City of Richmond

Report to Committee

To:	Community Safety Committee	**Date:**	November 10, 2025
From:	Jim Wishlove Fire Chief	**File:**	09-5140-01/2025-Vol 01
	Dave Chauhan Chief Superintendent, Officer in Charge		
Re:	**Award of Contract 8412P for a Joint Mobile Command Unit**		

Staff Recommendations

1. That Contract 8412P for a Mobile Command Unit be awarded to Intercontinental Truck Body (B.C.) Inc. for a total cost of $1,347,325 excluding taxes as described in the report titled "Award of Contract 8412P for a Joint Mobile Command Unit" dated November 10, 2025, from the Fire Chief of Richmond Fire-Rescue and the Officer in Charge of the Richmond RCMP; and

2. That the Chief Administrative Officer and General Manager of Law and Community Safety be authorized to execute the contract and all related documentation with Intercontinental Truck Body (B.C.) Inc.

Jim Wishlove
Fire Chief
(604-303-2715)

Dave Chauhan
Chief Superintendent, Officer in Charge
(604-204-4033)

REPORT CONCURRENCE		
ROUTED TO:	**CONCURRENCE**	**CONCURRENCE OF GENERAL MANAGER**
Finance Department	☑	
Fleet	☑	
SENIOR STAFF REPORT REVIEW	**INITIALS:**	**APPROVED BY CAO**
	CJ	

Staff Report

Origin

A mobile command unit (MCU) is an emergency response vehicle equipped with advanced technology and communication systems that serve as a mobile hub for managing emergencies and large-scale events. It acts as a command and control center in the field, providing a workspace for personnel to coordinate responses, communicate with other units, and access critical data and systems from a single, mobile location. MCUs are used by law enforcement, fire departments, and other emergency services for a wide range of situations, including natural disasters, accidents, and planned public events.

Richmond has deployed one MCU in its emergency response and management history. That unit was a multi-purpose mobile command unit managed by the Richmond RCMP. Historic examples of larger events in the City show the need for combined command and control teams to manage larger issues including; localized flood events, large area impacts, multi-victim emergencies and fires and emergencies with the potential for large-scale impact and the movement of evacuees.

Recognizing this need and the excellent collaboration between the Richmond RCMP and RFR, Council provided direction to staff to undertake a procurement process for the purchase of a MCU to support and co-manage large emergency events and to provide support at planned public events such as the Steveston Canada Day Festival and Maritime Festival.

This report provides a summary of the procurement process undertaken by staff and seeks approval to award Contract 8412P for one Mobile Command Unit to service the City to be operated jointly by the Richmond Detachment RCMP and Richmond Fire-Rescue (RFR).

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.*
>
> *3.2 Leverage strategic partnerships and community-based approaches for comprehensive safety services.*
>
> *3.3 Ensure the community is collectively prepared for emergencies and potential disasters.*
>
> *2.1 Ensure civic infrastructure, assets and resources are effectively maintained and continue to meet the needs of the community as it grows.*

Key objectives of the procurement process were to confirm the following:

- Environment Capability - Ensure capacity to operate reliably across varied terrains and climates, including dense urban cores, rural zones, and during extreme weather events;
- Personnel Safety - Enhance safety considerations of personnel during field operations;

- Workflow Efficiency - Provide an optimal workflow for incident command personnel and Emergency Vehicle Technicians maintenance staff;
- Ergonomics and Injury Mitigation - Modernize ergonomics and considerations with the intent to improve functionality while mitigating injury; and
- Engine and Power Supply - Identify the best engine, operating propulsion systems suitable for austere deployment and ongoing medium and long-term utilisation.
- Establish redundancy of off-grid communication systems to guarantee operational continuity and effective coordination during natural disasters, other significant emergency events and public communication network failures.

Analysis

Procurement Process

To achieve best value for the City, a procurement process was undertaken to solicit proposals from established and capable suppliers.

The City posted a RFP for the to BC Bid on the 12th of May 2025. The RFP outlined the City's requirements for the supply of a MCU, detailing technical specifications and service level expectations. The project scope also includes the provision of training, support, warranties and spare parts over a multi-year timescale.

Proponents were required to submit financial and operational proposals based on product requirements and to demonstrate how they would incorporate circular procurement and sustainability in the design of the unit and the process.

The RFP advised proponents that the procurement process would be based on a two-phase evaluation process where the first phase consisted of scored evaluation of the proposals received and phase two would take the form of an interview, a product demonstration and customer references.

Two submissions were received by the stated closing date of 27th June 2025 from the following proponents:

- Commercial Emergency Equipment Co.
- Intercontinental Truck Body (B.C.) Inc.

Review and Evaluation

The submitted proposals were evaluated by the City, including RFR, Public Works Operations and RCMP staff.

