

# Transit Procurement Initiative Annual Report

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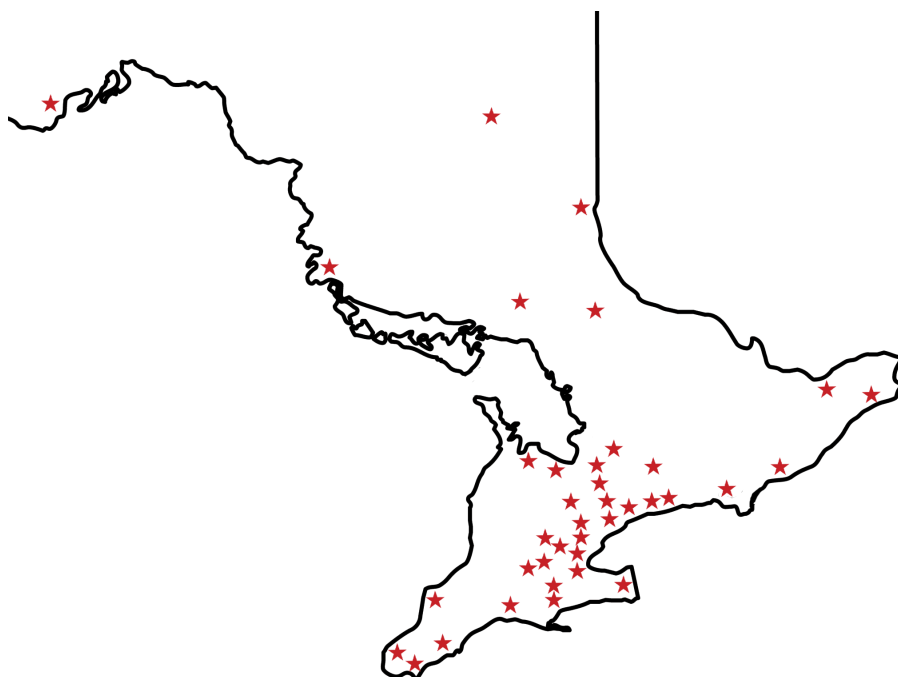
Fiscal Year

**2025-26**



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# Program Overview

**Transit agencies across Ontario face similar challenges. Through Metrolinx's Transit Procurement Initiative (TPI), they tackle them together.** TPI is a joint procurement program that helps agencies of all sizes secure better pricing, reduce workload, and deliver high-quality transit equipment and services.

Since 2006, TPI has saved Ontario tax payers **\$ 80 million** and facilitated the purchase of **3,253 buses**.

## Transit agency partners benefit from:

- **Standardized, high-quality specifications** that deliver reliability and performance.
- **Multi-year price protection** that reduces exposure to market volatility.
- **Full contract lifecycle management** to resolve issues and maximize value.
- **Reduced workload and risk** by eliminating duplicative procurements.
- **Dedicated expertise** with five full-time transit procurement specialists, supported by 100+ people within legal and procurement teams.
- **Current commercial terms** aligned to regulations and market changes

## TPI is part of the Metrolinx Act, 2006:

*"[Metrolinx shall] act as the central procurement agency for the procurement of local transit system vehicles, equipment, technologies and facilities and related supplies and services on behalf of Ontario."*

2006

TPI started within Ontario's Ministry of Transportation

2008

TPI program transferred to Metrolinx as part of its regional mandate

2025-26

TPI conducted 34 joint procurements with 54 partners and surpassed \$1.6 billion in purchases under its contracts

TPI had 10 active contracts with 23 partners, worth \$120 million

# Our Team

## A Message From Metrolinx's Chief Executive Officer



**Michael Lindsay**  
President and Chief  
Executive Officer,  
Metrolinx

"Metrolinx is proud to mark another strong year for the TPI program. Since 2006, TPI has generated more than \$80 million in savings for Ontario taxpayers. This year alone, 23 transit agencies across the province purchased \$120 million in goods and services. The program managed 10 active contracts, the most ever in a single year, spanning 17 product categories and generating \$4.7 million in savings.

TPI is a strong supporter of Ontario's transit manufacturing and technology sectors. In partnership with six transit agencies, the team awarded a five-year contract to Ontario-based Toronto MicroElectronics for on-board video surveillance systems, with an estimated value of \$2.4 million. TPI and its partners will continue to deliver better value, innovative solutions and improved transit across Ontario."



**Sarah Armstrong**  
Vice President,  
Procurement Services



**Gabe Aivazian**  
Director,  
Procurement Services

## A Message From TPI's Senior Manager



**Kristy Mlakar**  
Senior Manager,  
TPI

"As the transit community navigates significant challenges and uncertainty related to tariffs and the supply chain, the TPI team and our agency partners are working closely with vendors to address these circumstances and continue delivering on Ontario's transit needs. Amid these challenges, TPI continued progressing toward a zero-emission future with the launch of two new electric bus procurements and expanded into additional goods and services procurement types to provide a wider array of purchasing options for our partners.

Thank you to our transit agencies for their collaboration and participation, and to the TPI team for their tremendous efforts."



**Paul Buck**  
Sr. Project Lead,  
TPI



**Paul Ludin**  
Sr. Project Officer,  
TPI



**Lawrence Au Yeung**  
Sr. Project Officer,  
TPI



**Conor Loughnane**  
Program Advisor,  
TPI

# Our 2025-26 Achievements

This year, TPI expanded its joint procurements to include a broader range of goods. We awarded new procurements for tires, on-board video surveillance systems and 9-metre battery electric buses and have multiple new goods and services procurements under development. Thanks to the continued collaboration of our partner transit agencies, we have delivered even more value to taxpayers and addressed transit agency needs more comprehensively than ever before.

