

# City of Mississauga Corporate Report



Date: October 17, 2024

To: Chair and Members of General Committee

From: Geoff Wright, P.Eng, MBA, City Manager and Chief  
Administrative Officer

Originator's files:

Meeting date:  
December 4, 2024

## Subject

**Single Source Contract Award for the Supply and Delivery of a Cloud Based Data Analytics Solution for Mississauga Fire and Emergency Services**

## Recommendation

1. That the Single Source procurement for a cloud based data analytics solution for Mississauga Fire and Emergency Services from Darkhorse Analytics Inc. be approved for a period of five (5) years, with the option to extend another five (5) years, as detailed in the corporate report entitled "Single Source Contract Award for the Supply and Delivery of a Cloud Based Data Analytics Solution for Mississauga Fire and Emergency Services" dated October 17, 2024 from the City Manager and Chief Administrative Officer.
2. That the Chief Procurement Officer or designate be authorized to execute all contracts and related ancillary documents with respect to the purchase between the City and Darkhorse Analytics Inc. in the amount of \$1,099,525 exclusive of taxes, in accordance with the City's Procurement Bylaw 0013-2022, as amended, and in a form satisfactory to Legal Services.

## Executive Summary

- Mississauga Fire and Emergency Services (MFES) is seeking to procure a cloud-based data and analytics solution that will significantly enhance its ability to make informed, data-driven decisions.
- The City conducted an Advanced Contract Award Notice (ACAN) process that resulted in no other solutions capable of meeting the needs of MFES.
- Section "A" of the Purchasing By-law provides for single source awards when (b) "There is a scarcity of supply in the market".

- The financial impact for the purchase of the Data Analytics Solution will be approximately \$1,099,525.

## Background

Mississauga Fire and Emergency Services (MFES) is seeking to procure a cloud-based data and analytics solution that will significantly enhance its ability to make informed, data-driven decisions. This solution is critical for providing advanced predictive modeling, enabling the department to improve strategic planning, optimize resource allocation, and reduce risks, ultimately leading to more efficient and effective service delivery.

The proposed platform must be cloud-based, eliminating the need for premise-based infrastructure, and ensuring continuous monitoring for uptime and performance throughout the contract's duration. The solution must offer robust predictive modeling capabilities, including the ability to forecast incidents based on the City's known development plans, and utilize stochastic-based methodologies. It should also accommodate future community development, transportation networks, and growth areas that lack historical data, as well as test various station locations and deployment models to support decision-making.

In addition to predictive modeling, the solution must integrate with the City of Mississauga's current Community Risk Assessment (CRA) to create a dynamic, 'living' version of the CRA, capable of handling complex data management and incorporating incident modeling. A dedicated and experienced fire data analyst will be provided by the supplier to assist the City throughout the contract, ensuring the solution's effectiveness.

Darkhorse Analytics is the industry leader in data analytics for the emergency services sector, with market ready solutions that will meet the needs of MFES.

## Comments

Procurement Services, in collaboration with MFES, conducted a thorough market assessment to identify potential suppliers capable of delivering an advanced Data Analytics Solution.

On July 4, 2024, Procurement Services issued an Advance Contract Award Notice (ACAN) through bids & tenders, inviting suppliers with the necessary capabilities to provide their statement of capabilities related to a cloud based advanced data analytics solution for MFES. The notice remained open until July 19, 2024.

At the close of the ACAN, only one supplier, submitted a statement of capabilities for consideration. MFES, IT and Procurement Services participated in a demo of the proposed solution, however, the supplier was unable to demonstrate the requisite experience or expertise to meet MFES's needs. Additionally, they did not present an existing solution tailored to the Fire

& Emergency Services market, nor did they provide relevant case studies. As a result, the supplier was deemed to have not met the requirements of the ACAN. It was determined through the ACAN process that only one supplier, Darkhorse Analytics Inc., currently possesses the capability to provide the Advanced Data Analytics Solution required by MFES.

## Financial Impact

The financial impact for the purchase of the Data Analytics Solution will be approximately \$528,608 for the initial 5-year period. A second 5-year term will be approximately \$570,917 and may be exercised should the solution performance and budget be available. Should both terms be exercised, the total necessary procurement authority will be approximately \$1,099,525.

The annual cost of this solution will be absorbed under the current proposed 2025 operating budget. Any additional costs for subsequent years will be subject to approval during the next budget planning cycle.

## Conclusion

In conclusion, after a comprehensive market assessment and evaluation process, it has been determined that Darkhorse Analytics Inc. is the only supplier capable of delivering the advanced, cloud-based data and analytics solution that meets the specific needs of Mississauga Fire and Emergency Services (MFES). This solution is essential for enhancing MFES's ability to make informed, data-driven decisions, improving strategic planning, optimizing resource allocation, and reducing risks. The financial investment in this solution, which is crucial for the efficient and effective delivery of emergency services, will be funded through the allocated budget, ensuring that MFES continues to lead in the utilization of cutting-edge technology for public safety.



Geoff Wright, P.Eng, MBA, City Manager and Chief Administrative Officer

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