

AWARDS COMMITTEE MINUTES

Awards Committee met on **June 13, 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, Jeff Close as General Counsel Representative; with John McCarthy, Ted Hobson, Caren Anders, Hai Vu, and Steve Selders as voting Committee Members; Jason Behr, Lynn Rix, Dan Kruck, David King, Rodney Lovgren, Elaine Selders, Rachelle Weir, Lisa Pleasants, Chrissy Nunziato, Joe Perez, Christopher Crane, Howard Thurman, William Owens, Melanie Newton-Green, Mildred Ventura, Nick Dambrose, Mike Hersey, Shawn Dunning, Mickey Willoughby, Bryan Dewberry, Nathan Woyak, Katura Owens, and Michael Eaton.

Awards:

1. Approval of the minutes from the last meeting (06/06/2019). **APPROVED**
2. Request approval to award a contract to PRECON Company for rehabilitation services for the Marietta WTP Reservoir Prestressed Tank Rehabilitation project in the amount of \$329,200.00, subject to the availability of lawfully appropriated funds. **APPROVED W/ DISCUSSION**
3. Request approval for a sole source award to Open Grid Systems for Innovation Lab Pilot, Cimphony Concert Network Model Management in the amount of \$49,600.00, subject to the availability of lawfully appropriated funds. **APPROVED W/ DISCUSSION**
4. Request approval for a sole source award to Snowflake Inc. for the JEA Innovation Lab Pilot, for Data Warehouse Built for the Cloud in the amount of \$20,000.00, subject to the availability of lawfully appropriated funds. **APPROVED W/ DISCUSSION**
5. Request approval for a sole source award to Tibco Software Inc. for the JEA Innovation Lab Pilot, for Data Virtualization Enablement Professional Services in the amount of \$34,400.00, subject to the availability of lawfully appropriated funds. **APPROVED W/ DISCUSSION**
6. 073-19 – Request approval to award a contract to J & D Maintenance and Services of North Florida LLC for Tree Removal, Irrigation and Mulch (TRIM) for a total not-to-exceed amount of \$387,525.00, subject to the availability of lawfully appropriated funds. **APPROVED W/ DISCUSSION**
7. 082-19 – Request approval to award a contract to Zabatt Power Systems for Repair and Maintenance of Generators for a total not-to-exceed amount of \$4,118,502.00, subject to the availability of lawfully appropriated funds. **APPROVED**
8. Request approval to award a five (5) year contract to World Wide Technology for VMWare Workspace One licenses including AirWatch, support/subscription, and learning credits in the amount

of \$934,427.05, subject to the availability of lawfully appropriated funds. **APPROVED W/ DISCUSSION**

9. 078-19 – Request approval to award a contract to Hoist and Crane Group Inc for Overhead Crane & Hoist Inspection and Maintenance Services in the amount of \$879,500.00, subject to the availability of lawfully appropriated funds. **APPROVED W/ DISCUSSION**

10. 080-19 – Request approval to award a contract to Howard Services Inc for Electric Plant HVAC Inspection and Maintenance Services in the amount of \$1,106,790.00, subject to the availability of lawfully appropriated funds. **APPROVED**

11. 062-19 – Request approval to award a contract to Jacobs Engineering Group Inc. for Water/Wastewater Capital Program Management in the amount of \$10,354,970.00, subject to the availability of lawfully appropriated funds. **APPROVED W/ DISCUSSION**

12. Request approval to award a change order to CDM Smith Inc. for additional engineering services for the Norwood Water Treatment Plant (WTP) Rehabilitation project in the amount of \$61,418.00, for a new not-to-exceed amount of \$528,347.00, subject to the availability of lawfully appropriated funds. **APPROVED W/ DISCUSSION**

13. **DEFERRED** Request approval to award a thirty three (33) month contract to Software House International, Inc. for the Microsoft SQL Server Enterprise Core Edition licenses and one year of extended security update support in the amount of \$503,207.28 subject to the availability of lawfully appropriated funds.

Ratifications: N/A

Informational Items: N/A

Public Comments: N/A

Adjournment: 10:46 a.m.



Formal Bid and Award System

Award #2 June 13, 2019

Type of Award Request: BID (IFB)
Request #: 6637
Requestor Name: Hersey, Michael T.
Requestor Phone: (904) 665-7883
Project Title: Marietta Water Treatment Plant (WTP) Reservoir Prestressed Tank Rehabilitation
Project Number: 8005070
Project Location: JEA
Funds: Capital
Budget Estimate: \$261,000.00

Scope of Work:

The scope of work includes the exterior and interior rehabilitation of reservoir No. 1 and No. 2 at the Marietta WTP. The prestressed concrete tanks are typically designed with a 40 year life expectancy though we often times get much more. These two tanks are 44 and 48 years old respectively. Hydrogen sulfide from the water supply has degraded the interior concrete and coatings over the years. With the specified rehabilitation methods, JEA would expect to extend the life of the tanks by another 20 years or more.

This project will impact the following JEA Measures of Value:

- Customer Value: The continued reliability of the water storage structures will ensure that water demands in the community continue to be met at favorable pressures.
- Community Value: The appearance of the tanks to nearby neighbors will be improved.
- Environmental Value: The regulatory agency (FDEP) will be pleased that the tank operating condition and structural integrity will be enhanced.
- Financial Value: The financial benefit of rehabilitation with tank life extension is better than the demolition and replacement alternative.

Purchasing Agent: Kruck, Daniel R.

Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
PRECON CORPORATION	Adrian Moore	mjv@precontanks.com	115 SW 140 th Terrace, Newberry, FL 32669	(352) 332-1200	\$329,200.00

Amount for entire term of Contract/PO: \$329,200.00
Award Amount for remainder of this FY: \$329,200.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 06/21/2019
End Date (mm/dd/yyyy): Project Completion (Expected: September 2019)
JSEB Requirement: N/A (Specialty Tank Work)

BIDDERS:

Name	Amount
PRECON CORPORATION	\$329,200.00
CROM LLC	\$409,175.40

Background/Recommendations:

Advertised on 04/11/2019. At Bid opening on 05/14/2019, JEA received two (2) Bids. Due to the specialty nature of this work a limited Bidder pool is available. PRECON Corporation is the lowest responsive and responsible Bidder. A copy of the Bid Form is attached as backup.

