



City of Richmond

Report to Committee

To: Public Works and Transportation Committee **Date:** June 12, 2023
From: Suzanne Bycraft
Director, Public Works Operations **File:** 10-6000-01/2023-Vol01
Re: Award of Contract - 8148P - Provision of Traffic Control Services

Staff Recommendations

1. That Contract 8148P – Provision of Traffic Control Services be awarded for a three year term commencing August 1, 2023, to Lanesafe Traffic Control Ltd. as the primary service provider and with ATS Traffic and The Universal Group serving as secondary and tertiary backup service providers respectively, at an estimated total contract value of \$2,104,254, as described in the report titled “Award of Contract – 8148P – Provision of Traffic Control Services” dated June 12, 2023, from the Director, Public Works Operations; and
2. That the Chief Administrative Officer and General Manager, Engineering and Public Works be authorized to execute the contracts with Lanesafe Traffic Control Ltd., ATS Traffic and The Universal Group.

Suzanne Bycraft
Director, Public Works Operations
(604-233-3338)

REPORT CONCURRENCE		
ROUTED TO:	CONCURRENCE	CONCURRENCE OF GENERAL MANAGER
Finance Department	<input checked="" type="checkbox"/>	
Purchasing	<input checked="" type="checkbox"/>	
SENIOR STAFF REPORT REVIEW	INITIALS:	APPROVED BY CAO

Staff Report

Origin

The Engineering & Public Works Department executes a variety of operation, maintenance and rehabilitation related work on the City's infrastructure. This work is often located in roadways that require traffic control services, which include Traffic Management Plans and Traffic Control Personnel as required by WorkSafeBC and the Ministry of Transportation and Infrastructure.

To engage qualified service providers, a procurement process was undertaken via a Request for Proposals (RFP) 8148P – Provision of Traffic Control Service.

This report presents the results of this RFP and recommends the award of contract to Lanesafe Traffic Control Ltd. as the primary services provider with ATS Traffic and The Universal Group as the secondary and tertiary services provider respectively.

This report supports Council's Strategic Plan 2022-2026 Focus Area #3 A Safe and Prepared Community:

Community safety and preparedness through effective planning, strategic partnerships and proactive programs.

3.3 Ensure the community is collectively prepared for emergencies and potential disasters.

3.4 Ensure civic infrastructure, assets and resources are effectively maintained and continue to meet the needs of the community as it grows.

This report supports Council's Strategic Plan 2022-2026 Focus Area #4 Responsible Financial Management and Governance:

Responsible financial management and efficient use of public resources to meet the needs of the community.

4.2 Seek improvements and efficiencies in all aspects of City business.

Analysis

Request for Proposals 8148P – Provision of Traffic Control Services

The above referenced RFP posted on BC Bid on March 3, 2023 and closed on March 31, 2023.

The RFP requested proponents to submit proposals for the provision of traffic control services to support capital, maintenance and receivables projects for the City of Richmond Operations group.

Costs include provision of traffic management plans, traffic control personnel, and all traffic control equipment materials required for completion of the work. The RFP advised interested proponents that the City would engage the highest ranked successful proponent when possible. Proponents were advised that if the highest ranked successful proponent is unavailable, the City

would reserve the right to instead contact the second and then the third successful proponent if necessary.

Nine (9) proposals were received by the closing date from the following proponents:

- Argo Safety Services Ltd.
- ATS Traffic
- Coast to Coast Traffic Solutions Ltd.
- Green Valley Traffic Control Ltd.
- High Road Traffic Control Ltd.
- Lanesafe Traffic Control Ltd.
- P.S. Traffic Pro Services (2012) Inc.
- Safe Route Traffic Management
- The Universal Group

Proponents were requested to provide pricing based on an estimate of the number of annual traffic control hours required (13,000 regular service hours, 500 weekday evening service hours, and 500 weekend service hours). In addition, proponents were required to provide fixed pricing for the three year term.

