

Acquiring Without a New Full RFP

A procurement briefing for Canadian police services

THE BOTTOM LINE

A police service may not need to run a new competitive procurement to acquire Real Time Networks' locker, key control and evidence solutions. Two compliant routes are usually available: a co-operative purchase against a contract that has already been competitively awarded, or a sole-source justification.

A co-operative purchase typically takes about two weeks of procurement effort, against 16 - 21 weeks for a new competitive RFP. Eligibility is not automatic — it depends on the service's own procurement policy and on Real Time Networks' consent. This briefing sets out both routes so a procurement team can assess them.

~2 weeks	~\$2,000	2022	15%
vs 16–21 weeks for a new RFP	procurement cost vs \$56,500	competitive pricing	co-operative discount

Who this is for

Written for procurement officers, business services managers and senior officers evaluating secure storage, key control and evidence accountability. Parts 2 and 3 are written so a procurement team can lift the reasoning directly into its own internal justification.

1 • The two routes

ROUTE	WHAT IT IS	BEST WHEN
Co-operative purchase (recommended)	Access pricing and terms already competitively awarded through the Waterloo Regional Police Service contract, using its co-operative purchasing provision.	Your service is a Police Co-operative Purchasing Group member and wants the fastest, lowest-effort compliant route.
Sole source (backup)	A proprietary-technology justification. Real Time Networks manufactures AssetTracer and the UT Series and owns the RTNHub software.	Co-operative purchasing does not fit your policy, or procurement prefers a proprietary-technology justification.

TWO REFERENCE NUMBERS, TWO DIFFERENT DOCUMENTS

RFP P2022-03 is the Waterloo Regional Police Service contract that was competitively awarded to Real Time Networks and that carries the co-operative provision.

P2026-10 is a separate, current solicitation whose Appendix 1 is the Police Co-operative Purchasing Group member list reproduced in part 2. Both are cited here deliberately. They are not the same instrument.

2 · Route one: co-operative purchase

The procurement basis

In 2022, Waterloo Regional Police Service completed RFP P2022-03 for secure key management and equipment tracking systems through a full competitive public procurement: a 35-day posting period, a two-stage evaluation, mandatory reference checks and live vendor demonstrations. Real Time Networks was the successful proponent.

The resulting agreement contains a co-operative purchasing provision allowing other eligible Canadian public-sector agencies to access the established pricing and terms, subject to the vendor's consent. This creates a pathway that relies on a competitive process already completed and validated, rather than issuing a new solicitation for the same scope.

What a procurement team should expect

	A NEW COMPETITIVE RFP	CO-OPERATIVE PURCHASE
Timeline	16 to 21 weeks	About 2 weeks
Internal procurement cost	Approximately \$56,500	Approximately \$2,000
Internal effort	Full solicitation, evaluation and award	Compliance review against an existing award

Timeline and cost figures are typical ranges for a municipal or regional police procurement of this scope, offered as guidance vs. a guarantee.

On pricing

Eligible services may be able to access the rates established in the 2022 competition, plus a 15 per cent co-operative discount. Both are subject to Real Time Networks' written confirmation for the specific service, and are not extended automatically. Ask for confirmation in writing before relying on any figure in a business case.

Who can use this — Police Co-operative Purchasing Group members

Co-operative pricing and terms extend to Police Co-operative Purchasing Group member services, with Real Time Networks' consent. There are 57 member services. If your service appears below, talk to us today.

Akwesasne Mohawk Police Service	Anishinabek Police Service	Aylmer Police Service
Barrie Police Service	Belleville Police Service	Brantford Police Service
Brockville Police Service	Chatham-Kent Police Service	Cobourg Police Service
Cornwall Police Service	Deep River Police Service	Dryden Police Service
Durham Regional Police Service	Gananoque Police Service	Greater Sudbury Police Service
Guelph Police Service	Halton Regional Police Service	Hamilton Police Service
Hanover Police Service	Kawartha Lakes Police Service	Kingston Police
Lac Seul Police Service	LaSalle Police Service	London Police Service
Niagara Parks Police	Niagara Regional Police Service	Nishnawbe Aski Police Service
North Bay Police Service	Ontario Provincial Police	Ottawa Police Service
Owen Sound Police Service	Peel Regional Police	Peterborough Police Service
Port Hope Police Service	Rama Police Service	Sarnia Police Service
Saugeen Shores Police Service	Sault Ste. Marie Police Service	Six Nations Police Service
Smiths Falls Police Service	South Simcoe Police Service	St. Thomas Police Service
Stratford Police Service	Strathroy-Caradoc Police Service	Thunder Bay Police Service
Timmins Police Service	Toronto Police Service	Treaty Three Police Service
UCCM Anishnaabe Police Service	Via Rail Police Service	Waterloo Regional Police Service
West Grey Police Service	West Nipissing Police Service	Wikwemikong Tribal Police Service
Windsor Police Service	Woodstock Police Service	York Regional Police

Source: P2026-10 Appendix 1, Police Co-operative Purchasing Group List of Agencies. 57 member services.