The base Bid price is 0.27% higher than estimated and deemed reasonable. The award amount of \$329,200.00 is approximately 25.9% higher than the estimate due to the inclusion of an alternate Bid item. The alternate item includes the interior of reservoir No. 1 at the Marietta WTP. This alternate item was not included in the original scope of work due to budget and schedule concerns, however, due to the favorable pricing and schedule included in this bid, JEA decided to include the alternate item in the scope of work to be awarded. A budget trend is not needed for this award.

Budget and Schedule Details:

- Original Total FY19 Budget: \$700,000.00
 - Rehabilitation Budget: 670,000.00
 - Marietta WTP: \$261,000.00
 - Other WTP Rehab: \$409,000.00
 - JEA Costs: \$30,000.00
- Estimate at Completion: \$700,000.00
 - Rehabilitation Budget: \$670,000.00
 - Marietta WTP: \$329,200.00
 - Other WTP Rehab: \$340,800.00
 - JEA Costs: \$30,000.00
- Construction Schedule:
 - Start: 10/01/2018
 - End: 09/30/2019

Request approval to award a contract to PRECON Company for rehabilitation services for the Marietta WTP Reservoir Prestressed Tank Rehabilitation project in the amount of \$329,200.00, subject to the availability of lawfully appropriated funds.

Manager: Mackey, Todd D. – MGR W/WW Reuse Treatment Maint Planning & Eng
Director: Vu, Hai X. – Dir W/WW & Reuse Treatment
VP: Calhoun, Deryle I. – VP/GM Water Wastewater Systems

APPROVALS:


_____ 6/13/19
Chairman, Awards Committee **Date**


_____ 6/13/19
Manager, Capital Budget Planning **Date**



Formal Bid and Award System

Award #3 June 13, 2019

Type of Award Request: SOLE SOURCE
Request #: 6642
Requestor Name: Eaton, Michael T. - Special Project-EAM
Requestor Phone: 904-665-7473
Project Title: Innovation Lab Pilot, Cimphony Concert Network Model Management
Project Number: 8005580
Project Location: JEA
Funds: Capital
Budget Estimate: \$49,600.00

Scope of Work:

This request is for Open Grid Systems to supply their Cimphony Concert and Cimphony Orchestra applications to support the JEA Edge Computing Internet of Things (IoT) proof of concept project for the JEA innovation lab pilot. This proposal covers a cloud service hosted and managed by Open Grid Systems on Amazon Web Services (AWS), running the Cimphony Concert Network Model Management application; licenses for the Cimphony Orchestra desktop application to allow users to view and edit data; and support for the JEA Service Oriented Architecture (SOA) team to implement a model-driven service for storing measurement data.

This work covers Open Grid Systems providing JEA access to a combination of Software as a Service (SaaS) and locally run desktop applications that will support the testing of a model-driven network model and measurement data management system built on Open Grid Systems' Cimphony suite.

This award positively impacts the following JEA Measures of Value:

- Customer Value: Reduces reactionary maintenance & equipment failures (i.e. minimize service interruptions to customers)
- Community Value: Improve customer service & reliability; Improve electric network system connectivity & W/WW hydraulic network system modeling for the management of utility services
- Environmental Value: Reduce the risk of environmental events due to early detection of abnormal conditions
- Financial Value: Provides technology capabilities that can then be leveraged in optimization projects that could lead to reduction in the capital and O&M budgets

JEA IFB/RFP/State/City/GSA#: N/A
Purchasing Agent: Woyak, Nathan J
Is this a Ratification?: NO
RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
OPEN GRID SYSTEMS	Alan McMorran	enquiry@opengrid.com	18 Bothwell Street Glasgow, UK G2 6NU		\$49,600.00

Amount for entire term of Contract/PO: \$49,600.00
Award Amount for remainder of this FY: \$49,600.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 06/15/2019
End Date (mm/dd/yyyy): Project Completion
JSEB Requirement: N/A- Sole Source

Background/Recommendations:

Open Grid Systems has been selected as a sole source vendor because they are a leader in the adoption and use of industry standard data models (International Electro technical Commission's (IEC) Common Information Model (CIM) vs. using proprietary data schemas) to persist data along with flexible metadata transformations that supports most industry standard formats for exporting (i.e. Institute of Electrical and Electronics Engineers (IEEE), IEC, Power System Simulator for Engineering (PSS/E)). This falls under Section 3-111 of the JEA procurement code for sole source procurements stating there is one justifiable Company that can provide the Supplies or Services.

The objective is to demonstrate the feasibility of managing JEA network data in a standardized format, with integration of a real-time database automatically linked to the persisted network model data.

In addition, the project aims to demonstrate:

- The support for the asset lifecycle for power system assets, where assets are associated with the equipment in the network model.
- That third party applications can access the database for storing and retrieving real-time data using an open standard Application Programming Interface (API).

The project will demonstrate that JEA can manage as-built and historical network data in a standard format with an integrated real-time database for storing measurement data that is automatically integrated with the as-built model. The project will identify areas where the standard IEC data models do not provide sufficient detail to cover JEA requirements and propose extensions, and document how these are integrated with the standard model. The project will demonstrate that edge devices and external systems can be modelled quickly and connected for real-time feeds using open standard APIs.

