



City of Richmond

Report to Committee

To: General Purposes Committee **Date:** January 13, 2020
From: Tom Stewart, AScT. **File:** 10-6000-01/2020-Vol
 Director, Public Works Operations 01
Re: **Award of Contract 6715P – Traffic Control Services**

Staff Recommendation

That Contract 6715P – Traffic Control Services be awarded for a three-year term commencing April 1, 2020, to three bidders, with the intent of assigning the majority of the work to Ansan Traffic Group as the primary service provider, and with Lane Safe Traffic Control and Traffic Pro Services serving as secondary and tertiary backup service providers.

Tom Stewart, AScT.
 Director, Public Works Operations
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REPORT CONCURRENCE		
ROUTED TO:	CONCURRENCE	CONCURRENCE OF GENERAL MANAGER
Finance Department	<input checked="" type="checkbox"/>	
Purchasing	<input checked="" type="checkbox"/>	
Arts, Culture & Heritage	<input checked="" type="checkbox"/>	
Parks Services	<input checked="" type="checkbox"/>	
SENIOR STAFF REPORT REVIEW	INITIALS: AJ	APPROVED BY CAO

Staff Report

Origin

The Public Works and Parks Departments execute a variety of operation, maintenance and rehabilitation/repair related work on the City's infrastructure. This work is often located on arterial roadways that require traffic control services, which includes Traffic Management Plans and Traffic Control Personnel as required by WorkSafe BC and the Ministry of Transportation and Infrastructure.

The City currently utilizes various vendors and/or staff to create Traffic Management Plans and perform Traffic Control Personnel work. There have been occasions where no vendors were available to deliver these services and required staff to be reassigned from operational, maintenance, rehabilitation/repair type work to provide traffic control. This is a direct result of the increased awareness and/or compliance of the WorkSafe BC regulations in the private sector, volume of work in the region and emergency work, i.e. watermain breaks, sewer back-ups, downed trees.

With increasing traffic volumes, emphasis on safety and limited vendor availability, the City is seeking to execute long term contracts with a primary, secondary and tertiary vendor for the provision of traffic control services.

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
- Providing all the personnel, labour, supervision, management, facilities, vehicles, tools, equipment, signs, devices, accessories, supplies, fuel, and other materials which are necessary or incidental to the appropriate and complete design and provision of the traffic control services.

This report presents the results of this request for proposals and recommends the award of contracts.

This report supports Council's Strategic Plan 2018-2022 Strategy #1 A Safe and Resilient City:

Enhance and protect the safety and well-being of Richmond.

1.1 Enhance safety services and strategies to meet community needs.

1.2 Future-proof and maintain city infrastructure to keep the community safe.

1.4 Foster a safe, caring and resilient environment.

Analysis

RFP Process

RFP 6715P – Traffic Control Services was posted to BC Bid on August 29, 2019 and closed on September 25, 2019.

The RFP advised interested proponents that the City would engage the highest ranked proponent when possible. Proponents were advised that if the highest ranked proponent is unavailable, the City would reserve the right to instead contact the second proponent, and then if necessary, the next proponent on the list. Six proposals were received by the closing date from the following proponents:

- Ansan Traffic Group
- Lane Safe Traffic Control
- Traffic Pro Services
- Valley Traffic Systems
- GoTraffic Management
- Triumph Traffic

Table 1 provides a summary of the financial proposals received in response to the RFP.

Proponents were requested to provide pricing based on an estimate of annual traffic control hours required (10,000 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

A cross-functional team evaluated the proposals received in response to the posted RFP. The proposal received from Triumph Traffic was incomplete and therefore determined as being non-compliant.

Proposals were scored and evaluated against pre-determined criteria that included:

- Corporate profile and methodology
- Response time capability
- References
- Financial proposal

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, Ansan's proposal received the highest overall score and was therefore ranked first (shown in Table 1).

Table 1 – Evaluation Summary and Award Recommendations

Name of Proponent	Ranking	Award Recommendation	Proponents' pricing based on estimated annual traffic control service hours
Ansan Traffic Group	1	Primary Proponent	\$434,000
Lane Safe Traffic Control	2	Secondary Proponent	\$438,400
Traffic Pro Services	3	Tertiary Proponent	\$418,700
Valley Traffic Systems	4	Not Recommended	\$492,400
GoTraffic Management	5	Not Recommended	\$403,260
Triumph Traffic		Non-compliant	Non-compliant

Contract Term

The recommended contracts are for a three-year term. Contract prices with the three highest ranked proponents Ansan Traffic Group, Lane Safe Traffic Control, and Traffic Pro Services will be fixed for the three-years.

Financial Impact

The estimated total value of work to be awarded under these contracts over the three-year term is based on historic usages and predicted estimates of annual Traffic Management Plan requirements and Traffic Control Personnel hours. The total value of the contracts over the three-year term is estimated at \$1,491,780, which includes a 15% general contingency. Required funding amounts are included in the annual operating and capital budgets.

Conclusion

This report presents the proposal bid summary results for Contract 6715P – Traffic Control Services. It is recommended that contracts be awarded to Ansan Traffic Group as the primary service provider, and Lane Safe Traffic Control and Traffic Pro Services as the secondary and tertiary backup service providers over the three-year term.



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