

Date: January 4, 2021

To: Chair and Members of General Committee

From: Geoff Wright, P.Eng, MBA, Commissioner of
Transportation and Works

Originator's files:
PRC002725

Meeting date:
January 27, 2021

Subject

Single Source Contract Award to Natsco Transit Solutions (Natsco) for the application of AEGIS Microbe Shield to the interior of MiWay transit buses and non-revenue transit support vehicles (#PRC002725)

Recommendation

1. That the report titled "Single Source reapplication of AEGIS" microbe shield from the Commissioner of Transportation and Works dated January 4, 2021 be received.
2. That the purchasing agent be authorized to execute an agreement with Natsco, on a single source basis for an estimated amount of \$251,750.00 in Q1 2021, to reapply AEGIS Microbe Shield to the interior of the MiWay bus fleet and non-revenue support vehicles, with an estimated date of February 2021.

Report Highlights

- MiWay transit fleet had AEGIS Microbe Shield applied by Natsco in March 2020 as an effort to reduce the spread of Covid-19 at the time of the pandemic outbreak. The coated interior surfaces will retain antimicrobial activity for a period of up to 12 months at which time reapplication of AEGIS Microbe Shield is required. MiWay requests Council approval for a single source contract for the reapplication of the AEGIS Microbe Shield product to be executed early February 2021
- AEGIS Microbe Shield has a history of safe, durable, long-lasting antimicrobial efficacy. The patented technology is currently used across North America as well as Europe, Asia, India, South America, the Caribbean and Australia. The surface protection program has been used successfully in the transportation industry including Oakville Transit and GO Transit.
- This report recommends that the City enter into a contract with Natsco for the turn key application of the AEGIS Microbe Shield, on a single source basis, due to the existence of exclusive rights such as patent, copyright or licence.

- Staff recommend that a contract be awarded to Natsco on a single source basis. MiWay staff has negotiated reapplication pricing with Natsco for best value to the City.
- The Purchasing By-law #374-2006, Schedule “A” item 1(a)(iii) allows for single source contract awards with existence of exclusive rights such as patent, copyright or licence.

Background

MiWay currently has 497 active buses (428 forty (40) foot buses, 69 sixty (60) foot buses) and 60 non-revenue support vehicles. It is responsible for on street bus operations and ongoing maintenance of the fleet with a pre Covid annual ridership of over 41 million riders.

Although there was immediate ridership decline at the beginning of the pandemic, MiWay as an essential city service continued to provide reliable transit services to essential front line workers and Mississauga residents in general. In order to reduce the spread of viruses and pathogens from contact with surfaces MiWay researched the market for a solution. AEGIS Microbe Shield was reviewed and applied to the MiWay fleet in March 2020 in an effort, amongst others, to reduce the spread of known viruses and retain confidence in our customers to use public transit.

At the time of product review it was evident that other transit properties such as Oakville Transit and GO Transit were applying the product on the interior of buses and trains. Further research has seen the product used globally not only in transit scenarios but also in other commercial establishments in an effort to reduce the spread of known pathogens, molds and mildews.

Present Status

The first application of AEGIS Microbe Shield was applied to the MiWay fleet in March 2020 on an emergency basis, as provided for in the Purchasing By-law. It has an active antimicrobial life duration of 12 months. As we are still in a pandemic state and at the time of this writing in a “Grey” zone or lock down condition MiWay is proactively seeking to reapply the AEGIS Microbe Shield product to its bus and non-revenue fleet. This reapplication is in an effort to reduce the spread of known viruses and keep our transit vehicles as virus free as possible in aid of our passengers and employees. In addition, as the AEGIS product is a “shield” and adheres to all surfaces, the contact surface remains stain and dirt resistant meaning cleaner appearing buses and support vehicles with easier clean up processes if soiled.

This report seeks authority to award a contract to Natsco on a single source basis for reapplication of AEGIS Microbe Shield to the MiWay fleet of buses and non-revenue support vehicles. As Natsco is a partner company of PROTECT Technologies, the sole distributor for AEGIS Microbe Shield, a single source contract is required.

The product is currently used across North America as well as Europe, Asia, India, South America, the Caribbean and Australia. The surface protection program has been used successfully in the transportation industry and other commercial agencies around the globe.

With other local transit and non transit properties applying AEGIS it is becoming challenging to secure an early schedule in 2021 with the vendor (Natsco). MiWay has negotiated a tentative reapplication date, based on Councils approval of the report, In February 2021 which allows reapplication of AEGIS Microbe Shield at the 12 month antimicrobial activity life span of the product.

Comments

Single Source Contract Award

The antimicrobial properties of AEGIS make it a perfect candidate to protect surfaces from the growth of microorganisms.

AEGIS Microbe Shield is an effective product against bacteria, single cell viruses, molds and mildews.

PROTECT Technologies Inc. is a Canadian owned company with the exclusive Global Distribution rights for AEGIS Microbe Shield and Natsco is a partner company to PROTECT Technologies Inc.

Staff recommend that Natsco Transit Solutions be awarded the contract for the reapplication of AEGIS Microbe Shield to the MiWay fleet on a single source basis due to the existence of exclusive rights.

The single source contract award recommendation in this report is made in accordance with Schedule "A" of the Purchasing By-law #374-2006, item 1(a)(iii) which states that single source procurement method may be applied by reason of the existence of exclusive rights such as patent, copyright or licence. Single source contract awards having a value of \$100,000.00 or more require Council approval.

Strategic Plan

The application of this product to our bus and non-revenue fleet contributes to the Move Pillar where transit will remain a desirable choice to get around the city without an automobile.

Financial Impact

The estimated contract amount is approx. \$ 251,750.00 (inclusive of a \$2,000.00 contingency) and is not a budgeted cost. This cost will be charged to cc 23620/account 715358 and will be claimed through the Federal/Provincial government grants if available, as this cost is related to Covid-19.

Cost for the reapplication of AEGIS Microbe Shield, if approved, equates to an increase of \$7,000 or 4% since March 2020. This was the best price we could obtain during negotiations.

Conclusion

The City needs to react to health and safety challenges such as reducing the spread of known viruses. By reapplication of AEGIS Microbe Shield, which has been widely implemented in other transit properties and commercial establishments, MiWay will be positioned to provide safe and reliable services to many Mississauga riders. Transit staff has obtained favourable pricing, which is estimated to be \$251,750.00. It is recommended that a contract be issued to Natsco on a single source basis, as provided for in the Purchasing By-law #374-2006



Geoff Wright, P.Eng, MBA, Commissioner of Transportation and Works

Prepared by: Darren Ridings. Manager Transit Maintenance.