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Town of Aurora
Committee of the Whole Report
No. FIN25-002

Subject: Renewal of Rogers Communications Canada Inc. Provincial Vendor of Records Agreement

Prepared by: Michael Mulvenna, Manager Information Technology

Department: Finance

Date: January 14, 2025

Recommendation

1. That Report No. FIN25-002 be received; and
2. That a Non-Standard Procurement be awarded to Rogers in the amount of \$800,000 for the purchase of cell phones and cellular plans.

Executive Summary

The purpose of this report is to seek Council approval to award a Non-Standard Procurement technology contract for the purposes of updating outdated cellular technology while providing substantial cost savings to the Town.

- Provincial agreements, such as Vendor of Records (VOR) and Ontario Education Collaborative Marketplace (OECM) agreements, provide quality technology products competitively procured by the province
- A Non-Standard Procurement with Rogers for cellular phones and plans will create significant savings of approximately \$230,000 over the next 10 years

Background

The Town currently piggybacks on a Provincial Vendor of Record (VOR) agreement for the purchase of mobile phones, iPads, and associated cellular plans through Rogers Communications Canada Inc. The VOR contract expired on July 31, 2024. The province recently released the details of the replacement VOR in October 2024. After the new

agreement was released, staff were able to review the agreement and determine the value that it would provide to the Town.

Analysis

Provincial agreements, such as Vendor of Records (VOR) and Ontario Education Collaborative Marketplace (OECM) agreements, provide quality technology products competitively procured by the province

VOR and OECM agreements provide competitive pricing and discounts, and a variety of options to reduce overall cost to the Town. Many suppliers waive their shipping fees, provide enhanced warranty and customer service levels including convenient, efficient, and expeditious ordering processes.

The province conducted a competitive procurement process to select the vendor. The Town does not have to repeat this process and can piggyback on their agreements. The province has vetted the vendors, ensured their products and services meet the specifications identified, and has followed a competitive process. The vendor is contractually obligated to provide the province with the agreed upon pricing for the duration of the contract and allow municipalities to join the contract.

A Non-Standard Procurement with Rogers for cellular phones and plans will create significant savings of approximately \$230,000 over the next 10 years

The table below shows the estimated savings the new plan will bring to the Town. Estimates are based on current usage.

Table 1
Annual savings resulting from new contract

	Previous Plan	New Contract	Savings
Average Monthly Cost*	\$4,767.05	\$2,825.75	\$1,941.30
Annual Savings*	\$57,204.60	\$33,909.00	\$23,295.60
Estimated over 10 Years* (Contract duration)	\$572,046	\$339,090	\$232,956

* Based on current number of phones and plans.

Advisory Committee Review

None.

Legal Considerations

The Town's Procurement By-law requires that non-standard procurements over \$250,000 be approved by Council for staff to proceed. Applicable agreements will be entered into with the vendor for the services and will be reviewed by Legal Services. To see the pricing or contract details set out in the provincial agreements, the Town is required to enter into non-disclosure agreements for these procurements. As such, detailed pricing or contract details are confidential.

Financial Implications

The new Provincial VOR agreement provides a discount of 50 per cent on hardware (the actual mobile phones and iPads) and provides a significant drop in the monthly plan charges (includes both data and voice).

The cost savings for the new cellular voice and data plans will provide a savings of approximately 23 per cent for the base plan and 68 per cent for the unlimited plan. These plans and costs are dependent on the individual staff members data usage.

As shown in Table 1 in the Analysis Section, the estimated cost savings over the 10-year contract life span will be approximately \$230,000 for the Town. These savings will be reflected in the 2026 budget and will help offset any other pressures that may arise.

Communications Considerations

This report will be posted on the Town's website.

Climate Change Considerations

The recommendations from this report do not directly impact greenhouse gas emissions or climate change adaptation.

Link to Strategic Plan

This report is directly linked to the Community Pillar of the Strategic Plan and more specifically Objective 2: Invest in sustainable infrastructure with a goal to maintain and expand infrastructure to support forecasted population growth through technology.

Alternative(s) to the Recommendation

1. Council provides direction.

Conclusions

For reasons outlined in this report staff is recommending renewing the Provincial VOR agreement with Rogers for the Town. The VOR agreement followed a competitive procurement process led by the province. This agreement will provide quality service, cost savings, and a positive end user experience.

Attachments

None.

Previous Reports

None.

Pre-submission Review

Agenda Management Team review on December 12, 2024

Approvals

Approved by Rachel Wainwright-van Kessel, CPA, CMA, Director, Finance

Approved by Doug Nadorozny, Chief Administrative Officer