

## **AWARDS COMMITTEE MINUTES**

Awards Committee met on **November 21, 2019**, in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 10:01 a.m.

Members in attendance were Joe Perez as Chairperson, Laure Whitmer as Budget Representative, Miriam Hill as General Counsel Representative; with Deryle Calhoun, John McCarthy, Ted Hobson, Caren Anders, and Shawn Eads as voting Committee Members;

Lynn Rix, Jason Behr, Maurice Scarboro, Nick Dambrose, Lisa Pleasants, Nathan Woyak, Landon Todd, Sean Conner, Angela Freeman, Ken Chascin, Sandi Christiansen, Justin B. Sencer, Oliver Domingo, Gabor Acs, Thaliah Smith, Kenny Pearson, Heather Beard, Colin Roddy, Thurman McGlothlin, Michael Short, Payson Tilden, Melinda Fischer, Edgar A. Gutierrez, Mike Sulayman, Rodney Lovgren, and K. E. Owens.

### **Awards:**

1. Approval of the minutes from the last meeting (11/14/2019). **APPROVED**
2. Request approval for a one (1) year renewal to award CLEAResult Consulting, Inc. for JEA's Customer Battery Rebate Program in the amount of \$500,000.00, for a new not to exceed amount of \$800,000.00, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
3. **DEFERRED** - Request approval to utilize a one (1) year renewal option to AT&T for the Telephony, Network, Internet & Telecommunication Services in the amount of \$1,331,240.53, for a new not-to-exceed amount of \$4,065,481.25, subject to the availability of lawfully appropriated funds.
4. Request approval to award a one (1) year renewal to Presidio Network Solutions for Cisco SmartNet - Equipment Support and Maintenance of JEA's Cisco Infrastructure in the amount of \$572,443.31, for a new not-to-exceed amount of \$2,170,581.93 subject to the availability of lawfully appropriated funds. **APPROVED**
5. **DEFERRED** - Request an eighteen (18) month contract extension with Exceleron Software for a JEA Customer Prepaid System in the not to exceed amount of \$1,200,199.00, for a new not to exceed amount of \$3,690,666.42, subject to the availability of lawfully appropriated funds.
6. Request approval to award a contract renewal to Altec Industries, Inc. in the amount of \$2,661,505.00, for a new total not-to-exceed amount of \$5,576,165.00, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
7. Request approval to award a contract to Beck Autosales, Inc. (\$1,447,079.00), Duval Ford (\$699,305.00), and Garber Fleet Sales (\$2,042,504.00), for the combined purchase of seventy-five (75) vehicles within the light and medium duty vehicle class categories of 115, 116, 117, 119, 122+, 123 and 130, for a total not to exceed amount of \$4,188,888.00, subject to the availability of lawfully appropriated funds. **APPROVED**
8. Request approval to award a one (1) year contract renewal and partial ratification to Sunbelt Rentals Inc. for the rental of vehicles and specialty equipment, in the amount of \$11,455.00, for a new not-to-exceed total of \$405,627.36, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
9. Request approval to award a contract renewal to Tom Nehl Truck Company in the amount of \$663,735.00, for a new total not-to-exceed amount of \$926,665.00, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**

10. Request approval to award two (2) contract increases to World Electric Supply in the amount of \$1,000,000.00 and Jo Kell, Inc. in the amount of \$1,400,000.00 to provide Maintenance, Repair and Overhaul (MRO) materials, for a new not-to-exceed total amount of \$8,100,000.00, subject to availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
11. 135-19 - Request approval to award a contract to Reliable Substation Services for Medium and High Voltage Circuit Breaker Replacement Program for a total not-to-exceed amount of \$7,766,506.00, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
12. Request approval to award an emergency purchase order to T B Landmark Construction Inc, for the Monument Road Force Main Installation in the amount of \$23,862.90, subject to the availability of lawfully appropriated funds. **APPROVED**
13. Request approval to award a one (1) year proprietary award to Oracle America Inc. for maintenance and support services for Oracle E-Business Suite (EBS), Oracle Databases and Middleware in the amount of \$2,846,173.64, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
14. Request approval to award a contract to Arcadis US Inc. for professional engineering services for the Saint Johns County CR 210 - South Hampton to Ashford Mills – Trans - RW project in the amount of \$143,024.12, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
15. 068-19 – Request approval to award a change order to Oracle, Inc. for Capital Portfolio Licenses and related implementation, maintenance, support, and training of Capital Asset Management System (CAMS) for \$210,715.00, a new total not-to-exceed amount of \$1,165,203.00 subject to the availability of lawfully appropriated funds. **APPROVED**

**Informational Item:** N/A

**Ratifications:** N/A

**Public Comments:** N/A

**Adjournment:** 10:40 a.m.



## Formal Bid and Award System

Award #2 November 21, 2019

**Type of Award Request:** RENEWAL  
**Request #:** 6712  
**Requestor Name:** Gutierrez, Edgar A. - Manager Customer Solutions  
**Requestor Phone:** (904) 665-5668  
**Project Title:** CLEAResult Solar Battery Customer Rebates  
**Project Number:** Cost Center 10001, 8002503  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** 500,000.00 (lines 617 and 645)

### Scope of Work:

On October of 2017, JEA approved an incentive to support customers who install their own solar energy generation system. The program with CLEAResult took effect on April 1, 2018. Customers who purchase a battery that is charged by their own renewable energy generation system will receive a \$4,000 rebate from JEA. By storing energy during daylight, and using that energy when the solar system is not generating, the customer can avoid buying energy from JEA and lower its electric bill. JEA expects slow initial adoption with few applications for the battery rebate and then increase participation as battery prices drop. Eventually, JEA expects to receive up to 250 rebate requests per year. JEA reserves the option to implement other potential utility rebate programs under this contract in the future.

This project will positively affect the following JEA Measures of Value:

- **Customer Value:** Battery/solar customers get a lower cost for their solar/battery system, and benefit from recurring electric bill reduction, backup electricity, and personal gratification for contributing to the environment. Nonparticipant customers receive satisfaction that JEA is supporting solar energy initiatives.
- **Community Value:** This program moves energy storage to the mainstream, lowers the overall cost of battery technology for everyone, supports the local solar/battery industry, and increases community support for renewable generation.
- **Environmental Value:** Encourage development of sustainable energy projects, reduce fossil fuel generation, and create a cleaner environment.
- **Financial Value:** The rebate program allows JEA to reduce the overall cost to the community by giving customers the opportunity to offset their own consumption with a battery as opposed to using the grid to store excess production, allocating JEA incentives where they are of the greatest benefit to the system.

**JEA IFB/RFP/State/City/GSA#:** RFP 93158  
**Purchasing Agent:** Woyak, Nathan J.  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Budget Amount
CLEAResult CONSULTING, INC.	Zachery Elbert	zachery.elbert@clearesult.com	4301 Westbank Dr Bldg A Suite 250, Austin TX 78746	(866) 847- 8237	\$500,000.00

**Amount of Original Award:** \$300,000.00



**Date of Original Award:** 01/24/2018  
**Change Order Amount:** \$500,000.00  
**New Not-To-Exceed Amount:** \$800,000.00  
**Length of Contract/PO Term:** One (1) Year w/ Three (3) One (1) Year Renewals  
**Begin Date (mm/dd/yyyy):** 01/24/2018  
**End Date (mm/dd/yyyy):** 01/23/2021  
**Renewal Options:** One (1) Year Renewal remaining  
**JSEB Requirement:** N/A

**Background/Recommendations:**

Advertised on 12/2017. This contract was competitively bid informally under Request for Proposal (RFP) 93158. At Response opening, 01/04/2018, JEA received two (2) Responses from CLEAResult and Nexant. CLEAResult was selected as the lowest responsive and responsible bidder. A copy of the Response Form is attached. This second, one (1) year renewal, now exceeds the formal procurement threshold of \$300,000.00 and requires Awards Committee approval. Note, CLEAResult is also JEA's implementation contractor since 2008 for other current JEA programs for Energy Efficient Products and JEA Electric Vehicles program separately contracted.

