

# Welcome to the JEA Awards Meeting

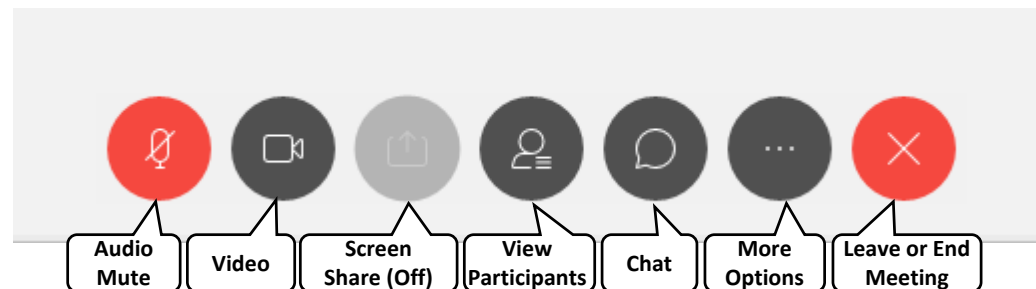
You have been joined to the meeting with your **audio muted** by default.

We will unmute your lines during the public comment time and provide opportunity for you to speak.

During the meeting, interested persons can also email **Lynn Rix** at [rixlw@jea.com](mailto:rixlw@jea.com) to submit public comments to be read during the meeting regarding any matter on the agenda for consideration. Public comments by e-mail must be received no later than 9:00 a.m. to be read during the public comment portion of the meeting.

Please contact **Lynn Rix** by telephone at **(904) 665-8621** or by email at [rixlw@jea.com](mailto:rixlw@jea.com) if you experience any technical difficulties during the meeting.

Below is a summary of the meeting controls you will see at the bottom of your screen.



## 10-21-2021 Awards Committee

<u>Award #</u>	<u>Type of Award</u>	<u>Business Unit</u>	<u>Estimated/Budgeted Amount</u>	<u>Amount</u>	<u>Awardee</u>	<u>Term</u>	<u>Summary</u>
1	Minutes	N/A	N/A	N/A	N/A	N/A	Approval of minutes from the 10/14/2021 meeting.
2	Request for Proposal (RFP) 1 Proposer	Datz	\$1,440,000.00 (Three Year Amount)	\$1,248,858.00	Prosys	Three (3) Years w/ Two (2)- 1 Yr. Renewals	<p><b><u>Cisco Contact Center Managed Services</u></b></p> <p>The purpose of this Request for Proposal (the "RFP") is to evaluate and select a vendor that can provide JEA Cisco Contact Center Managed Services. The awarded Managed Services Provider (the Company) will need to provide support for JEA's contact center UC/UCCE Unified Contact Center Enterprise environment. The support provided will ensure JEA's system is capable of operating 24 hours a day /7 days a week/365 days a year. The agency will provide base support for an on premise environment located within Jacksonville FL, with a Service Level Agreement component of 99.99%. The support team and any dedicated personnel assigned to JEA shall be based in the United States of America.</p> <p>This award is for \$1,248,858.00 to continue Cisco Contact Center Managed Services and additional scope of work changes for a three (3) year term from 11/01/2021 to 10/31/2024. Prosys has performed well on their existing contract and the prior flat monthly fee will increase 8% from the \$32,248.17 to \$34,690.50 on the new contract. The rate increase results from changes in scope from the prior contract and changes in labor rates. The key changes include Prosys' responsibility for any change (resulting from any system component) management and testing, preventive maintenance services, and management of mock incident escalations. Budget has approved the award amount and worked with IT to adjust budget accordingly.</p>
3	Contract Increase	Datz	\$1,075,000.00	\$658,737.00	AT&T	Three (3) Years w/ Two (2) - 1 Yr. Renewals	<p><b><u>Telephony, Network, Internet &amp; Telecommunications Services</u></b></p> <p>This award continues services for telephony (AT&amp;T Leased Lines for Local Service &amp; Long Distance) DSL (Digital Subscriber Lines), Internet, and DDoS (distributed denial-of-service) utilized by JEA for external customer and employee communication.</p> <p>This request is for a contract increase of \$658,737.00 in additional funds through the end of the current term on 11/30/2021 to cover a shortage in variances in JEA's requirements. The main reason for the contract increase was due to JEA's migration from its T3/CC3 Data Center to Cologix which required an additional ten (10) PRI's at \$800 per unit. JEA's existing thirty-two (32) PRI's before the Cologix migration were budgeted at \$300 less than the actual cost because the amount disclosed in the City of Jacksonville contract was not inclusive of all surcharges. The sum of the additional PRI's and the underestimated surcharges is \$195,200.00 per year.</p>

## 10-21-2021 Awards Committee

							<p>In addition, all of JEA's contracted PRI services with AT&amp;T are not currently co-termed. Several of JEA's contracted PRI item rates with AT&amp;T expired six months prior to this award request because the technology is antiquated and no longer supported under the State of Florida contract, which resulted in higher than expected rates being charged to JEA. The sum of these PRI charges resulted in an additional \$201,519.00. Moving forward, with approval of this request, all of the PRI services on JEA's contract with AT&amp;T will be co-termed to expire on the same date.</p> <p>JEA will bring a follow up award for a new two (2) year agreement with a new budget trend for the continued higher usage of the PRI services.</p> <p>A new not-to-exceed amount of \$6,013,346.60.</p>
4	Piggyback - State of Florida Contract/City of Jacksonville (COJ)	Datz	<p>\$3,210,071.76 (FY22 leftover budget from award #3 - \$416,263.00 and \$921,266.90 from cost center 30904. Estimate FY23 budget request \$1,605,035.88, FY 24 (2 months \$267,505.98))</p>	\$3,210,071.76	AT&T	Two (2) Years w/ no renewals	<p><b><u>Telephony, Network, Internet &amp; Telecommunications Services</u></b></p> <p>This award continues services for Telephony (AT&amp;T Leased Lines for Local Service &amp; Long Distance) DSL (Digital Subscriber Lines), Internet, and DDoS (distributed denial-of-service) that JEA's customers and employees use to communicate.</p> <p>This award is for a new two (2) year award to AT&amp;T from 12/01/2021 to 11/30/2023 for \$3,210,071.76 in funding to continue telephony, network, internet, and DDoS services. Telephony and network services are currently purchased from AT&amp;T, who owns all the phone lines that currently provide voice calling services for JEA. This includes trunk lines from the call centers, T1 data lines and Primary Rate Interface (PRIs), as well as local and long distance. JEA is only requesting a two (2) year award term due to the possibility of competitively bidding services in the future. JEA is piggybacking off of the State of Florida contract and City of Jacksonville (COJ) contract for the eligible services and found all rates to be comparable or better.</p> <p>This request creates a budget shortage in FY22. JEA intends to utilize \$921,266.90 from cost center 30904 allocated for COJ Radio and Verizon to cover the FY22 budget shortage. In addition, a higher budget of \$1,605,035.88 will be requested in FY23, and \$267,505.98 for FY24, to fund future telephony requirements for this contract.</p> <p>Note, JEA is expecting a credit of approximately \$200,000.00 upon contract execution for a retro-price adjustment for several PRI items below that were not previously co-termed with JEA; however, since this amount cannot be guarantee until the new contract is signed it has not been factored into the budget piece. We will adjust the numbers accordingly.</p>
5	Invitation for Bid (IFB)	McElroy	\$850,000.00	\$883,300.00	Ring Power Corporation	Project Completion	<p><b><u>Brandy Branch Generating Station Operations and DC Power Backup Generator</u></b></p>