Phase 1 Evaluation

The first evaluation phase involved independent analysis of each proposal and a scored review against the following pre-determined criteria:

- Schedule of Prices to include Total Cost of Ownership Analysis,

- Ability to meet Detailed Specifications,
- Innovation and Suggestion for Current and Future Technology Capabilities
- Cost-savings Options,
- Financial Stability of the Company,
- Demonstration of Understanding of Richmond's Needs and Expectations, and
- Circular Economy, Sustainability and Environmental Considerations

Table 1 – Evaluation Summary of Bid Submissions – Phase 1

Proponent	Price	Evaluation Score after Phase 1
Commercial Emergency Equipment Co.	$1,806,350	55.68
Intercontinental Truck Body (B.C.) Inc.	$1,347,325	82.62

Phase 2 Evaluation

Upon concluding Phase 1, both Commercial Emergency Equipment Co and Intercontinental Truck Body (B.C.) Inc. were shortlisted to participate in Phase 2 of the evaluation process, which involved a vendor interview, demonstration and responses to direct questions posed in the RFP.

Table 2 – Evaluation Summary of Bid Submissions – Phase 2

Proponent	Evaluation Score	Total Phase 1 + Phase 2 Evaluation Score (out of 200)	Status
Commercial Emergency Equipment Co.	66.80	122.48	Not Recommended
Intercontinental Truck Body (B.C.) Inc.	76.24	158.86	Recommended

Staff also assessed the experience of both companies, capacity, mark-up on parts, customer references, sustainability and how the proposed models would align with operational needs.

The proposal submitted by Intercontinental Truck Body (B.C.) Inc. (ITB BC) was the lowest price submission that met all operational specifications for the unit and received the highest overall evaluation score.

ITB B.C. is a locally owned and managed company based in Surrey, B.C., using Canadian labour and technical expertise. They provided a well-supported rationale for selecting a diesel-powered configuration as the most operationally reliable and cost-effective propulsion system for extended emergency operations, infrastructure compatibility, and long-term serviceability. Staff actively explored the possibility of integrating a Battery Electric Vehicle (BEV) unit. However, due to financial and operational constraints, it was determined that this option would not adequately meet the needs of the user group. Staff remain committed to identifying and

incorporating environmentally responsible features during the buildout phase to align with City policies and sustainability goals.

ITB B.C.'s submission provided for enhanced movement and operations in an urban setting such as; providing more options for Richmond-specific configuration and a high quality provision of ongoing training and support service levels. These outcomes will benefit staff utilisation as well as vehicle movement in densely developed areas of Richmond.

ITB BC's design of the apparatus is oriented with personnel ergonomics and safety factors in the forefront, which facilitates safe access and egress and will potentially reduce injury of personnel. In addition, they have committed to deliver the unit to the City within one year of a negotiated contract in-place.

Other Considerations

Recent trends in the usage and deployment of (MCUs) include integrating artificial intelligence (AI) and automation integration, the use of drones for aerial command and surveillance, and the development of modular, scalable designs. There has also been a recent shift toward 5G and satellite connectivity for faster, more reliable data transmission during emergency responses, and the emergence of hybrid virtual and physical command centers.

By following regular, recommended maintenance and appropriate deployment the average lifespan of a MCU may exceed 15 years. The technology and communications systems and equipment will typically require upgrading within a 7 to 10 year time span as trends show a need for updates and adaptation to the emergency and command environments during the lifecycle of the asset.

The submitted design specifications from ITB (B.C.) Inc. have incorporated open platforms which will allow for upgrades, growth and the incorporation of evolved technology over the lifespan of the unit. In particular, the City was intentional on incorporating the potential use of drone technology and cameras into the data and communications platforms that the vehicle will support.

Award Recommendation

As a result of the RFP process, staff concluded that the submission by ITB BC met the City's stated specifications in the RFP and represented overall best value. The submission received reflected the lowest price quotation and offers the highest overall value by meeting the City's technical and operational requirements, offering a shorter delivery timeline, and demonstrating clear contractual alignment and is therefore recommended.

The submission from ITB BC provided a fixed labour cost for the project based on the timeline outlined in the City's specification, and the adherence to the labour costs will be supported in the contract.

Due to the unique design and deployment of this type of vehicle within the emergency response and management environment, additional outfitting may be required during the construction

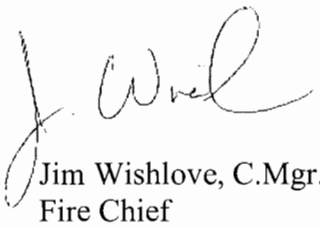
process to meet identified operational needs. These requirements may include outfitting modifications, supplies, and spare parts deemed necessary.

Financial Impact

The total cost to award Contract 8412P to Intercontinental Truck Body (B.C.) Inc. is estimated at $1,347,325 excluding taxes. Funding for this unit is available within the Council approved 2024 Public Safety Mobile Command and Communication Centre Capital Budget of $1,815,000. Any unused funding from the Council approved budget would be returned to the original funding source.

Conclusion

Staff recommend that Contract 8412P –Mobile Command Unit be awarded to Intercontinental Truck Body (B.C.) Inc. for a total value of $1,347,325 excluding taxes.



Jim Wishlove, C.Mgr.
Fire Chief
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JW:jw