This request is for a second, one (1) year renewal, from 01/24/2020 to 01/23/2021 for the JEA Battery Incentive Program contract with CLEAResult. The existing contract has enough to cover program and administrative fees through the existing 01/24/20 expiration date, however, all of the funds for customer rebate incentives have now been used.

On October 2017, the JEA Board of Directors approved the JEA Battery Incentive Program that will provide up to \$1,000,000.00 worth of rebates per year on the purchase of battery storage systems. This program offers JEA customers an incentive to utilize solar technology to charge a household battery system. In January 2018, JEA selected CLEAResult to deliver the JEA Battery Incentive Program. The initial battery incentive program provided a one-time, thirty percent (30%) rebate on the purchase and installation cost of a household battery system, up to \$2,000.00 per household, with a program maximum of \$1,000,000.00 per year. Market research and response from local solar vendors revealed that the cost for a battery system was much higher than JEA initially estimated. As result, JEA's Senior Leadership gave their approval before program launch to increase the incentive amount to a \$4,000.00 flat rebate per battery system. Customer Solutions & Market Development (CSMD) will continue to perform annual market research, monitor battery storage adoptions and reanalyze the best rebate amount for promoting battery storage adoptions. As battery storage is a new technology, there are very limited forecast models for battery storage adoption nationally. In addition, the JEA Battery Incentive Program has been around for only 19 months, there is insufficient historical data to develop a sound forecast for adoption.

The JEA Battery Incentive Program took effect on April 1, 2018. Since then, and until the end of FY19, there have been a total of 55 customers that have participated in the incentive program. Adoption of the program is growing with an increase in battery vendors from two (2) in FY18 to twelve (12) currently. There has also been an increase in battery brands from one (1) in FY18, to six (6) currently. The previous two months (September and October 2019), 3 out of 10 solar applications included a battery. If the recent trend holds true, with an estimated 300 solar projects per year, JEA may see over one hundred (100) applications with a battery in FY20. The table below shows the results over the previous two (2) years FY18 and FY19 and a high end estimate for FY20:

<b>Fiscal Year</b>	<b>FY18</b>	<b>FY19</b>	<b>FY20 Estimate</b>
Number of Battery Projects/Customers Participating	18	37	115
Number of Battery Vendor Participating	2	12	16
Solar Capacity (MW)	0.13	0.34	0.98
Battery Capacity (MWh)	0.17	0.51	1.42



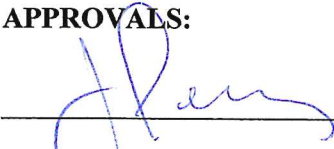
The cost of the program is increasing year over year due to usage, however the rates shown below have not changed:

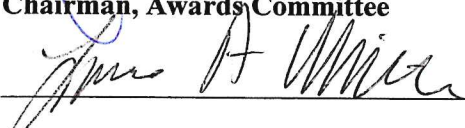
Battery Incentive Program Costs	Avg. Cost per unit	No. of units	Total Cost
Battery Customer Incentive Rebate	\$4,000.00	115	\$460,000.00
Monthly CLEAResult Programming Fees	\$3,000.00	12	\$36,000.00
Processing CLEAResult Administrative Costs	\$24.30	115	\$2,794.50
Reserve for Misc. Costs	-	-	\$1,205.50
<b>Total Award Cost:</b>			<b>\$500,000.00</b>

Request approval for a one (1) year renewal to award CLEAResult Consulting, Inc. for JEA's Battery Incentive Program in the amount of \$500,000.00, for a new, not-to-exceed amount of \$800,000.00, subject to the availability of lawfully appropriated funds.

**Manager:** Gutierrez, Edgar A. - Manager Customer Solutions  
**Director:** Nichols, Vicki D. - Dir Customer Solutions & Market Development  
**VP:** Stewart, Kerri - VP & Chief Customer Officer

**APPROVALS:**

  
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**Chairman, Awards Committee** **Date** 11/21/19

  
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**Manager, Capital Budget Planning** **Date** 11/21/19



## Formal Bid and Award System

Award #4 November 21, 2019

**Type of Award Request:** RENEWAL  
**Request #:** 6710  
**Requestor Name:** Todd, Landon M. - Mgr IT Infrastructure & Collaboration Platforms  
**Requestor Phone:** (904) 665-7914  
**Project Title:** Cisco SmartNet - Equipment Support and Maintenance of JEA's Cisco Infrastructure  
**Project Number:** 30904  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$525,500.00

**Scope of Work:**

Cisco SmartNet Equipment Support and maintenance of JEA's Cisco infrastructure assists JEA with ensuring the network reliability and operational readiness through hardware repair/replacement, software upgrades, security vulnerability patches and troubleshooting support. JEA requires Cisco SmartNet to provide the best overall value from the products and services JEA has invested in and to help ensure JEA network switches, routers, firewalls and security applications can match the security threats of today. Furthermore, it has been demonstrated that proper maintenance on systems and their software will extend the useful life resulting in a lower total cost of ownership for the organization. The agreement will provide 24/7/365 rapid access to the full breadth of support offering guaranteed, quicker access to vital manufacturer resources allowing a faster resolution to any operational issue encountered. In addition, the preventive services provide valuable system health, lifecycle planning, and compliance adherence. Finally, the included security enhancements to all existing software that is included in the maintenance agreements is critical in the ever-changing landscape of threats to JEA's infrastructure.

This purchase will positively affect the following JEA Measures of Value:

- Customer Value: SmartNet support and maintenance on JEA Cisco infrastructure equipment ensures operational readiness.
- Financial Value: SmartNet support and maintenance on JEA Cisco infrastructure equipment lowers total cost of ownership for the organization.

**JEA IFB/RFP/State/City/GSA#:** CPA 159333, 076-16

**Purchasing Agent:** Woyak, Nathan J.

**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
PRESIDIO NETWORKED SOLUTIONS, LLC	John Behee	jbehee@presidio.com	10151 Deerwood Park Blvd, Bldg 200 Suite 250, Jacksonville, FL 32256	(904)472-4146	\$572,443.31

**Amount of Original Award:** \$1,367,986.12

**Date of Original Award:** 10/20/2016

**Change Order Amount:** \$572,443.31

**List of Previous Change Order/Amendments:**

CPA #	Amount	Date
159333	\$230,152.50	11/01/2018

**New Not-To-Exceed Amount:** \$2,170,581.93  
**Length of Contract/PO Term:** Three (3) Years w/ One (1) Year Renewal  
**Begin Date (mm/dd/yyyy):** 10/01/2016  
**End Date (mm/dd/yyyy):** 09/30/2020  
**Renewal Options:** None remaining  
**JSEB Requirement:** N/A – Specialty Services

**Background/Recommendations:**

Competitively bid and approved by the Awards Committee on 10/20/2016. Additionally, a change order request was approved by the Awards Committee on 11/01/2018. A copy of the original award and change order are attached as backup.


This request is for a one (1) year renewal from 10/01/2019 to 9/30/2020 to the existing contract with Presidio to provide SmartNet support and maintenance on JEA Cisco infrastructure equipment. The maintenance provided is to include hardware repair/replacement as well as troubleshooting support as needed. Approximately 1,300 of JEA's most critical items of Cisco equipment will require a maintenance agreement to ensure operational readiness and maintain budgetary controls. The spreadsheet attached as backup shows all items covered and how the \$572,443.31 renewal amount was determined.

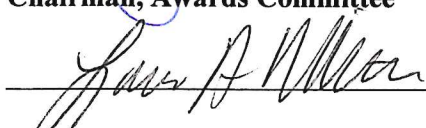
JEA will continue to receive the same discount from Presidio for the renewal, which is a twenty percent (20%) discount off Cisco's list price on telephony items and a twenty-one percent (21%) discount off Cisco list price Voice-ECMU items. JEA expects to spend \$50,000.00 more than the \$525,500.00 budgeted during this renewal due to the increase in Cisco items covered from the move to the new Cologix Data center. The \$50,000.00 shortage in budgeted funds will be transferred from line 1801. JEA plans to rebid these services following this renewal.

