AWARDS COMMITTEE

MINUTES

Awards Committee met on **January 31, 2019,** in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 10:03 a.m. Members in attendance were Jenny McCollum as Chairperson, Laure Whitmer as Budget Representative, Emerson Lotzia as General Counsel Representative; with John McCarthy, Deryle Calhoun, Caren Anders, Ted Hobson, Steve Selders as voting Committee Members;

Jason Behr, Cecil Camacho, Dan Kruck, Bradley Collier, Joe Perez, Maurice Scarboro, Carl Ramsubhag, Chad Yeager, Thomas Hamilton, Chris Howard, Michael Durrett, Nick Dambrose, Colin Roddy, Kenny Pearson, Nathan Woyak, Stephen Datz, Clint Williams, William Clendening, Beth DiMeo, Steve McInall, Dan Boatwright, Sheila Pressley, Heather Beard

Awards:

- 1. Approval of the minutes from the last meeting (01/24/2019). **APPROVED**
- 2. Request approval to award a contract to Evoqua Water Technologies LLC for the Buckman WRF Secondary Clarifiers #5 and #6 Rehabilitation project in the amount of \$690,000.00, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**
- 3. Request approval to award a contract to Trademark Metals Recycling, LLC for the sale of scrap cable, wire and metal for the estimated revenue of \$2,239,709.43, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**
- 4. **DEFERRED** 014-19 Request approval to rescind the solicitation for Northside Generating Station Unit 3, Economizer Tube Replacement, and reject the bids.
- 5. Request approval of the award of a change order to Jacobs Engineering for additional engineering and inspection services during construction on the T-Line to Busch Drive Force Main project in the amount of \$103,937.00, for a new not-to-exceed amount of \$1,314,505.60, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**
- 6. Request approval to award a contract to Environmental Equipment Services LLC for the Buckman WRF Master Pump Station Bar Screen Rehabilitation project in the amount of \$338,620.00, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**
- 7. 146-18 Request approval to award a three (3) year contract to Bill2Pay LLC, for customer payment processing services in the amount of \$502,066.80, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**
- 8. Request approval to award a five (5) year contract to CDW Government for VMware Server Virtualization Licenses, Support, and Consulting in the amount of \$695,488.40, subject to the availability of lawfully appropriated funds. **APPROVED**
- 9. **DEFERRED** Request approval to award a contract to Suez Treatment Solutions Inc. for the purchase of replacement parts in the amount of \$1,155,000.00, subject to the availability of lawfully appropriated funds.

Ratifications: N/A

Informational Items: N/A

Public Comments: N/A

Adjournment: 10:25 a.m.



Formal Bid and Award System

Award #2 January 31, 2019

Type of Award Request: OEM

Request #:

6510

Requestor Name:

Clendening, William M.

Requestor Phone:

(904) 665-4723

Project Title:

Buckman WRF – Secondary Clarifiers #5 and #6 Rehabilitation

Project Number:

8005533

Project Location:

JEA

Funds:

Capital

Budget Estimate:

\$750,000.00

Scope of Work:

This request is to procure OEM specific services from Evoqua Water Technologies LLC to rehabilitate the #5 and #6 clarifiers at the Buckman Water Reclamation Facility (WRF). The clarifier mechanisms and walkways are thirty-two (32) years old and need to be replaced to ensure operator safety and continuous plant operations.

JEA IFB/RFP/State/City/GSA#:

OEM

Purchasing Agent:

Kruck, Daniel R.

