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## **Single Source – Solar Pole Mounted Radar Speed Boards and Related Technology Staff Report to Council**

Report Number: 2021-92

Department(s): Engineering Services, Procurement Services

Author(s): Mark Kryzanowski and Tracy Assis

Meeting Date: December 6, 2021

### **Recommendations**

1. That the report entitled Single Source – Solar Pole Mounted Radar Speed Boards and Related Technology dated December 6<sup>th</sup> 2021 be received; and,
2. That a contract with All Traffic Solutions be approved for a term of up to three years;
3. That the acquisition of seven (7) solar, pole mounted, radar speed boards be approved in the amount of \$36,190.00 USD, plus applicable taxes;
4. That additional pole mounted, radar speed boards be acquired as needed over the term of the agreement as long as the purchase remains within budget;
5. That a competitive process be started prior to the expiry of the term of this contract, unless it is not possible for reasons which will be explained to Council in a report prior to making additional purchases beyond the end of this term; and
6. That Staff be authorized and directed to do all things necessary to give effect to this resolution.

### **Purpose**

The purpose of this report is to seek approval to engage All Traffic Solutions Inc., on a single source non-competitive basis to continue to provide solar, pole mounted, radar speed boards and related licencing and support for a period of up to three years, based on the unit rates provided. If Council adopts the recommendations in this report, the initial purchase in December 2021 will be for seven (7) solar, pole mounted, radar speed boards ("**Speed Boards**") in the amount of \$36,190.00 USD, plus applicable taxes. Staff anticipate acquiring seven more Speed Boards in 2022. This report would also authorize the purchase of additional Speed Boards within the three year term, if determined to be operationally necessary.

### **Background**

The vision of the Town of Newmarket's Traffic Mitigation Strategy is to improve road safety and enhance the quality of life in Newmarket for both drivers and vulnerable road users. The Town's [Traffic Mitigation Strategy](#) incorporates amongst other things, a [Speed Management Program](#) whereby the Town makes use of radar speed boards as one of the measures under this program.

In or around 2016, the Engineering Department conducted market research and determined that All Traffic Solutions was the only supplier on the market that provided the full traffic management solution that was needed by the Town. On a pilot basis, Engineering Services acquired two solar, pole mounted radar speed boards at that time from All Traffic Solutions in the amount of \$9,404.27 USD, inclusive of taxes.

Traffic management has remained a Council Strategic Priority, and, in furtherance of the objective of providing traffic calming, 14 Speed Boards total were acquired via administrative approval under the Procurement Bylaw (an additional five in 2017 and another seven in 2019).

The current purchase is being brought forward for Council approval because the total amount that has been spent with All Traffic Solutions based on the two administrative approvals is just under \$100,000, and at that threshold, the Town's Procurement Bylaw, and the applicable trade treaties, require the Town to go out to the market for a competitive process, subject to there being an applicable exemption.

## **Discussion**

Staff is interested in acquiring seven (7) additional Speed Boards in 2021 from the existing incumbent, All Traffic Solutions and potentially acquiring another seven (7) in 2022.

By increasing the current complement of Speed Boards from 14 to 21 and possibly by another seven (7) in 2022, increasing the overall count to 28, this would allow Town forces to deploy more traffic calming measures in Town of Newmarket local area neighbourhoods, as defined in the Council's Strategic Priorities – Safe Transportation.

Presently the data is collected by way of a cloud based retrieval process which greatly facilitates how quickly the Town can access the data. This data is automatically uploaded to the Town's "[Radar Board Program](#)" on the Town's website.

The information is then viewable publicly by Ward and provides for easy to read information such as location of the board, average travelling speed and percentage of vehicles surveyed over the speed limit, etc. The Town also provides for historical data back to 2017 when the program was started.

The acquisition of the same Speed Boards would provide synergy to the program by:

1. Maintaining the integrity of the data collected to date until additional research can be conducted as to how that data might be migrated to a potential new solution provider and integrated into the Town's website;
2. Minimizing disruption to the present program and the collection and distribution of data to the public that could otherwise be impacted by transitioning to a new provider without a prior comprehensive review of the solutions in place today;
3. Ability to rely on existing speed board parts to carry out necessary repairs to ensure down time is minimal; parts are interchangeable between the existing solar pole-mounted boards to ensure the maximum number are operating in the field. It is worth noting that of the 14 existing solar pole-mounted boards in use by the Town, these experience minimal break-downs such as a broken cable or a dead battery, etc.
4. Minimizing the duplication of costs to the Town that may result following a potential award to a new solution provider if existing Speed Boards could not continue to be used. The existing speed boards have a life expectancy of about five years, so while the boards acquired in 2017 are nearing end of life, the boards acquired in 2019 have a life expectancy of until 2024, approximately.

