

## Section I – Items for Board of Directors Action

**TO:** Chair and Members of the Executive Committee  
Meeting #4/20, Friday, June 12, 2020

**FROM:** Moranne McDonnell, Director, Restoration and Infrastructure

**RE:** **VENDOR OF RECORD ARRANGEMENT FOR RENTAL OF CONSTRUCTION EQUIPMENT**  
RFP No. 10033257

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### KEY ISSUE

Award of Request for Proposal (RFP) No. 10033257 for a Vendor of Record (VOR) arrangement for rental of construction equipment from August 1, 2020 to August 1, 2021.

### RECOMMENDATION

**WHEREAS Toronto and Region Conservation Authority (TRCA) is engaged in a variety of programs/projects that require the utilization of a variety of rented construction equipment;**

**AND WHEREAS TRCA solicited proposals through a publicly advertised process and evaluated the proposals based on the criteria outlined in this report;**

**THE EXECUTIVE COMMITTEE RECOMMENDS THAT TRCA staff be directed to establish a Vendor of Record arrangement with Aqua-tech Dewatering Company Inc., Atlas Dewatering Corporation, CONEQ Rentals, Cooper Equipment Rentals, Herc Rentals, Rapid Equipment Rental Limited, Sunbelt Rentals of Canada, and United Rentals of Canada, Inc. for the supply of rented construction equipment for a period of one (1) year with the option to extend for an additional year;**

**THAT should the vendors not be able to supply rented construction equipment for a particular project, staff be authorized to conduct a separate procurement process per TRCA's Procurement Policy;**

**AND FURTHER THAT authorized TRCA officials be directed to take whatever action may be required to implement the contract, including the obtaining of necessary approvals and the signing and execution of any documents.**

### BACKGROUND

TRCA requires various construction equipment for completing a variety of engineering, habitat restoration, and trail building projects throughout TRCA's jurisdiction. By establishing a VOR arrangement for the rental of construction equipment, vendors are authorized to provide these goods and/or services for a defined period of time and with fixed pricing.

Staff may contact a vendor on the list to provide rental construction equipment with a value up to \$100,000 per project. Services above the \$100,000 threshold will be procured through a separate competition and are subject to TRCA's Procurement Policy. Vendors will provide all resources required to service the divisional or program needs in accordance with applicable laws, codes, standards, terms and conditions of the VOR agreement. The VOR arrangement will be subject to annual review in order to confirm that the vendor(s) is/are providing an adequate level of service and to update any applicable insurance, certifications, or policies of

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the vendors.

### **RATIONALE**

RFP documentation was posted on the public procurement website [www.biddingo.com](http://www.biddingo.com) on April 20, 2020 and closed on May 7, 2020. One (1) addendum was issued to respond to questions received. A total of twenty-two (22) firms downloaded the documents and ten (10) proposals were received from the following vendor(s):

- Aqua-tech Dewatering Company Inc.
- Atlas Dewatering Corporation
- CONEQ Rentals
- Cooper Equipment Rentals
- Herc Rentals
- Rain for Rent Canada ULC
- Rapid Equipment Rental Limited
- Sunbelt Rentals of Canada
- Battlefield Equipment Rentals – Div. of Toromont Industries Ltd.
- United Rentals of Canada, Inc.

The proposal from Battlefield Equipment Rentals – Div. of Toromont Industries Ltd. did not meet the minimum score of 30 points for their technical proposal and was not evaluated further.

An Evaluation Committee comprised of staff from the Restoration & Infrastructure division reviewed the proposals. The criteria used to evaluate and select the recommended Proponents included the following:

<b>Criteria</b>	<b>Weight</b>	<b>Minimum Score</b>
Proponent's Information and Profile	5	
Organizational Experience and Servicing Locations	10	
Company Structure	10	
Maintenance and Repair Policy	10	
Environmental Consideration	5	
<b>Sub-Total</b>	<b>40</b>	<b>30</b>
Pricing	60	
<b>Sub-Total</b>	<b>60</b>	
<b>Total Score</b>	<b>100</b>	

Proponents had the option to provide pricing for one or more of the nine (9) different categories of equipment. The four (4) highest scoring Proponents for each equipment category are recommended for contract award.

Through the evaluation process it was determined that Aqua-tech Dewatering Company Inc., Atlas Dewatering Corporation, CONEQ Rentals, Cooper Equipment Rentals, Herc Rentals, Rapid Equipment Rental Limited, Sunbelt Rentals of Canada, and United Rentals of Canada, Inc. are one of the four (4) highest scoring vendors for each category, meeting the qualifications and requirements set out in the RFP. Therefore, staff recommends the award of contract No. 10033257 to the aforementioned Proponents. Proponent's scores and staff analysis of the evaluation results can be provided in an in-camera presentation, upon request.

### **Relationship to Building the Living City, the TRCA 2013-2022 Strategic Plan**

This report supports the following strategic priority set forth in the TRCA 2013-2022 Strategic Plan:

#### **Strategy 7 – Build partnerships and new business models**

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### Strategy 2 – Manage our regional water resources for current and future generations

#### FINANCIAL DETAILS

Based upon a review of previous work completed for 2018 - 2020, the anticipated costs for the requested goods and/or services are approximately \$735,000, plus applicable taxes. An increase or decrease in workload will have an impact on the value of this contract. All vendors on the VOR list understand both the potential cost and resource implications associated with changes in workload. The goods and/or services will be provided on an “as required” basis with no minimum hours guaranteed. Vendors may increase unit rates annually, to a maximum of the preceding year’s Ontario’s Consumer Price Index as published by Statistics Canada.

Funds for the contract are identified in a variety of capital and cost recoverable project accounts.

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**Date: May 13, 2020**