3 · Route two: sole source

Where co-operative purchasing does not fit a service’s policy, or where procurement prefers a proprietary-technology justification, the basis is set out below. This section is written so that a procurement team can adapt it directly.

Why Real Time Networks qualifies

- **Sole manufacturer.** Real Time Networks is the sole manufacturer of the AssetTracer intelligent locker platform and the UT Series rugged lockers, and the owner of the proprietary RTNHub software that operates them.
- **Authorized source for KeyTracer in Canada.** Real Time Networks is the authorized representative for the KeyTracer line in Canada and the only source through which it is supplied, warranted, integrated with RTNHub and supported here.
- **No alternative source of supply for the integrated system.** The RTNHub platform, its policy engine and its audit record cannot be obtained, integrated with or supported by any other vendor.
- **Established precedent.** Real Time Networks systems have been acquired sole source by Canadian government, public-safety and enterprise organizations, including federal agencies and police services.
- **Continuity with existing installations.** Where a service already operates Real Time Networks hardware or RTNHub, a competing system cannot be joined to the existing accountability record without breaking continuity of evidence.

4 · What is under discussion

PLATFORM	WHAT IT DOES	WHERE IT IS USED
AssetTracer intelligent lockers	Secure, tracked storage for radios, laptops, sidearms, long guns, CEWs, body-worn video and tactical gear. Available single-sided, or as pass-through lockers that maintain continuity of evidence through the transfer.	Gear issue and return. Property and seized evidence.
UT Series rugged lockers	Heavy-duty storage for firearms, tactical gear, personal protective equipment, radios and field kits, with large-capacity compartments and RFID-based tracking.	Armoury. Tactical and specialty units.
KeyTracer key control	Secure management of vehicle keys, fleet assets and facility keys, with reservations, damage reporting and usage tracking.	Fleet, facilities, cell blocks.

5 · It connects to the systems you already run

Real Time Networks platforms connect to the systems a service already operates — access control, identity and records management — through RTNConnect, with support for single sign-on and multi-factor authentication. Integration means authentication is automated, event logging is centralised, and data moves between systems without manual re-entry.

NATIVE INTEGRATIONS THROUGH RTNCONNECT

Genetec · Lenel S2 · Gallagher · Entra · C·CURE · ProWatch · Microsoft Active Directory
ServiceNow · Okta · Avigilon · And records management systems, through RTNConnect.

6 · Supplier background

CANADIAN-MADE. CANADIAN-ENGINEERED. CANADIAN-SUPPORTED.

Real Time Networks is a Canadian technology company headquartered in Vancouver, British Columbia. AssetTracer lockers are manufactured and assembled in Canada. Software development, engineering and support are delivered by in-house Canadian teams, with no international outsourcing.

24-hour Canadian-based support, with personnel across Canada, and an office in Milton, Ontario.

- **Installed base.** In service with Canadian law enforcement and public-safety agencies across nine provinces and territories, incl. 12 RCMP locations. More than +2K installations and +785K keys under management.
- **Proven with an Ontario peer.** Waterloo Regional Police Service — Ontario's seventh-largest service, serving about 580,000 people across multiple divisions — has run a multi-year deployment of AssetTracer and KeyTracer covering weapons, portable radios, property and seized evidence, and fleet keys.
- **Certified.** ISO/IEC 27001 certified. Lifetime warranty on RFID key fobs.

7 · Risk and compliance considerations

A co-operative mechanism reduces the risks that come with running a new procurement: pricing volatility, unproven vendor performance, delivery uncertainty and specification misalignment.

RISK	A NEW COMPETITIVE RFP	CO-OPERATIVE PURCHASE
Technical validation	Evaluated on documents	Validated in active Canadian deployments
Vendor performance	Not established	Demonstrated with an Ontario peer service
Pricing volatility	Exposed to inflation	Protected by the 2022 competitive rates
Delivery predictability	Uncertain	Established through previous deployments
Process compliance	Full solicitation required	Relies on a completed competitive process, with fairness and transparency principles maintained

The co-operative route does not remove procurement obligations. It relies on a competition that has already been run, evaluated and awarded.

8 · Recommended next steps

	STEP	WHO ACTS
1	Real Time Networks provides a full technical package and access to its design and engineering team for internal review — hardware and software options, compartment and cabinet configurations, authentication choices and workflow considerations.	Real Time Networks
2	Real Time Networks confirms co-operative eligibility for your service, and the terms it will extend, in writing.	Real Time Networks
3	A workflow review with Real Time Networks engineering, starting with the highest-liability areas — typically evidence and weapons.	Your service and Real Time Networks
4	Procurement opens a compliance review on the co-operative framework and the confirmed terms.	Your procurement team
5	Optional: a reference conversation with an Ontario peer service already operating these systems.	Your service