



555 Oak Street East
North Bay, Ontario
P1B 8L3

555, rue Oak Est
North Bay (Ontario)
P1B 8L3

Tel: 1-800-363-7512
www.ontarionorthland.ca

April 30, 2026

Addendum No. 03

File Reference Number: RFP 2026 013

Title: Master Lease Agreement - Hi-Rail Vehicles

RE: Clarifications/Questions

CLARIFICATIONS / QUESTIONS:

Item 1: Would ONTC advise how many leased vehicles are in its current Fleet?

Answer: ONTC advises that it has 32 leased vehicles in its current fleet.

Item 2: Would ONTC describe its typical rental needs (vehicle type, upfit needs, duration/term)

Answer: ONTC advises that proponents refer to the specification schedules contained within the RFP package.

Item 3: Would ONTC advise what the current replacement cycle is for leased vehicles?

Answer: ONTC advises that proponents refer to Page 36 of the RFP package.

Item 4: Would ONTC please clarify the months that would be considered the "Construction Season".

Answer: ONTC advises that the "Construction Season" runs from April to November.

Item 5: Would ONTC please identify the months where the vehicles are not in use.

Answer: ONTC advises that the vehicles are not in use from December to March.

Item 6: Would ONTC describe its storage and insurance coverage details for vehicles not in use.

Answer: ONTC advises proponents to refer to Pages 21, 27, and 37 of the RFP package.

Item 7: Would ONTC confirm when delivery of the new leased vehicles should occur?

Answer: ONTC advises that delivery should occur annually, and no later than April 1st.

Item 8: Would ONTC confirm if it has specific trim levels or features required for the vehicle quotes?

Answer: ONTC advises proponents to refer to the specification schedules contained within the RFP package.

Item 9: Would ONTC advise how it ensures that its chosen upfitters are certified/qualified to install/inspect/repair hi rail equipment with hi-rail equipment suppliers and other regulatory bodies

Answer: ONTC advises proponents to refer to Page 22 of the RFP package.

Item 10: Would ONTC advise if decals are installed on its leased and/or rental vehicles?

Answer: ONTC advises that its corporate branding logos are not currently installed on lease vehicles.

Item 11: Will ONTC advise how it is currently managing its fuel and maintenance?

Answer: ONTC advises that it currently manages its fuel and maintenance utilizing ARI/Holman/Geotab

Item 12: Would ONTC advise if it has a telematics coverage-cell or GPS for remote areas?

Answer: ONTC advises that Geotab is utilized for remote areas without service. Units will store data locally and transmit it once coverage is regained

Item 13: Would ONTC advise if its vehicles require extensive idling in their daily work routines?

Answer: Yes, ONTC confirms that its vehicles require extensive idling in their daily work routines.

Item 14: Would ONTC advise how it monitors engine hours in order to comply with manufacturer maintenance requirements?

Answer: ONTC advises that the OEM's PM schedules, and maintenance parameters are programmed under each vehicle profile with their respective mileage intervals in ONTC's fleet management system provider: Holman.

Item 15: Would ONTC advise whether it is open to using an alternative vendor to your leasing partner, for rental vehicles?

Answer: ONTC advises that, as a provincial agency, ONTC is required to leverage established government procurements, including:

- the Vendor of Record (VOR) for Travel Management Company Services, and
- the federal Public Services and Procurement Canada (PSPC) Car Rental procurement

Item 16: Would ONTC advise what aspects of its current fleet & leasing services are working particularly well, and why? And, what aspects of your current fleet & leasing services could be improved, and how would that improvement benefit your business?

Answer: ONTC advises proponents to refer to Pages 38 & 40 of the RFP package.

Item 17: Would ONTC advise what its current practice is with respect to defleeting vehicles including control/removal of hi-rail equipment?

Answer: ONTC advises proponents to refer to Page 22 of the RFP package.

Item 18: Would ONTC advise what minimum annual utilization should be assumed for pricing purposes and would ONTC be willing to entertain minimum usage per lease or calendar year?

Answer: ONTC advises that it would not be subject to a minimal rental period nor a minimum annual utilization. Respondents can provide a ceiling on kilometers to manage over-utilization. However, due to the fluctuating nature of ONTC's fleet requirements, ONTC's preference is a structure that allows for operational flexibility without penalties for under-utilization.

Item 19: Would ONTC advise if a replacement vehicle needs to be on site within 48 hours or simply available in Canada?

Answer: ONTC advises that in the event of a major mechanical failure or extended repair requirements, supply and delivery of a comparable replacement Hi-Rail vehicle would be required on site at 200 Lagoon Rd, Englehart, Ontario within 48 hours. The replacement Hi-Rail vehicles would remain in service until the original unit is fully repaired and returned to operation.

Item 20: Would ONTC be willing to put a cap on the number of times any one lease vehicle can be moved

Answer: ONTC advises that the supplier's costs obligations for delivery and retrieval of the equipment would be limited to vehicle delivery to 200 Lagoon Rd Englehart, ON at the beginning of each term and for all costs incurred in connection with its collection at the end of each term.

Item 21: Would ONTC advise whether it would be acceptable for any warranty work to be performed at the manufacturers designated location, if a unit (still under factory warranty) breaks down?

Answer: Yes, ONTC confirms that would be acceptable provided OEM service centers are available within proximity of ONTC's operating network: Cochrane, Englehart, North Bay, Kapuskasing, Timmins

Item 22: Would ONTC advise what would happen if a replacement vehicle is not available within 48 hours?

Answer: ONTC advises that proponents shall refer to Section F - Evaluation Criteria. Note that scoring under section 2.2 "Business Responsiveness" will be impacted for respondents who've failed to demonstrate their ability to provide a replacement vehicle within 48 hours in the event of a major mechanical failure or extended repair.

This Addendum hereby forms part of the RFP.

Regards,

Nicole Laplante
Procurement Contracts Specialist
nicole.laplante@ontarionorthland.ca