Review Process

Staff undertook independent reviews of the proposal responses. Proposals were scored and evaluated against pre-determined criteria that included:

- Corporate profile and capacity;
- Project understanding, approach, methodology, and work plan;
- Dispatch process and response time capability;
- Demonstrated experience and references; and
- Financial proposal, including hourly rates.

Interviews were held with representatives of the highest scoring proponents to confirm their ability to meet the City's service and operational requirements. Based on the team's evaluation of proposals and interviews held with proponents, Lanesafe Traffic Control Ltd.'s proposal received the highest overall score and was therefore ranked first. The evaluation results of the RFP are summarized in Table 1.

Table 1 – Evaluation Summary and Award Recommendation

Ranking	Name of Proponent	RFP Score	Proponent’s Pricing Based on 3-Year Contract Term
1	Lanesafe Traffic Control Ltd.	82.37	\$ 1,912,958
2	ATS Traffic	76.38	\$ 1,788,086
3	The Universal Group	73.17	\$ 1,805,594
4	Argo Safety Services Ltd.	69.65	\$ 1,659,911
5	P.S. Traffic Pro Services (2012) Ltd.	62.75	\$ 1,774,251
6	Coast to Coast Traffic Solutions Ltd.	61.60	\$ 1,543,478
7	Green Valley Traffic Control Ltd.	54.04	\$ 1,734,663
8	High Road Traffic Control Ltd.	53.49	\$ 1,939,660
9	Safe Route Traffic Management	41.12	\$ 1,626,818

Based on staff’s evaluation of the proposals received and further clarification, Lanesafe’s proposal received the highest overall score and therefore was ranked first (shown in Table 1). Staff determined that Lanesafe Traffic Control Ltd. has the greatest ability to meet the scope and nature of the work and provides best value to the City due to their dispatch process and the size of their staff, equipment and material complement, which in turn allows for better response to City’s emergency needs.

Contract Term

The general scope of this contract includes:

- Providing traffic control services on an as and when required basis for various job sites, including for work and projects in connection with all aspects of roads, utilities, boulevards and medians, as well as special events and emergencies; and
- Providing all of the personnel, labour, supervision, management, facilities, vehicles, tools, equipment, signage, devices, accessories, supplies, fuel, and other materials which are necessary or incidental to the design and provision of the traffic control services.

The recommended contracts are for a three year term with the intention that a majority of the work be assigned to Lanesafe Traffic Control Ltd. Contract prices with the three highest rank proponents Lanesafe Traffic Control Ltd., ATS Traffic, and The Universal Group will be fixed for the three years.

Financial Impact

The total value of the contracts over the recommended three year term is estimated at \$2,104,254 as summarized in Table 2.

Table 2: Total 3-Year Term Contract

Contract Year	Contract Cost
Year 1 (August 2023 – July 2024)	\$ 625,068
Year 2 (August 2024 – July 2025)	\$ 637,569
Year 3 (August 2025 – July 2026)	\$ 650,321
Subtotal	\$ 1,912,958
Contingency (10%)	\$ 191,296
Total (3 Years)	\$ 2,104,254

A contingency has been added to cover the costs of additional service requests, unforeseen emergency capital or maintenance projects or additional coordination with development related works. The contract will be funded by various capital, receivable and operating budgets as applicable on an “as required” basis. The estimated total value of work to be awarded under these contracts over the three year term is based on historic usage and predicted estimates of annual Traffic Management Plan requirements and Traffic Control Personnel hours.

Conclusion

This report presents the results of a competitive procurement under 8148P – Provision of Traffic Control Services. It is recommended that the contract be awarded to Lanesafe Traffic Control Ltd. as the primary service provider with ATS Traffic and The Universal Group as the secondary and tertiary service provider respectively, and that the Chief Administrative Officer and General Manager, Engineering and Public Works be authorized to execute the contract for the three year term at a total amount of \$2,104,254 with anticipated commencement on August 1, 2023.



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BD:vm