The award amount is based on a pilot of six (6) to eight (8) month licensing and some vendor support hours to support the implementation of the EIM business use case projects (i.e. Asset 360 and Meter Data & Analytics). Specifically the cost includes \$5,000 for the Cimphony Concert license and install on the JEA AWS infrastructure and \$5,000 for five (5) Cimphony Orchestra licenses. It also includes a total of 235 various types of work hours at \$160/hour and one onsite trip to JEA at \$2000.00. All pricing has been deemed reasonable in a comparison with similar rates JEA has received for other similar services previously.

The lessons learned and knowledge gained from the pilot could be used for developing the requirements for new technology standards that are needed to be used for a larger competitive bid if it is not unique and specialized. If it is unique and specialized, a JEA Standard may be created.

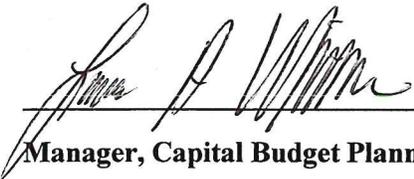
Request approval for a sole source award to Open Grid Systems for Innovation Lab Pilot, Cimphony Concert Network Model Management in the amount of \$49,600.00, subject to the availability of lawfully appropriated funds.

Director: Selders, Steve G. - Dir IT Strategic Planning & Innovation

VP: Eads, Shawn W. - VP & Chief Information Officer

APPROVALS:

 6/13/19
Chairman, Awards Committee Date

 6/13/19
Manager, Capital Budget Planning Date



Formal Bid and Award System

Award #4 June 13, 2019

Type of Award Request: SOLE SOURCE
Request #: 6641
Requestor Name: Eaton, Michael T. - Special Project-EAM
Requestor Phone: 904-665-7473
Project Title: Innovation Lab Pilot, Subscription to build a Cloud Data Warehouse
Project Number: 8005580
Project Location: JEA
Funds: Capital
Budget Estimate: \$20,000.00

Scope of Work:

This request is part of JEA's innovation lab pilot for Snowflake Inc. to provide a subscription to the edition of the Snowflake Service hosted in AWS for capacity credit storage for building a cloud data Warehouse. The services will include the following:

- Twelve (12) months to build and prove value of use case(s)
- Allows JEA to test additional use cases at will
- Seamless technical & operational transition to production once testing is complete
- Unused credits roll over into production contract
- No charge individual user training through online Snow School
- Receive full Snowflake support and onboarding

This award positively impacts the following JEA Measures of Value:

- Customer Value: Reduces reactionary maintenance & equipment failures (i.e. minimize service interruptions to customers)
- Community Value: Improve customer service & reliability; Improve electric network system connectivity & W/WW hydraulic network system modeling for the management of utility services
- Environmental Value: Reduce the risk of environmental events due to early detection of abnormal conditions
- Financial Value: Provides technology capabilities that can then be leveraged in optimization projects that could lead to reduction in the capital and O&M budgets

JEA IFB/RFP/State/City/GSA#: N/A
Purchasing Agent: Woyak, Nathan J
Is this a Ratification?: NO
RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
SNOWFLAKE INC.	Jessica Frye	jessy.frye@snowflake.com		904-314-3123	\$20,000.00

Amount for entire term of Contract/PO: \$20,000.00
Award Amount for remainder of this FY: \$20,000.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 06/15/2019
End Date (mm/dd/yyyy): Project Completion
JSEB Requirement: N/A- Sole Source

Background/Recommendations:

Snowflake Inc. has been selected as a sole source vendor because they are a Gartner magic quadrant leader for cloud data warehouse technology. Their data warehouse/big data technology was developed from the ground up using cloud compute infrastructure technologies which provides flexible capacity and scaling based on demand vs. over designed for peak usage. Siemens Energy provided JEA with some impressive benchmark results comparing the overall performance to other vendor name brands that are a lot more expensive in this cloud technology space for data warehousing. This falls under Section 3-111 of the JEA procurement code for sole source procurements stating there is one justifiable Company that can provide the Supplies or Services.

JEA's has a number of current issues related to data. First, JEA's data is in Siloes of diverse data from many data sources which is only semi-structured which cannot easily be shared. Second, JEA's data has scale and speed issues, it cannot be scaled up or out easily. Third, JEA needs to be able quickly provision sandbox data repositories that enable the business users to access and conduct data mining and discovery functions with ad-hoc data sets.

The benefits of the Snowflake solution include unique architecture built for the cloud to help resolve these issues. First, all data is centralized and shareable and is structured with a single source of truth which can be shared securely with live data partners. Second, the data is unlimited with automatic scale and speed, and data has separation of storage and compute including all workloads getting proper isolated resources with the ability to handle spikes. Third, there is simple and cost effective infrastructure with no hardware, fast time to value, less maintenance, pay as you use, and complete ANSI Structured Query Language compatibility for data access and database management. Finally, the solution provides faster, better decision making, unlimited queries, fresh and complete data and optimization of revenue and costs. This solution will allow JEA to test additional use cases at will (based on projected consumption) with seamless technical & operational transition to production once testing is complete. Unused credits will roll over into a potential production contract. There will be no charge for JEA individual user training through the online Snow School and JEA will receive full Snowflake support and onboarding.

The award amount is for the pilot to run approximately one (1) year for a subscription to the Edition of the Snowflake Service hosted in AWS for capacity credit storage, to implement a cloud data warehouse and provide technical support to JEA with their pilot business use cases. All pricing has been deemed reasonable in a comparison with similar rates JEA has received for other similar services previously such as the Oracle Big Data Pilot which had an average cost of \$120,000.00 annually in comparison.

The lessons learned and knowledge gained from the pilot could be used for developing the requirements for new technology standards that are needed to be used for a larger competitive bid if it is not unique and specialized. If it is unique and specialized, a JEA standard may be created.

Request approval for a sole source award to Snowflake Inc. for the JEA Innovation Lab Pilot, for Data Warehouse Built for the Cloud in the amount of \$20,000.00, subject to the availability of lawfully appropriated funds.