Is this a Ratification?:

NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
EVOQUA WATER TECHNOLOGIES LLC		douglas.pimlott@ evoqua.com	2607 N Grandview Blvd Suite 130, Waukesha WI 53188	(262) 521-8468	\$690,000.00

Amount for entire term of Contract/PO:

\$690,000.00

Award Amount for remainder of this FY:

\$690,000.00

Length of Contract/PO Term:

Project Completion

Begin Date (mm/dd/yyyy):

02/01/2019

End Date (mm/dd/yyyy):

Project Completion (Expected: September 2019)

Renewal Options:

No Renewals

JSEB Requirement:

N/A - OEM

BIDDER:

Name	Amount
EVOQUA WATER TECHNOLOGIES LLC	\$690,000.00

Background/Recommendations:

Evoqua Water Technologies LLC is the original manufacturer of the existing #5 and #6 clarifiers at the Buckman WRF. The rehabilitation includes replacement and installation of the clarifier mechanism, repair of the grout on the floor of the clarifiers and replacement of the catwalk, handrails and grating.

The quote was compared to previous work performed by Evoqua on the drive mechanisms on the clarifiers at the Mandarin WRF and deemed reasonable. A copy of the quote is attached as backup.

Request approval to award a contract to Evoqua Water Technologies LLC for the Buckman WRF – Secondary Clarifiers #5 and #6 Rehabilitation project in the amount of \$690,000.00, subject to the availability of lawfully appropriated funds.

Manager:

Collier, Bradley W. - Mgr W/WW Project Management

Director:

Conner, Sean M. – Dir W/WW Project Engineering & Construction

VP:

Calhoun Jr., Deryle I. – VP/GM Water Wastewater Systems

APPROVALS:

Chairman, Awards Committee

Date

Manager, Capital Budget Planning



Formal Bid and Award System

Award #3 January 31, 2019

Type of Award Request:

INVITATION TO NEGOTIATE (ITN)

Request #:

6501

Requestor Name:

Roddy, Colin P

Requestor Phone:

(904) 665-4023

Project Title:

Sale of Scrap Cable, Wire, & Metal

Project Number:

HEA0420

Project Location:

JEA

Funds:

O&M

Revenue Estimate:

\$2,271,072.90

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to solicit pricing for the sale of scrap cable, wire, and metal produced by JEA and processed via Investment Recovery Operations. This scrap is processed from all portions of JEA, with revenue generated from surplus/scrap wire, cable, iron and steel generated by JEA Electric, Water, and Wastewater Departments. The solicitation included the following categories of metal and wire:

- Bare Aluminum Wire & Cable
- Insulated Aluminum Wire & Cable
- Scrap Aluminum
- Bare Copper Wire & Cable
- Insulated Copper Wire & Cable
- Copper-weld Wire
- Scrap Iron & Steel
- Scrap Cast Iron
- Mixed Stainless Steel
- Copper & Brass
- Aluminum Bronze Solids
- Scrap Electric Meters
- Paper Insulated Lead Coated Copper Cable (PILC)

This agreement will leverage not only multiple types of scrap it is also intended to leverage volumes of future years.

Purchasing Agent:

Knox, Sean

Is this a Ratification?:

NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Estimated Revenue Amount
	Charles	charles.bianculli@tmrecycling.com	2402 NW 6th St, Ocala FL 34475	(352) 266-0515	\$2,239,709.43

Amount for entire term of Contract/PO: \$2,239,709.43 Award Amount for remainder of this FY: \$559,927.36

Length of Contract/PO Term: Three (3) Years w/One (1) -1 Yr. Renewal

Begin Date (mm/dd/yyyy): 01/17/2019 **End Date (mm/dd/yyyy):** 01/16/2022

Renewal Options: YES – One (1) - 1 Yr. Renewal

JSEB Requirement: N/A - Optional

RESPONDENTS:

Name	First Round Projected Revenue	First Round Rank	BAFO Projected Revenue	BAFO Rank
TRADEMARK METALS RECYCLING LLC	\$2,239,709.43	1	\$2,239,709.43	1
FORTUNE PLASTIC & METAL, INC.	\$1,196,370.58	2	\$1,501,498.98	2

Background/Recommendations:

