid Award Panel grant authority to award the following contract:

Solicitation Number:

Request for Quotation (RFQ), Ariba Doc No. 2648557553

Description:

For the non-exclusive supply of Amazon Web Services (AWS) Cloud Subscription Services, Google Cloud Platform (GCP) Subscription Services and Professional Services for a period of five (5) years.

Recommended Supplier:

TeraMach Technologies Inc.

Contract Award Value:

Part A - Amazon Web Services (AWS):

\$2,322,500 USD net of all applicable taxes and charges

\$2,624,425 USD including HST and all applicable charges

\$2,363,376 USD net of HST recoveries

Part B - Google Cloud Platform (GCP):

\$527,500 USD net of all applicable taxes and charges

\$596,075 USD including HST and all applicable charges

\$536,784 USD net of HST recoveries

The total contract award identified in this report for combined both Part A and B is \$3,220,500 USD (\$4,251,060 CAD) including all applicable taxes and charges. **The cost to the City is \$2,900,160 USD (\$3,828,211 CAD) net of HST recoveries.**

The contract is expected to start on December 30, 2020 and end on December 29, 2025.

FINANCIAL IMPACT

The total contract award identified in this report for combined both Part A and B is \$3,220,500 USD (\$4,251,060 CAD) including all applicable taxes and charges. The cost to the City is \$2,900,160 USD (\$3,828,211 CAD) net of HST recoveries. \$1USD = \$1.32 CAD exchange rate (November 2020).

Funding is available in the 2020 Approved Operating Budget for the Technology Services Division. Additional operating funding will be requested in the 2021-2025 Technology Services Operating Budget Submissions. Funding details are provided in Table 1 below:

Table 1: Financial Impact Summary of Recommended Contract for both Part A and B:

Date	Cost Centre IT1017 GL 4828/4474	Cost Centre IT2109 GL 4828/4474	Grand Total USD (net of HST recoveries)	Grand Total CAD (net of HST recoveries)
Dec 1, '20 to Dec. 31, '20	\$30,000 USD		\$30,000 USD	\$39,600 CAD
Jan. 1, '21 to Dec. 31, '21	\$340,000 USD	\$240,032 USD	\$580,032 USD	\$765,642 CAD
Jan. 1, '22 to Dec. 31, '22	\$340,000 USD	\$240,032 USD	\$580,032 USD	\$765,642 CAD
Jan. 1, '23 to Dec. 31, '23	\$340,000 USD	\$240,032 USD	\$580,032 USD	\$765,642 CAD
Jan. 1, '24 to Dec. 31, '24	\$340,000 USD	\$240,032 USD	\$580,032 USD	\$765,642 CAD

Jan. 1, '25 to Nov. 30, '25	\$325,000 USD	\$225,032 USD	\$550,032 USD	\$726,042 CAD
Total (net of HST recoveries)	\$1,715,00 USD	\$1,185,160 USD	\$2,900,160 USD	\$3,828,211 CAD

SOLICITATION SUMMARY

Solicitation Issued: October 16, 2020

Solicitation Closed: November 5, 2020

Number of Addenda Issued: Three (3)

Number of Bids: Five (5)

Table 2: Summary of Bids Received for RFQ, Ariba doc. No 2648557553 including bid price for Part A - AWS:

Supplier Name	Bid Price (including H.S.T.)
TeraMach Technologies Inc.	\$2,624,425.00 USD
Onix Networking Canada, Inc.	\$2,825,000.00 USD
OnX Enterprise Solutions Ltd.	\$2,892,800.00 USD

Table 3: Summary of Bids Received for RFQ, Ariba doc. No 2648557553 including bid price for Part B - GCP:

Supplier Name	Bid Price (including H.S.T.)
TeraMach Technologies Inc.	\$596,075.00 USD
Onix Networking Canada, Inc.	\$604,550.00 USD
OnX Enterprise Solutions Ltd.	\$632,800.00 USD
SADA Systems Canada Inc.	\$649,750.00 USD
Yellow Pencil Inc.	\$649,750.00 USD

DIVISION CONTACTS

Sabrina Dipietro, Acting Manager, Goods & Services, Purchasing & Materials Management, Telephone: 416-392-4809, Email: Sabrina.Dipietro@toronto.ca

Lawrence Eta, Chief Technology Officer, Technology Services, Telephone: (416) 492-8421, Email: Lawrence.Eta@toronto.ca

COMMENTS

For the recommended contract award, the following requirements have been met:

a. The firm recommended for award is the lowest Supplier meeting specifications or to the highest scoring Supplier based on the evaluation criteria included in the Solicitation and meeting the requirements of the solicitation;

b. the appropriate Division has reviewed submissions and found the price to be reasonable, within available budget and concurs with the recommendation;

c. the total contract value is less than \$20 million dollars (excluding applicable taxes) and the contract term is:

1. for a contract funded by the operating budget, 5 years or less including any option years; or

2. for a contract funded by the capital budget, within the projected term of the capital funding for the project as set out in the capital budget,

being within the authority of the Bid Award Panel;

d. there are no material written objections to the award;

e. the Solicitation document was advertised on the City's internet website and bids or proposals were opened publicly; and

f. the Fair Wage Office confirms the recommended firm understands the Fair Wage Policy and Labour Trades requirements and has agreed to comply fully.

Additional details and information for the above Solicitations are on the file in the Purchasing and Materials Management Division.

SIGNATURE

Michael Pacholok
Chief Procurement Officer