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GC-0323-2021

Item 9.15 - Single Source Designation for the Supply and Delivery of City Standard Intelight Traffic Signal Controllers from Tacel Ltd.

Innovative Traffic Solutions, Inc. would like to thank the city for providing us this opportunity to address Council.

In response to 9.15 Appendix #1 "Tacel Ltd Intelight Traffic Controllers. - Statement of Work", Innovative Traffic Solutions, Inc respectfully requests and believes that it is in the City's best interest to not proceed with the single source contract for Intelight controllers. There are other traffic controllers that should be evaluated for the city's consideration. This procurement should be released as a public tender, and it is in the best interest of the City of Mississauga to receive the most qualified and cost-effective traffic controller solution for the City's ISO 37122 "Indicators for Smart Cities". The following items support this request:

- Procurement No: FA.49.314-13 for Traffic Signal Control System Replacement, Long Term Support Services and ATMS) – Awarded to Parsons Inc in December of 2014.
 - There are other controller manufacturers that were tested during this ATMS RFP like the McCain Inc eX series controller that successfully can communicate with Parsons iNET system meeting all NTCIP standard and priority object sets and meet or exceed the City's requirements to compliment the City's ISO 37122 certification for Smart Cities.
 - Examples of other Parsons iNET ATMS end users that currently communicate with different/multiple controller manufacturers are Halifax Regional Municipality (HRM), NS and City of London, ON. Parsons selected the McCain eX series controller based on the performance and cost effectiveness for these projects.
- The per unit dollar amount for the Intelight traffic controller as per GC-0323-2021, Item 9.15 appendix #1 are as follows:
 - Year 2020 - \$4,345.00 per Intelight traffic controller (x 20 = \$86,900.00)
 - Year 2021 - \$4,450.00 per Intelight traffic controller (x 27 = \$120,150.00)
- The per unit price listed above represents, at minimum, a 30% premium for similar controllers from other manufacturers who meet/exceed the Intelight controller functionality.
 - Comparing to similar traffic controllers procured through public tender, the City can expect to see the following per unit dollar value for year 2021 and 2022:
 - Year 2021 - \$3,400.00 per traffic controller (x 27 = \$91,800.00). This is almost a \$30,000.00 per year savings for the City of Mississauga.



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- The following data, gathered from public bid sites or in person bid results, support our assertion that the City of Mississauga will be paying in excess of at minimum \$1,000.00 more for the Intelight traffic controller than other Canadian cities.
 - RFQ Number: 19H274 - Halifax Regional Municipality - Oct 17, 2019. Tacel was awarded at a per unit price of \$2,682.00/ea.
 - RFT Number: C11-58-17 – City of Hamilton – September 14, 2017. Tacel was awarded at a per unit price of \$2,070.70/ea.

The above information is provided to the city so you may reevaluate your position for a sole source award to Tacel for traffic controllers procured at a higher cost than other municipalities in Canada utilizing a competitive tendering process.

Not only does the price factor play an important role in this request, but since the initial controller evaluation took place in 2014/2015, technology has advanced and there are many other solutions available that should be considered to help continue the City's vision into their smart city initiatives.

Innovative Traffic Solutions, Inc would like to thank Mayor Crombie and the City of Mississauga Councillors for your consideration of this request. Thank you very much for your time.

Respectfully Submitted,

A handwritten signature in black ink, appearing to read 'Frank Rao', written in a cursive style.

Frank Rao, C.E.T.
President
Innovative Traffic Solutions, Inc

About Innovative Traffic Solutions, Inc:

Innovative Traffic Solutions, Inc. (ITS) is a wholly owned Canadian and small business based in Stoney Creek, ON. We are a full service-stocking distributor of McCain Inc and other vendors' products for all of Canada. ITS has been in business for over 20 years, with the intent of supplying not only product but also superior service to the Canadian traffic control and parking marketplace. We currently provide sales, service, assembly, training, and technical support to all end users throughout the Canadian traffic and parking market and their electrical contractors. ITS is in compliance to all Provincial and Federal COVID-19 policies and guidelines.