



Headquarters - Procurement Department
225 North Pearl Street
Jacksonville, Florida 32202

February 21, 2025

ADDENDUM NUMBER: Four (4)

TITLE: Repair and Installation of Video Surveillance Systems FY25

JEA SOLICITATION NUMBER: 1411917846

BID DUE DATE: March 4, 2025; February 25, 2025; February 11, 2025

TIME OF RECEIPT: 12:00 PM

TIME OF OPENING: 02:00 PM

THIS ADDENDUM IS FOR THE PURPOSE OF MAKING THE FOLLOWING CHANGES OR CLARIFICATIONS:

Changes: The Bid Due Date has been extended to March 4, 2025

Questions:

1. **Question:** When we find a part on the list as "End of Life" is it ok to price manufacturer suggest replacement in place of what is listed?

Answer: It is acceptable to price the manufacturer recommended replacement.

2. **Question:** Please define what is considered non-standard equipment needed and rental fees billable.

Answer: Nonstandard is anything that would be outside of the normal day to day equipment required to perform installation or maintenance of video surveillance systems. The goal of this section is to ensure that Physical Security is not being charged additional fees for ladders, multimeters, OTDRs, bucket trucks, laptops, etc. An example of nonstandard equipment would be, but is not limited to, a 120' boom lift, landscaping or clearing equipment, tele handlers, etc.

3. **Question:** If we are in the process of becoming an authorized dealer with Geutebruck Security, Inc. (GSI), with the authorization expected before the execution of a contract with JEA to provide the services, will our bid be accepted?

Answer: JEA will accept the bid and Physical Security will follow up with Geutebruck to ensure that the process to become a dealer is in progress.

4. **Question:** Please confirm the parts and quantities to be maintained at all times.

Answer: On hand parts inventory will vary. Physical Security, at varying times, may place an equipment order to be held by the contractor as inventory or storm stock. Physical Security will also use this contract to procure equipment as a box sale to be held at the Physical Security office as replacement stock. There is no set inventory list.

5. **Question:** On Saturday, February 1, the United States announced new tariffs on a broad range of products that are imported into the United States from Canada, China and Mexico. The situation remains very fluid, with a 30-day pause on tariffs from Canada and Mexico. Given these continuing developments and the evolving situation will you accept a provision in the agreement to address pricing impacts that cannot be estimated?

Answer: We are adding the “Cost Tracking” clause below to mitigate against the uncertainty of tariffs. This is in addition to the Price Adjustment – Annual clause. The new clause covers materials only, not labor.

Price Adjustment Alternative (Cost Tracking)

In the event the Company or JEA has a need to present a price increase or decrease prior to the price adjustment clause described above based on unforeseen market condition shifts, JEA and the Company will take the following action:

The Company or JEA will provide a request within fourteen (14) calendar days of receipt of an order from JEA, to move to a new price via email or in writing. Any request not received within fourteen (14) calendar days of receipt of an order from JEA will be rejected. If approved, the new price will reflect a change of item(s) being requested to adjust via the new methodology. The two alternative acceptable methods are those done via Consumer Price Index for All Urban Consumers: All Items (CPIAUCNS) - Not Seasonally Adjusted but done at an interval not consistent with the original adjustment language; or a Cost Tracking method where the Tracking portion was the increase or decrease in Manufacturer’s pricing that has changed in the market since the bid origination.

To make adjustments via a Cost Tracking model, the Company will submit in excel format the JEA item, the current lead-time of the requested item(s), the current unit price, the new requested pricing, the Company’s cost and markup percentage change in which it is being requested that JEA’s costs track to either upwards or downwards, and the aggregate total dollar change & percentage change. Additionally, the Company will provide adequate documentation from their manufacturer(s) for vetting the price adjustment request to ensure updated prices are tracking to the manufacturer’s updated pricing on a 1:1 basis.

For adjustments via Consumer Price Index for All Urban Consumers: All Items (CPIAUCNS) - Not Seasonally Adjusted on an alternative interval, the Company will provide the manufacturer price adjustment to JEA on a monthly or mutually agreed to basis for review of the presented price increases.

Any items that are moved to an alternative cost adjustment methodology, will be evaluated by JEA’s procurement team, benchmarked in the industry or against other Respondents. If JEA finds an alternative source that has a lesser price, that JEA deems is of significance, JEA may elect to move the item from the Company’s Agreement to the Agreement of another Respondent of the same Solicitation or remove it completely from all Contracts.