Amid a growing focus on buying Canadian goods, TPI has deepened its commitment to invest in Canadian manufacturing and innovation. The 9-metre battery electric buses and on-board video surveillance systems contracts were awarded to the Canadian companies Letenda and Toronto MicroElectronics, respectively. They add to our existing relationships with Canadian manufacturers such as Canadian Energy, New Flyer and Nova Bus. Through these partnerships, TPI supports Canadian manufacturing and champions high-quality, reliable transit products made in Canada.

This year's economic disruptions underscored a clear reality – TPI is far more than just a joint procurement program. Operating conditions for transit agencies have become more volatile and challenging, as rising vehicle costs, driven in part by tariffs, place an increasing strain on municipal budgets. TPI is leading the response to these challenges for our partners while negotiating with suppliers to secure the best possible outcomes.

In periods of uncertainty, the value of working together becomes even clearer. By bringing transit agencies together to leverage our collective strengths, we ensure no transit agency navigates today's challenges alone.

“As always, TPI is a great team to work with that has our best interests in mind. Congratulations on another successful year and navigating tariff-related challenges, which have not been easy.”

- Partner transit agency  
2025-26 Client Satisfaction Survey

# Key Performance Indicators

**In 2025-26**

**\$120  
million**

of goods and services purchased

**\$4.7  
million**

saved through TPI's contracts

**2**

New Transit Agency  
Partners

**10**

Active Contracts

**23**

Transit Agency  
Purchasers

**131**

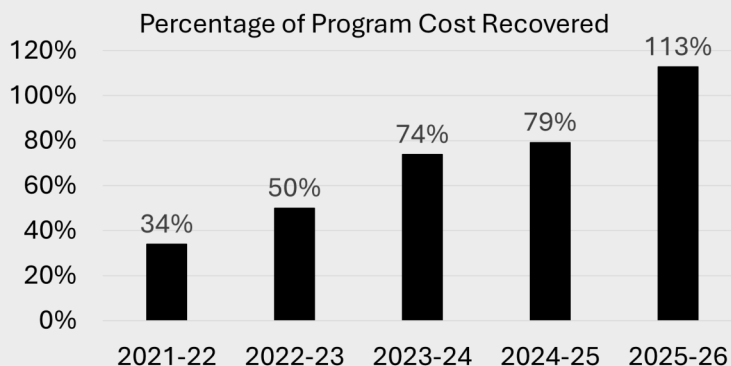
Buses Purchased

**90%**

Transit Agency Satisfaction Rate

## Program Cost Recovery Update (PCR)

This year marks a major milestone: For the first time, we've fully recovered our operating costs. For 2026-27 we are working with our partners to revise the PCR strategy to enhance predictability and fairness for transit agencies of all sizes.



# Program Statistics

## 12- and 18-Metre Buses

84 buses purchased



**\$3.5M Saved**

## 6-, 7- and 8-Metre Specialized Buses

47 buses purchased



**\$890K Saved**

## 12-Volt Batteries

752 batteries purchased



**\$112K Saved**

## Electric Bus Charging Equipment

\$595K Purchased

**\$87K Saved**

## ITS-AVL Equipment

\$33K Purchased

**\$8K Saved**

**In 2026-27, TPI will develop or award the following joint procurements:**

- 12- and 18-Metre Diesel, Hybrid and Natural Gas Buses
- On-Demand Transit Software and Services
- Turnkey Electric Bus Charging Solution
- Transit Stop Solar Lighting
- Electric Specialized Buses
- Engine Replacement
- Transmission Replacement
- Bus Shelters
- Bus Inspection Services

TPI procurements are driven by the needs and vision of our partners. If your transit agency has an idea for a new procurement, start a province-wide conversation by emailing [TPI@Metrolinx.com](mailto:TPI@Metrolinx.com)

# Active Contracts

## 12- and 18-Metre Diesel, Hybrid and Natural Gas Buses

January 2024 – January 2027

Vendors: New Flyer and Nova Bus



## Electric Bus Charging Equipment

May 2024 – May 2027

Vendor: ABB



## 6-, 7- and 8-Metre Specialized Gasoline Buses

October 2024 – October 2027

Vendor: Creative Carriage



## 12-Volt Batteries

March 2025 – March 2028

Vendor: Canadian Energy



## Tire Purchasing and Leasing

April 2025 – April 2028

Vendor: Bridgestone



## 9-Metre Battery Electric Buses

September 2025 – September 2028

Vendor: Letenda



## On-Board Video Surveillance Systems

December 2025 – December 2030

Vendor: Toronto MicroElectronics



## Intelligent Transportation Systems – Automatic Vehicle Location

March 2025 – March 2035

Vendor: Consat



## 12- and 18-Metre Battery Electric Buses

Previous Contract Expired – October 2025

New Contract Awarded – March 2026  
Vendors: New Flyer and Nova Bus



# The Route Ahead

As we reflect on the past year and plan for the one ahead, we recognize that none of this work happens without strong partnerships.

To our colleagues at Metrolinx, your support provides the foundation that allows this program to operate. To our vendor and industry partners, thank you for your innovation and resilience in an increasingly complex environment. Most of all, thank you to our transit agency partners. Your leadership continues to expand what a joint procurement program can achieve. These procurements simply would not be possible without your expertise and the depth of effort behind them.

The year ahead will bring more activity than ever before. We will grow our procurements across an even wider range of goods and services. In addition to awarding a new 12- and 18-metre diesel and hybrid bus contract in late 2026, the Transit Procurement Initiative currently has eight other new procurements under development.

The team is deeply grateful to be part of the transit community and looks forward to what we will build together next.

## Our Partners





A Program of METROLINX

