

REPORT ON SINGLE-SOURCE CONTRACTS

In general, the Airport Authority's procurement of goods and services will be awarded following a competitive process. Exceptions to this policy may be made in the circumstances described in the list below. The persons with the appropriate signing authority will state in writing upon what grounds the exception is being made.

Reasons* for exceptions:

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. 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 goods and services costing more than \$ 139,328 (\$100,000 in 2000 dollars) which were not awarded based on a competitive process during 2018. The table below reports \$211,270,347 in single source contracts, representing 22.1% of the total goods and services purchased in 2018.

- 62 contracts – for a total of \$211 million
- 13 contracts coded as 1: proprietary nature
- 8 contracts coded as 2: safety, security or critical operating need
- 27 contracts coded as 3: product, service or equipment standardization
- 10 contracts coded as 4: performed previous related services that provided a cost saving
- 4 contracts coded as 5: competitive process within the previous five years
- 15 – multi-year agreements

Aggregate Contract Value	Contractor	Description	Multiple Year Agreement	Reasons*
\$150,000,000	Vanderlande Industries Canada Inc.	Strategic Baggage Cooperation Agreement	Y	3 - standardization to existing products/services
\$16,648,738	Fujitec Canada Inc.	Master Construction Agreement for Elevators, Escalators, Autowalks	Y	3 - standardization to existing products/services

Aggregate Contract Value	Contractor	Description	Multiple Year Agreement	Reasons*
\$8,045,956	Team Eagle Ltd.	MB Broom, Tractor and Various Components	Y	3 - standardization to existing products/services
\$7,000,000	John Bean Technologies Canada Ltd.	Pier D Apron Drive Bridges	Y	3 - standardization to existing products/services
\$3,383,000	Sleeping Giant Enterprises	Winter Jet Brooms	Y	1 - goods/services proprietary to supplier
\$2,647,680	Vestergaard Company Inc.	Deicer Trucks	Y	3 - standardization to existing products/services
\$1,800,000	AE Concrete Products Inc.	Concrete Manholes East RSO, North RESA, and West Pads	N	3 - standardization to existing products/services
\$1,651,151	Securiguard Services Ltd.	K9 Security Program	Y	3 - standardization to existing products/services
\$1,537,800	Universal Coach Line Ltd.	Bus Leases for ITD Project	Y	2 - urgency of a safety/security or critical operating need
\$1,056,000	Coast Industrial Maintenance and Machine Ltd.	Baggage Maintenance & Repair	N	3 - standardization to existing products/services
\$941,022	Aconex Ltd.	Construction Document Management Software	Y	2 - urgency of a safety/security or critical operating need
\$910,171	Modis Canada Inc.	Consulting Services	N	3 - standardization to existing products/services
\$879,924	Western Weed Control (1980) Ltd.	Weed Control and Habitat Management Services	Y	3 - standardization to existing products/services

Aggregate Contract Value	Contractor	Description	Multiple Year Agreement	Reasons*
\$797,200	JCAI Inc.	West Deicing Pad Expansion	N	3 - standardization to existing products/services
\$793,495	Glidepath Systems Ltd.	International Check-in Enhancements	N	1 - goods/services proprietary to supplier
\$689,000	AdlardHicks Associates Ltd.	Baggage Analysis and Design Services	N	5 - Supplier previously awarded a contract for a similar product/service as the result of a competitive process within the previous five (5) years.
\$650,000	Studio One Architecture Inc.	EAVIRS PDR & Detailed Design	N	2 - urgency of a safety/security or critical operating need
\$625,000	Musco Sports Lighting Canada Co.	EAVIRS Hi-Mast Lights	N	3 - standardization to existing products/services
\$530,000	Glidepath Systems Ltd.	TB HBSR - High Speed Plough Diverters	N	3 - standardization to existing products/services
\$472,398	Nanolumens Inc.	LED BigBoard Link Check in	N	4 - Existing satisfactory supplier that provided a cost saving.

Aggregate Contract Value	Contractor	Description	Multiple Year Agreement	Reasons*
\$444,527	Stantec Architecture Ltd.	CORE - GTF Detailed Design	N	5 - Supplier previously awarded a contract for a similar product/service as the result of a competitive process within the previous five (5) years.
\$393,500	Studio One Architecture Inc.	East Apron VI Remote Stands	N	2 - urgency of a safety/security or critical operating need
\$382,750	Onica Inc.	Cloud Hosting and Hosting Support	N	1 - goods/services proprietary to supplier
\$379,730	AE Concrete Products Inc.	WDPE Drainage Manholes	N	3 - standardization to existing products/services
\$374,311	Remsoft Consulting Inc.	Consulting Services	N	3 - standardization to existing products/services
\$358,500	PCL Constructors Westcoast Inc.	Construction of ITD Bussing Facility	N	2 - urgency of a safety/security or critical operating need
\$326,680	Crosstown Metal Industries Ltd.	Kiosk Manufacturer	N	3 - standardization to existing products/services
\$325,954	QinetiQ Ltd.	QinetiQ Tarsier Camera System Support	N	1 - goods/services proprietary to supplier
\$324,000	AIMIA Canada Inc.	Aeroplan	Y	1 - goods/services proprietary to supplier