Request approval to award a one (1) year renewal to Presidio Networked Solutions, LLC for Cisco SmartNet - Equipment Support and Maintenance of JEA's Cisco Infrastructure, in the amount of \$572,443.31, for a new not-to-exceed amount of \$2,170,581.93 subject to the availability of lawfully appropriated funds.

**Manager:** Todd, Landon M. - Mgr IT Infrastructure & Collaboration Platforms  
**Director:** Traylor, Kymberly A. - Dir Network & Telecommunication Services  
**VP:** Eads, Shawn W. - VP & Chief Information Officer

**APPROVALS:**

  
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**Chairman, Awards Committee** **Date** 11/21/19

  
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**Manager, Capital Budget Planning** **Date** 11/21/19





## Formal Bid and Award System

Award #6 November 21, 2019

**Type of Award Request:** CONTRACT RENEWAL**Request #:** 6719**Requestor Name:** Brunell, Baley – Manager Fleet Services & Business Operations**Requestor Phone:** (904) 665-6992**Project Title:** JEA FY20 Aerial Vehicle Procurement Acquisition**Project Number:** 8006019**Project Location:** JEA**Funds:** Capital**Budget Estimate:** \$2,377,000.00**Scope of Work:**

The purpose of this Agreement was to solicit pricing for the purchase of eighteen (18) aerial units within class categories of 211, 212C, 213, 213MH and 223 for the planned and budgeted replacement of JEA's Fleet Energy assets (Energy Replacement – 18 units) and were approved as part of the FY19 Fleet Capital Procurement Plan.

This purchase will positively affect the following JEA Measures of Value:

- Customer Value: Ensures JEA can continue to efficiently and effectively operate the energy network grid.
- Community Value: Minimizes network outages by ensuring a high utilization rate of our Fleet Assets.
- Financial Value: Aims to reduce long term operating expenses through replacement of older, more inefficient and unreliable equipment.
- Environmental Value: Six (6) hybrid units being awarded will allow JEA to move away from excessive engine idling needed to power the hydraulic lift on standard units.

**JEA IFB/RFP/State/City/GSA#:** 151-18**Purchasing Agent:** Roddy, Colin P.**Is this a ratification?:** NO**RECOMMENDED AWARDEE(S):**

Name	Vendor Contact	Email	Address	Phone	Amount
ALTEC INDUSTRIES, INC.	Chuck Martin	chuck.martin@altec.com	P.O. Box 11407 Birmingham, AL 35246	(407) 257-7718	\$2,661,505.00

**Amount of Original Award:** \$2,914,660.00**Date of Original Award:** 11/01/2018**Contract Renewal Amount:** \$2,661,505.00**New Not-To-Exceed Amount:** \$5,576,165.00**Length of Contract/PO Term:** One (1) Year w/ One (1) Year Renewal**Begin Date (mm/dd/yyyy):** 10/01/2018

**End Date (mm/dd/yyyy):** 09/30/2020  
**Renewal Options:** None remaining  
**JSEB Requirement:** N/A – No JSEBs available

**Background/Recommendations:**

Originally bid and approved by the Awards Committee on 11/01/2018 to Altec Industries, Inc. in the amount of \$2,914,660.00 for the purchase of eighteen (18) Aerial vehicles, which included the One (1) ton Crew Cab 4X4 Utility Body 40 foot Bucket Truck, Three (3) Ton 4X2 Bucket Truck Cut In, and the Three (3) Ton 4X2 Extended Cab Bucket Truck and Material Handler. The original award is attached as backup.

This request is for a contract increase in the amount of \$2,661,505.00 to cover the Aerial vehicle requirements for FY20 and exercising the one (1) year available contract renewal left on the agreement. Working with the energy department, Fleet has identified thirteen (13) additional Aerial vehicles in order to increase the reliability of the fleet and minimize O&M expense from phasing out high cost units from the fleet. Six (6) of these units will have Altec's hybrid JEMS equipment integrated within the units which is a new addition to requirements for FY20 and was not included as part of the previous bid and are incorporated as part of this renewal. The hybrid units will convert over a huge portion of the engine run time to electric power allowing costs of fuel and engine maintenance on these units to decrease substantially.

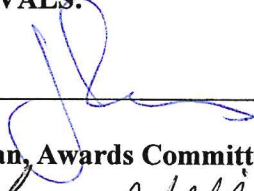
Comparing JEA's FY20 pricing to the previous FY19 solicitation for the same vehicles classes, JEA's new FY20 purchase price will be on average 3.35% higher for the seven (7) non-hybrid units representing a total cost increase of \$18,395.00. The three (3) ton unit's price will remain flat from the last purchase price. It should be noted, the award total is 4.63% or \$123,345.00 less than if we elected to utilize GSA pricing for the same units.


Aerial Truck Type	Number of Standard Units	Standard Unit Costs	Number of Hybrid Units	Hybrid Unit Costs	Estimated Costs
Class 211 - One Ton Crew Cab 4X4 Utility Body 40 Foot Bucket Truck	3	\$134,676.00	3	\$160,249.00	\$884,775.00
Class 213 - Three Ton 4X2 Extended Cab Bucket Truck	3	\$222,702.00	2	\$290,892.00	\$1,249,890.00
Class 213MH - Three Ton 4X2 Extended Cab Bucket Truck / Material Handler	1	\$229,325.00	1	\$297,515.00	\$526,840.00
				Totals	\$2,661,505.00

Request approval to award a contract renewal to Altec Industries, Inc. in the amount of \$2,661,505.00, for a new not-to-exceed amount of \$5,576,165.00, subject to the availability of lawfully appropriated funds.

**Manager:** Brunell, Baley L. – Mgr Fleet Services & Business Operation  
**Director:** McElroy, Alan D. – Director Operations Support Services  
**VP:** McCarthy, John P. – VP Logistics & Chief Supply Chain Officer

**APPROVALS:**

  
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Chairman, Awards Committee  
Date 11/21/19

  
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Manager, Capital Budget Planning  
Date 11/21/19





## Formal Bid and Award System

Award #7 November 21, 2019

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 6696  
**Requestor Name:** Brunell, Baley  
**Requestor Phone:** (904) 665-6992  
**Project Title:** JEA FY20 Light and Medium Duty Vehicle Procurement Acquisition  
**Project Number:** 8005831, 8005832, 8006019, 8006020  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$4,267,000.00

**Scope of Work:**

The purpose of this Invitation to Negotiate (the "ITN") is to solicit pricing for the purchase of seventy-five (75) vehicles within the vehicle class categories of 115, 116, 117, 119, 122+, 123, and 130 for JEA's FY 20 fleet capital requirements for both replacement and expansion projects for the Energy and Water departments. This includes:

- Energy Replacement – 30 Units
- Energy Expansion – 2 Units
- Water Replacement – 38 Units
- Water Expansion – 5 Units

Working with the end-using group and the Fleet team, we will leverage not only many different styles of vehicles, but it is also intended to leverage volumes of future vehicles.

This ITN will positively affect the following JEA Measures of Value:

- Customer Value: Ensures JEA can continue to efficiently and effectively operate the energy and water network grid.
- Community Impact Value: Minimizes network outages by ensuring a high availability of Fleet Assets.
- Financial Value: This ITN aims to reduce capital expenditures through aggregation of assets for these fleet needs.

