



# 2025 Report on Single and Sole- Source Contracts



# 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 is 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 is 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:

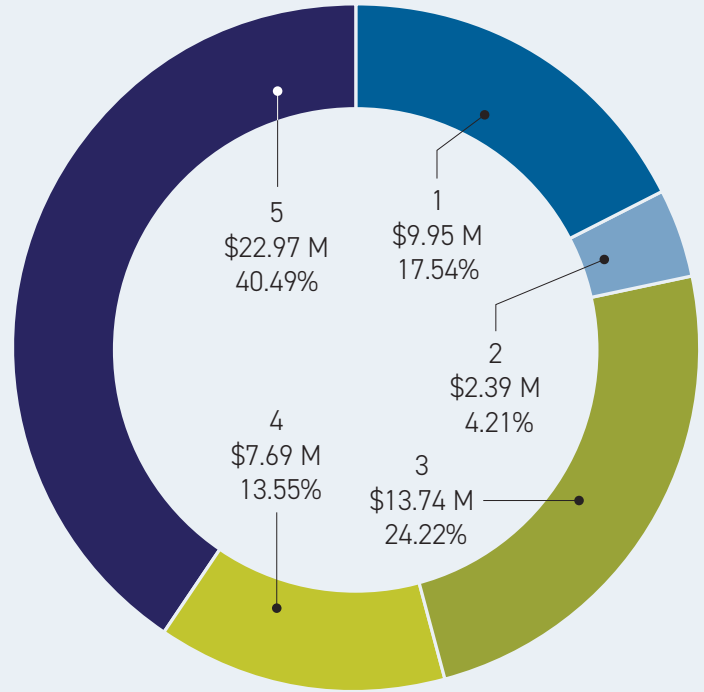
1. The goods or services are of a proprietary nature or there is only one qualified supplier.
2. The urgency of a safety, security, or critical operating need so requires.
3. In compliance with a product, services, or equipment standardization program.
4. When the supplier has satisfactorily performed previous related services that provided a cost savings.
5. 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 \$171,222 (\$100,000 in 2000 dollars) which were not awarded based on a competitive process during 2025. 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
Airside Services	\$22.50 M	5
Facility Services	\$9.61 M	8
Technology Services	\$8.61 M	16
Construction Services	\$5.14 M	8
Consulting Services	\$4.74 M	9
Corporate Services	\$2.88 M	8
Asset—Equipment	\$1.97 M	6
Baggage Services	\$0.89 M	3
Personal Services Contracts	\$0.39 M	2
<b>Grand Total</b>	<b>\$56.73 M</b>	<b>65</b>

## 2025 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 The urgency of a safety, security, or critical operating need so requires
- 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 savings
- 5 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 65 contracts (Estimated Contract Value: ~\$57 M) that were identified.

Estimated Contract Value	Contractor	Description	Estimated Contract Term	Reason for Exception
\$7.00 M	AviBC Aviation Services Ltd.	Airside Services	5 Years	3 – In compliance with a product, services, or equipment standardization program
\$6.00 M	Brent Kelly Farms	Airside Services	5 Years	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$5.00 M	E Mathers Bulldozing Co Ltd	Airside Services	5 Years	3 – In compliance with a product, services, or equipment standardization program
\$3.60 M	Delta Tritec Group Ltd	Facility Services	3 Years	3 – In compliance with a product, services, or equipment standardization program
\$3.03 M	Tyco Integrated Fire & Security Canada, Inc.	Facility Services	2 Years	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$2.50 M	Hexcel Construction Ltd.	Airside Services	5 Years	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$2.00 M	Amrize Canada	Airside Services	5 Years	3 – In compliance with a product, services, or equipment standardization program
\$1.58 M	dormakaba USA Inc.	Technology Services	1 Year	3 – In compliance with a product, services, or equipment standardization program
\$1.5 M	CDW Canada Inc.	Technology Services	3 Years	3 – In compliance with a product, services, or equipment standardization program
\$1.47 M	Whelan Construction Westcoast Inc.	Construction 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
\$1.31 M	SK Hynix NAND Product Solutions Canada Ltd	Facility Services	1 Year	1 - The goods or services are of a proprietary nature or there is only one qualified supplier
\$1.00 M	Microsoft Canada	Technology Services	Non-multiple Year	1 - The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.93 M	U.S. Customs and Border Protection	Consulting Services	Non-multiple Year	1 - The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.93 M	1209602 B.C. Ltd.	Consulting Services	5 Years	2 - The urgency of a safety, security, or critical operating need so requires
\$0.90 M	0836788 B.C. Ltd. DBA 42ENG	Consulting Services	3 Years	1 - The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.87 M	Bruel & Kjaer EMS Inc.	Technology Services	5 Years	4 - When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.79 M	C&C Horizon Contracting Ltd.	Construction Services	Non-multiple Year	4 - When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.78 M	Jacob Bros. Construction Inc.	Construction Services	Non-multiple Year	2 - The urgency of a safety, security, or critical operating need so requires
\$0.75 M	Pacific Project Systems Inc.	Consulting Services	5 Years	4 - When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.71 M	Oracle Canada ULC	Technology Services	Non-multiple Year	1 - The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.61 M	Whelan Construction Westcoast Inc.	Construction Services	Non-multiple Year	4 - When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.57 M	AE Concrete Products Inc.	Asset—Equipment	Non-multiple Year	3 - In compliance with a product, services, or equipment standardization program
\$0.50 M	AE Mechanical Limited	Facility Services	2 Years	4 - When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.50 M	Microsoft Canada Inc.	Corporate Services	3 Years	1 - The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.47 M	Peter Kiewit Sons ULC	Construction Services	Non-multiple Year	5 - 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
\$0.46 M	IBM Canada Limited	Corporate Services	Non-multiple Year	4 - When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.46 M	Kronos Canadian Systems, Inc.	Corporate Services	3 Years	3 - In compliance with a product, services, or equipment standardization program
\$0.46 M	The Ultimate Software Group of Canada, Inc.	Technology Services	2 Years	3 - In compliance with a product, services, or equipment standardization program

