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**REPORT TITLE:      Emergency Response Vehicle Conversion Contract**

**FROM:                      Nancy Polsinelli, Commissioner of Health Services**

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## **RECOMMENDATION**

- 1. That the contract for the Emergency Response Vehicle (ERV) Conversions for Peel Regional Paramedic Services (Document 2019-137P) awarded to Rowland Emergency Vehicle Products Inc. be increased in the amount of \$500,000 (exclusive of applicable taxes) for a revised contract amount of \$881,770, pursuant to Procurement By-law 30-2018, as amended; and**
- 2. That subject to budget availability, the Commissioner of Health Services and/or the Director of Procurement be authorized to purchase additional items and services that are deemed proprietary or similar in nature to address future requirements through a direct negotiation for the remaining optional terms; whole contract expiring July 21, 2026.**

## **REPORT HIGHLIGHTS**

- In 2019, Paramedic Services conducted a competitive procurement process for Emergency Response Vehicle (ERV) conversions.
- Market conditions have limited the availability of vehicle chassis due to supply chain implications.
- To support Community Paramedicine initiatives (e.g., house and clinic visits) the increased funds will provide additional response resources.
- Current state illustrates that sufficient funds are available in the approved budget to support the report's direction for the increase in Paramedic Services purchasing authority.
- In accordance with Procurement By-law 30-2018, as amended, the process to increase this Contract requires Council approval.

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## **DISCUSSION**

### **1. Background**

In 2019 Paramedic Services conducted a competitive procurement process ERV Conversions to ensure compliancy with the Ministry of Health standards and regulations. The review consisted of a technical evaluation based upon the following criteria: Vendor Profile and Experience, Staff Qualification and Experience, ERV Conversion Drawings,

## **Emergency Response Vehicle Conversion Contract**

Quality Assurance, Additional Warranty, Supplementary, and References. The review resulted in selecting Rowland Emergency Vehicle Products Inc. (Rowlands) as it provides conversion services on vehicles that are provided by Paramedic Services for their ERVs and Command Vehicles. However, since 2021, market conditions have limited the availability of vehicle chassis due to supply chain implications, which has resulted in Paramedic Services from not utilizing the Regional vehicle contract.

### **a) Rowland Emergency Vehicle Products Inc. (Rowlands)**

Rowlands currently has a dealership license and can supply vehicle chassis through original equipment manufacturers. The base vehicle was not included in the original conversion agreement which identified Peel Region as the main vehicle supplier and supporter for supplies. Through Rowlands, Paramedic Services have obtained eight sport utility vehicles to support the Community Paramedicine initiative.

## **2. Current Status**

The current contract with Rowlands has two optional terms of a seven-year contract for the conversions of ERVs remaining. These years include contracts for 2024 - 2025 and 2025 - 2026. The original contract in place was to purchase capital ERVs conversion replacements and enhancements. Paramedic Services' current fleet supply consists of a total of 37 ERVs which are used for Paramedic Supervisors, Superintendents, and Rapid Response Units. The creation of the community paramedic program has resulted in the need for additional ERVs which was not included in the original demand.

### **a) Community Paramedicine**

The Community Paramedicine (CP) Program has been instrumental in supporting vulnerable clients in the community with access to health care. Since the report from the Commissioner of Health, brought to the April 8, 2021 Regional Council meeting, titled "Building an Enhanced Community Paramedicine Program in Peel", Paramedic Services has expanded the community paramedicine programming to include home visiting to seniors to reduce avoidable emergency department visits, hospitalization, or admission to long term care facilities. Since the program expansion in Peel, this program has grown and continues to grow to support Peel's aging population. Therefore, to manage this growth and to support Paramedics in advancing innovative health services additional ERVs are needed.

## **2. Proposed Direction**

Paramedic Services is seeking an increased purchase authority to convert the eight provincially 100 per cent funded Community Paramedicine vehicles. This increase will support the delivery of the CP Program.

## **RISK CONSIDERATIONS**

Without the increased purchasing authority, Paramedic services will not utilize the available funding to build the vehicle fleet to support the growth of the CP program. This creates a strategic risk, as Paramedic Services looks to support and provide innovative methods for vulnerable residents to reduce avoidable emergency department visits by individuals making frequent 911 calls, reduce admission to hospital, and safely delay admission to long-term care.

## **Emergency Response Vehicle Conversion Contract**

### **BILL 112 RISKS AND IMPLICATIONS**

Bill 112, as enacted, requires Council to “act in the public interest having regard to the municipal restructuring required including acting in a manner that does not unreasonably impact another municipality” (section 5 of the *Hazel McCallion Act (Peel Dissolution)* 2023). On June 8, 2023, Regional Council endorsed principles to guide decisions through the Bill 112 transition period (Resolution 2023-455). One of the principles is the procurement of goods and services as required to deliver and support the uninterrupted delivery of Regional services. Paramedic Services have a variety of contracts in place to support current programs and services that provide out of hospital care. These contracts have been essential to quickly respond and adapt to new or emerging needs of the Peel community. The increase to the Emergency Response Vehicle Conversion Contract is in accordance with Council Resolution 2023-455 and Section 5 of the Act.

### **FINANCIAL IMPLICATIONS**

There is no net impact from the award of Rowland’s contract. There are sufficient funds in the 2023 capital budget to allow for the additional \$500,000.

### **PROCUREMENT IMPLICATIONS**

In accordance with Procurement By-law 30-2018, as amended, Council approval is required to increase this contract.

### **CONCLUSION**

Expanding CP programs in Peel has been one important element to Peel’s broader work to provide wraparound care for a growing senior population. Paramedic Services contractual agreement with Rowland Emergency Vehicle Products enables Paramedic Services to respond to the emerging needs of an aging population and improve health outcomes for underserved populations and those experiencing barriers to service.

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Nancy Polsinelli, Commissioner of Health Services

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