



## BID COMMITTEE REPORT

Meeting Date: September 5, 2024.  
Contact: Alexander Ralph  
Contact No.: 604 829 2092

TO: Bid Committee  
FROM: Chief Procurement Officer

### RECOMMENDATION

Recommendation to enter into a contract with CDW Canada Corp as the Value Added Reseller for Network and Data Center Hardware, Software, Services, Support & Warranty.

Solicitation Number:	Request for Proposal PS20230599-COV-RFP Value Added Reseller for Network and Data Center Hardware, Software, Services, Support & Warranty.
Description of the Goods or Services:	Value Added Reseller for Network and Data Center Hardware, Software, Services, Support & Warranty for the City of Vancouver, Vancouver Police Board, and Vancouver Public Library (collectively, "the City").
Recommended Vendor:	CDW Canada Corp
Contract Term and Estimated Contract Value:	<p>The recommended term of the contract is five (5) years, with the City's unilateral option to extend for four (4) additional one (1)-year terms.</p> <p>The estimated contract value is \$49 million, plus applicable taxes, over the initial five (5)-year term of the contract.</p> <p>The estimated contract value for the entire potential nine (9)-year term, including all possible extension terms, is \$92.5 million, plus applicable taxes.</p>

## PROCUREMENT SUMMARY

Date of Issuance of RFP:	January 26, 2024
Notices Sent:	Supply Chain Management sent notices to nine (9) proponents.
Closing Date:	March 8, 2024
Responses Received:	CDW Canada Corp (Network and Data Center)
	Charter Telecom Inc. (Network)
	I.T. Blueprint Solutions Consulting Inc. (Data Center)
	Softchoice Canada Inc. (Network and Data Center)
	TELUS (Network)

Evaluation Criteria	Evaluation Weighting
Technical	60%
Financial	35%
Sustainability	5%
Total	100%

## COMMENTS

The recommended contract meets the following requirements:

- The City advertised the procurement in accordance with the City's Procurement Policy (ADMIN-008);
- The proposed vendor offers the best value and scored the highest, which City staff calculated in accordance with the criteria, factors, and methods stated in the City's solicitation documents;
- The City's Financial Planning & Analysis department and the client business unit reviewed and concurred on the procurement budget and the selection of the proposed vendor;
- Pursuant to the City's Procurement Policy (ADMIN-008), the Bid Committee and Council have authority to approve the contract because the total price is greater than \$3,000,000;
- If Bid Committee approves this report and Council subsequently approves a related Council Report, the City's Director of Legal Services, Chief Procurement Officer, and Deputy City Manager will have the authority to negotiate, execute, and deliver all legal documents for this procurement on behalf of the City; and
- As the Bid Committee approval is a pre-contractual award, the terms and conditions of the final agreement may vary as a result of the negotiation with the proposed vendor.

## DECISION

Pursuant to the City's Procurement Policy (ADMIN-008), the Bid Committee approved the contract with CDW Canada Corp as the Value Added Reseller for Network and Data Center Hardware, Software, Services, Support & Warranty under PS20230599-COV-RFP. The contract will not be executed until it is approved by Council.