

POLICY RECOMMENDATION
THE HAMILTON CHAMBER OF COMMERCE

DATE: Tuesday, 13 December 2005

TITLE/SUBJECT: City Print Shop Outsourcing Contract

COMMITTEE: Government Affairs

ACTION REQUIRED: Communicate with City Council's sub-committee, Chaired by Councillor Ferguson dealing with this issue.

BACKGROUND OF ISSUE: (Please refer to attachments for a background summary of this issue, prepared collectively by the following Chamber members: *Print Solutions*, *Allegra Print & Imaging*, & *Stirling Print All*, as well as prospective member *SBF Business Forms* –collectively hereafter referred to as the “*Brokers*”.)

Briefly, City Council, after following an RFP process, has instructed staff to enter into a contract outsourcing the bulk of the City's internal print shop operations to *Canon Canada* and *St. Joseph's House* (Incidentally, neither of which are currently members, although I believe that *Canon* were so at one time. *St. Joseph's Print Shop* is not known to be corporately a part of *St. Joseph's Healthcare & their Foundation*, who are both members, although they are located on their premises).

For a variety reasons, the contract has not yet been executed. The Committee advised the *Brokers* that, for various reasons, the Chamber would not likely “get involved” with adjudication of the outcomes of any specific “*RFP*s”. The Chambers concerns, if any, would be strictly with the "process" followed; e.g. specifically that such would indeed “open and transparent”, and that local businesses be provided with a reasonable opportunity to compete fairly for any City contracts.

The *Brokers* have provided concerns to the Committee that this may indeed not have been the case in this specific matter (Joe Rinaldo, the senior City staff member responsible for this file, was invited to have someone participate in this meeting, but no representative of the City was present.). The Committee thus requests that the Chamber's Executive, on the Board's behalf, formally asks the City to attend the next mutually convenient meeting of the Government Affairs Committee (e.g. Thursday, January 5, 2006), in the presence of the *Brokers* so that the Chamber can reasonably determine if the process did indeed meet the Chamber's criteria as outlined above.

RECOMMENDATION:

That the City of Hamilton not proceed with execution of the aforementioned contract unless and until such time as representatives of the City meaningfully meet with

appointed representatives of the Chamber's Government Affairs Committee at a time and place of mutual convenience with the purposes of the Chamber's to reasonably assess the fairness and transparency of the "RFP" process in this matter to the extent that local businesses were provided with ample opportunity to compete.