City of Richmond

Report to Committee

To:	Public Works and Transportation Committee	**Date:**	October 19, 2026
From:	Roeland Zwaag General Manager, Engineering and Public Works	**File:**	02-0775-50-8599/Vol 01
Re:	**Award of Contract 8599P - Traffic Signal System Maintenance, Upgrading and Installation**		

Staff Recommendations

1. That Contract 8599P – "Traffic Signal System Maintenance, Upgrading and Installation" be awarded to Cobra Electric Services Limited for an initial three-year term for an estimated contract value of $9,643,260.30 excluding taxes, as described in the report titled "Award of Contract 8599P – Traffic Signal System Maintenance, Upgrading and Installation", dated October 19, 2026, from the General Manager, Engineering and Public Works;

2. That the Chief Administrative Officer and General Manager, Engineering and Public Works, be authorized to extend the initial three-year term, up to a maximum total term of five years; and

3. That the Chief Administrative Officer and General Manager, Engineering and Public Works, be authorized to execute the above contract.

Executive Summary

The City operates and maintains a traffic signal network consisting of approximately 460 traffic control devices. These assets play an essential role in supporting the safe, efficient, and reliable movement of residents, visitors, emergency services, and goods throughout the City.

To ensure continuity of service and the ongoing reliability of the transportation network, a new contract is required.

A competitive Request for Proposals (RFP) process was undertaken to secure a qualified contractor to deliver these services. Following a detailed evaluation of the sole submission received, staff determined that Cobra Electric Services Limited possesses the necessary technical expertise, specialized resources, equipment, and proven operational experience to meet the City's requirements.

The proposed contract is for an initial three-year term with the option to extend for an additional two years, for a maximum term of five years. The estimated cost for the initial three-year term is $9.64 million, and will be funded through Council approved operating, capital, and receivable budgets on an as-needed basis. Contract rates will remain fixed during the initial three-year term.

Awarding the contract will ensure the continued safe and reliable operation of the City's traffic signal network, maintain emergency response capabilities, and reduce risks associated with infrastructure failures and service disruptions. The contract directly supports Council's Strategic Plan priorities related to community safety and preparedness.

Based on Cobra Electric Services Limited's demonstrated experience, strong performance history, and ability to meet the City's operational requirements, staff recommend awarding Contract 8599P to Cobra Electric Services Limited.

Staff Report

Origin

The City operates and maintains a comprehensive traffic signal network that supports the safe and efficient movement of all road users throughout the municipality.

The network includes traffic signals, pedestrian signals, special crosswalks, fire signals, warning signals, and Intelligent Transportation Systems (ITS) infrastructure.

Contract 8599P, "*Traffic Signal System Maintenance, Upgrading and Installation"*, enables the City to retain a qualified contractor to provide preventive and corrective maintenance, system upgrades, new installations, and 24-hour emergency response services for approximately 460 signalized traffic devices across the City.

To ensure the continued reliability, safety, and operational effectiveness of the City's traffic signal infrastructure, a new contract is required to provide ongoing maintenance and support services following the expiry of the existing agreement.

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.*

Analysis

Procurement Process

A competitive procurement process was undertaken to identify the most qualified and experienced contractor to provide maintenance, upgrades, and installation services for the City's traffic signal system. The proposed contract term is three years, with the option to renew for an additional two years, for a maximum total term of five years.

A Request for Proposals (RFP) was posted on the City's Bids & Tenders platform on June 25, 2026. The RFP closed on July 27, 2026, and one proposal was received from Cobra Electric.

Transportation staff conducted a detailed evaluation of the submission and determined that Cobra Electric possesses the experience, specialized technical expertise, resources, and equipment necessary to meet the City's operational and service requirements. The proposal was found to be complete and responsive to the requirements outlined in the RFP.

Contract Pricing, Value and Cost Control Measures

The proposed contract rates reflect significant market and economic changes since the current agreement was awarded in 2021, including higher labour costs, wage increases for skilled electrical and traffic signal technicians, increased material and equipment costs, inflationary pressures, and rising vehicle, fuel, insurance, and overhead expenses. In addition, the complexity and technology requirements associated with maintaining modern traffic signal and Intelligent

Transportation Systems (ITS) infrastructure have increased, requiring specialized expertise, training, equipment, and 24-hour emergency response capabilities. Despite the increase, staff have determined that the proposed rates represent fair market value for the level of service, technical expertise, and operational support required to maintain the City's traffic signal network.

Rates for the initial three-year term will remain fixed throughout that period. Any rate adjustments proposed for the optional fourth and fifth years will be subject to review and approval by the City. Any pricing adjustments beyond the initial term must be supported by appropriate justification and will be limited to changes in the British Columbia Consumer Price Index (CPI), as published by Statistics Canada, or as otherwise approved by the City.

Budgetary Implications

The estimated value of the contract for the initial three-year term is $9,643,260.30 excluding taxes as summarized by Table 1.

The contract will be funded through applicable operating, capital and development projects on an "as, if, and when needed" basis. Funding is available within the City's Operating and Capital Budget and Consolidated Five-Year Financial Plan.

Table 1: Estimated Cost (excluding taxes)

Contract Year	Estimated Total Cost
Year 1 (2026 – 2027)	$3,214.420.10
Year 2 (2027 – 2028)	$3,214,420.10
Year 3 (2028 – 2029)	$3,214,420.10
Total: Initial Three-Year Term	**$9,643,260.30**

Conclusion

Cobra Electric Services Limited has served as the City's traffic signal contractor since 1985 and has consistently provided a high standard of service in support of the City's traffic signal operations and infrastructure. Based on the contractor's demonstrated performance, experience, and ability to meet the City's operational requirements, staff recommend that Contract 8599P be awarded to Cobra Electric Services Limited.

Respectfully submitted,

Lloyd Bie, Director, Transportation

Report Contributors

This report was prepared by Bill Johal, Supervisor, Traffic Signal Systems and reviewed by Finance and Engineering.

Endorsed by Serena Lusk, CAO