

Appendix: 2024 Report on Single and Sole-Source Contracts

Single and sole sourcing, in the right circumstances, can both be legitimate and useful procurement tools that can reduce costs, improve efficiencies and ensure quality.

Sole sourcing occurs when a purchase is made from the only available supplier for the required item(s) or service. Sole sourcing includes standardization decisions where a particular specification has been established that can only be met by a single vendor.

Single sourcing occurs when a purchase made from a particular supplier, purposefully chosen without a competitive process, when other suppliers are available. An example of a single source would be procuring services from an incumbent vendor, without a competitive process. This may occur in the case of an extension to an existing contract.

In general, the Airport Authority's procurement of goods and services will be awarded following a competitive process, however there are exceptions where a single or sole source may provide the best route to achieving best overall value. Exceptions to the competitive process approach may be made in the circumstances described below. The persons with the appropriate signing authority will state in writing upon what grounds the exception is being made.

Reasons for exceptions include:

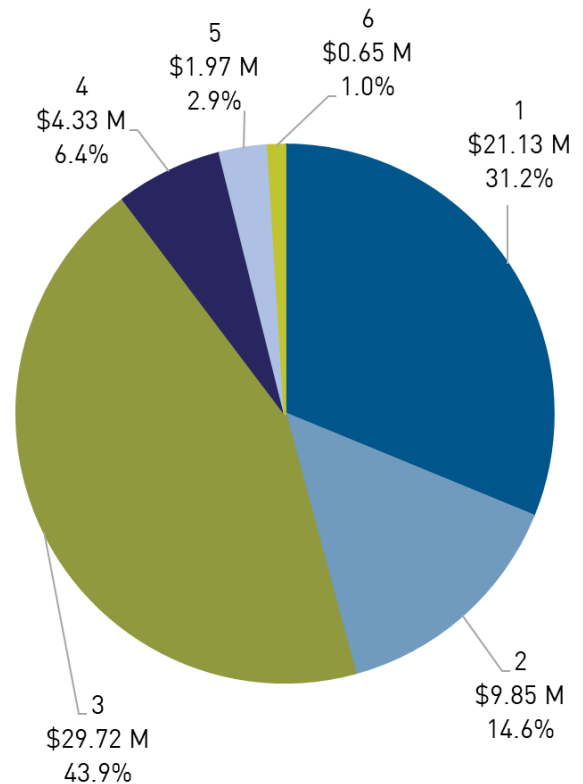
1. The goods or services are of a proprietary nature or there is only one qualified supplier
2. Urgency arising from a safety, security or critical operating need
3. In compliance with a product, services or equipment standardization program
4. When the supplier has satisfactorily performed previous related services that provided a cost saving or value add
5. Strategic third-party arrangement with business partner
6. 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 Single and Sole Source Contracts more than \$163,702 (\$100,000 in 2000 dollars) which were not awarded based on a competitive process during 2024. Refer to the charts below for a summary of Single and Sole Source Contracts by purchasing category and Reasons for Exception.

Purchasing Category	Estimated Contract Value	Number Of Contracts
Technology Services	\$16.80 M	18
Airside Services	\$10.36 M	8
Baggage Services	\$10.27 M	3
Facility Services	\$8.23 M	7
Consulting Services	\$7.29 M	16
Asset - Equipment	\$4.86 M	8
Construction Services	\$4.27 M	8
Corporate Services	\$3.35 M	2
Customer Care	\$1.55 M	2
Personal Services Contracts	\$0.40 M	2
Management Services	\$0.28 M	1
Total	\$67.66 M	75

2024 Single-Sourced Contracts Value by Reasons for Exception

- 1. The goods or services are of a proprietary nature or there is only one qualified supplier
- 2. Urgency arising from a safety, security or critical operating need
- 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 or value add
- 5. Strategic third-party arrangement with business partner
- 6. 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.



The table below reports the 75 contracts (Estimated Contract Value: \$68M) that were identified.

