



Report To: Manitoulin-Sudbury DSB
From: Michael Maclsaac
Chief of EMS
Date: March 22, 2012
Re: Road Safety Update Report

Recommendation

Staff is recommending that the Manitoulin-Sudbury DSB Board rescind [Resolution 11-86](#) approved in October 2011, and instead approve the purchase of the ZOLL Road Safety all in one system. It is also being asked that the Board reaffirm the expenditure of \$77, 050 from the Land Ambulance Working Funds Reserve.

Background

This report is an update to the Board [Road Safety Issue Report](#) that was approved in October 2011.

In December 2011, it came to the attention of Staff that a competitor was entering the Driver Behaviour Modification market. Furthermore, the competition was offering an all in one solution, combining the immediate driver feedback component with an Automatic Vehicle Locator (AVL) system. This all in one solution had the ability to provide for greater savings.

As part of our original proposal we had 2 companies, working together on the integration of their systems. This technological integration began in October and lasted until the end of December. It was during this technological development phase that staff became aware of the competition. The Chief of EMS informed ZOLL of competition in the market, where there previously had been none, and made them aware of potentially substantial savings. Even though the DSB already had a Board approved agreement in place, ZOLL was willing to go back to see if they could provide for a more cost effective solution. Shortly thereafter, we were advised by ZOLL that they too were now entering the AVL field with a combined platform set for release mid-2012. Understanding that we had a signed purchase order with ZOLL, we entered into renegotiations with them for this all in one solution. The following is the result of much discussion surrounding those renegotiations.

Funding Parameters

One item that deserves mention is that while the new ZOLL system offers an all in one driver behavior modification and AVL solution, the transmission source is still missing. The ZOLL hardware allows for 3 options of a data transmission source, two of which are to be available upon initial release. They are; USB stick modem, full-fledged mobile modem, and SIM Card to be released at a later date. In discussions with Bell Mobility, the preferred option for our region is the full-fledged mobile modem. The price of the modem is factored in below in the revised column. The following table indicates a comparison of the funding sources for the total costs of this project.

Funding Source	Original Oct 2011	Revised Mar 2012	Savings	Saving %
Land Ambulance Working Funds Reserve	\$77,050	\$77,050	\$0	0%
100% Provincial Wikwemikong Station	\$10,209	\$9,766	(\$443)	4%
DSB Equipment Reserve	\$28,157	\$4,339	(\$23,818)	85%
2011 Operating Budget	\$1,983	\$0	(\$1,983)	100%
TOTAL COST	\$117,399	\$91,156	(\$26,243)	22%
Less ZOLL Donations	(\$28,157)	(\$28,157)	\$0	0%
NET COST	\$89,242	\$62,999	(\$26,243)	22%

The price of the Road Safety/AVL is \$74,946 tax included. The donations listed in the second to last row have a value of \$28,157. In essence with the discounted price and value of the donated equipment is factored in, Road Safety/AVL will cost \$46,789. As previously mentioned we would need to purchase modems to transmit our data. The cost of the Bell Mobility modems is \$16,210 and is included in the costs above.

One last item to note is that the overall price of the Road Safety system has actually increased from the previous pricing. This is a result of the need to add 5 Emergency Response Vehicles (ERV's) to the listing due to the need for an AVL system. All Emergency Vehicles require an AVL system and with this all in one solution AVL must be combined with Road Safety. While the overall price has increased, the per unit price has actually decreased by an additional 9% from originally quoted.

As noted in the previous report, the above costs include the upgrading of the Wikwemikong vehicles as well. Since Wikwemikong is funded 100% by the Province, there is a reduction of \$8,029 for Road Safety/AVL and \$1,736 for the Bell Mobility Modem, for a total of a \$9,765. Once the Wikwemikong 100% funding and Zoll donations are taken into consideration, the net cost of the new system to the DSB for the stations that are municipally funded is \$53,234.

Conclusion

Staff is recommending that the Manitoulin-Sudbury DSB Board rescind [Resolution 11-86](#) approved in October 2011, and instead approve the purchase of the ZOLL Road Safety all in one system. It is also being asked again that the Board reaffirm the expenditure of \$77, 050 from the Land Ambulance Working Funds Reserve.