Advertised on 10/26/2018. Three (3) companies attended the mandatory pre-response meeting on 11/02/2018. JEA received two (2) Responses on 11/20/2018. On 12/13/2018, negotiations were held with the two (2) shortlisted companies, Trademark Metals Recycling and Fortune Plastic & Metal, Inc. Best and Final Offers (BAFO) were submitted on 12/20/2018, and Trademark Metals Recycling LLC was deemed the highest responsible and responsive Respondent. After holding discussion with companies that elected to not participate, it was determined the existing JEA practices put more risk on the vendors, and it was not in the best interest of JEA to accommodate additional suppliers preferred business models. The two Respondents that submitted proposals were in line with projected revenue and no significant revenue changes were expected by having additional Responses. The Bid Form and Bid Workbook are attached as back-up.

The bid evaluations were based on a percentage of the thirteen (13) different indices related to the estimated sales volume for each category, which was created by utilizing JEA's previous scrap cable, metal, and wire sold and then forecasting this out over the three (3) year term. The evaluation criteria for this bid was based on the provider projecting the highest revenue to JEA, through having the highest percent of the applicable index going to JEA. This bid consisted of thirteen separate and distinct categories in an attempt to optimize efficiencies by JEA and the vendor. The percent of the applicable index the provider keeps (inverse of the revenue % JEA receives), covers all expenses related to the sale and disposal of this goods. It was determined that while a small revenue increase could come from splitting off individual commodities for multiple awards, the best decision for JEA was to award one vendor the entire program.

When comparing Trademark Metals Recycling's current pricing to the pricing submitted in the Response, JEA will receive approximately one percent (1.38%) less revenue, or \$31,363.47 over the three (3) year period. In the attached Bid Workbook, Column F identifies the different Indices value that are attached to each metal, which are adjust daily. JEA will be paid based on the daily index rate for the applicable metal on the day each unique load is picked up.

Request approval to award a contract to Trademark Metals Recycling, LLC for the sale of scrap cable, wire and metal for the estimated revenue of \$2,239,709.43, subject to the availability of lawfully appropriated funds.

Manager: Ramsubhag, Carlson D. – Manager, Investment Recovery

Director: McElroy, Alan – Director Operations Support Services

VP:

McCarthy, John P. - VP Logistics & Chief Supply Chain Officer

APPROVALS:

Chairman, Awards Committee

Date

Manager, Capital Budget Planning



Formal Bid and Award System

Award #5 January 31, 2019

Type of Award Request: CHANGE ORDER

Request #:

6512

Requestor Name:

Hamilton, Thomas R.

Requestor Phone:

(904) 665-5797

Project Title:

Engineering Services for the T-Line to Busch Dr – Trans – New – Force Main (FM)

Project

Project Number:

8002598

Project Location:

JEA

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Funds:

Capital

Budget Estimate:

N/A

Scope of Work:

The project scope consists of the installation of approximately 2,889 linear feet (LF) of 30-inch PVC FM and 6,791 LF of 36-inch high-density polyethylene (HDPE) FM, North from the I-95/Busch Dr. intersection, parallel to I-95, and connection to an existing (dry line) 20-inch FM located within the existing JEA T-Line Corridor about 1.6 miles North. In addition to 2,889 LF of open cut installation, the construction is comprised of four significant 36" horizontal directional drills with lengths of 2,856 LF, 1,529 LF, 1,936 LF, and 470 LF. This project will allow for anticipated future growth.

JEA IFB/RFP/State/City/GSA#:

102-15

Purchasing Agent:

Kruck, Daniel Robert (Dan)

Is this a ratification?:

NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
JACOBS ENGINEERING	James	jamey.wallace	200 W Forsyth St. Suite 1520	(904) 442-	\$102 027 00
GROUP INC.	Wallace	@jacobs.com	Jacksonville FL 32202	2286	\$103,937.00

Amount of Original Award:

\$580,203.50

Date of Original Award:

03/03/2016

Change Order Amount:

\$103,937.00

List of Previous Change Order/Amendments:

CPA#	Amount	Date
177319	\$22,596.00	02/01/2017
177319	\$369,250.00	02/22/2018
177319	\$238,519.10	10/18/2018