Director: Selders, Steve G. - Dir IT Strategic Planning & Innovation

VP: Eads, Shawn W. - VP & Chief Information Officer

APPROVALS:



Chairman, Awards Committee **Date** 6/13/19



Manager, Capital Budget Planning **Date** 6/13/19



Formal Bid and Award System

Award #5 June 13, 2019

Type of Award Request: SOLE SOURCE
Request #: 6640
Requestor Name: Eaton, Michael T. - Special Project-EAM
Requestor Phone: 904-665-7473
Project Title: Innovation Lab Pilot, Data Virtualization Enablement Professional Services
Project Number: 8005580
Project Location: JEA
Funds: Capital
Budget Estimate: \$34,400.00

Scope of Work:

This request is part of JEA's innovation lab pilot for Tibco Software Inc. to provide consulting professional services through an Analytics Architect for data virtualization enablement. The services will include installation and configuration a data virtualization application on Amazon Web Services (AWS), setup best practices and utilities, use case support, data virtualization development and optimization techniques and knowledge transition and training. This software application platform will provide users with data access to an integrated view of related data sets that are persisted in different data repositories.

This award positively impacts the following JEA Measures of Value:

- **Customer Value:** Reduces reactionary maintenance & equipment failures (i.e. minimize service interruptions to customers)
- **Community Value:** Improve customer service & reliability; Improve electric network system connectivity & W/WW hydraulic network system modeling for the management of utility services
- **Environmental Value:** Reduce the risk of environmental events due to early detection of abnormal conditions
- **Financial Value:** Provides technology capabilities that can then be leveraged in optimization projects that could lead to reduction in the capital and O&M budgets

JEA IFB/RFP/State/City/GSA#: N/A
Purchasing Agent: Woyak, Nathan J
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Amount
TIBCO SOFTWARE INC.	John Carter	jcarter@tibco.com	3303 Hillview Ave Palo Alto, CA 94304	\$34,400.00

Amount for entire term of Contract/PO: \$34,400.00
Award Amount for remainder of this FY: \$34,400.00



Formal Bid and Award System

Award #6 June 13, 2019

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6536
Requestor Name: Dunning, Shawn T. - Facilities Inspector
Requestor Phone: (904) 665-6184
Project Title: Facilities Landscape Tree Removal, Irrigation and Mulch (TRIM)
Project Number: 30801
Project Location: JEA
Funds: O&M
Budget Estimate: \$540,450.00

Scope of Work:

It is the intent of this solicitation to secure economical pricing for special landscape work such as tree cutting and trimming, mulching, and irrigation system work to be self-performed by the Company (the "Work"). These services must be performed in a safe manner, and the results must be aesthetically pleasing as these facilities represent JEA to our customers. Award of this contract will be based on lowest cost to JEA. The specifications also ensure that the Company performs the maintenance activities with skilled personnel in a safe and professional manner adhering to all JEA, City, County and State regulations and requirements. The Work as described in the Response Workbook will be performed, when required, at any of approximately 1,790 JEA facilities located in Duval, Nassau, St Johns, and Clay Counties in Florida as listed in Appendix C – JEA Facility Sites, as well as, other properties that JEA may require these services within the aforementioned counties. These locations include exteriors of buildings, lots, lift stations, electric substations, wells, water treatment plants, waste water treatment plants, communication towers, road access, fences, area around electric power lines, highway, trails, and exterior of generating plants.

This award will impact the following Measures of Value:

- **Community Impact Value:** This contract will maintain and provide an aesthetically pleasing landscape at JEA facilities.

JEA IFB/RFP/State/City/GSA#: 073-19
Purchasing Agent: Selders, Elaine L.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
J&D MAINTENANCE AND SERVICES OF NORTH FLORIDA LLC	RODNEY D. EVANS	office@janddmaintenance.com	PO BOX 37389, Jacksonville FL 32236	(904) 384-8411	\$387,525.00

Amount for entire term of Contract/PO: \$387,525.00
Award Amount for remainder of this FY: \$21,529.17



Formal Bid and Award System

Award #7 June 13, 2019

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6548
Requestor Name: Thurman, Howard F. - Associate Manager Facilities Operations,
Requestor Phone: (904) 665-6669
Project Title: Facilities - Repair and Maintenance of Generators
Project Number: 30801
Project Location: JEA
Funds: O&M
Budget Estimate: \$4,223,926.00

Scope of Work:

It is the purpose of this solicitation to obtain a Contractor to perform the scheduled and emergency repair and maintenance of generators throughout the JEA service territory in the following counties: Clay, Duval, Nassau and St Johns. This work may include, but is not limited to, repairs to engines, generators, control panels, batteries, battery chargers, voltage regulators, jacket water heaters, fuel day tanks, fuel tanks, fuel tank controls, alarms, and related switches.

This award will impact the following Measures of Value:

- Community Impact Value: Generator maintenance ensures the community with reliable service.

JEA IFB/RFP/State/City/GSA#: 082-19
Purchasing Agent: Selders, Elaine L.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
ZABATT POWER SYSTEMS	PABLO MORENO	pablo@zabatt.com	4612 HIGHWAY AVE, Jacksonville FL 32254-4124	(904) 421- 9825	\$4,118,502.00

Amount for entire term of Contract/PO: \$4,118,502.00
Award Amount for remainder of this FY: \$0.00
Length of Contract/PO Term: Three (3) Years w/Two (2) - One (1) Yr. Renewals
Begin Date (mm/dd/yyyy): 11/01/2019
End Date (mm/dd/yyyy): 10/31/2022
Renewal Options: YES - Two (2) - One (1) Yr. Renewals
JSEB Requirement: N/A - Optional

RESPONDENTS:

Name	First Round	BAFO	Rank
ZABATT POWER SYSTEMS	\$4,118,502.00	\$ 4,118,502.00	1
ACF STANDBY SYSTEMS LLC	\$7,931,670.00	\$6,624,375.00	2
RING POWER CORPORATION	\$10,861,635.00	N/A	3

Background/Recommendations:

Advertised on 04/17/2019. Four (4) prime contractors attended the optional pre-response meeting held on 04/26/2018. At response opening on 05/07/2019, JEA received three (3) Responses. Zabatt Power Systems and ACF Standby Systems LLC were short-listed and invited to submit Best and Final Offers (BAFO). Zabatt Power Systems did not submit BAFO pricing. JEA evaluated the companies on price only and Zabatt Power Systems is deemed the lowest Responsive and Responsible Respondent. A copy of the Response Form and Workbook are attached as backup.

