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# The Regional Municipality of Durham Report

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To: Works Committee  
From: Commissioner of Works  
Report: #2026-W-11  
Date: April 8, 2026

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**Subject:**

Sole Source Supply of the Opticom Emergency Vehicle Pre-emption Equipment from Velociti Innovations

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**Recommendations:**

That the Works Committee recommends to Regional Council:

- A) That the Opticom Emergency Vehicle Pre-emption equipment manufactured by Miovision be sole sourced for a period of five (5) years;
  - B) That authorization be provided to negotiate and award a sole source contract with Velociti Innovations for the provision of the Opticom Emergency Vehicle Pre-emption equipment for a period of up to five (5) years at an annual cost of approximately \$400,000\* to be financed through the 100 percent recovery of costs from local municipalities' fire services; and
  - C) The Commissioner of Finance be authorized to execute the necessary documents related to the sole source agreement.
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**Report:**

**1. Purpose**

1.1 The purpose of this report is to seek Regional Municipality of Durham (Region) Council approval for the:

- Renewal of the sole sourcing of the Opticom Emergency Vehicle Pre-emption (EVP) equipment for emergency vehicle pre-emption at traffic control signals; and

- Negotiation of a sole source contract with Velociti Innovations, authorized distributor, for the provision of the Opticom EVP equipment, for a period of up to five years.

1.2 Dollar amounts followed by an asterisk (\*) exclude all applicable taxes.

## **2. Background**

2.1 The Works Department operates and maintains all the traffic control signals in the Region of which approximately 95 percent are equipped with EVP equipment. The Region purchases and operates the traffic control signal related EVP equipment on behalf of all local fire departments who are responsible for all costs associated with the EVP system, including outfitting their own fire vehicles with infrared transmission equipment. Opticom EVP has been the fire departments' system of choice based on functionality, reliability and cross-municipal compatibility.

## **3. Justification for Sole Source**

3.1 Opticom is the only EVP system that is fully compatible with existing traffic control signals and existing on-board fire vehicle signal transmission equipment across all local fire departments within the Region. This equipment has been sole sourced since the 1970s. Due to proprietary technology and operational programming, other EVP systems do not meet the required functional specifications to detect the Opticom vehicle signal emitters installed in these vehicles, and do not meet the level of performance requirements at the signalized intersections.

3.2 It is recommended that the traffic control signal related Opticom EVP equipment be purchased from Velociti Innovations to ensure 100 percent compatibility.

## **4. Previous Reports and Decisions**

4.1 On April 28, 2021, Regional Council approved [Report #2021-W-15](#) with the following recommendations to Council:

- “That the Opticom Emergency Vehicle Pre-emption equipment manufactured by Global Traffic Technologies be renewed as the standard for the Regional Municipality of Durham for a period of three (3) years with an option in favour of the Regional Municipality of Durham to extend the standardization on the same terms and conditions for up to an additional two (2) one-year terms;

- That authorization be provided to negotiate and award a sole source contract with Global Traffic Technologies for the provision of Opticom Emergency Vehicle Preemption equipment for a period of up to five years at an annual cost of approximately \$100,000\* to be financed through the 100 per cent recovery of costs from local fire departments; and
- That the Commissioner of Finance be authorized to execute the necessary agreement."

## **5. Financial Implications**

- 5.1 Item 1.1 in Appendix C of the Purchasing By-law 16-2020 permits that in cases where the goods and services can only be supplied by a particular supplier and no reasonable alternative or substitute goods or services exist to ensure compatibility with existing goods, or to maintain specialized goods that must be maintained by the manufacturer of those goods or their representative, the acquisition of goods and services can be made through a negotiation process.
- 5.2 The estimated annual cost for the provision of the Opticom Emergency Vehicle Pre-emption equipment is approximately \$400,000. Funding for the installation of traffic control signal related EVP equipment is provided through a cost recovery process agreed upon by each local municipality fire department. Local municipalities are invoiced for the full cost of capital and ongoing maintenance associated with the EVP system.

## **6. Relationship to Strategic Plan**

- 6.1 This report aligns with and addresses the following strategic goals and priorities in the Durham Region Strategic Plan:
- a. Connected and Vibrant Communities #C4: Improve road safety, including the expansion and connection of active transportation networks to enhance the range of safe mobility options.
  - b. Strong Relationships #S3: Collaborate across local area municipalities, with agencies, non-profits, and community partners to deliver co-ordinated and efficient services.

**7. Conclusion**

- 7.1 It is recommended that the Regional Municipality of Durham negotiate a sole source purchasing agreement with Velociti Innovations for a period of up to three (3) years with an option in favour of the Region to extend the Agreement on the same terms and conditions for an additional two (2) one-year terms.
- 7.2 This report has been reviewed by the Finance Department, and the Commissioner of Finance concurs with the financial recommendations.
- 7.3 For additional information, contact: David Dunn, Director, Transportation and Field Services, at 905-668-7711, extension 3422.

Respectfully submitted,

**Original signed by David Dunn, Director,  
Transportation and Field Services  
for**

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Ramesh Jagannathan, MBA, M.Eng., P.Eng., PTOE  
Commissioner of Works

Recommended for Presentation to Committee

**Original signed by:**

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Elaine C. Baxter-Trahair  
Chief Administrative Officer