**JEA IFB/RFP/State/City/GSA#:** 139-19  
**Purchasing Agent:** Roddy, Colin  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Amount
GARBER FLEET SALES	Todd Brandt	tbrandt@garberautomall.com	3340 Highway 17 Green Cove Springs, FL 32043	\$2,042,504.00
BECK AUTOSALES, INC	Jim Maedel	maedel@beckfleet.com	P.O. Box 443 Palatka, FL 32178	\$1,447,079.00
DUVAL FORD	Bambi Darr	bambi.darr@duvalfleet.com	1615 Cassat Ave. Jacksonville, FL 32210	\$699,305.00

**Amount for entire term of Contract/PO:** \$4,188,888.00  
**Award Amount for remainder of this FY:** \$1,600,000.00  
**Length of Contract/PO Term:** One (1) Year w/ One (1) Year Renewal  
**Begin Date (mm/dd/yyyy):** 11/30/2019  
**End Date (mm/dd/yyyy):** 11/30/2020  
**Renewal Options:** One (1) – 1 Yr. Renewal  
**JSEB Requirement:** N/A – No JSEBs available  
**BIDDERS:**

Name	Original Amount	Initial Groupings to be Awarded	BAFO Amount	BAFO Groupings to be Awarded
ALAN JAY AUTOMOTIVE MANAGEMENT	\$4,481,086.00	0	\$4,329,363.00	0
BECK AUTOSALES, INC.	\$4,403,177.00	1	\$4,310,095.00	1
DUVAL FORD	\$2,492,567.96	2	\$2,476,697.00	2
GARBER FLEET SALES	\$2,060,941.00	3	\$2,042,504.00	3
MAUDLIN INTERNATIONAL TRUCK & TRAILER	\$1,890,301.35	0	\$0.00	0

**Background/Recommendations:**

Advertised on 09/27/2019. Eight (8) companies attended the pre-response meeting on 10/09/2019. At Response opening on 10/22/2019, JEA received five (5) Responses.

On 10/31/2019, negotiation meetings were held with the five (5) shortlisted companies: Alan Jay Automotive Management, Beck Autosales, Inc., Duval Ford, Garber Fleet Sales, and Maudlin International Truck and Trailer. Best and Final Offers (BAFO) were submitted on 11/06/2019; JEA evaluated the companies on price only. Three (3) shortlisted companies were deemed the lowest responsible and responsive Respondents for certain vehicle groupings: Beck Autosales, Inc., Duval Ford and Garber Fleet Sales.

JEA intends to award to the lowest respondent for each of the six (6) vehicle groupings of the light and medium duty vehicle classes, and suppliers were encouraged to bid multiple groupings for efficiency

purposes. A copy of the detailed bid analysis is attached as backup and the proposed award breakout by vehicle grouping is identified below:

Vehicle Grouping	Proposed Awardee	Proposed Award
Group 1	GARBER FLEET SALES	\$1,341,099.00
Group 2	GARBER FLEET SALES	\$316,578.00
Group 3	DUVAL FORD	\$513,525.00
Group 4	BECK AUTOSALES, INC.	\$1,447,079.00
Group 5	DUVAL FORD	\$185,780.00
Group 6	GARBER FLEET SALES	\$384,827.00

When comparing JEA's pricing from FY19 for the same vehicles to the proposed winning supplier for each respective grouping, on average JEA's FY20 purchase price will be 5.80% higher. The main reason for this increase is JEA's decision to move away from Dodge vehicles and trucks due to the inability to receive adequate after purchase warranty and maintenance service support. The percentage was determined by taking the last price paid in FY19 for those specific units JEA purchased. There are some units where no pricing information was available for comparison purposes. This represents an estimated year over year increase in total cost of \$242,955.50. For this bid, there will not be a reported BAFO savings as there were some clarifications in the ITN phase, including switching some vehicles between groupings and also adding additional vehicles, making it difficult for the team to accurately reflect the true BAFO savings. As shown above, the BAFO total for each vendor was lower than their initial bid.

This agreement will be structured for one (1) year with a JEA discretion one (1) year option with pricing to increase only by the vehicle's Manufacturer Suggested Retail Pricing (MSRP). However, if the MSRP increase exceeds the Producer Price Index by Industry: Automobile, Light Truck and Utility Vehicle Manufacturing (PCU336110336110) index, JEA will elect to rebid.

Request approval to award a contract to Beck Autosales, Inc. (\$1,447,079.00), Duval Ford (\$699,305.00), and Garber Fleet Sales (\$2,042,504.00), for the combined purchase of seventy-five (75) vehicles within the light and medium duty vehicle class categories of 115, 116, 117, 119, 122+, 123 and 130, for a not-to-exceed amount of \$4,188,888.00, subject to the availability of lawfully appropriated funds.

**Manager:** Pearson, Kenny – Procurement Category Manager

**Director:** McCollum, Jenny – Director, Procurement Services

**VP:** McCarthy, John P. – VP Logistics & Chief Supply Chain Officer

**APPROVALS:**

\_\_\_\_\_  
**Chairman, Awards Committee**

11/21/19  
**Date**

\_\_\_\_\_  
**Manager, Capital Budget Planning**

11/21/19  
**Date**





## Formal Bid and Award System

Award #8 November 21, 2019

**Type of Award Request:** CONTRACT EXTENSION  
**Request #:** 6713  
**Requestor Name:** Tanner, Steve  
**Requestor Phone:** (904) 665-7953  
**Project Title:** JEA Rental Vehicles and Equipment  
**Project Numbers:** HE30904  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$11,455.00

**Scope of Work:**

This contract provides equipment rentals to JEA when required as part of a Qualified Renters Pool. JEA uses the companies assigned to the Qualified Rental Pool when it is in the best interest of JEA to rent specialty or extra equipment.

This award will positively affect the following JEA Measures of Value:

- Customer Value: Ensures JEA can continue to efficiently and effectively operate the electric and water network grid.
- Community Value: Minimizes network outages by ensuring supply of critical equipment.

**JEA IFB/RFP/State/City/GSA#:** RFQ 83994  
**Purchasing Agent:** Roddy, Colin Patrick  
**Is this a ratification?:** YES - \$11,455.00

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
SUNBELT RENTALS, INC.	Donavan Bardier	donavan.bardier@sunbeltrentals.com	301 Heckscher Dr. Jacksonville, FL 32226	(904)443-2955	\$11,455.00

**Amount of Original Award:** \$299,999.00  
**Date of Original Award:** 08/15/2016  
**Contract Extension Amount:** \$11,455.00

**List of Previous Change Orders:**

CPA #	Amount	Date
157400	\$58,339.51	05/03/2018
157400	\$35,833.85	04/11/2019

**New Not-To-Exceed Amount:** \$405,627.36  
**Length of Contract/PO Term:** One (1) Year w/ Two (2) – One (1) Year Renewals  
**Begin Date (mm/dd/yyyy):** 08/15/2016  
**End Date (mm/dd/yyyy):** 02/14/2020  
**Renewal Options:** None remaining

**JSEB Requirement:**

N/A - Optional

**Background/Recommendations:**

Originally bid and awarded through the informal solicitation process in 2016 under Request for Quotation (RFQ) 83994 for a not-to-exceed amount of \$299,999.00. A change order was approved by the Awards Committee on 05/03/2018, increasing the award amount to \$358,338.51. A copy of the change order award is attached as backup. Subsequently, a second change order for 10% (\$35,833.85) of the contract value was approved on 04/11/2019, for a new, not-to-exceed amount of \$394,172.36.

This solicitation identified 183 possible items to be rented. Examples of this equipment include Boom Lifts, Forklifts, Loaders, and Bulldozers. This was one portion of a larger equipment rental award in which four (4) different vendors were awarded pieces of the equipment rental work scope based on their low bid. Sunbelt Rentals, Inc. was awarded a portion of JEA's equipment rental requirements based on being the lowest bidder for forty-nine (49) pieces of equipment and vehicles. The additional vendors were Nesco Rentals, Herc Rentals, and United Rentals.


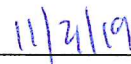
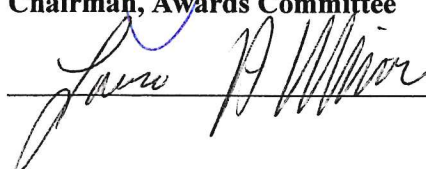
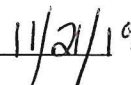
Based on invoice processing practices against the Sunbelt agreement, there was one (1) existing open rental totaling \$11,455.00 dollars that was processed when there were no remaining contract funds available. This original request was to support the Network & Telecommunication Service group for their contingency rental needs during the 2019 hurricane season of one (1) light tower and four (4) diesel generators used to backup communications in areas falling outside JEA's energy service territory. The rental term was for the entire FY19 storm season, but the rental term and existing invoice covers from October 16, 2019 through December 11, 2019. Because of this rental requirement, a contract extension is needed to extend the term of the agreement to cover the existing rental requirement and to add contract funds to cover and pay any outstanding invoices. Moving forward, all rentals should fall under the new rental agreements that were processed at the October 31, 2019 Awards Committee.