## 10-21-2021 Awards Committee

	4 bidders					(Estimated: 08/15/2022)	<p>The purpose of this Solicitation is to obtain generator supply and installation services (the "Work") at Brandy Branch Generating Station (BBGS) located at 15701 Beaver St in Jacksonville, Florida. JEA intends to purchase and install a 1200 KW backup generator with base tank and enclosure. An ATS will not be required as unit will be fed directly to MCC in the Shared Services building. Primary loads are DC Battery Charging, lighting, and HVAC to three control buildings (B51, B52 &amp; B53), ST4 and the Shared Service building. There will also be an air compressor carried by these circuits as per the attached drawings. The drawings confirm loads and size to 110% of operational requirements.</p> <p>The four Bidders have been pre-qualified to provide generator purchase and installation services for JEA. The award amount of \$883,300.00 is approximately four percent (4%) higher than the budget estimate. Price increases in the raw materials such as steel, aluminum, copper, and PVC have contributed to the increase. The budget estimate was based on previous bids and the bid pricing has been deemed reasonable.</p>
6	Request for Proposal (RFP) 5 proposers	Dutton	\$22,302,730.00 (Scope 1 & 3,) \$6,022,110.00 (Scope 2)	\$22,302,730.00  \$6,022,110.00	Franklin Energy Demand, Inc.  ICF Resources LLC	<p>Three (3) Years w/Two (2) - One (1) Yr. Renewals NOTE: Scope 1 Solar Battery Rebate – One (1) Year w/Two (2) - One (1) Yr. Renewals</p>	<p><b><u>Design and Implementation of Electric and Water Demand Side Management (DSM) Programs</u></b></p> <p>The purpose of this Request for Proposals (this "Solicitation") is to evaluate and select a vendor to design and implement the following three separate programs for JEA:</p> <ul style="list-style-type: none"> <li>• Scope 1- Residential Electric and Water Demand Side Management (DSM) Program and Solar Battery Rebate Application Processing</li> <li>• Scope 2- Commercial Electric and Water Demand Side Management (DSM) Program</li> <li>• Scope 3- Field Services Electric and Water Demand Side Management (DSM) Program</li> </ul> <p>Respondents may provide proposals for scopes 1, 2, or 3 programs based on their capabilities and strategy. Each program will be evaluated separately, so the Respondent must provide separate independent designs for each program submitted, and also provide a section clearly detailing how an award of any other program(s) will improve program performance as well as identifying any additional savings.</p> <p>This request is to award Franklin Demand Response for \$22,302,730.00, the actual budget amount, for the three (3) year term from 12/01/2021 to 10/31/2024 for services related to Scope 1 Residential Electric and Water Demand Side Management (DSM) Program and Solar Battery Rebate Application Processing, and Scope 3 Commercial Electric and Water Demand Side Management (DSM) Program. This includes all project design, management administrative fees and implementation customer incentive processing. Franklin is the incumbent supplier for Scope 3 and will be able to continue positive ongoing work in this area.</p>



## 10-21-2021 Awards Committee

							<p>This request is also to award ICF Resources LLC for \$6,022,110.00, the actual budget amount, for the three (3) year term from 12/01/2021 to 10/31/2024 for services related to Scope 2 Commercial Electric and Water Demand Side Management (DSM) Program. This includes all project design, implementation, management administrative fees and customer incentive processing. The commercial component of Scope 2 will provide good synergy with the Non-Road Electrification contract ICF is already performing with JEA.</p>
7	Contract Increase	Erixton	Multiple cost centers will cover the increase across business units	\$194,000.00	Opin LLC, DBA American FR and Safety	Three (3) Years w/ Two (2) - 1 Yr. Renewals	<p><b><u>Fire Resistant Clothing</u></b></p> <p>The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor that can provide Hazard Risk Category (HRC) 2 Fire Resistant (FR) Clothing (the "Clothing") for JEA field employees. The clothing will have a minimum Arc Rating of 8 Cal/Cm2. All shirts should have a material weight of 9 oz. or less, and all pants should have a material weight of 14 oz. or less.</p> <p>Informally bid and awarded October 1, 2019 in the amount of \$295,431.00 to American FR and Safety Inc. Two contract increases of \$4,569.00 and \$33,500.00, brought the not to exceed amount to \$333,500.00.</p> <p>This request is to add funds through the term of the contract through September 30, 2022. JEA will be bidding services for FY23.</p> <p>Note, historically JEA made spot purchases by business unit for Fire Resistant clothing. This initial informal bid has continued to increase the number of JEA business units (cost centers) that are participating in this consolidated safety supply spend, moving this bid from informal to Formal. Prior to the beginning of FY23 JEA will put in place a new agreement for FR clothing, which may include online ordering as well as local (retail distribution) and voucher based process similar to the safety shoe program.</p> <p>A new not-to-exceed amount of \$527,500.00 for the three year term.</p>
<b>Total Award</b>				\$34,519,806.76			

## **AWARDS COMMITTEE AGENDA**

**DATE:** Thursday, October 21, 2021

**TIME:** 10:00 A.M.

**PLACE:** JEA, Customer Center, Bid Office, 1st Floor, 21 West Church Street, Jacksonville, FL  
32202 OR  
WebEx/Teleconference  
WebEx Meeting Number (access code): 160 199 4252  
WebEx Password: pxP6CqUSt63

