

## SINGLE SOURCE REQUEST

### Industrial Scientific Canada ULC

#### Recommendation

1. That a non-competitive procurement agreement between the City of Edmonton and Industrial Scientific Canada ULC for the provision of gas monitoring hardware, software and maintenance services, for a term of up to 10 years and a total value of up to \$2,500,000, excluding GST, as outlined in the April 22, 2026, Community Services report CS03423, be approved, and that the agreement be in form and content acceptable to the City Manager.
2. That Attachment 1 of the April 22, 2026, Community Services report CS03423 remain private pursuant to section 32 (privileged information) of the *Access to Information Act*.

<b>Requested Action</b>	Decision required
<b>ConnectEdmonton's Guiding Principle</b>	<b>ConnectEdmonton Strategic Goals</b>
<b>CONNECTED</b> This unifies our work to achieve our strategic goals.	<b>Healthy City</b>
<b>City Plan Values:</b>	LIVE
<b>Corporate Business Plan:</b>	Managing the corporation
<b>Council Policy, Program or Project Relationships</b>	<ul style="list-style-type: none"> <li>• N/A</li> </ul>
<b>Related Council Discussions</b>	<ul style="list-style-type: none"> <li>• June 19, 2024, Office of the City Manager report, EFRS02459, Single Source Request - Industrial Scientific Canada ULC</li> </ul>

#### Executive Summary

- Industrial Scientific Corporation ULC (Industrial Scientific Canada or ISC) provides essential gas detection products and services for Edmonton Fire Rescue Services (EFRS), safeguarding against exposures to hazardous gases such as hydrogen sulfide (H2S), carbon monoxide (CO),

## SINGLE SOURCE REQUEST - Industrial Scientific Canada ULC

oxygen (O<sub>2</sub>), chlorine (CL), ammonia (NH<sub>3</sub>), phosphine (PH<sub>3</sub>), hydrogen chloride (HCl), hydrogen cyanide (HCN) and explosive atmospheres.

- Administration is seeking Executive Committee approval for a new 10-year, non-competitive agreement between the City of Edmonton and Industrial Scientific Canada, valued at \$2,500,000 excluding GST, to maintain a continuous gas detection capability within EFRS. The current contract value is \$1,454,666.26, inclusive of contingency.
- Industrial Scientific Canada simplifies the logistical aspects of gas detection by proactively replacing monitors and eliminating maintenance and repair issues. Currently, 31 EFRS Fire Stations are equipped with ISC gas detectors.

## REPORT

Industrial Scientific Canada has provided specialized gas monitoring services to the City of Edmonton since June 1, 2012. The current contract commenced on June 1, 2019, and includes the supply and maintenance of gas monitoring equipment along with a subscription to iNet Exchange software. These tools are vital for the immediate detection of toxic gases and other hazardous substances during emergency events, significantly enhancing the safety and efficiency of emergency response operations across the city. The use of Industrial Scientific Canada's technologies provides real-time monitoring and maintenance of gas detection equipment and also offers critical data that assists in quick decision-making during chemical release incidents. This minimizes the impact on affected communities and underscores the importance of these services for the continuity and effectiveness of emergency response capabilities.

Administration is requesting a new non-competitive agreement with Industrial Scientific Canada for the continued provision of essential gas monitoring hardware, software, and maintenance services. This approach is recommended over a competitive Request for Proposal (RFP) for the following reasons:

- **Program Integration and Historical Data:** The current program has been built around and fully integrated with Edmonton Fire Rescue Services' operations over the past 14 years, accumulating an extensive and valuable dataset that supports the service's critical safety functions.
- **The iNet program proactively analyses gas monitor performance, issues automatic calibration alerts and issues replacements before they fail.** This is possible because the docking stations are connected to the internet and constantly communicating with ISC's servers, allowing the system to automatically calibrate, test and upload instrument data to a secure, cloud-hosted platform.
  - This also reduces expenses related to training suppression staff in troubleshooting, calibration and ordering of the gas detectors.
- **Cost Avoidance:** A transition to a new provider is estimated to incur a one-time cost of approximately \$700,000 to migrate data, integrate new systems and train personnel. Maintaining the existing agreement avoids this significant expense.
- **Financial Efficiency:** Industrial Scientific Canada offers a leasing model for the required equipment, which provides a more cost-effective solution compared to a capital purchase of all necessary hardware.

Corporate Procurement and Supply Services has concurred with the request for a non-competitive agreement.

## SINGLE SOURCE REQUEST - Industrial Scientific Canada ULC

### Contract Details

Due to the specialized nature, gas detection and monitoring services have historically been established through a non-competitive process. Administration is currently in the final stages of the current contract, which has totalled \$1,454,666.26.

### Contract Funds Summary (10-Year Term)

Current Contract Value (Including contingency)	\$1,454,666.26
Projected New Contract Value	\$2,500,000.00
GST	\$125,000.00
Total Projected New Contract Value	\$2,625,000
<b>Total Combined Contract Value</b>	<b>\$4,079,666.26</b>

### Budget/Financial Implications

No additional funding is required for the new contract, as there is existing funding within Edmonton Fire Rescue Services' budget through to the end of the contract in May 2036.

### Legal Implications

As per the City Administration Bylaw 16620, procurement agreements over \$1 million that do not arise from a competitive procurement process must be approved by the appropriate Standing Committee. Attachment 1 contains further legal implications.

### Community Insight

The City of Edmonton recognizes that a successful emergency response is informed by the coordinated action of first responders and their appropriate access to equipment to do the work. Through the longstanding use of Industrial Scientific Canada's gas monitoring equipment and software, its application has adapted and expanded the approach based on guidance from EFRS user experience.

### GBA+

The real-time monitoring provided under the agreement ensures emergency response teams have the tools to detect harmful gases quickly, which is crucial in areas with vulnerable populations such as schools, hospitals and elderly care facilities. This proactive approach helps to minimize risk and ensures that all community members receive the protection they need.

Specialized training sessions for first responders are conducted as part of this agreement, taking into account different learning styles and diverse needs. This ensures all personnel, regardless of gender, age or cultural background, are well-prepared to use the technology effectively during emergencies.

## **SINGLE SOURCE REQUEST - Industrial Scientific Canada ULC**

### **Environment and Climate Review**

This report was reviewed for environmental and climate risks. Based on the review completed, no significant interactions with the City's environmental and climate goals were identified within the scope of this report.

### **ATTACHMENTS**

1. Legal Implications (PRIVATE)