The new agreements will not be a catchall for any rental, a means for any JEA employee that wants to rent something to not follow our procurement code, nor is it for paying existing invoices for services already rendered. JEA will be requiring the new vendors to have a fully funded and approved Purchase Order for the entire term of the rental prior to releasing any rental equipment to JEA in order to mitigate the events of this ratification from occurring in the future.

Request approval to award a six (6) month contract extension and partial ratification to Sunbelt Rentals Inc. for the rental of vehicles and specialty equipment, in the amount of \$11,455.00, for a new not-to-exceed total of \$405,627.36, subject to the availability of lawfully appropriated funds.

**Manager:** Tanner, Steve – Communications Analyst Senior  
**Director:** Traylor, Kymberly – Director Network & Telecommunications  
**VP:** Eads, Shawn. – VP & Chief Information Officer

**APPROVALS:**

	
<b>Chairman, Awards Committee</b>	<b>Date</b>
	
<b>Manager, Capital Budget Planning</b>	<b>Date</b>





## Formal Bid and Award System

Award #9 November 21, 2019

**Type of Award Request:** RENEWAL  
**Request #:** 6723  
**Requestor Name:** Brunell, Baley – Manager Fleet Services & Business Operations  
**Requestor Phone:** (904) 665-6992  
**Project Title:** JEA FY20 Heavy Duty Dump Truck Vehicle Procurement Acquisition  
**Project Number:** 8005831 & 8005832  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$775,000.00

**Scope of Work:**

The purpose of the Agreement was to solicit pricing for the purchase of two (2) heavy-duty dump truck units within class category 135 for the planned and budgeted replacement of JEA's Fleet Water assets and were approved as part of the FY19 Fleet Capital Procurement Plan. In addition, it had estimated volumes for a second year's renewal option for the same assets. This Contract Renewal will be to procure an additional five (5) heavy-duty dump truck units within class category 135 and have approved as part of the FY20 Fleet Capital Procurement Plan as planned and budgeted replacement and expansion of JEA's Fleet Water assets.

This award will positively affect the following JEA Measures of Value:

- Customer Value: Ensures JEA can continue to efficiently and effectively operate the water network grid.
- Community Value: Minimizes network outages by ensuring a high utilization rate of our Fleet Assets.
- Financial Value: Aims to reduce long term operating expenses through replacing older, more inefficient and unreliable equipment.

**JEA IFB/RFP/State/City/GSA#:** 023-19  
**Purchasing Agent:** Roddy, Colin P.  
**Is this a ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Vendor Contact	Email	Address	Phone	Amount
TOM NEHL TRUCK COMPANY	Dustin Brigman	dustinbrigman@tomnehl.com	417 Edgewood Ave, S. Jacksonville, FL 32254	(904) 759-9677	\$663,735.00

**Amount of Original Award:** \$262,930.00  
**Date of Original Award:** 12/20/2018  
**Contract Renewal Amount:** \$663,735.00  
**New Not-To-Exceed Amount:** \$926,665.00  
**Length of Contract/PO Term:** One (1) Year w/ One (1) Year Renewal



**Begin Date (mm/dd/yyyy):** 10/01/2018  
**End Date (mm/dd/yyyy):** 09/30/2020  
**Renewal Options:** None remaining.  
**JSEB Requirement:** N/A - No JSEBs available

**Background/Recommendations:**

Originally bid and approved by the Awards Committee on 12/20/2018 to Tom Nehl Truck Company in the amount of \$262,930.00 for the purchase of two (2) fourteen cubic yard heavy-duty dump truck units within class category 135. A copy of the original award is attached as backup.

This request is for a contract increase in the amount of \$663,735.00 to cover the updated vehicle requirements for FY20 and exercising the one (1) year contract renewal remaining on the agreement. Working with the water department, Fleet has identified a need for five (5) fourteen cubic yard heavy-duty dump truck units within class category 135 in order to increase the reliability of the fleet and minimize O&M expense from phasing out high cost units from the fleet. One (1) out of the five (5) will be an expansion purchase to asset portfolio.


Comparing JEA's FY20 pricing to the previous FY19 solicitation for the same vehicle class, JEA's new FY20 purchase price will be 0.98% higher representing a total cost increase of \$6,410.00. This increase is equal to the Manufacturer Suggested Retail Price (MSRP) cost increase of \$1,282.00 per unit for the OEM, and all up-fitting cost increases were absorbed by the vendor. Tom Nehl Truck Company initially requested a cost increase of \$2,001.30, representing a procurement negotiated cost savings of \$719.30 per unit totaling \$3,596.50.

Aerial Truck Type	Project	Project Number	Number of Units	Unit Costs	Total Costs
Class 135 - 14 Cubic Yard Dump Truck	Water Replacement	8005831	4	\$132,747.00	\$530,988.00
Class 135 - 14 Cubic Yard Dump Truck	Water Expansion	8005832	1	\$132,747.00	\$132,747.00
				Totals	\$663,735.00

Request approval to award a contract renewal to Tom Nehl Truck Company in the amount of \$663,735.00, for a new not-to-exceed amount of \$926,665.00, subject to the availability of lawfully appropriated funds.

**Manager:** Brunell, Baley L. – Mgr Fleet Services & Business Operation  
**Director:** McElroy, Alan D. – Director Operations Support Services  
**VP:** McCarthy, John P. – VP Logistics & Chief Supply Chain Officer

**APPROVALS:**

  
\_\_\_\_\_ 11/21/19

**Chairman, Awards Committee**

**Date**

  
\_\_\_\_\_ 11/21/19

**Manager, Capital Budget Planning**

**Date**



## Formal Bid and Award System

Award #10 November 21, 2019

**Type of Award Request:** CONTRACT INCREASE  
**Request #:** N/A  
**Requestor Name:** Lovgren, Rodney D.  
**Requestor Phone:** (904) 665-6631  
**Project Title:** Maintenance, Repair and Overhaul (MRO) Material Blankets  
**Project Number:** Various (see attached)  
**Project Location:** JEA  
**Funds:** O&M  
**Award Estimate:** N/A

### Scope of Work:

JEA has previously issued an open qualification to invite vendors to submit discount pricing to JEA to provide Maintenance, Repair and Overhaul (MRO) materials on blanket orders, in lieu of and in concert with purchasing cards (P-cards).

Blanket POs facilitate the buying of materials on a per release basis and tracking in the ERP system, in an expedited process as compared to pricing a purchase order or contract.

This request is to increase the funds on two (2) of the three (3) blanket contracts, previously informally awarded.

**JEA IFB/RFP/State/City/GSA#:** 93087

**Purchasing Agent:** Lovgren, Rodney Dennis

**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Address	Phone	Increase Amount	New Not To Exceed Amount
GRAINGER	Eileen Walker	720 Suemac Road Jacksonville, FL 32254	(904) 781-4913	\$0.00	\$2,700,000.00
WORLD ELECTRIC SUPPLY	Gerald Raulerson	569 Stuart Lane Jacksonville, FL 32254	(904) 378-4000	\$1,000,000.00	\$2,800,000.00
JO KELL INC	Carl Alvstad	9655 Florida Mining Blvd W. Ste. 301 Jacksonville, FL 32257	(904) 260-8420	\$1,400,000.00	\$2,600,000.00

**Amount of Original Award:** \$5,700,000.00  
**Date of Original Award:** 03/22/2018  
**Change Order Amount:** \$2,400,000.00  
**New Not-To-Exceed Amount:** \$8,100,000.00  
**Length of Contract/PO Term:** Three (3) Years, Two (2), 1-Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 03/22/2018  
**End Date (mm/dd/yyyy):** 03/21/2021



**Background/Recommendations:**

Previously awarded informal blanket purchase agreements to support processing orders on blankets in lieu of P-cards. Use of blanket purchase agreement will allow spend consolidation and facilitate ordering, while procurement evaluates ERP system automation of procurement processes.