### **Public Comments:**

### **Awards:**

1. Approval of the minutes from the last meeting (10/14/2021).
2. 1410375246 - Request approval to award a contract to Prosys for the Cisco Contact Center Managed Services in the amount of \$1,248,858.00, subject to the availability of lawfully appropriated funds.
3. Request approval to award a contract increase to AT&T for Telephony, Network, Internet & Telecommunications Services in the amount of \$658,737.00, for a new not-to-exceed amount of \$6,013,346.60 subject to the availability of lawfully appropriated funds.
4. Request approval to award a new two (2) year contract to AT&T for Telephony, Network, Internet & Telecommunications Services in the amount of \$3,210,071.76, subject to the availability of lawfully appropriated funds.
5. 1410415448 – Request approval to award a contract to Ring Power Corporation for the Brandy Branch Generating Station Operations and DC Power Backup Generator for a total not-to-exceed amount of \$883,300.00, subject to the availability of lawfully appropriated funds.
6. 1410360246 – Request approval to award a contract to Franklin Energy Demand, Inc. for the Design and Implementation of JEA’s Residential and Field Services Electric and Water Demand Side Management (DSM) Programs for a total not-to-exceed amount of \$22,302,730.00 and to ICF Resources LLC. for the Design and Implementation of JEA’s Commercial Electric and Water Demand Side Management (DSM) Program for a total not-to-exceed amount of \$6,022,110.00, subject to the availability of lawfully appropriated funds.
7. Request approval to award a contract increase to Opin LLC, DBA American FR and Safety for FY22 fire protective clothing in the amount of \$194,000.00, for a new not-to-exceed amount of \$527,500.00, subject to the availability of lawfully appropriated funds.

**Informational Items:** N/A

**Open Discussion:** N/A

**Public Notice:** N/A

**General Business:** N/A

**SPECIAL NOTES:** Copies of the above items are available in JEA Procurement, if needed for review. If a person decides to appeal any decision made by the Awards Committee, with respect to any matter considered at this meeting, that person will need a record of the proceedings, and, for such purpose, needs to ensure that a verbatim record of the proceedings is made, which record includes the evidence and testimony upon which the appeal is to be based. If you have a disability that requires reasonable accommodations to participate in the above meeting, please call 665-8625 by 8:30 a.m. the day before the meeting and we will provide reasonable assistance for you.

## **JEA AWARDS COMMITTEE OCTOBER 14, 2021 MEETING MINUTES**

The JEA procurement Awards Committee met on October 14, 2021, in person with a WebEx option

WebEx Meeting Number (access code): 160 199 4252

WebEx Password: pxP6CqUSt63

Members in attendance were Jenny McCollum as Chief Procurement Officer, Stephen Datz as Chairperson (on site), Sean Conner as delegate for Hai Vu as Vice Chairperson (on site), Laure Whitmer as Budget Representative, Regina Ross as Office of General Counsel Representative; Jordan Pope as delegate for Laura Dutton, Joe Orfano (on site), and Todd Skinner as delegate for Ricky Erixton. Unless otherwise indicated, all attendees were via WebEx.

Chair Datz called the meeting to order at 10:00 a.m., introduced the Awards Committee Members, and confirmed that there was an in person quorum of the Committee membership present.

### Public Comments:

Chair Datz recognized the public comment speaking period and opened the meeting floor to public comments. No public comments were provided by email, phone or videoconference.

### Awards:

1. Approval of the minutes from the last meeting (09/30/2021). Chair Datz verbally presented the Committee Members the proposed September 30, 2021 minutes contained in the committee packet.

**MOTION:** Joe Orfano made a motion to approve the September 30, 2021 minutes (Award Item 1). The motion was seconded by Todd Skinner and approved unanimously by the Awards Committee (5-0).

The Committee Members reviewed and discussed the following Awards Items 2-8:

2. 1410403646– Request approval to award a contract to Williams Industrial Services, LLC for construction services for Arlington East WRF Secondary MCC Replacement Project in the amount of \$1,831,611.54, subject to the availability of lawfully appropriated funds.

**MOTION:** Jordan Pope made a motion to approve Award Item 2 as presented in the committee packet. The motion was seconded by Sean Conner and approved unanimously by the Awards Committee (5-0).

3. Real Estate Services requests the Awards Committee declare the property described on the attached survey as surplus to the needs of JEA and that the property may be sold in the amount of \$306,840.00.

**MOTION:** Sean Conner made a motion to approve Award Item 3 as presented in the committee packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

4. 1410316648 – Request approval to award a contract to Mott MacDonald Florida LLC, for Engineering Services for the SIPS Southside Blvd WM and Davis- Gate Pkwy to RG Skinner RWM in the amount of \$2,640,697.00, subject to the availability of lawfully appropriated funds.

**MOTION:** Todd Skinner made a motion to approve Award Item 4 as presented in the committee packet. The motion was seconded by Jordan Pope and approved unanimously by the Awards Committee (5-0).

5. Request approval to award a one (1) year contract to CDW Government, LLC for FY22 Dell Equipment Purchases and first year support, in the amount of \$1,717,247.27, subject to the availability of lawfully appropriated funds.

**MOTION:** Sean Conner made a motion to approve Award Item 5 as presented in the committee packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

6. 1410275453 Request approval to rescind the Award to Matheson Tri-State Gas Inc.

**MOTION:** Jordan Pope made a motion to approve Award Item 6 as amended in the committee packet. The motion was seconded by Todd Skinner and approved unanimously by the Awards Committee (5-0).

7. 1410275453 – Request approval to award an amendment & contract increase to Airgas USA LLC in the amount of \$253,000.00 for the additional scope for bottle gas services for the Industrial and Laboratory Gas Supply in the aggregate not-to-exceed amount of \$2,773,000.00 subject to the availability of lawfully appropriated funds.

**MOTION:** Sean Conner made a motion to approve Award Item 7 as presented in the committee packet. The motion was seconded by Todd Skinner and approved unanimously by the Awards Committee (5-0).

8. Request approval to award a contract increase to The Haskell Company for the pre-construction and design services of the Progressive Design-Build Services for the 1.0 MGD Water Purification Facility project in the amount of \$5,223,357.00, for a new not-to-exceed amount of \$6,023,357.00, subject to the availability of lawfully appropriated funds.

**MOTION:** Jordan Pope made a motion to approve Award Item 8 as amended in the committee packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

Informational Item:

No informational items were presented to the Awards Committee.

Ratifications:

No ratifications were presented to the Awards Committee.

Public Comments:

No additional public comment speaking period was taken.

Adjournment:

Chair Datz adjourned the meeting at 10:47 a.m.