When comparing the unit prices between the current contract and the new contract, it resulted in a savings of 8.8% for a total of \$395,590.80 over three (3) years. It should be noted that the number of generators increased from 373 to 506 for resiliency efforts. However, the budget will only reduce slightly because of the resulting increase in number of units requiring repair and maintenance. The unit prices are fixed for the term of the contract.

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 cost difference: A \$781.80 per unit savings will result in a total savings over the life of the three (3) year contract of \$395,590.80. (Calculated by comparing the current pricing with the proposed pricing.)

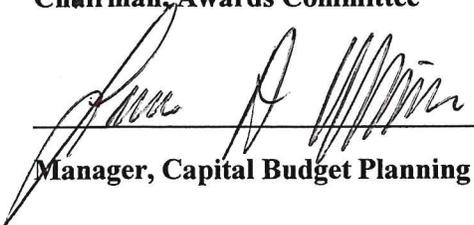
082-19 – Request approval to award a contract to Zabatt Power Systems for Repair and Maintenance of Generators for a total not-to-exceed amount of \$4,118,502.00, subject to the availability of lawfully appropriated funds.

Manager: Crane, Christopher T. - Manager, Facilities Operations
Director: McElroy, Alan D. - Dir, Operations Support Services
VP: McCarthy, John P. - VP & Chief Supply Chain Officer

APPROVALS:



Chairman, Awards Committee **Date** 6/13/19



Manager, Capital Budget Planning **Date** 6/13/19



Formal Bid and Award System

Award #8 June 13, 2019

Type of Award Request: NASPO CONTRACT
Request #: 6639
Requestor Name: Owens, Katura E. - Mgr Technology Project Mgmt
Requestor Phone: 904-665-4215
Project Title: VMware Workspace One Including Airwatch
Project Number: 8005675
Project Location: JEA
Funds: Capital
Budget Estimate: \$1,000,000.00

Scope of Work:

The scope of work is for the National Association of State Procurement Officers (NASPO) authorized reseller World Wide Technology (WWT) to provide five (5) years of VMWare Workspace One licenses including AirWatch, support/subscription, and learning credits. This purchase of VMWare Workspace One provides the technology to support JEA's mobile strategy to provide a supportable and sustainable mobile environment that allows resources working for JEA to increase productivity by leveraging any device, anywhere, at any time. Workspace One supports both corporate mobile devices as well as employee-owned mobile devices while securing JEA's corporate digital assets. This platform will enable mobility for JEA's field force. VMware AirWatch is an enterprise mobility software provider. AirWatch, a division of virtualization vendor VMware, provides technologies that help IT administrators deploy, secure and manage mobile devices. Security, administration, and user experience are all addressed by this solution.

This award positively impacts the following JEA Measures of Value:

- **Customer Value:** Enhances customer value by adding efficiency to field services by providing mobile technology to JEA's field force
- **Community Value:** Enables employee engagement and communication by enabling a mobile workforce.
- **Financial Value:** Adds efficiency to operations by removing non-value add steps from operational processes. Eliminates the use of paper and multi-step processes required to transcribe paper forms into enterprise systems. Supports improved data quality via mobile application transaction support.

JEA IFB/RFP/State/City/GSA#: 43230000-NASPO-16-ACS

Purchasing Agent: Dambrose, Nick

Is this a ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Phone	Amount
WORLD WIDE TECHNOLOGY, INC.	Wes Chambers	Wes.Chambers@wwt.com	(813) 421-6089	\$934,427.05

Amount for entire term of Contract/PO:	\$934,427.05
Award Amount for remainder of this FY:	\$696,547.05
Length of Contract/PO Term:	Five (5) Years w/ No Renewals
Begin Date (mm/dd/yyyy):	06/15/2019
End Date (mm/dd/yyyy):	06/14/2024
Renewal Options:	No Renewals
JSEB Requirement:	N/A – NASPO Contract

Background/Recommendations:

The competitively bid NASPO 43230000-NASPO-16-ACS contract includes WWT as an authorized VMware provider and is the only registered reseller for this agreement. VMware is the magic quadrant leader, according to Gartner’s research. Previous attempted implementations (i.e. Citrix XenMobile) did not meet JEA’s IT Security requirements or strategic objectives. A copy of the NASPO pricelist is attached as backup.

This request specifically will included 1500 users for Workspace One Advanced in an on premise solution with an advanced remote management add on. It will also include five (5) years of production level support, professional services for gold deployment three (3) weeks onsite, bootcamp training for two (2) people, consulting and learning credits, two (2) years of VMWare technical account management support and two (2) passes for the VW World Conference in 2019, 2020, and 2021 among other benefits.

Through negotiations, a five (5) year agreement option allowed for JEA to receive the highest discount levels beyond NASPO pricing of twenty-two percent (22%) discount off list price, or a nineteen percent (19%) discount off of NASPO pricing.

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: \$216,416.44 (All new line items that cannot be compared to current pricing, reflects a savings due to a negotiated rate which is lower than NASPO pricing.)

JEA budgeted \$1,000,000.00 in Capital funds and this purchase is within budget.

Request approval to award a five (5) year contract to World Wide Technology for VMWare Workspace One licenses including AirWatch, support/subscription, and learning credits in the amount of \$934,427.05, subject to the availability of lawfully appropriated funds.