Estimated Contract Value	Contractor	Description	Estimated Contract Term	Reason for Exception
\$0.40 M	AviBC Aviation Services Ltd.	Baggage Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.39 M	4th Utility Inc.	Facility Services	2 Years	4 – When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.39 M	Sitecore Canada Ltd.	Corporate Services	2 Years	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.38 M	Bay Hill Contracting Ltd	Construction Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.37 M	ViRTUS Inc.	Corporate Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.36 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
\$0.35 M	Seamless International B.V.	Consulting Services	1 Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.34 M	Wells H2O Ltd.	Construction Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.33 M	AE Concrete Products Inc.	Asset—Equipment	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.32 M	ASSA ABLOY Entrance Systems	Facility Services	3 Years	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.31 M	IFS Canada Inc.	Corporate Services	1 Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.30 M	Jacob Bros. Construction Inc.	Construction Services	1 Year	2 – The urgency of a safety, security, or critical operating need so requires
\$0.29 M	Procore Technologies, Inc.	Technology Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.29 M	Holinova Technology Ltd	Asset—Equipment	1 Year	3 – In compliance with a product, services, or equipment standardization program
\$0.29 M	Musco Sports Lighting Canada Co	Asset—Equipment	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.28 M	Cummins Canada ULC	Asset—Equipment	1 Year	3 – In compliance with a product, services, or equipment standardization program
\$0.28 M	Nerak Systems Inc.	Baggage Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.28 M	Wells H2O Ltd.	Facility Services	2 Years	4 – When the supplier has satisfactorily performed previous related services that provided a cost savings
\$0.28 M	ISA Cybersecurity Inc.	Technology Services	3 Years	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.26 M	Pre,LLC DBA Pangiam	Technology Services	3 Years	1 – The goods or services are of a proprietary nature or there is only one qualified supplier

<b>Estimated Contract Value</b>	<b>Contractor</b>	<b>Description</b>	<b>Estimated Contract Term</b>	<b>Reason for Exception</b>
\$0.26 M	CDW Canada Inc.	Technology Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.24 M	Finning International Inc.	Consulting Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.24 M	Stantec Architecture Ltd	Consulting Services	2 Years	3 – In compliance with a product, services, or equipment standardization program
\$0.24 M	CDW Canada Inc.	Technology Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.22 M	Avia NG Inc.	Consulting Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$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	Nerak Systems Inc.	Baggage Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.21 M	Vertiv Canada ULC	Asset—Equipment	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.21 M	Long View Systems Corporation	Technology Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.20 M	Redacted (Personal Information)	Personal Services Contracts	1 Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.20 M	Blackhawk Network (Canada) Ltd.	Corporate Services	Non-multiple Year	2 – The urgency of a safety, security, or critical operating need so requires
\$0.20 M	Air Canada	Corporate Services	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.20 M	Imperial Parking Canada Corp	Facility Services	Non-multiple Year	3 – In compliance with a product, services, or equipment standardization program
\$0.19 M	Redacted (Personal Information)	Personal Services Contracts	Non-multiple Year	1 – The goods or services are of a proprietary nature or there is only one qualified supplier
\$0.19 M	CDW Canada Inc.	Technology Services	3 Years	3 – In compliance with a product, services, or equipment standardization program
\$0.18 M	Benevity, Inc.	Technology Services	3 Years	3 – In compliance with a product, services, or equipment standardization program
\$0.18 M	KPMG LLP	Consulting Services	Non-multiple Year	2 – The urgency of a safety, security, or critical operating need so requires

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**At YVR, everything we do is guided by our purpose:  
to serve our community and the economy that  
supports it—today and for generations to come.**

Thank you for reading our Report on Single and Sole-Source Contracts. If you have any questions or comments regarding this report, please send us a message at: [community\\_relations@yvr.ca](mailto:community_relations@yvr.ca).

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