New Not-To-Exceed Amount:

\$1,314,505.60

Length of Contract/PO Term:

Project Completion

Begin Date (mm/dd/yyyy):

04/20/2016

End Date (mm/dd/yyyy):

Project Completion [Estimated February 2019]

JSEB Requirement:

Five Percent (5%) Evaluation Criteria

Comments on JSEB Requirements:

Original Award

CSI Geo, Inc. – Geotechnical services – 14.57%

Change Order 02/22/2018

John Collins Engineering – Construction Inspection Services – 38.75% C&ES – FDOT Engineer, MOT Inspector – 22.23%

Change Order 10/18/2018:

John Collins Engineering – Construction Inspection Services – 22.7% C&ES – FDOT Engineering, MOT Inspector – 6%

This Change Order:

John Collins Engineering – Construction Inspection Services – 71.2%

Background/Recommendations:

Originally approved by Awards Committee on 03/03/2016. Subsequently, multiple changes orders were approved for additional engineering services due to an extension of a water main across Busch Drive, additional easements, post-design construction inspection services. The original award and subsequent change orders are attached as backup.

This is a request to award a change order to Jacobs Engineering Group, Inc. to extend the post-design construction management services to provide seamless coverage due to construction delays caused by the contractor. The cost of this change order will be offset by liquidated damages and retainage from the contractor. The construction management services consist of an Owner's Engineering Representative for Horizontal Directional Drill (HDD), Florida Department of Transportation (FDOT) qualified Maintenance of Traffic (MOT) oversight/inspection, horizontal directional drill inspection, and construction inspection. Access to the T-Line to Busch Drive FM project is restricted because a good portion of the site is surrounded by surface water and the I-95 Right of Way (ROW). Special permission was obtained from FDOT for a MOT, which allows access to the construction site from the FDOT I-95 ROW. Due to the inherent risks associated with the elaborate MOT, which is intertwined/overlapping with the adjacent I-95/I-295 FDOT Overpass project, the project requires continuous high-level oversight/inspection of the MOT.

The project scope calls for large diameter (30" and 36") pipeline installation with a predominance of the installation via the HDD method. The diameter size and single pull lengths of three of the four drills call for specialty expertise for both the installation and oversight. This request is to continue to maintain the needed specialty inspection/oversight expertise for JEA to assure a successful project with no threats to public safety, the environment, the Anheuser-Busch facility, and the integrity of the new force main. The change order fee is based on the negotiated hourly rates in the amount of \$103,937.00. A copy of the scope and fee is attached as backup. This change order brings the design fee to 7% of the construction costs, and the engineering and inspection services during construction to 8.32% of the construction costs. A budget trend has been submitted for this request.

Request approval of the award of a change order to Jacobs Engineering for additional engineering and inspection services during construction on the T-Line to Busch Drive Force Main project in the amount of \$103,937.00, for a new not-to-exceed amount of \$1,314,505.60, subject to the availability of lawfully appropriated funds.

Manager:

DiMeo, Elizabeth A, - Mgr Project Management

Director:

Conner, Sean M. - Dir W/WW Project Engineering & Construction

VP:

Calhoun Jr., Deryle I. – VP/GM Water Wastewater Systems

APPROVALS:

Chairman, Awards Committee

Date

Manager, Capital Budget Planning



Formal Bid and Award System

Award #6 January 31, 2019

Type of Award Request: OEM

Request #:

6513

Requestor Name:

Laforge, Pamela J.

Requestor Phone:

(904) 665-4070

Project Title:

Buckman WRF Master Pump Station Bar Screen Rehabilitation

Project Number:

8005361

Project Location:

JEA

Funds:

Capital

Budget Estimate:

\$340,000.00

Scope of Work:

This request is to procure OEM specific services from Environmental Equipment Services to rehabilitate the Master Pump Station (MPS) bar screens at the Buckman Water Reclamation Facility (WRF). The bar screens are twenty (20) years old and need to be rehabilitated to ensure continuous plant operations.