Vendors commit to provide JEA a minimum of ten percent (10%) discount on materials purchased either off P-card or blankets for their JEA account. Jo Kell, Inc., Grainger and World Electric Supply are the three (3) largest MRO P-card spends at JEA.

World Electric Supply's had a cost avoidance of \$303,694.62 on a spend of \$749,641.91 during the FY19. On average, JEA receives a range for discounts off list from 0-70%.

Jo Kell, Inc. had a cost avoidance of \$907,265.00 on a spend of \$1,028,476.00 for FY19. On average, JEA receives a forty-seven percent (47%) discount off list.

Award amount contract increases were estimated by using current spend rates and forecasting over the remaining term of the contract (estimate calculations are attached as backup). Note, these MRO qualification agreements are non-requirements contracts that cover the whole organization. The approval to spend the funds takes place on the requisition from the already-approved fiscal year budget or capital project.

Request approval to award two (2) contract increases to World Electric Supply in the amount of \$1,000,000.00 and Jo Kell, Inc. in the amount of \$1,400,000.00 to provide Maintenance, Repair and Overhaul (MRO) materials, for a new not-to-exceed total amount of \$8,100,000.00, subject to availability of lawfully appropriated funds.

**Manager:** Ruiz-Adams, Melinda M. - Manager Business Operations  
**Director:** Vu, Hai X. - Dir W/WW & Reuse Treatment  
**VP:** Calhoun Jr., Deryle I. - VP/GM Water/Wastewater Systems

**APPROVALS:**  
Chairman, Awards Committee11/21/19  
Date  
Manager, Capital Budget Planning11/21/19  
Date



## Formal Bid and Award System

Award #11 November 21, 2019

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)

**Request #:** N/A

**Requestor Name:** Short, Michael L. - Manager, Project Design

**Requestor Phone:** (904) 665-7048

**Project Title:** Medium and High Voltage Circuit Breaker Replacement Program

**Project Number:** 788-125, 788-134, 788-01

**Project Location:** JEA

**Funds:** Capital

**Budget Estimate:** \$7,750,000.00

**Scope of Work:**

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a contractor that can provide circuit breaker, replacement services (the "Work") for JEA.

The Scope of Work for this program is to replace various substation class circuit breakers in JEA's transmission system with new circuit breakers. The following tasks will be typical for each circuit breaker:

- JEA Program Manager issues construction drawings and supporting documents to the Contractor and will coordinate outage and construction timeframes.
- The Contractor surveys and benchmarks the site as needed, removes and transports existing circuit breakers to JEA's Westside Service Center, transports, offloads circuit breakers, installs poured-in-place foundations, installs new circuit breakers, jumpers, grounding, conduits, pulls and terminates the control and power cables, except at energized relay panels and other incidental tasks including electrical panel modifications, laying additional aggregate fill (rock), grassing, landscaping, and applying herbicides, completes cleanup, punch list items, and as-built drawings.

This project will positively affect the following JEA Measures of Value:

- Customer Value: substation upgrades, provide right-sized system improvements which minimize cost to the customer, while maintaining service levels, increasing overall value of the utility to the customer.
- Community Impact Value: Improved operational reliability and flexibility of the substation and grid improves the level of service.
- Environmental Value: Substation efficiency decreases overall grid and system losses making the most efficient use of power generated, lessening the utilities impact on the environment.
- Financial Value: Correctly planned and timed upgrades to substations, make the best use of capital resources, while keeping the grid at operating within design limitations, which provides a better return on investment and creates financial value.

**JEA IFB/RFP/State/City/GSA#:** 135-19

**Purchasing Agent:** Lovgren, Rodney

**Is this a Ratification?:** NO

**RECOMMENDED AWARDEES:**

Name	Vendor Contact	Email	Address	Phone	Amount
RELIABLE SUBSTATION SERVICES INC	David Boisvert	dboisvert_rss@hotmail.com	PO Box 520505 Longwood, FL 32752	(407) 869-7440	\$7,766,506.00

**Amount for entire term of Contract/PO:** \$7,766,506.00  
**Award Amount for remainder of this FY:** \$1,550,000.00  
**Length of Contract/PO Term:** Five (5) Years  
**Begin Date (mm/dd/yyyy):** 11/26/2019  
**End Date (mm/dd/yyyy):** 11/25/2024  
**Renewal Options:** Two (2), 1-Yr. Renewals  
**JSEB Requirement:** N/A - Optional

**BIDDERS:**

Name	First Round	BAFO	Rank
RELIABLE SUBSTATION SERVICES	\$7,766,550.00	\$7,766,506.00	1
POWER SERVE	\$8,106,549.00	Disqualified	N/A
HOOPER CORPORATION	\$9,092,440.40	\$7,999,393.49	2
SAYERS CONSTRUCTION	\$9,378,688.99	\$8,426,516.65	3
C&C POWERLINE	\$9,844,804.72	N/A	N/A
MICHELS	\$13,304,295.52	N/A	N/A

**Background/Recommendation:**

Advertised 08/29/19. Ten (10) companies attended the optional pre-response meeting held on 09/17/2019. At Response opening on 10/01/2019, JEA received six (6) Responses. Three (3) Respondents, Reliable Substation Services, Hooper Corporation and Sayers Construction were shortlisted and invited to submit Best and Final Offers (BAFOs). JEA evaluated the companies on price only and Reliable Substation Services is deemed the lowest responsive and responsible respondent. A copy of the Response Form and Workbook are attached as backup.

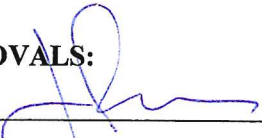
Unit Prices are fixed for the term of the contract. Time and Equipment (T&E) rates are fixed for the first three years with CPI price adjustment (All Urban Consumers, CUUR0000SA0) in years four and five. This contract is a first of its kind and therefore, there is no pricing comparison for unit price rates. The T&E rates are consistent with other JEA T&E electrical contractor services.

135-19 - Request approval to award a contract to Reliable Substation Services for Medium and High Voltage Circuit Breaker Replacement Program for a not-to-exceed amount of \$7,766,506.00, subject to the availability of lawfully appropriated funds.



**Manager:** Short, Michael L. - Manager, Project Design  
**Director:** Pinkstaff, Larry G. - Dir Energy Project Mgmt & Joint Assets  
**Sr. Director:** Acs, Gabor - Sr Dir Engineering & Projects  
**VP:** Anders, Caren B. - VP/GM Energy

**APPROVALS:**

  
\_\_\_\_\_  
11/21/19

**Chairman, Awards Committee**

**Date**

  
\_\_\_\_\_

11/21/19

**Manager, Operating Budget Planning**

**Date**



## Formal Bid and Award System

Award #12 11/21/2019

**Type of Award Request:** EMERGENCY  
**Requestor Name:** Sencer, Justin B. – Water Wastewater Engineer  
**Requestor Phone:** (904) 665-6826  
**Project Title:** Monument Road 8" Force Main Installation  
**Project Number:** 8006152  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** N/A

**Scope of Work:**

This project restores existing sewer service to a commercial retail parcel. The selected Contractor provided labor, equipment, and material to install approximately 260 ft. of 8" HDPE and PVC pipe, valves and fittings to extend an existing force main to the next downstream manhole. The need for this project was caused by the failure of a cast iron gravity sewer road crossing due to corrosion.

**JEA IFB/RFP/State/City/GSA#:** N/A  
**Purchasing Agent:** King, David  
**Is this a Ratification?:** YES

**If yes, explain:**

This was an emergency repair to a gravity sewer road crossing, so essential services would not be interrupted.