Estimated Contract Value	Contractor	Description	Estimated Contract Term	Reason for Exception
\$6.83 M	ABCoast Aviation Services Ltd	Baggage Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program (extension of existing contract, to allow time for a new procurement to take place)
\$5.08 M	Microsoft Canada Inc	Technology Services	4 Years	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$4.00 M	Heritage Office Furnishings Ltd	Facility Services	3 Years	3 – In compliance with a product, services, or equipment standardization program
\$3.80 M	Aero Mag 2010 YVR Inc.	Airside Services	5 Years	3 – In compliance with a product, services, or equipment standardization program
\$3.62 M	IBM Canada Limited	Technology Services	5 Years	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$3.17 M	Beumer Group Canada Corporation	Baggage Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$3.00 M	Nav Canada	Technology Services	3 Years	3 – In compliance with a product, services, or equipment standardization program
\$3.00 M	Nachurs Alpine Solutions	Airside Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program

Estimated Contract Value	Contractor	Description	Estimated Contract Term	Reason for Exception
\$2.85 M	SK Hynix NAND Product Solutions Canada Ltd	Corporate Services	Non-multiple Year	2 – The Urgency of a safety, security or critical operating need so requires
\$2.00 M	Francl Architecture	Consulting Services	5 Years	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$2.00 M	Finning International Inc	Asset - Equipment	5 Years	3 – In compliance with a product, services, or equipment standardization program
\$1.94 M	Mallaghan (GA) Inc	Airside Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$1.80 M	Jacob Bros. Construction Inc.	Construction Services	Non-multiple Year	2 – The urgency of a safety, security or critical operating need so requires
\$1.36 M	Stantec Architecture Ltd	Consulting Services	1 Year	4 – When the supplier has satisfactorily performed previous related services that provided a cost savings
\$1.36 M	Delta Tritec Group Ltd	Facility Services	5 Years	2 – The urgency of a safety, security or critical operating need so requires
\$1.24 M	U.S. Customs and Border Protection	Facility Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.97 M	Rollins Machinery Limited	Asset - Equipment	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program

Estimated Contract Value	Contractor	Description	Estimated Contract Term	Reason for Exception
\$0.85 M	Air Canada - Winnipeg	Customer Care	Non-multiple Year	5 – Strategic third-party arrangement with business partner
\$0.78 M	Aligned Floor Coverings Inc	Facility Services	Non-multiple Year	2 – The urgency of a safety, security or critical operating need so requires
\$0.70 M	ABCoast Aviation Services Ltd	Customer Care	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.68 M	Brace Consulting LP	Consulting Services	2 Years	4 – When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.67 M	Qualtrics LLC	Technology Services	5 Years	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.64 M	A&K Robotics	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.62 M	Microsoft Canada Inc	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.59 M	Bentley Canada Inc	Technology Services	3 Years	4 – When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.53 M	Etro Construction Ltd.	Construction Services	Non-multiple Year	2 – The urgency of a safety, security or critical operating need so requires

Estimated Contract Value	Contractor	Description	Estimated Contract Term	Reason for Exception
\$0.52 M	Coast Industrial, Maintenance & Machine Ltd.	Asset - Equipment	1 Year	2 – The urgency of a safety, security or critical operating need so requires
\$0.50 M	DFW Airport FTRC	Airside Services	3 Years	3 – In compliance with a product, services, or equipment standardization program
\$0.50 M	Microsoft Canada Inc	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.49 M	Minister of Finance (BC)	Corporate Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.47 M	Empower Airport Systems Inc	Airside Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.43 M	Whelan Construction Westcoast Inc.	Construction Services	Non-multiple Year	6 – 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.
\$0.42 M	Heritage Office Furnishings Ltd	Facility Services	Non-multiple Year	4 – When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.38 M	EES Inspections Inc	Consulting Services	Non-multiple Year	4 – When the supplier has satisfactorily performed previous related services that provided a cost savings

