

REPORT ON SINGLE AND SOLE-SOURCE CONTRACTS

Single and sole sourcing, in the right circumstances, can both be legitimate and useful procurement tools that can reduce costs, improve efficiencies and ensure quality.

Sole sourcing occurs when a purchase is made from the only available supplier for the required item(s) or service. Sole sourcing includes standardization decisions where a particular specification has been established that can only be met by a single vendor.

Single sourcing occurs when a purchase made from a particular supplier, purposefully chosen without a competitive process, when other suppliers are available. An example of a single source would be procuring services from an incumbent vendor, without a competitive process. This may occur in the case of an extension to an existing contract.

In general, the Airport Authority's procurement of goods and services will be awarded following a competitive process, however there are exceptions where a single or sole source may provide the best route to achieving best overall value. Exceptions to the competitive process approach may be made in the circumstances described below. The persons with the appropriate signing authority will state in writing upon what grounds the exception is being made.

Reasons for exceptions include:

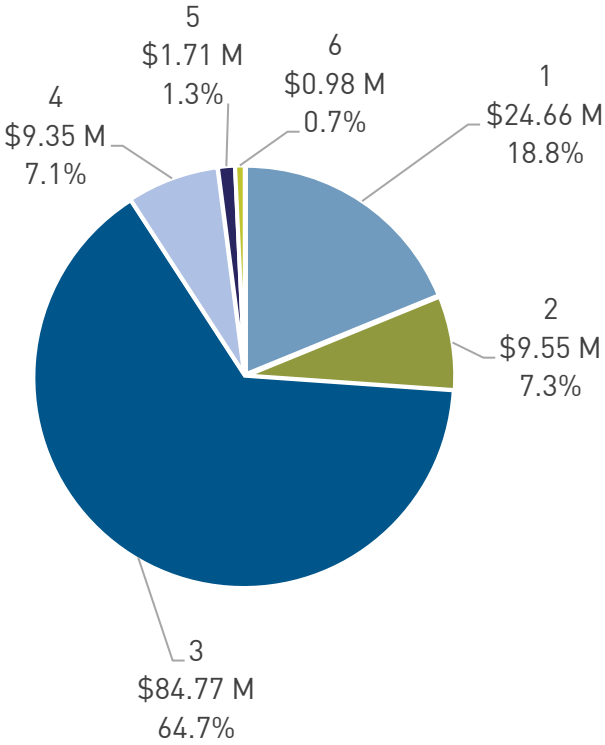
1. The goods or services are of a proprietary nature or there is only one qualified supplier
2. The urgency of a safety, security or critical operating need so requires
3. In compliance with a product, services or equipment standardization program
4. When the supplier has satisfactorily performed previous related services that provided a cost saving
5. Strategic third-party arrangement with business partner
6. The supplier has been awarded a contract for a similar product or service by the Airport Authority as the result of a competitive process within the previous five years.

In keeping with our policy of being transparent, we publish the list of Single and Sole Source Contracts more than \$164,389 (\$100,000 in 2000 dollars) which were not awarded based on a competitive process during 2023. Refer to the charts below for a summary of Single and Sole Source Contracts by purchasing category and Reasons for Exception.

Purchasing Category	Estimated Contract Value	Number Of Contracts
Construction Services	\$88.72 M	27
Technology Services	\$16.02 M	23
Asset - Equipment	\$13.47 M	4
Facility Services	\$4.80 M	6
Consulting Services	\$4.11 M	10
Management Service	\$1.00 M	1
Baggage Services	\$0.98 M	2
Customer Care	\$0.66 M	1
Corporate Services	\$0.57 M	2
Personal Services Contracts	\$0.45 M	2
Airside Services	\$0.23 M	1
Grand Total	\$131.02 M	79

2023 Single-Sourced Contracts Value by Reasons for Exception

- 1 – The goods or services are of a proprietary nature or there is only one qualified supplier
- 2 – The urgency of a safety, security or critical operating need so requires
- 3 – In compliance with a product, services, or equipment standardization program
- 4 – When the supplier has satisfactorily performed previous related services that provided a cost savings
- 5 – Strategic third-party arrangement with business partner
- 6 – The supplier has been awarded a contract for a similar product or service by the Airport Authority as the result of a competitive process within the previous five years.



The table below reports the 79 contracts (Estimated Contract Value: \$131M) that were identified.

