

Region of Waterloo

Corporate Services

Treasury Services (Procurement)

To: Regional Council

Meeting Date: **October 25, 2023**

Report Title: P2023-06 Region of Waterloo Water and Facilities Buildings Security Upgrades.

1. Recommendation:

That the Regional Municipality of Waterloo accept the proposal of Fire Monitoring of Canada for P2023-06 Region of Waterloo Water and Facilities Buildings Security Upgrades in the estimated amount of \$13,713,069.75 plus all applicable taxes as set out in report COR-TRY-23-033 dated October 25, 2023.

2. Purpose / Issue:

Purchasing by-law 22-034 Section 2 item 2c requires Council approval for tenders in excess of \$10,000,000.

3. Strategic Plan:

Award of this contract meets the 2023-2027 Corporate Strategic Plan objective to explore new service models and partnerships to achieve fiscal resilience and better service: Working together, we will identify and invest in new approaches that support our future fiscal resilience. We will support staff and the community to drive service transformation that is culturally appropriate, safe and inclusive through co-design, data-driven decision-making, innovative digital tools, and other ways of knowing under Strategic Focus Area 4, Resilient and future-ready organization.

4. Report Highlights:

- Proposals were called for P2023-06 Region of Waterloo Water and Facilities Buildings Security Upgrades and were advertised on the Ontario Public Buyers Association website and the Region's website.
- Two (2) proposals were received. The proposals were evaluated using pre-determined technical criteria which included compliance with technical specifications, demonstrated experience, quality assurance, professional & technical

staff experience, contractor's experience, equipment and labour capabilities, past experience on similar projects, and a live in-person interview / software demonstration. Both proposals were shortlisted and their price submissions were opened. Fire Monitoring of Canada received the highest overall score.

- The following proposals were shortlisted:

Fire Monitoring of Canada	St. Catharines, ON
Met-Scan Canada Ltd.	Toronto, ON

- The final date of acceptance for this proposal is January 13, 2024.
- The work of this project includes the detailed design, supply, installation, testing and commission of the building access control systems for all Region Facilities and Water supply and treatment sites (over 200 facilities). It is expected that this work will proceed over the course of a five (5) year timeline. The building access control system shall include all required hardware devices and software necessary for the proposed solution. Included in the vendor's scope is also the decommissioning of the existing security systems as well as ongoing support services required to maintain the new security solution.

5. Background:

Given the large scale, duration, and criticality of the project, an Expression of Interest (EOI2022-01) was issued by the Region which was used to both gauge interest from prospective bidders, as well as pre-qualify vendors with sufficient experience, software capabilities and financial stability to ensure a high quality product. A total of fifteen (15) vendors submitted EOI packages for Region review. Seven (7) of the prospective vendors were invited to provide detailed proposals as per RFP P2023-06. Two (2) of the seven (7) elected to provide a detailed proposal package. At least one (1) of the (7) seven vendors invited to bid elected not to due to their inability to comply with the Region's general terms and conditions, specifically regarding liability.

This project is required for a variety of reasons, namely: the security system currently employed at Water sites is not centralized, outdated software needs to be updated and replaced, aging infrastructure components are difficult to replace and maintain, and lastly the systems are not standardized across the Region which adds a significant operational and maintenance burden to Region staff. To improve the reliability, integrity and security of our water resources and regional facilities, an upgrade to the existing infrastructure is required.

6. Area Municipality Communication and Public/Stakeholder Engagement:

N/A

7. Financial Implications:

There are sufficient funds in the Region's approved 2023-202 Capital Programs for Water and Wastewater Services and Facilities Management to complete the security upgrade work under this contract. The necessary funding has also been reflected in the Preliminary 2024-2033 Capital Program. Detailed Financial Implications tables are included in Appendix A.

8. Conclusion / Next Steps:

Subject to Council approval, the work of this contract will begin November 1, 2023 with completion expected by December 31, 2028.

9. Attachments:

Appendix A: Detailed Financial Implications

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