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
T B LANDMARK CONSTRUCTION INC.	Marty Adams	madams@tblandmark.com	11220 New Berlin Rd. Jacksonville, FL 32226	904-503-5705	\$23,862.90

**Amount for entire term of Contract/PO:** \$23,862.90  
**Award Amount for remainder of this FY:** \$23,862.90  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 09/26/2019  
**End Date (mm/dd/yyyy):** Project Completion (09/27/2019)  
**JSEB Requirement:** N/A - Emergency

**BIDDER:**

Name	Amount
T B LANDMARK CONSTRUCTION INC.	\$23,862.90

**Background/Recommendations:**

On 9/26/19, a cast iron gravity sewer main located on Monument Rd., collapsed due to corrosion. The collapse of the sewer main made a section of Monument Rd. impassable to vehicular traffic. JEA considered a number of alternatives to mitigate the impact to the area, including bypassing the Regency Square pump station, and JEA crews installing a restrained bell and spigot PVC pipe via horizontal directional drilling (HDD). JEA also contacted our pipe bursting and cured-in-place pipe contractors, but the time for completion of this work would have been 4-6 weeks. TB Landmark was able to provide crews and materials to install a replacement high-density polyethylene pipe via HDD. The work was started and completed on 9/27/19 allowing the road to be reopened.

The emergency form and invoice are attached as backup.

Request approval to award an emergency purchase order to T B Landmark Construction Inc, for the Monument Road Force Main Installation in the amount of \$23,862.90, subject to the availability of lawfully appropriated funds.

**Manager:** Chascin, Kenneth J. - Mgr W/WW Reuse Delivery & Coll Maint Planning & Eng

**Director:** Scheel, Jackie B. - Dir W/WW Reuse Delivery & Collection

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

**APPROVALS:**

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**Chairman, Awards Committee**

**Date**

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**Manager, Capital Budget Planning**

**Date**

11/21/19

11/21/19





## Formal Bid and Award System

Award #13 November 21, 2019

**Type of Award Request:** PROPRIETARY  
**Request #:** 6449  
**Requestor Name:** Christiansen, Sandra H. - Manager, ERP Systems  
**Requestor Phone:** (904) 665-4563  
**Project Title:** Oracle E-Business Suite (EBS), Oracle Databases, Middleware Maintenance and Support  
**Project Number:** HEB0600  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$4,102,803.81 (line 1804, budget also includes C2M awarded separately)

### Scope of Work:

This request is for a one (1) year proprietary award for all of Oracle's technical maintenance support services for Oracle's E-Business Suite (EBS), Middleware, and all Oracle databases software. Oracle's Customer Care and Billing (CC&B) utility billing software, which is used as the primary application throughout the company to record meter consumption, calculate usage, produce bills, receive payments and maintain customer relationship information has been migrated to the Oracle Customer to Meter (C2M) system and awarded separately. Oracle's EBS software is used for support of Oracle Apps and back-office processes including, but not limited to, Human Resources and Recruiting, Payroll and Benefits, Procurement (Accounts Payable, Purchasing, Inventory), Databases Software, Learning Management, Financials, Payroll, Project Billing, and Cloud Management.

Oracle support is critical for software and hardware updates, troubleshooting, patches, as well as compliance and regulatory updates. A few of the specific ways JEA utilizes Oracle support include: searching for solutions, downloading patches and updates, accessing proactive support tools, and creating service requests.

This purchase will positively affect the following JEA Measures of Value:

- Financial Value: Oracle is JEA's financial system of record. We cannot report our finances to regulatory agencies without tracking financials.

**JEA IFB/RFP/State/City/GSA#:** SKY-309955

**Purchasing Agent:** Woyak, Nathan

**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
ORACLE AMERICA INC.	Mavis Waters	mavis.waters@oracle.com	1910 Oracle Way Reston, VA 20190	(301) 641-0727	\$2,846,173.64

**Amount for entire term of Contract:**

\$2,846,173.64

**Award Amount for the remainder this FY:** \$2,846,173.64  
**Length of Contract/PO Term:** One (1) Year  
**Begin Date (mm/dd/yyyy):** 12/01/2019  
**End Date (mm/dd/yyyy):** 11/30/2020  
**Renewal Options:** NO  
**JSEB Requirement:** N/A – Proprietary

**Background/Recommendation:**

JEA began purchasing Oracle EBS licenses in the mid-1990s and Oracle CC&B licenses in 2007. The Awards Committee has approved maintenance and support of these proprietary licenses since the time of purchase with the current contract ending 11/30/2019. The ordering document quote, and previous award is attached as backup.

This request is for a one (1) year proprietary award in the amount of \$2,846,173.64, which includes all the maintenance and support for the Oracle EBS, Oracle Databases and Middleware. It should be noted, in FY19 JEA migrated the CC&B licenses and support to the C2M system, transferring \$403,047.83 in support cost from this SKY contract to the C2M contract, in a separate award.

An explanation of the total amount paid in FY18, FY19, and FY20 is shown below. The agreed upon rates have remained flat for the previous three (3) years, however the rates in FY20 will increase by 3.5%. JEA was able to remove three unused items equating to a \$155,835.03 reduction in annual support costs. JEA is awarding a short-term one (1) year contract but only committing quarterly with Oracle to continue negotiating a reduction in the projected increase during each quarterly payment for the remainder of the FY20 year and to continue researching the removal of additional unused items. This is also being awarded on a short term one (1) year basis since JEA is assessing the current contract through a feasibility analysis to determine the best path forward.

<b>Oracle Contract</b>	<b>Start Date</b>	<b>End Date</b>	<b>Total Amount</b>
FY18/SKY-3099550	12/01/2017	11/30/2018	\$3,443,633.27
FY19/SKY-3099550	12/01/2018	11/30/2019	\$3,007,623.91
FY20/SKY-3099550	12/01/2019	11/30/2020	\$2,846,173.64


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: \$155,835.03

Request approval to award a one (1) year proprietary award to Oracle America Inc. for maintenance and support services for Oracle E-Business Suite (EBS), Oracle Databases and Middleware in the amount of \$2,846,173.64, subject to the availability of lawfully appropriated funds.

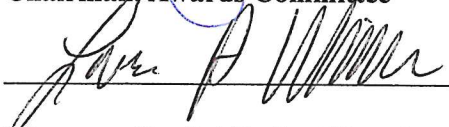
**Director:** Van Den Heuvel, Sharon - Director, Business Intelligence  
**VP:** Eads, Shawn W. - VP & Chief Information Officer

**APPROVALS:**

  
\_\_\_\_\_ 11/21/19

**Chairman, Awards Committee**

**Date**

  
\_\_\_\_\_ 11/21/19

**Manager, Capital Budget Planning**

**Date**





## Formal Bid and Award System

Award #14 November 21, 2019

**Type of Award Request:** MISCELLANEOUS  
**Requestor Name:** Paula, Richard W.  
**Requestor Phone:** (904) 665-6985  
**Project Title:** Saint Johns County CR 210 - South Hampton to Ashford Mills – Trans - RW  
**Project Number:** 8006093  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$289,924.00 (Revised Engineering Budget)

**Scope of Work:**

To provide professional engineering services for design, bidding, and post-design for the reclaimed water (RW) extension project in conjunction with Saint Johns County's (SJC) project for widening CR 210.

This project impacts the following JEA Measures of Value:

- Customer Value: This project will deliver reclaimed water to two existing customers currently on potable water jumpers.
- Community Impact Value: This project will improve or system and expand JEA's capacity to deliver reclaimed water to the referenced area.