JEA IFB/RFP/State/City/GSA#:

OEM

Purchasing Agent:

Kruck, Daniel R.

Is this a Ratification?:

NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
ENVIRONMENTAL EQUIPMENT SERVICES LLC	Josh Mcnamee	jrm@ees-fl .com	3616 Harden Blvd, Suite 337, Lakeland FL 33803	(863) 450- 5171	\$338,620.00

Amount for entire term of Contract/PO: \$338,620.00

Award Amount for remainder of this FY:

\$338,620.00

Length of Contract/PO Term:

Project Completion

Begin Date (mm/dd/yyyy):

02/04/2019

End Date (mm/dd/yyyy):

Project Completion (Expected: March 2019)

Renewal Options:

No Renewals

JSEB Requirement:

N/A - OEM

BIDDER:

Name	Amount
ENVIRONMENTAL EQUIPMENT SERVICES LLC	\$338,620.00

Background/Recommendations:

Environmental Equipment Services LLC is the original equipment manufacturer's (Headworks International) approved service and repair representative for Northeast Florida. The rehabilitation includes the bar screen mechanisms at the MPS located at the Buckman WRF.

The quote was compared to previous similar previous work at the Mandarin WRF and deemed reasonable. A copy of the quote is attached as backup. A budget trend has been approved for this award.

Request approval to award a contract to Environmental Equipment Services LLC for the Buckman WRF Master Pump Station Bar Screen Rehabilitation project in the amount of \$338,620.00, subject to the availability of lawfully appropriated funds.

Manager: Durrett, Michael E. - Mgr Wastewater Treatment and Reuse

Director: Vu, Hai X. - Dir W/WW & Reuse Treatment

VP: Calhoun Jr., Deryle I. – VP/GM Water Wastewater Systems

APPROVALS:

Chairman, Awards Committee

Date

Manager, Capital Budget Planning

Date: <u>01/31/2019</u> Item# 7



Formal Bid and Award System

Award #7 January 31, 2019

Type of Award Request:

INVITATION TO NEGOTIATE (ITN)

Request #:

6350

Requestor Name:

Dambrose, Nickolas C.

Requestor Phone:

(904) 665-7217

Project Title:

Customer Payment Processing Services - Bank to Bank and Lockbox

Project Number:

40304

Project Location:

JEA

Funds:

O&M

Budget Estimate:

\$576,000.00

Scope of Work:

This scope of work is for processing of bank to bank and lockbox customer payment services. Bank to bank customer payment processing shall securely handle electronic payments via electronic check (ACH), from third party billers. The provider of lockbox payment services shall complete manual transactions of payment items received from JEA's USPS P.O. box location.

JEA IFB/RFP/State/City/GSA#:

146-18

Purchasing Agent:

Dambrose, Nickolas Charles (Nick)

Is this a ratification?:

NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
BILL2 PAY, LLC	Kathy Wilson	kathy.wilson@bil l2pay.com	9428 BAYMEADOWS RD STE 600, Jacksonville FL 32256	727.698. 3771	502,066.80

Amount for entire term of Contract/PO:

\$502,066.80

Award Amount for remainder of this FY:

\$69,731.50

Length of Contract/PO Term:

Three (3) Years w/ One (1) - 1 Yr. Renewal

Begin Date (mm/dd/yyyy):

05/01/2019

End Date (mm/dd/yyyy):

04/30/2022

Renewal Options:

YES - One(1) - 1 Yr. Renewal

JSEB Requirement:

N/A - Optional

RESPONDENTS:

Name	Туре	Original Amount	Original Rank	BAFO Amount	BAFO Rank
BILL2 PAY, LLC	Bank to Bank	\$90,000.00	1	\$56,250.00	1
US BANK	Bank to Bank	\$144,870.00	2	\$104,370.00	2
BILL2 PAY, LLC	Lockbox	\$445,816.80	1	\$445,816.80	1
WELLS FARGO	Lockbox	\$339,300.00	2	\$339,300.00	2
SUNTRUST	Lockbox	\$460,448.64	3	\$460,448.64	3