Estimated Contract Value	Contractor	Description	Estimated Contract Term	Reason for Exception
\$45.00 M	JBT Aerotech Corporation	Construction Services	5 Years	3 – In Compliance with a product, services, or equipment standardization program
\$28.00 M	Schneider Electric Canada Inc	Construction Services	10 Years	3 – In Compliance with a product, services, or equipment standardization program
\$7.89 M	Unity Technologies SF	Technology Services	2 Years	4 – When the supplier has satisfactorily performed previous related services that provided a cost savings
\$1.87 M	Coast Industrial, Maintenance & Machine Ltd.	Facility Services	Non-multiple Year	2 – The Urgency of a safety, security or critical operating need so requires
\$1.56 M	Brock Solutions Inc.	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.90 M	Vantage Airport Group	Consulting Services	4 Years	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.77 M	WeWork Canada LP ULC	Facility Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.66 M	Destinations North America	Customer Care	Non-multiple Year	2 – The Urgency of a safety, security or critical operating need so requires

Estimated Contract Value	Contractor	Description	Estimated Contract Term	Reason for Exception
\$0.64 M	Coast Industrial, Maintenance & Machine Ltd.	Baggage Services	2 Years	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.40 M	Pacific Aero Consulting	Consulting Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.40 M	AviBC Aviation Services Ltd.	Consulting Services	2 Years	4 – When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.34 M	Copenhagen Optimization Aps	Baggage Services	2 Years	2 – The Urgency of a safety, security or critical operating need so requires
\$0.33 M	FetchyFox Inc	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.31 M	AviBC Aviation Services Ltd.	Construction Services	2 Years	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.26 M	Telus Communications	Technology Services	3 Years	2 – The Urgency of a safety, security or critical operating need so requires
\$0.25 M	Coast Industrial, Maintenance & Machine Ltd.	Facility Services	Non-multiple Year	3 – In Compliance with a product, services, or equipment standardization program

Estimated Contract Value	Contractor	Description	Estimated Contract Term	Reason for Exception
\$0.24 M	eCorall Solutions Inc.	Consulting Services	Non-multiple Year	3 – In Compliance with a product, services, or equipment standardization program
\$0.23 M	Coast Industrial, Maintenance & Machine Ltd.	Airside Services	Non-multiple Year	2 – The Urgency of a safety, security or critical operating need so requires
\$0.22 M	Colliers Project Leaders Inc.	Construction Services	Non-multiple Year	4 – When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.20 M	Digital Mortar Inc	Technology Services	2 Years	2 – The Urgency of a safety, security or critical operating need so requires
\$0.20 M	Hub International	Consulting Services	3 Years	4 – When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.20 M	Metro Vancouver Regional District	Construction Services	5 Years	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.18 M	Dayforce Canada Ltd.	Technology Services	2 Years	3 – In Compliance with a product, services, or equipment standardization program
\$0.17 M	Centre Line Consulting - Aerodrome Safety & Operations	Consulting Services	2 Years	1 – The goods or services are of a proprietary nature or there is only one qualified supplier

Estimated Contract Value	Contractor	Description	Estimated Contract Term	Reason for Exception
\$9.19 M	Team Eagle Ltd (Eagle Airfield Ltd)	Asset - Equipment	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$3.27 M	Commercial Truck Equipment Co	Asset - Equipment	Non-multiple Year	3 – In Compliance with a product, services, or equipment standardization program
\$1.71 M	Salish Environmental Group	Construction Services	Non-multiple Year	5 - Strategic third-party arrangement with business partner
\$1.62 M	BC Hydro CAD - 130160	Construction Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$1.31 M	U.S. Customs and Border Protection	Facility Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$1.29 M	KPMG LLP	Construction Services	Non-multiple Year	2 – The Urgency of a safety, security or critical operating need so requires
\$1.25 M	Jaquith Industries Inc	Construction Services	Non-multiple Year	3 – In Compliance with a product, services, or equipment standardization program
\$1.10 M	Schneider Electric Canada Inc	Construction Services	Non-multiple Year	3 – In Compliance with a product, services, or equipment standardization program
\$1.00 M	The Tantalus Group Public Relations Ltd	Management Service	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier

Estimated Contract Value	Contractor	Description	Estimated Contract Term	Reason for Exception
\$0.98 M	PCL Constructors Westcoast Inc	Construction Services	Non-multiple Year	6 - The supplier has been awarded a contract for a similar product or service by the Airport Authority as the result of a competitive process within the previous five years.
\$0.97 M	PCL Constructors Westcoast Inc	Construction Services	Non-multiple Year	2 - The Urgency of a safety, security or critical operating need so requires
\$0.93 M	Hatch Ltd.	Construction Services	Non-multiple Year	3 - In Compliance with a product, services, or equipment standardization program
\$0.88 M	KPMG LLP	Consulting Services	Non-multiple Year	2 - The Urgency of a safety, security or critical operating need so requires
\$0.83 M	Wells H2O Ltd.	Construction Services	Non-multiple Year	2 - The Urgency of a safety, security or critical operating need so requires
\$0.72 M	Francl Architecture	Construction Services	Non-multiple Year	3 - In Compliance with a product, services, or equipment standardization program
\$0.70 M	JCAI Inc	Technology Services	Non-multiple Year	3 - In Compliance with a product, services, or equipment standardization program
\$0.68 M	Ginco Consulting Ltd	Technology Services	Non-multiple Year	1 - The goods or services are of a proprietary nature or there is only one qualified supplier

Estimated Contract Value	Contractor	Description	Estimated Contract Term	Reason for Exception
\$0.56 M	Commercial Truck Equipment Co	Asset - Equipment	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.50 M	IBM Canada Limited	Technology Services	Non-multiple Year	2 – The Urgency of a safety, security or critical operating need so requires
\$0.46 M	TKH Airport Solutions A/S	Construction Services	Non-multiple Year	3 – In Compliance with a product, services, or equipment standardization program
\$0.45 M	Vimar Equipment Ltd	Asset - Equipment	Non-multiple Year	3 – In Compliance with a product, services, or equipment standardization program
\$0.43 M	Nederman Canada Ltd	Construction Services	Non-multiple Year	3 – In Compliance with a product, services, or equipment standardization program
\$0.40 M	Arup Canada Incorporated	Consulting Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.40 M	Microsoft Canada	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.39 M	Introba Canada LLP	Construction Services	Non-multiple Year	3 – In Compliance with a product, services, or equipment standardization program
\$0.39 M	Moment Energy Inc	Facility Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier

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\$0.39 M	Whelan Construction Westcoast Inc.	Construction Services	Non-multiple Year	2 – The Urgency of a safety, security or critical operating need so requires
\$0.37 M	Vancouver Arena Limited Partnership	Corporate Services	Non-multiple Year	4 – When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.37 M	Sitecore Canada Ltd.	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.36 M	Microsoft Canada Inc	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.33 M	PCL Constructors Westcoast Inc	Construction Services	Non-multiple Year	2 – The Urgency of a safety, security or critical operating need so requires
\$0.33 M	Benchmark Recruitment Ltd	Technology Services	Non-multiple Year	2 – The Urgency of a safety, security or critical operating need so requires
\$0.32 M	CDW Canada Inc.	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.32 M	IBM Canada Limited	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.30 M	Francl Architecture	Construction Services	Non-multiple Year	3 – In Compliance with a product, services, or equipment standardization program

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\$0.27 M	Ernst & Young LLP	Consulting Services	Non-multiple Year	4 – When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.27 M	Benchmark Recruitment Ltd	Consulting Services	Non-multiple Year	3 – In Compliance with a product, services, or equipment standardization program
\$0.27 M		Personal Services Contracts	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.23 M	Paladin Technologies	Construction Services	Non-multiple Year	2 – The Urgency of a safety, security or critical operating need so requires
\$0.23 M	Cooper Industries (Electrical) Inc	Construction Services	Non-multiple Year	3 – In Compliance with a product, services, or equipment standardization program
\$0.23 M	Systems with Intelligence Inc	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.23 M	Francl Architecture	Construction Services	Non-multiple Year	2 – The Urgency of a safety, security or critical operating need so requires
\$0.23 M	Denodo Technologies Corporation	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier

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\$0.22 M	Davidson Bros Mechanical Contractors Ltd	Construction Services	Non-multiple Year	3 – In Compliance with a product, services, or equipment standardization program
\$0.22 M	Ginco Consulting Ltd	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.21 M	Cooper Industries (Electrical) Inc	Construction Services	Non-multiple Year	3 – In Compliance with a product, services, or equipment standardization program
\$0.21 M	Denodo Technologies Corporation	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.21 M	Siemens Canada Limited	Facility Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.20 M	Translink	Corporate Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.20 M	IBM Canada Limited	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.19 M	Copenhagen Optimization Aps	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.19 M	Oracle Canada ULC	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier

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\$0.18 M	Oracle Canada ULC	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.18 M		Personal Services Contracts	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.17 M	Ainsworth Inc	Construction Services	Non-multiple Year	3 – In Compliance with a product, services, or equipment standardization program