

Nancy Marshall - Proposal TPL 011-2012

From: Don Ferguson <dfe@lyngsoesystems.com>
To: "nmarshall@torontopubliclibrary.ca" <nmarshall@torontopubliclibrary.ca>
Date: June 25, 2012 3:36 PM
Subject: Proposal TPL 011-2012
CC: "councillor_ainslie@toronto.ca" <councillor_ainslie@toronto.ca>, "councillor_palacio@toronto.ca" <councillor_palacio@toronto.ca>, "councillor_davis@toronto.ca" <councillor_davis@toronto.ca>, "councillor_doucette@toronto.ca" <councillor_doucette@toronto.ca>, "councillor_robinson@toronto.ca" <councillor_robinson@toronto.ca>, "Neil T.Gillott" <ntg@lyngsoesystems.com>, "Cory L. McCoy" <clm@lyngsoesystems.com>, Robert Lynn <RLY@lyngsoesystems.com>

Ms. Nancy Marshall
 Secretary, Toronto Public Library Board
 789 Yonge Street
 Toronto, Ontario M4W 2G8

Ms. Marshall,

First, I behalf of Lyngsoe I would like to thank you for considering our proposal for solicitation TPL 011-2012. We have the utmost respect for the Toronto Public Library team – but are somewhat confused as to the outcome with the recommendation by the City Librarian to recommend the award of contract to PV Supa Inc.

Lyngsoe Systems has provided a turnkey solution to the Toronto Public Library that meets every aspect of the selection criteria within the RFP.

- We have proposed a solution which reduces the staff requirements to process all materials through the Ellesmere facility
- We have proposed a solution which meets IT requirements of the RFP
- We have provided a system which is scalable, and expandable to meet the current and future needs of the Toronto Public Library
- We have provided a solution which provides detailed and complete training to TPL staff
- We have provided a solution which offers comprehensive operational and maintenance support based out of our office in Mississauga.
- We have provided a solution which meets the installation schedule requirements
- We have provided a solution which is priced **\$471,259 less** than the recommended solution, with ongoing maintenance cost approximately **\$18,908 per year lower** than the proposed solution.

Lyngsoe Systems is the global leader in central distribution centers for libraries, and has provided references from the New York Public Library, King County Library, and Cincinnati Public Library, all within the top 11 circulating libraries in the United States- Credentials that cannot be matched by the recommended contractor.

In addition, we have over 150 systems installed within Canada, and The United States, partnering with our continents largest, and most influential library systems.

We highly recommend that the board review the proposals, credentials, and recommendations from the two

respondents to assure the recommendation of **spending an additional \$471,259** for undocumented technology is worthy of taxpayers' dollars.

Respectfully Submitted,

Don Ferguson
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