Background/Recommendations:

Advertised on 08/24/2018. Eleven (11) companies attended the mandatory pre-response meeting held on 09/12/2018. At response opening on 09/25/2018, JEA received four (4) Responses. Sun Trust Bank, U.S. Bank, Wells Fargo Bank, and Bill 2 Pay LLC were short-listed and invited to submit Best and Final Offers (BAFO). Two different sets of evaluation criteria were used to independently evaluate the lockbox and the bank to bank payment services. JEA evaluated the companies on price, past performance, ability to meet the functionality requirements, and proximity was utilized for lockbox services. A separate point incentive was utilized for Respondents who bid on both scopes of work. Despite Wells Fargo bidding the lowest amount for lockbox services, they were not ranked highest due to a low score in functionality requirements, proximity, and not being able to provide both scopes of work. Bill2Pay LLC is deemed the most responsive and responsible Respondent. A copy of the Response Form and Workbook are attached as backup.

This contract enables customers to pay their utility bills via a physical check or electronic bank to bank transfers. When compared to the current contract with incumbent Bill2Pay, the new contract increases rates for lockbox payment services about eleven percent (11%), going from a rate of \$0.195 to a rate of \$0.22 per transaction, or an increase of \$0.025. Bank to bank payment services have decreased by fifty percent (50%). The transaction count for lockbox payment services is five percent (5%) less than the bank to bank payment services.

Procurements efforts resulted in:

• Total sourcing savings: \$33,750.00 (BAFO savings for bank to bank)

The new rates will be fixed for three (3) years. If renewed, a price increase may be negotiated in accordance with the Consumer Price Index (CPI). The award amount of \$502,066.80 is close to budget, however new budget trend will be submitted.

146-18 – Request approval to award a three (3) year contract to Bill2Pay LLC, for customer payment processing services in the amount of \$502,066.80, subject to the availability of lawfully appropriated funds.

Manager:

Boatwright, Dan B. - Mgr Receivables & Collection Services

Director:

Pressley, Sheila E. - Director Customer Revenue

VP:

Stewart, Kerri - VP & Chief Customer Officer

APPROVALS:

Chairman, Awards Committee

Data

Manager, Capital Budget Planning



Formal Bid and Award System

Award #8 January 31, 2019

Type of Award Request: .

GSA CONTRACT.

Request #:

6515

Requestor Name:

Williams, Clint J. - Manager Technical Services

Requestor Phone:

(904) 665-8963

Project Title:

VMware Server Virtualization Licenses, Support, and Consulting

Project Number:

HE30903

Project Location:

JEA

Funds:

O&M

Budget Estimate:

\$700,000.00 (\$140,000 per year for 5 years, budget line 1734)

Scope of Work:

The scope of work is for the GSA authorized reseller CDW to provide five (5) years of VMWare licenses, support, and consulting and learning credits. The VMware products provide JEA with server virtualization which improves the efficiency and availability of IT resources and applications. It provides significant cost savings by reducing hardware requirements and improving server efficiency. JEA has chosen VMware for Server Virtualization as it is the most trusted virtualization platform, the best platform for business-critical applications and helps drive a lower total cost of ownership (TCO) than other hardware and virtualization models. JEA's virtual server infrastructure has continued to expand and VMware is the backend software that provides the foundation of this growth. VMware is the industry's most deployed platform with over 500,000 global customers providing fully resilient, scalable, secure and performance-rich environment to the most business-critical applications.