Director: Selders, Steve G. - Dir IT Strategic Planning & Innovation
Chief: Eads, Shawn W. - VP & Chief Information Officer

APPROVALS:


_____ 6/13/19
Chairman, Awards Committee **Date**


_____ 6/13/19
Manager, Capital Budget Planning **Date**



Formal Bid and Award System

Award #9 June 13, 2019

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6550
Requestor Name: Howard, Joshua
Requestor Phone: (904) 665-7831
Project Title: Overhead Crane and Hoist Maintenance, Inspection and Repair Services
 (30122 Line 155, 30131 line 187, 30132 line 210, 30133 line 223, 30134 line 262,
Project Number: 30135 line 293, 30140 line 304, 30142 line 336, 30143 line 367, A0420 line 680,
 30300 line 1270, 30402 line 1394)
Project Location: JEA
Funds: O&M
Budget Estimate: \$1,020,000.00

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a contractor that can provide crane and hoist inspection and maintenance services for JEA (also referred to as the "Work" or "Services").

The scope of work for this contract includes the labor, supervision, materials, and tools & equipment necessary to perform repair, maintenance, and certification of hoists, cranes, chainfalls and come-alongs (lever ratcheting chain hoists). The work scope shall include scheduled annual inspections and load testing with each Business Unit, as necessary.

This Service Contract will positively affect JEA Measures of Value:

- Customer Value: Maintenance programs increase safe operational reliability and stability
- Financial Value: Correctly planned and timed inspections and maintenance, limit personnel and equipment liability during emergencies, downtime and need to purchase ad hoc services at higher rates.

JEA IFB/RFP/State/City/GSA#: 078-19
Purchasing Agent: Lovgren, Rodney
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
HOIST & CRANE SERVICE COMPANY	Rick Thomas	jacksonvilleoffice@hoistcrane.com	11433 Saints Rd, Jacksonville, FL 32246	904-620-0017	\$879,500.00

Amount for entire term of Contract/PO: \$897,500.00
Award Amount for remainder of this FY: \$43,975.00
Length of Contract/PO Term: Five (5) Years w/ Two (2) - One (1) Year Renewals
Begin Date (mm/dd/yyyy): 06/28/2019



Formal Bid and Award System

Award #10 June 13, 2019

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6551
Requestor Name: Howard, Joshua
Requestor Phone: 904-665-7831
Project Title: JEA Electric Plant HVAC Inspection & Maintenance Services
Project Number: 30300, 30400, 30402, 30403
Project Location: JEA
Funds: O&M
Budget Estimate: \$1,325,000.00

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a contractor that can provide HVAC inspection and maintenance services for JEA's Electric Generating Stations (also referred to as the "Work" or "Services").

The scope of work for this contract includes the labor, supervision, materials, and tools & equipment necessary to perform repair and maintenance for package and split systems located at the following Generating Stations:

- Brandy Branch Generating Station
- Kennedy Generating Station
- Northside Generating Station
- Greenland Energy Center.

This Service Contract will positively affect JEA Measures of Value:

- Customer Value: Maintenance programs increase safe operational reliability and stability
- Financial Value: Correctly planned and timed inspections and maintenance, limit personnel and equipment liability during emergencies, downtime and need to purchase ad hoc services at higher rates.

JEA IFB/RFP/State/City/GSA#: 080-19
Purchasing Agent: Lovgren, Rodney
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
HOWARD SERVICES INC.	David Luck	dluck@howardserviceshvac.com	1009 Vine St. Jacksonville, FL 32207	904-398-3586	\$1,106,790.00

Amount for entire term of Contract/PO: \$1,106,790.00
Award Amount for remainder of this FY: \$55,339.50
Length of Contract/PO Term: Five (5) Years w/ Two (2) - One (1) Year Renewals

Begin Date (mm/dd/yyyy): 06/28/2019
End Date (mm/dd/yyyy): 06/27/2024
Renewal Options: Yes - Two (2) - One (1) Year Renewals
JSEB Requirement: N/A – Optional

BIDDERS:

Name	Original Amount	Original Rank	BAFO Amount	BAFO Rank
HOWARD SERVICES INC.	\$1,140,280.00	1	\$1,106,790.00	1
BROOKS	\$1,152,925.00	2	\$1,152,925.00	2
SIEMENS	\$1,337,565.20	3	N/A	
WW GAY	\$1,440,555.00	4	N/A	
COMFORT SYSTEMS	\$1,121,395.00	DQ	N/A	

Advertised on 03/25/2019. Five (5) prime contractors attended the optional pre-response meeting held on 04/02/2019. At Response opening on 04/30/2019, JEA received five (5) Responses. One (1) Respondent was disqualified for not having a local office. Two (2) Respondents were short-listed and invited to submit Best and Final Offers (BAFO). JEA evaluated the companies only on price. Howard Services Inc is the lowest responsive and responsible Respondents. A copy of the BAFO bid form, workbooks and BAFO evaluation summary are attached as backup.

The work for this contract will be inspection, maintenance and call out repairs coordinated during operations and outages. Payments will be made in accordance with the unit prices on the bid workbook. The Inspection and Maintenance unit prices are fixed for the term of the contract, labor rates are fixed for the first three years and subject to CPI in years four (4) and five (5). The award amount of \$1,106,790.00 is \$218,210.00 less than the budget estimate of \$1,325,000.00. A budget reduction may be made in future fiscal years, based on repair and maintenance actuals.

Howard lowered their total bid price by \$33,490.00 in the BAFO round, bringing their rates approximately 5% lower than their current rates. The forecasted total net savings is \$53,290.00 over the five-year term (see attached backup).

080-19 – Request approval to award a contract to Howard Services Inc for Electric Plant HVAC Inspection and Maintenance Services in the amount of \$1,106,790.00, subject to the availability of lawfully appropriated funds.