## **Cost Control**

The current annual operating costs have not increased since the pilot program in 2016, and it is anticipated that this cost would be maintained or with minimal increase.

Single Source – Solar Pole Mounted Radar Speed Boards and Related Technology

Currently, the Town is afforded a bonus reduction of annual operating costs for each solar pole-mounted board when initially purchased with the solar unit.

Market research was carried out to determine if other Speed Boards with an incorporated traffic management system presently exist in the market. Of the six (6) suppliers consulted, being, All Traffic Solutions (Incumbent), TrafficLogix, ATS Traffic, Kalitec, Stinson and RadarSign, four (4) provided information as to their Speed Boards and all four provide for an incorporated traffic data management solution as well.

Two of the suppliers, being TrafficLogix and Kalitec, offer remote cloud base retrieval as is the case with the solution presently provided by the incumbent All Traffic Solutions.

In considering the unit costs collected, the lowest unit cost appears to be provided by TrafficLogix, with the incumbent being second lowest. The difference in cost between these two solutions is marginal.

However, there are additional cost savings garnered by staying with the incumbent because the award of a new contract to another supplier may require a complete overhaul of the boards acquired to date and as a result some duplication of costs as it relates to the boards just acquired in 2019.

That said, given the number of additional companies available in the market now compared to when the Town first entered into an arrangement with All Traffic Solutions, it is recommended that a competitive procurement process should be conducted at the expiry of this three year term. If it is not possible to do so at that time, staff will report back to Council to explain and provide further recommendations. .

### **Procurement Considerations:**

In accordance with the delegated authority described in Schedule D, Table 5 of Procurement By-law 2014-27, all single / sole source acquisitions exceeding \$100,000.00 are to be approved by Council;

A non-competitive approval to proceed with continuing the arrangement with All Traffic Solutions for the acquisition of solar radar, pole mounted, speed boards and related licencing and support for the incorporated traffic data management solution is sought in accordance with the single and sole source provisions of the Procurement By-Law 2014-27 as well as the limited tendering provisions of the trade treaties, applicable to Canadian Municipalities as follows:

Procurement By-Law 2014-27:

- Section 13.6 – (i). For reasons of standardization such as technical specifications; and
- Section 13.6 (iii) Where compatibility with an existing service is a paramount consideration;

Canadian Free Trade Agreement (CFTA):

- Article 513 – Limited Tendering:

c) for additional deliveries by the original supplier of goods or services that were not included in the initial procurement, if a change of supplier for such additional goods or services:

- (i) cannot be made for economic or technical reasons such as requirements of interchangeability or interoperability with existing equipment, software, services, or installations procured under the initial procurement; and
- (ii) would cause significant inconvenience or substantial duplication of costs for the procuring entity;

## **Conclusion**

It is staff's recommendation that All Traffic Solutions Inc. be engaged on a single source, non-competitive basis to provide solar radar, pole mounted, speed boards and related licencing and support for a period of up to three years.

## **Business Plan and Strategic Plan Linkages**

Newmarket's vision of a community "Well Beyond the Ordinary" is one that provides efficient, effective and environmentally sound services to an appropriate level that achieves Council and/or Provincially mandated services levels, which meet public health and safety requirements and enhances quality of life while ensuring that system capital assets retain their value and are managed and funded according to sustainable, lifecycle based principles and practices. In addition, Newmarket's procurement practices align with Council's 2018-2022 Strategic Priority of Long-term Financial Sustainability.

## **Consultation**

This report was prepared with input provided by staff from the Engineering and Procurement Services.

## **Human Resource Considerations**

None at this time.

## **Budget Impact**

The funding for this acquisition would be from the Traffic Management Operating budget 62122.4404. The operating costs (annual maintenance) for the solar boards would also be from the Traffic Management Operating budget 62122.4482. There are sufficient funds in both accounts.

## **Attachments**

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## **Approval**

Peter Noehammer, Commissioner, Development & Infrastructure Services

Sepideh Majdi, Acting Director, Engineering Services

Esther Armchuk, Commissioner, Corporate Services

Karen Reynar, Director of Legal and Procurement Services

Tracy Assis, Manager of Procurement Services

## **Contact**

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