**NOTE: These minutes provide a brief summary only of the Awards Committee meeting. For additional detail regarding the content of these minutes or discussions during the meeting, please review the meeting recording. The recording of this meeting as well as other relevant documents can be found at the link below:**  
[https://www.jea.com/About/Procurement/Awards\\_Meeting\\_Agendas\\_and\\_Minutes/](https://www.jea.com/About/Procurement/Awards_Meeting_Agendas_and_Minutes/)



## Formal Bid and Award System

Award #2 October 21, 2021

**Type of Award Request:** REQUEST FOR PROPOSAL (RFP)  
**Request #:** 210  
**Requestor Name:** Todd, Landon M. - Mgr IT Infrastructure & Collaboration Platforms  
**Requestor Phone:** (904) 665-7914  
**Project Title:** Cisco Contact Center Managed Services  
**Project Number:** HE30905  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$1,440,000.00 (Three Year Amount)

**Scope of Work:**

The purpose of this Request for Proposal (the "RFP") is to evaluate and select a vendor that can provide JEA Cisco Contact Center Managed Services and provide the best value to JEA (the "Work" or "Services"). "Best Value" means the highest overall value to JEA with regards to pricing, quality, design, and workmanship. The awarded Managed Services Provider (the Company) will need to provide support for JEA's contact center UC/UCCE Unified Contact Center Enterprise environment. The support provided will ensure JEA's system is capable of operating 24 hours a day /7 days a week/365 days a year. The agency will provide base support for an on premise environment located within Jacksonville FL, with a Service Level Agreement component of 99.99%. The support team and any dedicated personnel assigned to JEA shall be based in the United States of America.

**JEA IFB/RFP/State/City/GSA#:** 1410375246  
**Purchasing Agent:** Dambrose, Nickolas C.  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
PROSYS	Sean Tolle	SeanTolle@prosysis.com	6025 The Corners Pkwy Ste 120 Norcross, GA 30092-3328	(502)719- 2112	\$1,248,858.00

**Amount for entire term of Contract/PO:** \$1,248,858.00  
**Award Amount for remainder of this FY:** \$381,595.50  
**Length of Contract/PO Term:** Three (3) Years w/ Two (2) – 1 Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 11/01/2021  
**End Date (mm/dd/yyyy):** 10/31/2024  
**Renewal Options:** Two (2) – 1 Yr. Renewals  
**JSEB Requirement:** None. No JSEBs available.



**RESPONDENTS:**

Name	Amount	Rank	Disqualified
PROSYS	1,248,858.00	1	NO
PRESIDIO NETWORKED SOLUTIONS	N/A	N/A	YES
CONVERGEONE	N/A	N/A	YES

**Background/Recommendations:**

Advertised RFP on 07/22/2021. Three (3) prime companies attended the optional pre-Response meeting held on 07/29/2021. At response opening on 08/10/2021, JEA received one (1) qualified Response and two (2) unqualified Responses. All three companies passed the minimum qualifications. However, the bid specified the use of JEA existing IT Service Management tools to interact with onsite JEA’s telecommunication and network employees. JEA currently has its own Network Operation Center (NOC) and utilizes SolarWinds as the primary monitoring solution. This enables JEA resources to have a more holistic view of its network and the IVR. By maintaining a unified system that is familiar to JEA resources, it allows JEA to own the data and limit who has access. On 09/09/2021, JEA solicited clarifications from all Respondents to utilize JEA’s specified IT service management tool. After clarification, Presidio and ConvergeOne were disqualified because their proposals contained solutions using their own tools other than using JEA’s monitoring tools. Note JEA’s tools are industry standard tools which can be utilized by all suppliers and are not proprietary to any one supplier. Prosys was the highest ranking responsible respondent. A copy of Prosys’ pricing is attached as backup.

This award is for \$1,248,858.00 to continue Cisco Contact Center Managed Services and additional scope of work changes for a three (3) year term from 11/01/2021 to 10/31/2024 with Prosys. Prosys has performed well on their existing contract, and the prior flat monthly fee will increase 8% from the \$32,248.17 to \$34,690.50 for 36 months on the new contract. The rate increase results from changes in scope from the prior contract and changes in labor rates. The key changes include Prosys’ responsibility for any change (resulting from any system component) management and testing, preventive maintenance services, and management of mock incident escalations.

Due to security concerns, the contract terms were adjusted to have a domestic dedicated support team in lieu of shared resources that resided outside the United States. This ensured that the vendor would follow JEA established security practices for remote access with JEA provided AD/Network access and credentials. In addition, external access to JEA’s environment by 3rd party monitoring software were restricted and required the company to use JEA monitoring and remediation tools.

1410375246 - Request approval to award a contract to Prosys for the Cisco Contact Center Managed Services in the amount of \$1,248,858.00, subject to the availability of lawfully appropriated funds.

**Director:** Traylor, Kimberly A. - Dir Network & Telecommunication Services

**VP:** Datz, Stephen H. - VP Technical Services

**APPROVALS:**

 10/21/21  
\_\_\_\_\_  
Chairman, Awards Committee Date

 10/21/21  
\_\_\_\_\_  
Budget Representative Date





## Formal Bid and Award System

Award #3 October 21, 2021

**Type of Award Request:** CONTRACT INCREASE  
**Request #:** 6914  
**Requestor Name:** Traylor, Kymberly  
**Requestor Phone:** (904) 665-7419  
**Project Title:** Telephony, Network, Internet & Telecommunications Services  
**Project Number:** HEB 30904  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$1,075,000.00 (FY22)

**Scope of Work:**

This award continues services for telephony (AT&T Leased Lines for Local Service & Long Distance) DSL (Digital Subscriber Lines), Internet, and DDoS (distributed denial-of-service) utilized by JEA for external customer and employee communication.

**JEA IFB/RFP/State/City/GSA#:** N/A

**Purchasing Agent:** Dambrose, Nickolas Charles (Nick)

**Is this a Ratification?:** Yes, \$527,881.18 was paid to cover outstanding invoices from August 2021 through the end of October 2021. The invoice payments were delayed to audit current services and determine billing accuracy.

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
AT&T	CHRIS WADLEY	cw3669@att.com	301 BAY ST 19TH FLOOR, JACKSONVILLE FL 32202	(904) 476-3100	\$658,737.00

**Amount of Original Award:** \$2,001,683.52  
**Date of Original Award:** 11/17/2016  
**Change Order Amount:** \$658,737.00  
**New Not-to-Exceed Amount:** \$6,013,346.60  
**Length of Contract / PO Term:** Three (3) Years w/ Two (2) - 1 Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 11/17/2016  
**End Date (mm/dd/yyyy):** 11/30/2021  
**Renewal Options:** None Remaining

**List of Previous Change Orders:**

CPA #	Amount	Date
160267	\$483,989.90	02/21/2019
160267	\$248,567.40	06/20/2019
160267	\$1,147,376.47	12/05/2019
160267	\$986,209.63	11/05/2020
160267	\$486,782.68	08/06/2021

**JSEB Requirement:**

N/A - JSEBs were reviewed and no opportunities are available

**Background/Recommendations:**

Originally approved by Awards Committee on 11/17/2016 in the amount of \$2,001,683.52 to AT&T. A change order request in the amount of \$483,989.90 was formally approved by the Awards Committee on 02/21/2019 for service upgrades and previously unbudgeted FCC taxes and fees. On 06/20/2019, JEA completed a less than 10% administrative increase of \$248,567.40 to cover the increase in forecasted items through 11/30/2019. A one (1) year renewal request in the amount of \$1,147,376.47 was approved by the Awards Committee on 12/05/2019. A combined contract amendment and one (1) year renewal request in the amount of \$986,209.63 was formally approved by the Awards Committee on 11/05/2020. An administrative increase of \$486,782.68 was completed 08/06/2021 to cover additional services through the end of September. A copy of the previous awards are attached as backup.

