



# REPORT

To: Chair and Directors

Report Number: ADM-BRD-201

From: Trevor Ouellette, IT Manager

Date: June 10, 2021

**Subject: RFP Award 04-2021 'Cellular Phone Services'****RECOMMENDATION: [Corporate Weighted]**

That the Regional Board award RFP 04-2021, 'Cellular Phone Services', to TELUS Communications Inc., at a cost of \$117,720 (excluding taxes) over a 3 year period starting July 1, 2021; further, that the Chair and Chief Administrative Officer be authorized to sign the agreement.

**BACKGROUND/RATIONALE:**

On March 25, 2021, the Peace River Regional District (PRRD) issued a Request for Proposal for qualified telecommunication companies to provide cellular services for staff smartphones, landfill and transfer station cellular connectivity, and water station connectivity. PRRD also relies on cellular for fleet vehicle tracking and maintenance monitoring.

The PRRD received three proposals; Bell Mobility Inc., TELUS Communications Inc., and Rogers Communications Canada Inc.

TELUS Communications Inc. was the highest scoring proponent. Rogers Communications Canada had the lowest bid, however, while their coverage map includes most of the PRRD infrastructure areas in the region, the other two proponents, Bell and TELUS have complete cellular coverage.

The TELUS proposal cost was lower than Bell, and TELUS is waiving the current outstanding device balance, providing a discount for new hardware, and offering loyalty credits to the PRRD. TELUS has committed to reducing fees on their feature set, such as reduced costs for static IP addresses and free voice-to-text/visual voicemail services.

	Bell Mobility Inc.	TELUS Communications Inc.	Rogers Communications Canada Inc.
<b>Mandatory Requirements</b>			
Submission Form (Appendix B)	✓	✓	✓
Pricing (Appendix C)	✓	✓	✓
<b>Scoring Matrix Results</b>			
Total Score	82.00	93.50	64.50
PROPOSAL COST – 3 years (Excluding GST)	\$129,099.00	\$117,720.00	\$103,807.00

**ALTERNATIVE OPTIONS:**

1. That the Regional Board provide further direction.

**STRATEGIC PLAN RELEVANCE:**

- ☒ Organizational Effectiveness
- ☒ Responsive Service Delivery

**FINANCIAL CONSIDERATION(S):**

TELUS's proposal falls within the annual budgeted amount of \$67,000 which includes all telecommunications (Internet, Phones & Cellular).

**COMMUNICATIONS CONSIDERATION(S):**

Procurement will advise the successful and unsuccessful proponents of the outcome.