



**CONTRACT EXTENSION
APPROVAL
RECOMMENDATION**

Meeting Date: September 18, 2025
Contact: Alexander Ralph
Contact No.: 604 829 2092

TO: Bid Committee
FROM: Chief Procurement Officer

RECOMMENDATION

Recommendation to approve an extension of the Term and modification of the original Fujitsu Consulting (Canada) Inc. Services Agreement dated November 3, 2017, as previously extended and modified by the First Modification Agreement (ref: PS20220133) dated November 2, 2022, by an additional two (2) years. Fujitsu Consulting (Canada) Inc. provides authorized Reseller services for ServiceNow SaaS enterprise services management software, and implementation and other support services for the use of that software.

Pursuant to the City's Procurement Policy (ADMIN-008), the Chief Procurement Officer recommends the Bid Committee approve a contract extension to the contract described below. The contract extension will not be executed until it is approved by Council.

Contract Number and Title:	PS20170690 Provision of an Enterprise Service Management Platform, as modified by the First Modification Agreement (ref: PS20220133)
Description of Services:	Reseller services for ServiceNow SaaS enterprise services management software licenses, and related professional and software support services.
Vendor:	Fujitsu Consulting (Canada) Inc., 666 Burrard Street, Suite 500, Vancouver, BC, V6C 3P6.
Original Contract Value/Term	The initial three (3)-year term of the First Modification Agreement commenced on November 2, 2022 and will expire on November 1, 2025. The First Modification Agreement has provisions for the City to extend the contract term after November 1, 2025, for two (2) additional and successive periods of one year each. The City now wishes to exercise its option to extend the contract term for two (2) additional years, from

	November 2, 2025 to November 1, 2027, through a contract extension. During the initial three (3)-year term of the First Modification Agreement, the estimated contract value was \$1,833,226.20, plus applicable taxes. During the period from February 17, 2023 to June 2, 2025 inclusive, there have been a total of eight (8) change orders (Change Orders 1 – 8, inclusive) having a total cumulative value of approximately \$937,681.04, which brings the current contract value to \$2,770,907.24, plus applicable taxes.
New Contract Value/Term	With the contemplated contract extension, extending the contract term by two (2) years to November 1, 2027, valued at \$2,771,680.80, the total contract value will reach \$5,542,588.04, plus applicable taxes.
Reason for Amending Agreement	The ServiceNow software is now integral to City operations, and the Fujitsu Consulting (Canada) Inc. Reseller services are essential to the City's use of the software. The City has the option at this time to renew the existing Fujitsu Consulting (Canada) Inc. Services Agreement.

DECISION

Pursuant to the City's Procurement Policy (ADMIN-008), the Bid Committee approved the recommended contract extension to the contract with Fujitsu Consulting (Canada) Inc. for the Provision of an Enterprise Service Management Platform (ref: PS20170690). The contract extension will not be executed until it is approved by Council.