This request is for a contract increase of \$658,737.00 in additional funds through the end of the current term on 11/30/2021 to cover a shortage in variances in JEA's requirements for Primary Rate Interface (PRI) usage and unpaid invoices. Part of the contract increase was due to JEA's migration from its T3/CC3 Data Center to Cologix which required an additional ten (10) PRI's at \$800 per unit. JEA's existing thirty-two (32) PRI's before the Cologix migration were budgeted at \$300 less than the actual cost because the amount disclosed in the City of Jacksonville contract was not inclusive of all surcharges. The sum of the additional PRI's and the underestimated surcharges is \$195,200.00 per year.

In addition, all of JEA's contracted PRI services with AT&T are not currently co-termed. Several of JEA's contracted PRI item rates with AT&T expired six months prior to this award request because the technology is antiquated and no longer supported under the State of Florida contract, which resulted in higher than expected rates being charged to JEA – see table for details. The sum of these PRI charges resulted in an additional \$201,519.00. Moving forward, with approval of this request, all of the PRI services on JEA's contract with AT&T will be co-termed to expire on the same date. The combined \$396,719.00 in additional funds for JEA's additional PRI usage requirements is detailed below. Also the contract shortage includes the two final invoices for October and November \$262,018.00 to the award request total.

Award Amount Detail				
	Qty	State of Florida / COJ	JEA	Ext (x) 12
Existing PRIs	32	\$800.00	\$800 - \$500 = \$300	\$115,200.00
Additional PRIs	10	\$800.00	\$800	\$80,000.00
<b>Budget Shortage</b>				<b>\$195,200.00</b>

Previously Unidentified PRI Charge	Qty	COJ Contract	Per Unit – AT&T Tariff	Ext (x) 6
PRI Interface	2	Expired	\$3,048.00	\$36,576.00
PRI Non-Dist Sensitive Mileage	1	Expired	\$1,076.00	\$6,456.00
PRI B Channels	46	Expired	\$568.00	\$156,768.00
DID's Tariff	1910	Expired	\$0.15	\$1,719.00
<b>Budget Shortage</b>				<b>\$201,519.00</b>
<b>Combined Budget Shortage</b>				<b>\$396,719.00</b>

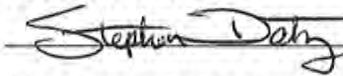
Invoices	Service Date Ending	Amount
October 2021 (already paid part of ratification)	21-Oct	\$ 131,006.04
November 2021 (estimated) (unpaid)	21-Nov	\$ 131,006.04
<b>Unpaid Invoice Total</b>		<b>\$262,018.00</b>
<b>Total Award Request</b>		<b>\$658,737.00</b>

JEA will bring a follow up award for a new two (2) year agreement with a new budget trend for the continued higher usage of the PRI services.

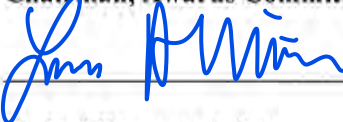
Request approval to award a contract increase to AT&T for Telephony, Network, Internet & Telecommunications Services in the amount of \$658,737.00, for a new not-to-exceed amount of \$6,013,346.60 subject to the availability of lawfully appropriated funds.

**Manager:** Todd, Landon M. - Mgr IT Infrastructure & Collaboration Platforms  
**Director:** Traylor, Kymberly A. - Dir Network & Telecommunication Services  
**VP:** Datz, Stephen H. - VP Technical Services

**APPROVALS:**

 \_\_\_\_\_ 10/21/21

**Chairman, Awards Committee** **Date**

 \_\_\_\_\_ 10/21/21

**Budget Representative** **Date**



## Formal Bid and Award System

Award #3      November 5, 2020

**Type of Award Request:** CONTRACT AMENDMENT AND RENEWAL  
**Request #:** 6914  
**Requestor Name:** Todd, Landon M.  
**Requestor Phone:** (904) 665-7419  
**Project Title:** Telephony, Network, Internet & Telecommunications Services  
**Project Number:** HEB 30904  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$782,000.00 (O&M line 1835 and 1828)

**Scope of Work:**

This award continues services for telephony (AT&T Leased Lines for Local Service & Long Distance) DSL (Digital Subscriber Lines), Internet, and DDoS (distributed denial-of-service) that JEA's customers and employees use to communicate.

**JEA IFB/RFP/State/City/GSA#:** N/A  
**Purchasing Agent:** Dambrose, Nickolas Charles (Nick)  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
AT&T	CHRIS WADLEY	cw3669@att.com	301 BAY ST 19TH FLOOR, JACKSONVILLE FL 32202	(904) 476-3100	\$986,209.63

**Amount of Original Award:** \$2,001,683.52  
**Date of Original Award:** 11/17/2016  
**Change Order Amount:** \$986,209.63  
**New Not-to-Exceed Amount:** \$4,867,826.92  
**Length of Contract / PO Term:** Three (3) Years w/ Two (2) - 1 Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 12/01/2016  
**End Date (mm/dd/yyyy):** 11/30/2021  
**Renewal Options:** NO

**List of Previous Change Orders:**

CPA #	Amount	Date
160267	\$483,989.90	02/21/2019
160267	\$248,567.40	06/20/2019
160267	\$1,147,376.47	12/05/2019

**JSEB Requirement:** N/A - JSEBs were reviewed and no opportunities are available

**Background/Recommendations:**

Originally approved by Awards Committee on 11/17/2016 in the amount of \$2,001,683.52 to AT&T. A change order request in the amount of \$483,989.90 was formally approved by the Awards Committee on 02/21/2019 for services upgrade and previously unbudgeted FCC taxes and fees. On 06/20/2019, JEA completed a less than 10% administrative increase of \$248,567.40 to cover the increase in forecasted items through 11/30/2019. A one (1) year renewal request in the amount of \$1,147,376.47 was formally approved by the Awards Committee on 12/05/2019. A copy of the previous awards are attached as backup.

This request is a contract amendment increase for \$114,802.90 in additional funds to cover a shortage for variances in JEA’s usage of local phone services and internet services expense through the end of the existing 11/30/2020 contract term. The majority of the shortage is related to local phone service coverage of \$96,000.00 due to JEA’s decision not to decrease its Primary Rate Interfaces (PRI) usage as forecasted in response to supporting employees’ remote working requirements. The remaining coverage is due to JEA deciding to increase its internet circuit from 500mB to 1gB to also support remote workforce requirements.

This request also includes a one (1) year renewal from 12/01/2020 to 11/30/2021 for \$871,406.74 in additional funds. JEA is renewing for one (1) year to allow completion of a Request for Information (RFI) and potentially a competitive solicitation to explore alternative cost saving options including but not limited to expenses related to JEA’s internet and local phone services. The next one (1) year of expenses are detailed in the table below:

TELEPHONY AND NETWORK	FORECAST				ACTUAL			
	Quantity	Current JEA Contract Rate per Month		Quantity	Current JEA Contract Rate per Month			
PRI - AT&T		Per Unit	Total		Per Unit	Total		
Flat Rate PRIs	24	\$ 500.00	\$ 12,000.00	32	\$ 500.00	\$ 16,000.00		
* Required Local and State Taxes	1		\$ -	1		\$ 5,566.91		
DID's	5500	\$ 0.10	\$ 550.00	5500	\$ 0.10	\$ 550.00		
1FB - AT&T	543	\$ 24.00	\$ 13,032.00	543	\$ 24.00	\$ 13,032.00		
Centrex AT&T	162	\$ 15.78	\$ 2,556.36	162	\$ 15.78	\$ 2,556.36		
Voice Grade Circuits	154	\$ 80.74	\$ 12,433.96	154	\$ 80.74	\$ 12,433.96		
Megalink - T-1's	12	\$ 384.00	\$ 4,608.00	12	\$ 384.00	\$ 4,608.00		
Miscellaneous	1							
INTERNET ACCESS AND DDOs		Per Unit	Total		Per Unit	Total		
Internet Access	2	\$ 3,435.00	\$ 6,870.00	2	\$ 3,435.00	\$ 6,870.00		
DDoS	1	\$ 11,000.00	\$ 11,000.00	1	\$ 11,000.00	\$ 11,000.00		
Monthly Amount			\$ 63,050.32			\$ 72,617.23		
Annual Amount			\$ 756,603.84			\$ 871,406.74		
Total Annual Variance						\$ (114,802.90)		
One Year Renewal						\$ (871,406.74)		
Total Award Request							\$ (986,209.63)	

A new budget trend will be submitted for the continued higher usage of the existing local phone and internet services. All rates for this renewal shall remain unchanged from the existing contract with exception of the Intralata Private Line Voice Grade Circuits. This service is antiquated and is no longer under contract. When compared to two (2) competitively bid contracts, GSA Schedule 70 and Calnet, JEA pricing is slightly more favorable. JEA benchmarked all of the services that AT&T is offering with the State of Florida telecommunications provider, and found all rates to be comparable or better.

Request approval to award a change order and one (1) year renewal to AT&T for Telephony, Network, Internet & Telecommunications Services in the amount of \$986,209.63, for a new not-to-exceed amount of \$4,867,826.92 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:**

Datz, Stephen H. - Interim Chief Information Officer

**APPROVALS:**

 11/5/2020

**Chairman, Awards Committee                      Date**

 11/9/2020

**Budget Representative                                      Date**





## Formal Bid and Award System

Award #2 December 05, 2019

**Type of Award Request:** RENEWAL  
**Request #:** 6700  
**Requestor Name:** Todd, Landon M. - Mgr IT Infrastructure & Collaboration Platforms  
**Requestor Phone:** (904) 665-7914  
**Project Title:** Telephony, Internet, DSL, & DDoS Services  
**Project Number:** 30904  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$1,007,533.33 (line 1799, FY20 \$863,600.00, FY21 (2 months) \$143,933.33)

### Scope of Work:

This award continues services for telephony (AT&T Leased Lines for Local Service & Long Distance), DSL (digital subscriber lines), internet, and DDoS (distributed denial-of-service) that JEA's customers use to communicate with JEA.

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

- Customer Value: Improved availability and reliability of JEA's telephony and internet services.
- Community and Environmental Value: The maintenance, reliability, and availability of JEA's telephony, internet, DSL & DDoS services are important assets and impact the community not only during normal operations, but especially during peak volume times such as natural disasters.
- Financial Value: The benefits of improved telephony and internet services support a growing customer base consistent with JEA growth initiatives.

**JEA IFB/RFP/State/City/GSA#:** N/A  
**Purchasing Agent:** Woyak, Nathan J.  
**Is this a Ratification?:** YES, \$203,965.78 of the award total has already been paid.

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
AT&T	Chris Wadley	cw3669@att.com	301 Bay St. 19 <sup>th</sup> Floor, Jacksonville, FL 32202	(904) 476-3100	\$1,147,376.47

**Amount of Original Award:** \$2,001,683.52  
**Date of Original Award:** 11/17/2016  
**Change Order Amount:** \$1,147,376.47

CPA#	Amount	Date
160267	\$483,989.90	02/21/2019
160267	\$248,567.30	06/20/2019

**New Not-To-Exceed Amount:** \$3,881,617.19  
**Length of Contract/PO Term:** Three (3) Years w/ Two (2) One (1) Year Renewals



**Begin Date (mm/dd/yyyy):** 12/01/2016  
**End Date (mm/dd/yyyy):** 11/30/2020  
**Renewal Options:** One (1) Year Renewal remaining  
**JSEB Requirement:** N/A - Specialty Services

**Background/Recommendations:**

Originally approved by Awards Committee on 11/17/2016 in the amount of \$2,001,683.52 to AT&T. A copy of the original award is attached as backup.

A change order for \$483,989.90 was approved on 02/21/2019 to cover three (3) scope of work changes. An additional 10% increase (\$248,567.30) was processed on 06/20/2019 to cover additional expense across all services.