Manager: Howard, Joshua P. - Mgr Energy Production Maintenance
Director: Pruitt, Chris N. - Sr Mgr Generation Support
Sr. Director: Kipp, James R. - Sr Dir Generation
VP: Anders, Caren B. - VP/GM Energy

APPROVALS:


_____ 6/13/19
Chairman, Awards Committee **Date**


_____ 6/13/19
Manager, Capital Budget Planning **Date**



Formal Bid and Award System

Award #11 June 13, 2019

Type of Award Request: PROPOSAL (RFP)
Request #: 6531
Requestor Name: Domingo, Oliver. – Program Manager
Requestor Phone: (904) 665-6325
Project Title: Water/Wastewater Capital Program Management
Project Number: Various
Project Location: JEA
Funds: Capital
Budget Estimate: \$12,500,000.00

Scope of Work:

JEA is seeking a vendor (also referred to as the “Company”) that can provide the following services: program management of various large infrastructure programs including the Southside Integrated Piping System (SIPS), wellfield rehabilitation, large diameter pipe design and construction, and various other programs as needed to support JEA’s Water/Wastewater (W/WW) capital improvement program as required by JEA (the “Work” or “Services”).

This award impacts the following JEA’s Measures of Value:

- Customer Value – JEA’s investment in improving services and assets through this program will add value to customers by executing projects that will improve JEA’s operational capabilities with regards to water and wastewater management while also improving service reliability.
- Community Impact Value – This program will stimulate local economic development through the execution of design and construction contracts while supporting the Jacksonville Small & Emerging Business program.
- Environmental Value – Management of the Southside Water Transmission Pipeline and Wellfield Rehabilitation and Replacement Programs under a single Program Manager is critical to the success of both programs. These two large programs will play a significant role in the utilization and management of Northeast Florida’s water resources by providing solutions for water conveyance between the North and South water grids and wellfield improvements for a reliable water supply. The execution of both of these two programs will require significant investments in resources, coordination and planning that a Program Manager will bring to the table.
- Financial Value – Program Manager will bring financial value by completing tasks efficiently and in a more timely manner than conducting these tasks as individual projects.

JEA IFB/RFP/State/City/GSA#: 062-19
Purchasing Agent: Kruck, Daniel R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
JACOBS ENGINEERING GROUP INC.	Mike Dykes	Mike.dykes@jacobs.com	200 W Forsyth Street, Suite 1520, Jacksonville, FL 32202	(904) 442-2286	\$10,354,970.00

Amount for entire term of Contract/PO: \$10,354,970.00
Award Amount for remainder of this FY: \$2,052,415.00
Length of Contract/PO Term: Five (5) Years w/Two (2) - 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 07/01/2019
End Date (mm/dd/yyyy): 06/30/2024
Renewal Options: Yes – Two (2) – 1 Yr. Renewals
JSEB Requirement: N/A – Optional for Phase 1 Startup
Comments on JSEB Requirements:

No JSEB requirement for Phase 1 startup. There will specific JSEB goals for each task order authorized tailored to that project.

PROPOSERS:

Name	Amount	Rank
JACOBS ENGINEERING GROUP INC.	\$10,354,970.00	1
BLACK & VEATCH CORPORATION	N/A	2
AECOM TECHNICAL SERVICES, INC.	N/A	3
HASKELL COMPANY	N/A	4

Background/Recommendations:

Advertised on 02/18/2019. Ten (10) prime companies attended the mandatory pre-proposal meeting held on 02/25/2019. At proposal opening on 03/19/2019, JEA received four (4) proposals. The public evaluation meeting was held on 04/03/2019 and JEA deemed Jacobs Engineering Group Inc. most qualified to perform the work. A copy of the evaluation matrix and negotiated fees for Phase1 are attached as backup.

This Program Management contract will consist of three (3) main sub-programs: Southside Integrated Piping System (SIPS), Wellfield Rehabilitation, and Large Diameter Piping. The SIPS sub-program consists of designing and constructing five (5) raw water pipelines that will traverse the Jacksonville Southside area to move raw water from the current river crossing to water treatment plants in the South Grid. This strategy will allow JEA to meet the projected customer growth in the South Grid without increasing the CUP. The Wellfield Rehabilitation sub-program will work in conjunction with SIPS to identify and prioritize under producing wells and bring them back to acceptable production. This sub-program in particular is well suited for delivery by a program manager as it requires a holistic approach to prioritizing, designing, and rehabilitating or constructing new wells as well as managing the work to provide uninterrupted service. The large diameter pipe sub-program will be responsible for designing and constructing large pipelines that have been identified as high-risk by the current Large Diameter Pipe Program managed by Arcadis. Constructing these pipelines under one program will increase competition by encouraging out-of-market firms to participate while reducing design and construction management overhead costs.

FY19 will be the first phase of the program: Program Kickoff. For the remainder of the fiscal year, Jacobs will work with JEA to set up program communication, reporting, billing, and other protocol as well as determine the specific delivery structure for each sub-program. Activities in Phase 1 also include fast-start design work to get critical activities started. The first critical fast-start activity of note is the route study needed to setup the SIPS sub-program.

Negotiations with Jacobs Engineering were successfully completed for Phase 1. The monthly invoices will be matched to the appropriate capital budget project. The negotiated rates were compared to current rates for engineering services on other projects through current contracts and deemed reasonable. Future years will be funded by sub-program through various task orders. These task orders will be negotiated and funded using both traditional and alternative delivery methods. It is currently expected that some of this work will be contracted using "at-risk" methods where the contractor's fee is tied to performance based metrics. Negotiations resulted in cost savings of \$1,121,707.06 for Phase 1 from the originally proposed fee.

The original cost of Program Manager services to support the W/WW Capital Improvement Plan was estimated at \$50,000,000.00 over five years. This initial estimate was calculated by taking 5% of the projected five-year capital spend of \$1.04B from FY19-FY23. This equated to an estimated average budget of \$10,000,000.00 per fiscal year of the five year contract with an estimated budget of \$12,500,000.00 for FY19 and FY20. The final negotiated fee for FY19 and FY20 services is \$10,354,970.00; a difference of \$2,145,030.00 less than the original estimate of \$12,500,000.00.

Contract Budget Details:

- FY19: \$2,052,415.00
- FY20: \$8,302,555.00

062-19 – Request approval to award a contract to Jacobs Engineering Group Inc. for Water/Wastewater Capital Program Management in the amount of \$10,354,970.00, subject to the availability of lawfully appropriated funds.

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

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

APPROVALS:



Chairman, Awards Committee **Date** 6/13/19



Manager, Capital Budget Planning **Date** 6/13/19



Formal Bid and Award System

Award #12 June 13, 2019

Type of Award Request: CHANGE ORDER
Requestor Name: Willoughby, Mickey L.
Requestor Phone: (904) 665-8949
Project Title: Norwood Water Treatment Plant (WTP) Rehabilitation
Project Number: 8004397
Project Location: JEA
Funds: Capital
Budget Estimate: \$466,929.00

Scope of Work:

The Norwood WTP, located at 1033 Escambia Street, was constructed in the early 1950's and has a capacity of 5.76 MGD. The Norwood WTP has four high service pumps that are reaching the end of their service life. The scope of this project includes renovation of the pump building, replacement of four high service pumps, new motor control center, associated piping, electrical and instrumentation & control, and variable frequency drives.

This project affects the following JEA Measures of Value:

- Customer Value: Continued provision of high quality potable water to the customers and community
- Community Impact Value: Continued provision of high quality potable water to the customers and community
- Environmental Value: Continued provision of high quality potable water meeting the requirements of the environmental regulations
- Financial Value: Continued provision of high quality potable water to the customers and community in a cost effective manner.

JEA IFB/RFP/State/City/GSA#: 019-18
Purchasing Agent: Kruck, Daniel R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
CDM SMITH INC.	Patrick Victor	victorpr@cdmsmith.com	8381 Dix Ellis Trail Suite 400, Jacksonville, FL 32256	(904) 527- 6736	\$61,418.00

Amount of Original Award: \$466,929.00
Date of Original Award: 11/15/2018
Change Order Amount: \$61,418.00
New Not-To-Exceed Amount: \$528,347.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 11/26/2018
End Date (mm/dd/yyyy): Project Completion (Expected: June 2021)
JSEB Requirement: Eight Percent (8%) Evaluation Criteria

Comments on JSEB Requirements:

Original Award

R.E. Holland (Survey) – 5.8%

Meskel & Associates (Geotechnical) – 0.5%

C&ES (Permitting) – 1.6%

This Change Order

R.E Holland (Survey) – 11.2%

Background/Recommendations:

Originally approved by Awards Committee on 11/26/2018 in the amount of \$466,929.00 to CDM Smith Inc. A copy of the original award is attached as backup.

This award request is for a change order to the design contract of CDM Smith Inc. for the Norwood WTP Rehabilitation project to add additional scope. JEA used the original negotiated hourly rates to develop the award amount for this new scope of work. The change order quote is attached as backup. A budget trend will be submitted for this change order.

The additional scope items are listed below:

- Design and survey of a new 500 kW generator, enclosure and fuel tank
 - The existing 200 kW generator is 18 years old and does not have sufficient capacity to power all necessary equipment during power outages
- Design associated with the replacement of the existing manual bridge crane hoist assembly with a motorized electrical hoist and bridge crane assembly
 - The existing bridge crane is old and needs to be refurbished to support safe and efficient maintenance of the heavy pumps, valves, and equipment in the facility
- Architectural improvements including the replacement of exterior man-doors and the storefront window/door
 - The existing personnel doors and windows, including the storefront window, are in poor condition and need to be replaced
- Redesign the existing pump room ventilation exhaust fan from direct drive to belt-driven fans
 - This change will provide better access and maintenance for the exhaust fans
- Design for the replacement of the existing floor/equipment drains and below slab plumbing that serve the existing pumps
 - The existing floor drain is deteriorated and prone to frequent blockage, which results in pools of standing water in the high service pump room, which creates safety hazards for operating and maintenance personnel
- Design for the removal of Well No. 1 motor starter bucket and refeeding Well No. 1 from the new motor control center in the new electrical room
 - The existing system is severely corroded with exposed electrical wires, which results in unsafe conditions
- Provide demolition details and sequence of construction for the existing pump and electrical equipment associated with the existing ground storage tank drain system
 - The existing pump, piping, and associated electrical components are no longer used or needed and these items are in the way of accessing the operational drain pit

The project details are below:

- Planning Project Budget: \$3,180,085.00
 - Engineering Budget: \$466,929.00
 - Construction Budget: \$2,598,804.00
 - Internal JEA Costs: \$114,352.00
- Revised Project Budget: \$4,179,123.00
 - Engineering Budget: \$528,347.00
 - Construction Budget: \$3,423,515.00

- Internal JEA Costs: \$227,261.00
- Original Project Schedule:
 - Engineering Completion: September 2018
 - Construction Completion: February 2020
- Revised Schedule:
 - Engineering Completion: October 2019
 - Construction Completion: June 2021

Major Changes/Issues:

During the design kickoff meeting, and walkthrough of the WTP, additional scope items were discovered, as described above. This additional scope will ease plant operations and increase plant resiliency.

Request approval to award a change order to CDM Smith Inc. for additional engineering services for the Norwood Water Treatment Plant (WTP) Rehabilitation project in the amount of \$61,418.00, for a new not-to-exceed amount of \$528,347.00, subject to the availability of lawfully appropriated funds.

Manager: Phillips, Brian R. – Mgr W/WW Project Management
Director: Conner, Sean M. – Dir W/WW Project Engineering & Construction
VP: Calhoun, Deryle I. – VP/GM Water Wastewater Systems

APPROVALS:


 _____ 6/10/19
Chairman, Awards Committee **Date**


 _____ 6/13/19
Manager, Capital Budget Planning **Date**