



**The Corporation of the
City of Sault Ste. Marie**

C O U N C I L R E P O R T

February 3, 2025

TO: Mayor Matthew Shoemaker and Members of City Council
AUTHOR: Karen Marlow, Manager of Purchasing
DEPARTMENT: Corporate Services
RE: Seasonal Security Services

Purpose

The purpose of this report is to obtain Council approval to award seasonal security services for the City of Sault Ste. Marie for a term of three years commencing March 1, 2025, with the option to extend for up to two additional years by mutual agreement. The services are to be provided at City parks, rinks, marina, waterfront, works centre, and landfill.

Background

The proposal was publicly advertised and notification provided to firms on the bidders list. Proposals were required to be submitted for consideration no later than 4:00 p.m. on December 19, 2024.

Analysis

Proposals from 13 proponents were received prior to closing deadline:

- 247 Gard (1000830316 Ont. Inc.), Brampton, ON
- CNSS Canadian National Security Solutions Corp., Toronto, ON
- G Force Security Inc., Mississauga, ON
- Garda Canada Security Corp., Saint-Laurent, QC
- Interlinx Security Solutions, North York, ON
- KC Security Services, Sault Ste. Marie, ON
- Lion Guard Corp., Toronto, ON
- Norpro Security Ltd., Sault Ste. Marie, ON
- North East Regional Security Services Inc., Sault Ste. Marie, ON
- Pivot Security (2871958 Ontario Inc.), Toronto, ON
- RLP Security Services Ltd., Sault Ste. Marie, ON
- Security Guard Group Ltd., London, ON
- Xtreme Security, Scarborough, ON

The proposals received have been reviewed and evaluated by a committee comprised of staff from Community Development and Enterprise Services and Public Works Parks and Landfill divisions.

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It is the consensus of the Evaluation Committee the proponent scoring the highest in the evaluation process is North East Regional Security Services.

Financial Implications

Based on the estimated requirements for the required Seasonal Security Services, the costs for these services, as proposed by North East Regional Security Services, will be approximately \$270,000.00 plus HST for the first year.

Firm pricing schedules have been provided for the initial three years of the contract, plus the two additional years if extended.

Sufficient funds have been budgeted within various CDES and PWES operational accounts.

Strategic Plan / Policy Impact / Climate Impact

This is an operational matter not articulated in the Corporate Strategic Plan.

Recommendation

It is therefore recommended that Council take the following action:

Resolved that the report of the Manager of Purchasing dated February 3, 2025, concerning Seasonal Security Services as required by various City Departments, be received and that the services be awarded to North East Regional Security Services at the rates quoted commencing March 1, 2025 for three years, with the option to extend up to two additional years by mutual agreement.

Respectfully submitted,

Karen Marlow

Manager of Purchasing

705.759.5298

k.marlow@cityssm.on.ca