This request is for a first, one (1) year renewal option from 12/1/2019 to 11/30/2020 for \$1,130,679.09 in additional funds and a ratification contract increase of \$203,965.78 to cover two and a partial month of un-forecasted spend across all services that was not included in the previous award (Sept, Oct, Nov, 2019). JEA will continue to use the State of Florida contract rates, which remain the same and is satisfied with the delivery of services provided. JEA will see an internet cost reduction in May 2020 when the CC3 internet circuit gets turned off due to do having redundant service at Cologix. JEA will pay for both local service and Cologix Primary Rate Interfaces (PRIs) from January to March 2020 until the Cologix transition is complete in April 2020 when part of the local service cost will move to Cologix PRIs. The monthly services and costs are summarized in the table below:

Month	DDoS	Internet (CC3 and SOCC)	Local Svc.	DSL	Long Distance	Plant Scherer	Cologix Internet	Cologix PRIs	Total Monthly Cost
19-Sep	N/A	N/A	\$18,847.74	N/A	N/A	N/A	N/A	N/A	\$18,847.74
19-Oct	\$6,071.50	\$4,889.95	\$71,000.00	\$345.00	\$7,000.00	\$1,102.32	\$2,150.25	N/A	\$92,559.02
19-Nov	\$6,071.50	\$4,889.95	\$71,000.00	\$345.00	\$7,000.00	\$1,102.32	\$2,150.25	N/A	\$92,559.02
19-Dec	\$6,071.50	\$4,889.95	\$71,000.00	\$345.00	\$7,000.00	\$1,102.32	\$2,150.25	N/A	\$92,559.02
20-Jan	\$6,071.50	\$4,889.95	\$53,975.60	\$345.00	\$7,000.00	\$1,102.32	\$2,150.25	\$11,946.75	\$87,481.37
20-Feb	\$6,071.50	\$4,889.95	\$53,975.60	\$345.00	\$7,000.00	\$1,102.32	\$2,150.25	\$11,946.75	\$87,481.37
20-Mar	\$6,071.50	\$4,889.95	\$53,975.60	\$345.00	\$7,000.00	\$1,102.32	\$2,150.25	\$11,946.75	\$87,481.37
20-Apr	\$6,071.50	\$4,889.95	\$41,975.60	\$345.00	\$7,000.00	\$1,102.32	\$2,150.25	\$11,946.75	\$75,481.37
20-May	\$6,071.50	\$2,683.75	\$41,975.60	\$345.00	\$7,000.00	\$1,102.32	\$2,150.25	\$11,946.75	\$73,275.17
20-Jun	\$6,071.50	\$2,683.75	\$41,975.60	\$345.00	\$7,000.00	\$1,102.32	\$2,150.25	\$11,946.75	\$73,275.17
20-Jul	\$6,071.50	\$2,683.75	\$41,975.60	\$345.00	\$7,000.00	\$1,102.32	\$2,150.25	\$11,946.75	\$73,275.17
20-Aug	\$6,071.50	\$2,683.75	\$41,975.60	\$345.00	\$7,000.00	\$1,102.32	\$2,150.25	\$11,946.75	\$73,275.17
20-Sep	\$6,071.50	\$2,683.75	\$41,975.60	\$345.00	\$7,000.00	\$1,102.32	\$2,150.25	\$11,946.75	\$73,275.17
20-Oct	\$6,071.50	\$2,683.75	\$41,975.60	\$345.00	\$7,000.00	\$1,102.32	\$2,150.25	\$11,946.75	\$73,275.17
20-Nov	\$6,071.50	\$2,683.75	\$41,975.60	\$345.00	\$7,000.00	\$1,102.32	\$2,150.25	\$11,946.75	\$73,275.17
<b>Total Award</b>									<b>\$1,147,376.47</b>

JEA has been able to research unused local services lines and cut them resulting in an expected \$17,024.40 monthly savings beginning in January 2020 and \$187,268.40 total cost difference savings over that last eleven (11) months of this renewal. JEA will continue to validate its current circuit usage and newer technologies to determine cost further reduction opportunities. JEA will also continue to receive lower internet pricing (\$7,040.20/month) compared to the State of Florida internet pricing (\$15,075.41/month) over the twelve month renewal resulting in a savings of \$8,035.21 a month or \$96,422.52 total savings. The award amount of \$1,147,376.47 is over the budget amount of \$1,007,533.33; the shortage in funds will be transferred from line 1777 in the O&M budget. This one year renewal will enable JEA to conduct a feasibility study to determine if services can be separated and competitively bid prior contract expiration.



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: \$283,690.92 (\$96,422.52 less than State of Florida, \$187,268.40 cutting unused local lines)

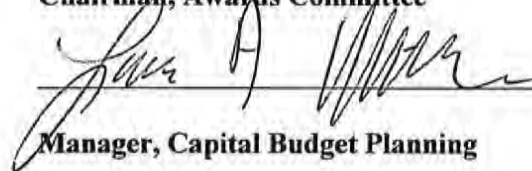
Request approval to use a one (1) year renewal option to AT&T for the Telephony, Network, Internet & Telecommunication Services in the amount of \$1,147,376.47, for a new not-to-exceed amount of \$3,881,617.19, subject to the availability of lawfully appropriated funds.

**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:**

 \_\_\_\_\_ 12/5/19

**Chairman, Awards Committee** **Date**

 \_\_\_\_\_ 12/5/19

**Manager, Capital Budget Planning** **Date**

CPA 140267.

11/17/16

4



### Formal Bid and Award System

Award #4 November 17, 2016

Type of Award Request: Proprietary  
 Request #: 1756  
 Requestor Name: Traylor, Kymberly A. - Mgr Network & Telecommunications Services  
 Requestor Phone: (904) 665-8983  
 Project Title: Telephony, Network, Internet and DDoS Services  
 Project Number: HEB30904  
 Project Location: JEA  
 Funds: O&M  
 Award Estimate: \$2,305,811.52

**Scope of Work:**

This is for a new award to combine services for telephony (AT&T Leased Lines For Local Service & Long Distance), network, internet and DDoS (distributed denial-of-service) into one (1) contract with AT&T over a three (3) year term.

Requisition Number:

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

Purchasing Agent:

Woyak, Nathan J

Is this a Ratification?:

NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
AT&T	CHRIS WADLEY	cw3669@att.com	301 Bay St. 19th Floor, Jacksonville, FL 32202	(904) 476-3100	\$2,001,683.52

Amount for entire term of Contract/PO: \$2,001,683.52  
 Award Amount for remainder of this FY: \$667,227.83  
 Length of Contract/PO Term: Three (3) Years w/Two (2) - 1 Yr. Renewals  
 Begin Date (mm/dd/yyyy): 12/01/2016  
 End Date (mm/dd/yyyy): 11/30/2019  
 Renewal Options: YES - Two (2) - 1 Yr. Renewals  
 JSEB Requirement: N/A - No JSEB available  
 Comments on JSEB Requirements: N/A - Specialty Services

**Background/Recommendations:**

This award is to combine telephony, network, internet and DDoS services into one (1) contract with AT&T, as JEA currently purchases these services from three (3) different providers.