Estimated Contract Value	Contractor	Description	Estimated Contract Term	Reason for Exception
\$0.38 M	Averest Inc.	Asset - Equipment	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.36 M	Harrier Construction & Project MGMT Ltd.	Construction Services	Non-multiple Year	2 – The urgency of a safety, security or critical operating need so requires
\$0.34 M	TKH Airport Solutions A/S	Asset - Equipment	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.34 M	Young Electric Ltd	Construction Services	Non-multiple Year	2 – The urgency of a safety, security or critical operating need so requires
\$0.32 M	CDW Canada Inc.	Technology Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.32 M	C&C Horizon Contracting Ltd.	Construction Services	Non-multiple Year	5 – Strategic third-party arrangement with business partner
\$0.32 M	Ernst & Young LLP	Consulting Services	Non-multiple Year	4 – When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.30 M	ViRTUS Inc.	Consulting Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.29 M	Whelan Construction Westcoast Inc.	Construction Services	Non-multiple Year	2 – The urgency of a safety, security or critical operating need so requires

Estimated Contract Value	Contractor	Description	Estimated Contract Term	Reason for Exception
\$0.28 M	The Works Design Communications Ltd	Consulting Services	2 Year	3 – In compliance with a product, services, or equipment standardization program
\$0.28 M	ADB Safegate Canada Inc.	Asset - Equipment	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.28 M	0836788 B.C. Ltd. DBA 42ENG	Management Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.28 M	WSP Canada Inc.	Consulting Services	Non-multiple Year	5 – Strategic third-party arrangement with business partner
\$0.28 M	Destination Vancouver	Consulting Services	Non-multiple Year	5 – Strategic third-party arrangement with business partner
\$0.27 M	ABCoast Aviation Services Ltd	Baggage Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.25 M	Tristar Electric Inc	Airside Services	Non-multiple Year	2 – The urgency of a safety, security or critical operating need so requires
\$0.25 M	Vancouver Airport Chaplaincy	Facility Services	5 Years	5 – Strategic third-party arrangement with business partner
\$0.23 M	RWDI AIR Inc.	Consulting Services	3 Years	3 – In compliance with a product, services, or equipment standardization program

Estimated Contract Value	Contractor	Description	Estimated Contract Term	Reason for Exception
\$0.22 M	Introba Canada LLP	Consulting Services	Non-multiple Year	4 – When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.22 M	CDW Canada Inc.	Technology Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.22 M	Egon Zehnder International Inc.	Consulting Services	Non-multiple Year	6 – 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.
\$0.22 M	IBM Canada Limited	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.21 M	Redacted (Personal Information)	Consulting Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.21 M	Siemens Canada Limited	Consulting Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.21 M	Long View Systems Corporation	Technology Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.21 M	Harrier Construction & Project MGMT Ltd.	Construction Services	Non-multiple Year	2 – The urgency of a safety, security or critical operating need so requires

Estimated Contract Value	Contractor	Description	Estimated Contract Term	Reason for Exception
\$0.20 M	McElhanney Consulting Services	Consulting Services	Non-multiple Year	2 – The urgency of a safety, security or critical operating need so requires
\$0.20 M	ABCoast Aviation Services Ltd	Airside Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.20 M	MALMS Navaid Inc.	Technology Services	5 Years	4 – When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.20 M	Niricson Software Inc.	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.20 M	CDW Canada Inc.	Technology Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.19 M	Redacted (Personal Information)	Consulting Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.19 M	BC Conveying Machinery Limited	Asset - Equipment	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.19 M	Suncor Energy Products Partnership	Airside Services	2 Years	3 – In compliance with a product, services, or equipment standardization program
\$0.18 M	Flynn Canada Ltd.	Facility Services	Non-multiple Year	2 – The urgency of a safety, security or critical operating need so requires

Estimated Contract Value	Contractor	Description	Estimated Contract Term	Reason for Exception
\$0.18 M	Gallagher Prime Mechanics Ltd.	Asset - Equipment	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.18 M	Amadeus Airport IT Americas, Inc.	Technology Services	Non-multiple Year	2 – The urgency of a safety, security or critical operating need so requires
\$0.18 M	Colliers Project Leaders Inc.	Consulting Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.17 M	Ginqo Consulting Ltd	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.17 M	AE Concrete Products Inc.	Consulting Services	Non-multiple Year	4 – When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.17 M	CDW Canada Inc.	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier