

# ECAO

ELECTRICAL  
CONTRACTORS  
ASSOCIATION OF  
ONTARIO

## Procurement Policy

Ensuring Successful Bidders = Successful Projects



# Discussion Topics

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- Does our procurement policy ensure projects completed on time, on budget, and safely?
- Elements of effective procurement policies
- Current practice pitfalls





# ABOUT the ECAO and IBEW



ELECTRICAL CONTRACTORS ASSOCIATION OF ONTARIO  
INTERNATIONAL BROTHERHOOD OF ELECTRICAL WORKERS



# Effective Procurement



- What are the goals of your procurement process?
- Must be more than simply lowest bid
- Research shows that the lowest bid is often the most expensive and most delayed



## Goals

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- Timely Completions
- Safe Completions
- On Budget
- Best Bid
- Other?



# Construction Procurement

Ask for safety records  
and proof of  
performance (list of  
clients who recommend  
them)

Does your policy  
consider all legislative  
requirements –  
supporting and  
protecting apprentices?



# Common Goals

- Clear, fair, and consistent contract terms.

(LeDuc)

- Understanding of Responsibilities.

(seminal case w.r.t. Municipality being liable)

# Successfully Completed Municipal Projects by ECAO Contractors 2021-2022

- Kitchener: Effluent Wastewater Treatment Plant (WWTP) Project
- Guelph: Water Treatment Plant (WTP) - Gate Control Upgrade
- Guelph: WTP - LED Lighting Upgrade
- Guelph: Pumping Station (PS) - Lighting Upgrades
- Peel: GE Booth WWTP #1 Demolition & Modifications
- Peel: Washburn PS – Station Upgrades
- Brockton: Walker West Booster PS – Station Upgrades and Valve Chamber Installation
- Central Ontario: 2020 Traffic Signal rebuild program – various locations
- Niagara: Port Dallhousie WWTP - Chemical Building Upgrades
- Niagara: DeCew Falls WTP – Plant #3 Upgrades
- Toronto: Scarborough Pumping Station – Transmission Line Valving Upgrades
- Toronto: Gardiner Expressway – RESCUE Loops
- Toronto: York University – Traffic Signals & Bike Lanes
- Toronto: Mount Pleasant Road – Installed 11 Wavetronix Sensors in 5 Locations
- Southwestern Ontario: Hon. Herb Gray Parkway Pumping Stations & Diesel Generator Buildings





# Municipal Projects nearing completion by ECAO Contractors 2022

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- Waterloo Region: Laurel WTP – Reservoir Upgrades and Installation of New Water Treatment Plant
- City of Kitchener: Old Mill PS – New Pumping Station
- Woolwich Township: Gas detection system, emergency lighting & ventilation system upgrade
- City of Brantford: Brantford WWTP – Plant Digester Upgrades
- Oxford County: Drumbo WWTP – Plant Expansion and Upgrades



# Municipal Leaders Fiscal Accountability

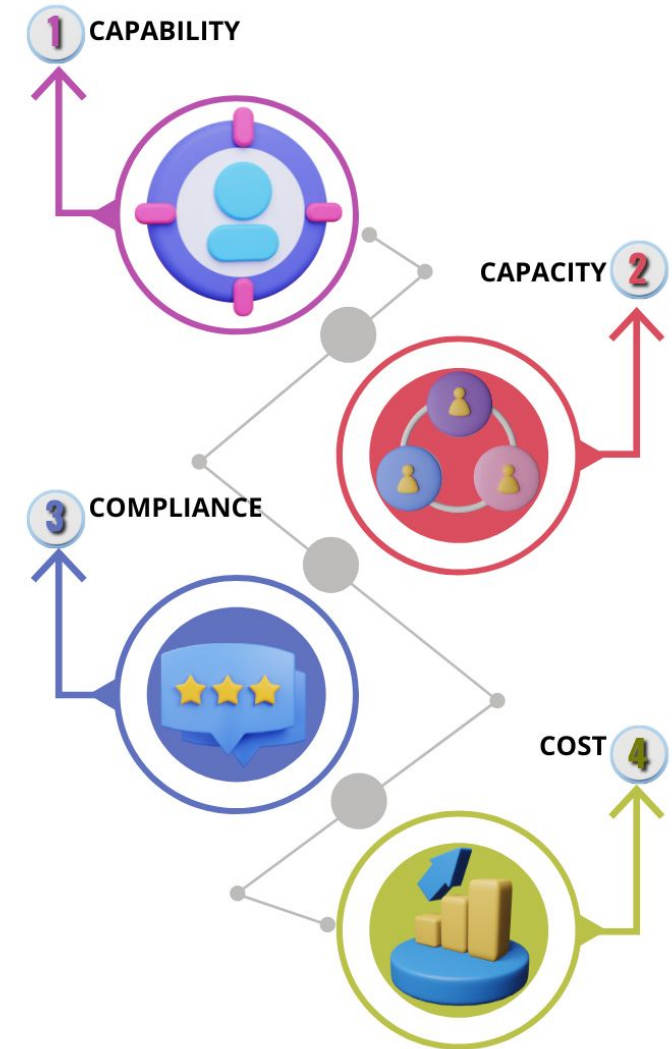
- Increased scrutiny and accountability combined with greater fiscal challenges means procurement more important than ever
- Save taxpayer money, staff time and potentially save lives by establishing and ensuring compliance of a policy that protects you and your community
- Increased complexity and new technology means ensuring you are hiring contractors who will address these emerging demands



# Effective Elements of Procurement Policy

To be able to identify:

- Capability
- Capacity
- Compliance
- Cost





## Current Practice Pitfalls

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- Low bid = best bid
- No stated/written/defined goals
- Failure to require general contractor to name major sub-contractors
- Others?



# WHAT CAN YOU DO?



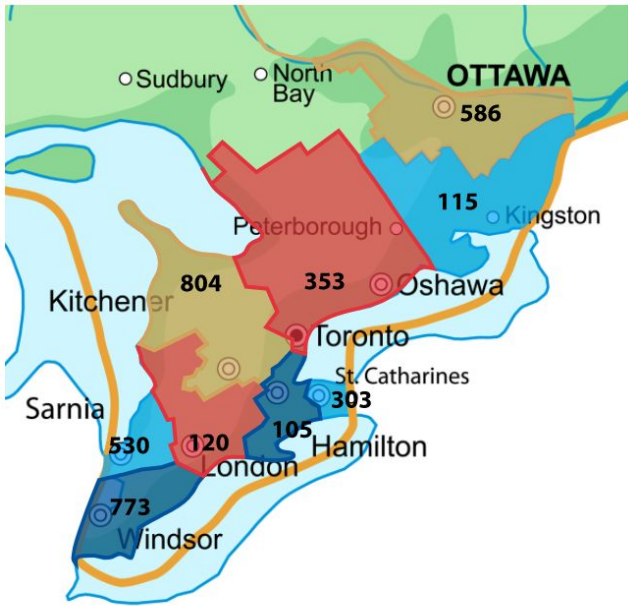
## Alter Practices

(ex: require identification of major sub contractors)



## Purposeful Procurement Practices

# Construction Procurement



## "CAPACITY"

Make sure your contractor dedicates and can support necessary resources – overstretching leads to delays and additional costs



# Provincial Contractor Registry

Two major Ontario hospitals bogged down in years of delays, cost overruns and delayed patient care, and numerous other major projects in cities across province all of which could have been avoided if they had talked to another municipality about their experience.

Kitchener-Waterloo

## 'Poor co-ordination' blamed for 20-month construction delay at Cambridge Memorial Hospital



Fifth delay this year means CMH can't provide care in new acute care A-wing until October 2018

Maeve Doyle · Posted: Jun 10, 2018 7:00 AM ET | Last Updated: June 11, 2018



# Contact Information



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Questions?

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