**JEA IFB/RFP/State/City/GSA#:** SJC Contract# 16-MAS-ARC-07240

**Purchasing Agent:** King, David

**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
ARCADIS US INC	Michael Knowles	michael.knowles@arcadis.com	1650 Prudential Dr. Suite 400, Jacksonville, FL, 32207	(813) 903- 9115	\$143,024.12

**Amount for entire term of Contract/PO:** \$143,024.12

**Award Amount for remainder of this FY:** \$143,024.12

**Length of Contract/PO Term:** Project Completion

**Begin Date (mm/dd/yyyy):** 11/25/2019

**End Date (mm/dd/yyyy):** Project Completion (Expected: April 2021)

**JSEB Requirement:** N/A – SJC Solicitation

**BIDDERS:**

Name	Amount	Rank
ARCADIS US INC.	\$143,024.12	1
AYRES ASSOCIATES, INC.	N/A	2
RS&H, INC.	N/A	3
GAI CONSULTANTS	N/A	4
DRMP, INC.	N/A	5
H.W. LOCHNER, INC.	N/A	6
CH2M	N/A	7
PROSSER, INC.	N/A	8
MATTHEWS DESIGN GROUP, INC.	N/A	9
CONNELLY & WICKER, INC.	N/A	10
INFRASTRUCTURE ENGINEERS, INC.	N/A	11
ALLIANT ENGINEERING, INC.	N/A	12
JOHNSON, MIRMIRAN, & THOMPSON, INC.	N/A	13

**Background/Recommendations:**

JEA has reclaimed water pipeline extensions planned along and adjacent to CR 210 within SJC, beginning 2,300 LF west of Shearwater Parkway, east 6,600 LF to a connection point with the existing 12-inch diameter RW pipeline. CR 210 roadway improvements are currently under design within this project area through SJC Contract Agreement RFQ 16-21; Professional Engineering Services CR 210 Widening – Greenbriar Rd to Cimarrone Blvd, Master Contract #: 16-MAS-ARC-07240 (attached as backup).

SJC's RFQ 16-21 CR 210 Widening – Greenbriar Rd. to Cimarrone Blvd – Professional Engineering Services was advertised on November 23, 2015, in accordance with County Purchasing Policy. The requested engineering services were for the widening of CR 210 from two lanes to four lanes. Thirteen (13) proposals were submitted by interested firms on February 4, 2016. Arcadis US Inc. was determined to be the highest qualified proposer.

JEA has a right of way permit in SJC for water, wastewater, and reclaimed water pipelines. With the planned road widening, JEA will use the new right of way for the RW extension. Arcadis submitted a proposal to JEA on September 26, 2019 to provide professional engineering services during design, bidding, and post-design services for the CR 210 RW Extension project to be completed in conjunction with the SJC CR 210 Widening project. JEA will be bringing the construction portion of this project to Awards at a later date.

The award amount of \$143,024.12 is approximately forty-nine percent (49%) lower than the Class 4 estimate included in the revised Project Definition dated February 21, 2019. Engineering costs for Joint Projects are typically less due to the roadway project bearing significant costs associated with surveying, soft digs, geotech, drawing sheet setup, etc. This is a joint project with SJC and the construction costs will not be reimbursed by the County.

The project details are below:

- Planning Project Budget (2014): \$647,380.00
  - Engineering Budget: \$82,535.00
  - Construction Budget: \$515,841.00
  - Internal JEA Costs: \$49,004.00
- Revised Planning Project Budget (2019): \$2,348,387.00
  - Engineering Budget: \$289,924.00

- Construction Budget: \$1,932,829.00
- Internal JEA Costs: \$125,634.00
- Estimate at Completion: \$2,201,487.12
  - Engineering Budget: \$143,024.12
  - Construction Budget: \$1,932,829.00
  - Internal JEA Costs: \$125,634.00
- Project Schedule:
  - Engineering Completion: November 2019
  - Construction Completion: April 2021

The budget was updated from the original 2014 estimate because the design changed from 7,400 linear feet (LF) of PVC to 4,500 LF of 24" cement-mortar lined ductile iron (CLDI) pipe, 2,800 LF of 12" CLDI, 220 LF of CLDI, and 150 LF of 6" CLDI. Also, the cost estimate was revised from 2014 material cost to 2019 prices. The project was delayed due to property acquisition issues with SJC.

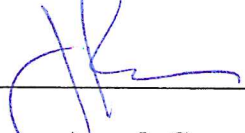
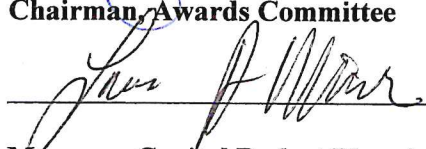
Request approval to award a contract to Arcadis US Inc. for professional engineering services for the Saint Johns County CR 210 - South Hampton to Ashford Mills – Trans - RW project in the amount of \$143,024.12, subject to the availability of lawfully appropriated funds.

**Manager:** Sulayman, Mickhael S. - Mgr Joint Agency Projects

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

**VP:** Calhoun, Deryle – VP/GM Water Wastewater Systems

**APPROVALS:**

 _____ <b>Chairman, Awards Committee</b>	11/21/19 _____ <b>Date</b>
 _____ <b>Manager, Capital Budget Planning</b>	11/21/19 _____ <b>Date</b>





## Formal Bid and Award System

Award #15 November 21, 2019

**Type of Award Request:** CHANGE ORDER  
**Request #:** 6522  
**Requestor Name:** Owens, Katura E. - Mgr Technology Project Mgmt  
**Requestor Phone:** (904) 665-4215  
**Project Title:** Capital Asset Management Software (CAMS) Purchase, Implementation and Training  
**Project Number:** 8004981  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$1,800,000.00

**Scope of Work:**

This purchase is for a Capital Asset Management Software (CAMS) Implementation, and training to enable the efficient delivery of capital assets and support the Enterprise Asset Management (EAM) initiative. The capital asset project delivery groups currently rely on a system of spreadsheets, access databases, email, ad-hoc reports and a network drive to manage all aspects of project management and capital asset delivery at JEA. The information and business requirements to deliver even a small capital project are significant and not suited to management by email or spreadsheets. This solution will accommodate current JEA work processes required to deliver capital projects.

This project will positively affect the following JEA Measures of Value:

- Financial: This purchase seeks to improve JEA's financial value with the efficiencies above for better management of capital asset projects.

**JEA IFB/RFP/State/City/GSA#:** 068-19  
**Purchasing Agent:** Dambrose, Nickolas C.  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
ORACLE, INC.	Cory Davis	cory.davis@oracle.com	500 Oracle Parkway Redwood Shores, CA 94065	(425) 890 2168	\$210,715.00

**Amount of the Original Award:** \$954,488.00  
**Date of the Original Award:** 09/12/2019  
**Change Order Amount:** \$210,715.00  
**Length of Contract:** Project Completion  
**New Not to Exceed Amount:** \$1,165,203.00  
**End Date (mm/dd/yyyy):** Project Completion

**JSEB Requirement:**

None. No JSEBs available.

**Background/Recommendations:**

Originally bid and approved by Awards Committee on 09/14/2019 in the amount of \$954,488.00 to Oracle, Inc. A copy of the original award is attached as backup.

This change order request is for \$210,715.00 in additional funds related to the one-time implementation and integrating of Oracle Unifier Capital Portfolio. Following the initial award, JEA and Oracle conducted a deep dive workshop into the Portfolio Management functionality. During the workshop JEA determined the need for five (5) additional project templates and automated integration interfaces which was new scope that increased the deliverables and associated effort. The original scope of the solicitation only included one project template and manual integrations.

For information only and not part of this award, this change order request will also result in a separate increase of \$34,983.00 in annual software licensing cloud subscription cost from \$179,478.00 to \$214,461.00. The software licensing cloud subscription is not a multiyear commitment past year one (1) and therefore this shall be awarded informally and separately on an annual basis. JEA will be locked in at this price for optional annual renewals in years two (2) and three (3). The year four (4) optional annual renewal will increase by ten (10%) percent.

This purchase has already been approved by Technology Projects Committee (TPC) and has come in under budget.

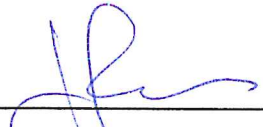
068-19 – Request approval to award a change order to Oracle, Inc. for Capital Portfolio Licenses and related implementation, maintenance, support, and training of Capital Asset Management System (CAMS) for \$210,715.00, a new total not-to-exceed amount of \$1,165,203.00 subject to the availability of lawfully appropriated funds.

**Manager:** Owens, Katura E. - Mgr Technology Project Mgmt

**Director:** Edgar, Cindy L. - Dir Eng Systems & PMO

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

**APPROVALS:**

  
\_\_\_\_\_  
**Chairman, Awards Committee** **Date** 11/21/19

  
\_\_\_\_\_  
**Manager, Capital Budget Planning** **Date** 11/21/19