

Memorandum to the Council of Corporation of the Municipality of Temagami

Subject: Evaluation and Award Recommendation – MRFD Replacement of Aging Pumper 4

Memo No: 2025-M-153

Date: June 26, 2025

Attachment: None

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Recommendation

WHEREAS three compliant bids were evaluated based on weighted scoring, technical compliance, and lifecycle cost analysis;

AND WHEREAS Battleshield Industries Ltd. received the highest overall score and submitted the most cost-effective, lowest-risk proposal;

BE IT RESOLVED THAT Council receives Memo 2025-M-153 as presented;

AND FURTHER THAT:

1. Council awards RFP #2025-03 to Battleshield Industries Ltd. for \$775,260.00 plus applicable taxes;
2. The vendor shall submit the final contract in accordance with their approved proposal;
3. The contract shall be reviewed by the Municipality's legal counsel prior to execution;
4. The CAO and Marten River Fire Chief are authorized to execute the agreement on behalf of the Municipality;
5. The expenditure be included in the 2025 Capital Budget for Fire Services, funded through the Marten River Fire Department Reserve and a municipal debenture to be issued in the 2026 Capital Budget.

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1. Executive Summary

The Municipality of Temagami issued RFP #2025-03 for the acquisition of one (1) new pumper fire truck for the Marten River Fire Department (MRFD) to replace aging apparatus and improve emergency response capacity. Three compliant bids were received from:

- Battleshield Industries Ltd.
- Dependable Emergency Vehicles
- Twin City Fire & Rescue

Following a rigorous, evidence-based evaluation process using mathematical scoring models, capability assessments, and financial analysis, Battleshield was determined to offer the best overall value, receiving a perfect score (100/100). Their proposal met or exceeded all technical and compliance requirements, offered the strongest warranties, and required no down payment, reducing financial risk.

This report recommends awarding the contract to Battleshield Industries Ltd. in the amount of \$775,260.00 (before HST).

2. Background

In accordance with the 2025 capital equipment plan, the MRFD identified the urgent need to replace its frontline pumper truck, which has exceeded its service life and no longer meets modern safety or operational requirements.

RFP #2025-03 was issued to solicit sealed proposals from qualified manufacturers for a fully NFPA 1901-compliant pumper apparatus. The RFP included strict technical specifications (Section 5), mandatory legal certifications, and clauses prohibiting down payments or prepayments (Section 4.2). Council priorities included lifecycle value, cold-weather reliability, and local serviceability.

The evaluation committee used a multi-criteria model to assess submissions, supported by technical verification from municipal staff and third-party documentation (e.g., ULC pump certifications, CAD layouts, chassis specs, and warranty letters).

3. Evaluation Framework

The evaluation used the following integrated methods:

- Mandatory Compliance Screening (Pass/Fail)
- Weighted Attribute Scoring (Technical, Warranty, References, Price)
- Subsystem-Based Technical Scoring Matrix
- Capability Maturity Assessment (Process, Track Record, Innovation)
- Scenario-Based Testing (Winter Operations, Pump-and-Tanker, Mutual Aid)
- Financial Analysis (Price-Performance Index, Cash Outlay, Lifecycle Impact)
- Municipal Alignment Review
- Tie-Breaker Protocol:
 - Highest pump capacity @ 250 PSI
 - Shortest delivery time
 - Lowest lifecycle cost

4. Mandatory Compliance Review

Requirement	Battleshield	Dependable	Twin City
NFPA 1901 Compliance (Sec 5.1)	Yes	Yes	Yes
CMVSS / NSM (Sec 5.2)	Yes	Yes	Yes
ULC Pump Certification (Sec 5.32.1)	Waterous	Hale QFLO	Hale QFLO
Minimum 10 Years Manufacturing	Yes	Yes	Yes
Insurance & WSIB Certificates	Provided	Provided	Provided
Bid Format Compliance (PDF + Pricing)	Yes	Yes	Yes
No Down Payment (Sec 4.2)	0%	30%	No provided
On-Site Training (Sec 5.13)	Yes	Yes	Not stated

5. Scoring Methodology

5.1. Composite Score Formula

Let:

- T_i = Technical Score (maximum 60 points)
- W_i = Warranty & Service Score (maximum 15 points)
- R_i = References & Experience Score (maximum 5 points)
- P_i = Price Score (maximum 20 points)

The Total Score for Bidder i is:

- $S_i = T_i + W_i + R_i + P_i$

5.2. Price Score Formula

Let:

- C_{min} = Lowest base price submitted among compliant bids
- C_i = Base price submitted by Bidder i

Then:

- $P_i = 20 \times (C_{min} / C_i)$

This formula ensures that the lowest-cost compliant bidder receives the full 20 points, and all other bidders receive a proportionally lower score based on their relative cost.

6. Technical Evaluation (Subsystem Matrix)

Subsystem	Max Pts	RFP Ref	Method
Pump Performance	15	Sec 5.32	ULC cert + 250 PSI verified
Chassis	10	Sec 5.14–25	Spec match and rugged design
Safety Systems	12	Sec 5.90+	NFPA-compliant redundancy
Compartments	10	Sec 5.64	CAD layout & accessibility
Cold Climate Design	8	Sec 5.9.1	Rated -40°C to +40°C
Delivery & Training	5	Sec 5.13	Timeline and NFPA-aligned training plan

7. Capability Maturity Assessment

Category	Weight	Battleshield	Dependable	Twin City
Process Maturity	0.33	3	2	1
Track Record	0.33	3	3	2
Innovation Readiness	0.34	3	2	1
Composite Score	—	3.00	2.33	1.33

8. Scenario-Based Evaluation

Scenario	Battleshield	Dependable	Twin City
Winter Emergency	Exceeds	Meets	Meets
Pump-and-Tanker Simultaneous Ops	Verified	Verified	Not Verified
Short-Notice Mutual Aid Compatibility	Confirmed	Yes	Unknown

9. Financial Comparison (Pre-Tax)

Bidder	Price (Before HST)	Down Payment	Cash Outlay
Battleshield	\$775,260.00	0%	\$0.00
Dependable	\$813,761.00	30%	\$244,128.30
Twin City	\$786,345.00	Not Provided	Not Provided

10. Final Weighted Scores (Out of 100)

Bidder	Technical	Warranty	References	Price	Total
Battleshield	60.0	15.0	5.0	20.0	100.0
Dependable	58.0	13.5	5.0	19.06	95.56
Twin City	50.0	9.0	3.0	19.72	81.72

11. Conclusion

Following a comprehensive evaluation process grounded in technical, financial, and operational criteria, Battleshield Industries Ltd. has demonstrated the highest overall value and full compliance with the Municipality's RFP requirements. Their proposal offers superior performance features, robust warranty coverage, zero down payment, and alignment with the Municipality's long-term service and readiness objectives for the Marten River Fire Department.

The evaluation confirms that Battleshield's proposal not only meets but exceeds the RFP specifications in several key areas, including winterization, pump capacity, and delivery timelines. Awarding the contract to Battleshield ensures that the Municipality secures a high-quality emergency vehicle while minimizing upfront capital impacts through a responsible funding strategy.

It is therefore recommended that Council proceed with awarding the contract to Battleshield Industries Ltd., subject to legal review and contract execution by the CAO and Fire Chief, and that funding be approved through the Marten River Fire Department reserve and a 2026 municipal debenture.