Aggregate Contract Value	Contractor	Description	Multiple Year Agreement	Reasons*
\$315,000	McRae's Environmental Services Ltd.	Sewage Cleaning and Maintenance Services	Y	4 - Existing satisfactory supplier that provided a cost saving.
\$311,775	Creacom Services Inc.	Trade Show Exhibit Services	N	1 - goods/services proprietary to supplier
\$300,000	Studio One Architecture Inc.	Pier A Extension and Commuter Facility	N	4 - Existing satisfactory supplier that provided a cost saving.
\$295,000	Coniferous Inc.	Baggage Consultant	N	1 - goods/services proprietary to supplier
\$275,107	Scheidt & Bachmann USA Inc.	PARCS Equipment for CORE	N	3 - standardization to existing products/services
\$260,000	Glidepath Systems Ltd.	PLC Anomaly Work	N	3 - standardization to existing products/services
\$255,720	W.S. Nicholls Construction Inc.	North Runway End Safety Area Project	N	2 - urgency of a safety/security or critical operating need
\$250,000	Intervistas Consulting Inc.	Customer Satisfaction Survey	N	1 - goods/services proprietary to supplier
\$247,000	Glidepath Systems Ltd.	DTB SSBD Prototype	N	2 - urgency of a safety/security or critical operating need
\$240,480	WSP Canada Inc.	Civil Engineering for JetSet Parking Lot	N	2 - urgency of a safety/security or critical operating need

Aggregate Contract Value	Contractor	Description	Multiple Year Agreement	Reasons*
\$234,133	Jaquith Industries Inc.	WDPE Inset Light Cans	N	3 - standardization to existing products/services
\$230,185	Induperm	WDPE Inset Lighting	N	3 - standardization to existing products/services
\$226,702	Tyco Integrated Fire and Security Canada, Inc.	Fire Alarm Upgrades	Y	1 - goods/services proprietary to supplier
\$208,000	Hatfield Consultants Partnership	Environmental Analyst, Construction Monitoring	N	5 - Supplier previously awarded a contract for a similar product/service as the result of a competitive process within the previous five (5) years.
\$200,000	Vanderlande Industries Canada Inc.	Early Bag Storage-stage 1 (Baggage Connection Route Concept Design)	N	3 - standardization to existing products/services
\$199,000	Autopro Automation Consultants Ltd.	SCDA Software Development	N	1 - goods/services proprietary to supplier
\$197,000	Studio One Architecture Inc.	Pier A Upgrade Detailed Design and Construction Administration Services	N	4 - Existing satisfactory supplier that provided a cost saving.
\$195,700	Integra Consulting Inc.	Innovation Life Cycle Management	N	4 - Existing satisfactory supplier that provided a cost saving.

Aggregate Contract Value	Contractor	Description	Multiple Year Agreement	Reasons*
\$186,433	Arinc International of Canada ULC	Baglink Upgrade	N	1 - goods/services proprietary to supplier
\$183,843	Western Integrated Systems Ltd.	Supply & Install New Media Cabinets	N	1 - goods/services proprietary to supplier
\$181,000	Musco Sports Lighting Canada Co.	WDPE High-mast Lighting	N	3 - standardization to existing products/services
\$176,510	Integra Consulting, Inc.	Consulting Services	N	3 - standardization to existing products/services
\$174,500	Walker Environmental Group Inc.	Grease Trap Waste Removal and Maintenance Services	Y	4 - Existing satisfactory supplier that provided a cost saving.
\$170,000	ASSA ABLOY Entrance Systems	Automatic Doors Maintenance Service	Y	4 - Existing satisfactory supplier that provided a cost saving.
\$168,000	Kal Tire	Light Duty Fleet Maintenance Service Agreement	N	3 - standardization to existing products/services
\$165,000	Jaquith Industries Inc.	North RESA Inset Light Cans	N	3 - standardization to existing products/services

Aggregate Contract Value	Contractor	Description	Multiple Year Agreement	Reasons*
\$161,280	Long View System Corp.	Remote Stand Operation Consulting Services	N	5 - Supplier previously awarded a contract for a similar product/service as the result of a competitive process within the previous five (5) years.
\$160,775	Koolhaus Games Inc.	UA Help Points Phase 2	N	3 - standardization to existing products/services
\$150,000	Studio One Architecture Inc.	WestJet Guest Care Counter	N	4 - Existing satisfactory supplier that provided a cost saving.
\$150,000	Induperm	North RESA Inset Light Fixtures	N	3 - standardization to existing products/services
\$147,347	Flir 360 Surveillance Inc.	Perimeter Intrusion Detection	N	1 - goods/services proprietary to supplier
\$144,370	Ledcor Construction Ltd.	WestJet Guest Care Counter	N	4 - Existing satisfactory supplier that provided a cost saving.
\$142,000	Alpha Anchor and Pile Ltd.	Breakwater Installation	N	4 - Existing satisfactory supplier that provided a cost saving.