The financial benefit of VMWare virtual servers to JEA is explained in the following example. The average price of a single traditional physical server host is around \$30,000.00 in hardware costs. In a traditional physical server model, the \$30,000.00 server only runs a single application and its configuration. With VMware, JEA can take that same \$30,000.00 server and very conservatively run 10 (ten) virtual machines (VMs). Therefore, JEA would end up with a savings model that takes the traditional cost for 10 physical servers in the amount of \$300,000.00, compared with a Virtual Server cost for 10 VMs of about \$33,000.00 (\$30,000.00 for host and \$3,000 for VMware licenses) for a difference of \$267,000.00. JEA has over 500 VMs with similar savings which doesn't even include other benefits such as disaster recovery.

JEA IFB/RFP/State/City/GSA#:

GSA Schedule 70, GS-35F0119Y

Purchasing Agent:

Dambrose, Nick

Is this a ratification?:

NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
CDW GOVERNMENT	John Vrablik		75 Remittance Drive Suite 1515 Chicago, IL 60675- 1515	(877) 466- 6333	\$695,488.40

Amount for entire term of Contract/PO: \$695,488.40 Award Amount for remainder of this FY: \$139,097.68

Length of Contract/PO Term: Five (5) Years w/ No Renewals

Begin Date (mm/dd/yyyy): 02/01/2019
End Date (mm/dd/yyyy): 01/31/2024
Renewal Options: No Renewals

JSEB Requirement: N/A – GSA Contract

Background/Recommendations:

The GSA schedule 70 GS-35F-0119Y contract includes CDW as an authorized VMware provider since 2012. The contract is an open market and continuous solicitation in which any vendor may submit a new offer at any time for review and approval. GSA evaluates the pricing and terms submitted against other commercial offers on a periodic basis, and the current pricing offer has been deemed fair and reasonable. A copy of the GSA pricelist is attached as backup.

JEA has been using VMWare since 2007, with this being the first time that VMware has been brought to awards committee for approval. This is due to JEA's growing environment and annual support and maintenance costs. The new contract includes additional licenses for JEA's new Emergency Management System (EMS) platform, a consolidation of licenses previously assigned under telecommunications and a true-up of licensed hosts from expansion and a license level Enterprise Agreement (EA) upgrade. The upgrade for VMware enterprise agreement (EA) provides JEA unlimited support of any product that is licensed and also makes JEA an official VMware customer which provides quicker escalation and dedicated support contacts. In addition, the license upgrade will also allow JEA to move away from another 3rd party analytic platform through Turbonomic to the integrated VMware analytic platform to provide an additional path for workflow automation in FY20 for increased operational improvement.

The five (5) year agreement option allows JEA to receive the highest discount levels. In addition, a five (5) year agreement will allow CDW and VMware to waive the true-up net new licenses that have already been in use at JEA for 24 months, and waive a 20% reinstatement fee given the fact some of JEA's licenses expired in November of 2018. VMWare has also been supporting JEA's mission critical systems since November 2018 at no cost. The changes from the existing solution, the true-up changes and the GSA price reduction results in an overall savings of \$500,400.64. The price comparison summary is attached as backup.

Procurement tracks two different types of savings. The total cost difference is comparing the current pricing with the proposed pricing (+/-). The total sourcing savings is determined by negotiations, BAFO savings and value added savings. Below is the result for this award:

- Total sourcing savings: \$332,287.84 (All new line items that cannot be compared to current pricing, reflects a savings due to a negotiated rate which is lower than GSA pricing.)
- Total cost difference: \$168,112.80 (When comparing apples to apples pricing for current vs new, JEA will save with the new pricing.)

JEA budgeted \$140,000 annually in HE30903 and this purchase is within budget.

Request approval to award a five (5) year contract to CDW Government for VMware Server Virtualization Licenses, Support, and Consulting in the amount of \$695,488.40, subject to the availability of lawfully appropriated funds.

Director:

Datz, Stephen H. - Dir IT Infrastructure & Compliance Assurance

Chief:

Selders, Steve G. - Interim Chief Information Officer

APPROVALS:

Chairman, Awards Committee

Date

Manager, Capital Budget Planning