

NO: **R131**

COUNCIL DATE: **July 8, 2013**

REGULAR COUNCIL

TO: **Mayor & Council**

DATE: **July 2, 2013**

FROM: **General Manager, Finance & Technology**

FILE: **1355-100**

SUBJECT: **Extension to an Agreement for Wireless Telephony Hardware and Services**

RECOMMENDATION

The Finance and Technology Department recommends that Council approve an extension from August 1, 2013 to July 31, 2015 to the City's agreement with Bell Canada Inc. for the supply of wireless hardware and related voice, text and data transmission services at a total price not to exceed \$910,000 plus applicable taxes during the term of the contract, all as generally described in this report.

BACKGROUND

In June 2010, a Request for Proposal (RFP # 1220-30-18-10) was issued by the City for the supply and implementation of wireless telephony for the City's operations. Bell Canada Inc. was the successful proponent and a contract was negotiated for the period of twenty-four months commencing on October 1, 2010. The contract provided an option for the parties to extend the contract by mutual consent. The contract ended September 30, 2012 but Bell Canada Inc. has continued to provide the subject services on a month-to-month basis since that time at the same rates.

The products and services related to this contract include:

- Smartphones and regular and rugged wireless cellphones;
- Mobile Internet sticks and cards for laptops and other computing appliances;
- Tablet wireless services;
- Modems for specialized services;
- Local, Canada-wide, USA, and International voice, text, and data services as well as travel bundles; and
- Pooling (sharing) of voice, data, and other services.

DISCUSSION

Mobile device use continues to grow. It is expected that over the next two years the City will need approximately 20% more devices as more field workers are equipped to connect with line of business systems. This implementation of technology allows the City resources to be used more efficiently.

Staff has negotiated a twenty-four month extension to the agreement with Bell Canada Inc. that will result in:

- An approximately 20% reduction in wireless telephony hardware and voice and data transmission costs in comparison to the costs that the City has been incurring to date; and
- multimedia messaging service (MMS) texting (the ability to send pictures/videos by SMS text) being available at no additional cost to the City.

The terms of the agreement extension are considered reasonable in the context of the market.

FUNDING

Funding for this contract is available in the approved 2013 Operating Budget and is consistent with the approved Financial Plan for 2014 and 2015.

SUSTAINABILITY CONSIDERATIONS

The recommendations of this report will assist in achieving the objectives of the City's Sustainability Charter; more particularly, the following scope action items:

- EC1: "Corporate Economic Sustainability" that focuses on ensuring the City's resources are used efficiently and responsibly; and
- EN4: "Employee Trip Reduction Program" that centers on assisting employees in making sustainable transportation choices by offering alternative meeting methods that allow employees to connect, communicate and collaborate remotely, thereby reducing the number of trips that are necessary for conducting City business that has the effect of reducing greenhouse gas emissions.

CONCLUSION

Based on the above discussion, it is recommended that Council approve an extension from August 1, 2013 to July 31, 2015 to the City's agreement with Bell Canada Inc. for the supply of wireless hardware and related voice, text and data transmission services at a total price not to exceed \$910,000 plus applicable taxes during the term of the contract, all as generally described in this report.

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