Telephony and network services are currently purchased from AT&T, who owns all the phone lines that currently provide voice calling services for JEA. This includes trunk lines from the call centers, T1 data lines and Primary Rate Interface (PRIs), as well as local and long distance, which is approximately eighty percent (80%) of the contract spend. There are no other carriers that meet all of JEA's technical requirements, and if a change in providers were necessary, the entire infrastructure would need to be replaced. This would create risk to JEA's phone service, including the contact center, and significant costs for the update. JEA will also be making technology changes within the next three (3) to five (5) years to move from PRI technology to Session Initiation Protocol (SIP) technology, which will allow us to leverage the bandwidth of our internet service for voice calling. In doing so, JEA will not be required to use the existing infrastructure and will allow for JEA to competitively bid these services in the future.

JEA currently pays \$650,000.00 per year for telephony and network services which will remain the same and fixed for the three (3) year term. JEA has purchased these services from AT&T for more than twenty (20) years, and JEA's cost has steadily decreased over a six (6) year period by \$250,000.00.

Internet services are currently purchased directly from the State of Florida using My Florida Network (MFN), and DDoS services are purchased through Akamai. JEA will benefit from the integrated services through AT&T instead of having multiple providers. This substantially lowers the complexity of JEA's network configuration and will allow us to more quickly troubleshoot any internet access issues.

By combing internet and DDoS services under the same contract with telephony and network, JEA expects to save approximately \$89,375.00 annually or \$268,125.00 for the term of the contract. JEA benchmarked all of the service that AT&T is offering with the State of Florida telecommunications provider, and found all rates to be comparable or better. A table of the rate comparison is attached.

It should also be noted that the proposed rates quoted by AT&T for Internet and DDoS were compared against OUC and Miami Dade which showed similar pricing. JEA performed further comparisons with two (2) competitively bid contracts, GSA Schedule 70 and Calnet, which showed more favorable pricing.

Request approval to award a contract to AT&T for telephony and network leased lines for local services, internet and DDoS services in the amount of \$2,001,683.52, subject to the availability of lawfully appropriated funds.

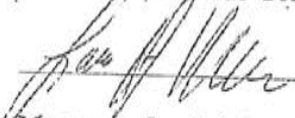
**Manager:** Datz, Stephen H. - Manager, Technical Services  
**VP:** Cosgrave, Paul J. - Interim Chief Information Officer

APPROVALS:

 \_\_\_\_\_ 11-17-16

Chairman, Awards Committee

Date

 \_\_\_\_\_ 11/17/16

Manager, Capital Budget Planning

Date



JEA TELEPHONY, NETWORK, INTERNET, AND DDOS SERVICES

TELEPHONY AND NETWORK	Quantity	Current JEA Contract Rate Per Month		State of Florida Contract Rate - AT&T per Month		Proposed Contract Rate - AT&T per Month	
		Per Unit	Total	Per Unit	Total	Per Unit	Total
PRI - AT&T							
Fiat Rate PRIs	24	\$ 500.00	\$12,000.00	\$ 732.50	\$ 17,580.00	\$ 500.00	\$12,000.00
DID's	5500	\$ 0.10	\$ 550.00	\$ 0.20	\$ 1,100.00	\$ 0.10	\$ 550.00
1PB - AT&T	543	\$ 24.00	\$13,032.00	\$ 24.00	\$ 13,032.00	\$ 24.00	\$13,032.00
Centrex - AT&T	162	\$ 15.78	\$ 2,556.36	\$ 17.05	\$ 2,762.10	\$ 15.78	\$ 2,556.36
Voice Grade Circuits	154	\$ 80.74	\$12,433.96	Not Provided on State of Florida Contract	\$ 12,433.96	\$ 80.74	\$12,433.96
Megalink T-1's - AT&T	12	\$ 384.00	\$ 4,608.00	\$ 480.00	\$ 5,760.00	\$ 384.00	\$ 4,608.00
<b>INTERNET ACCESS AND DDoS</b>							
		<b>Per Unit</b>	<b>Total</b>	<b>Per Unit</b>	<b>Total</b>	<b>Per Unit</b>	<b>Total</b>
Internet Access	2	100MB - MFN \$ 3,435.00	\$ 6,870.00	500MB - MFN \$ 8,974.95	\$ 17,949.90	500MB - AT&T \$2,175.00	\$ 4,350.00
DDoS	1	DDoS - Prolexic \$11,000.00	\$11,000.00	DDoS via SOF \$ 6,072.00	\$ 6,072.00	Integrated DDoS-AT&T \$6,072.00	\$ 6,072.00
			<b>\$63,050.32</b>		<b>\$ 76,689.96</b>		<b>\$55,602.32</b>
						<b>\$ 2,001,683.52 THREE YEAR COST</b>	

AT&T Proprietary (Internal Use Only)  
 Not for use or disclosure outside the AT&T companies  
 except under written agreement

	Amount
amount from prior award	- \$ 295,947.72
2) internet circuits from 500MB to 1GB and increased DDoS coverage	- \$ 87,308.17
internet circuit to support Colegis migration	- \$ 42,753.58
(\$) Primary Rate Interfaces (PRI)'s	- \$ 58,000.42
=	= \$ -113,033.09
but	\$ 483,989.90

5 and 6 above were reallocated equally to line items 1-4 above per request of the Awards Committee.

JEA User:  
**Item 1 Detail:** \$295,947.72 = Original Award Amount of \$2,001,603.52 multiplied by 14.21% FCC percentage of invoices. ± fLine Item 5 / 4

JEA User:  
**Item 2 Detail:** \$87,308.17 = \$36,801.64 + \$6,988.83 ± fLine Item 5 / 4) + fLine Item 6/4)

JEA User:  
**Item 3 Detail:** \$42,753.58 = \$31,225.08 ± fLine Item 5 / 4) + fLine Item 6/4)

Sum of Billed Amount	
\$ 56,764.89	
\$ 8,165.05	▶ 14.38% of total November bill comes from FCC items
\$ 56,567.18	
\$ 8,105.05	▶ 14.33% of total December Bill comes from FCC items
\$ 60,250.04	
\$ 8,884.21	▶ 13.92% of total January bill comes from FCC items

14.21%

	Monthly Amount	Implemen	Total Internet Cost	DDoS Service	Total Internet and DDoS Cost
Ramona	\$ 2,529.77	Nov-18	\$ 36,787.01	\$ 2,023.83	\$ 38,810.84
Church	\$ 2,381.00	Sep-18	\$ 34,965.00	\$ 2,023.83	\$ 36,988.83
Co-logix	\$ 2,246.25	18-Nov	\$ 29,201.25	\$ 2,023.83	\$ 31,225.08

Aggregator ID (All)

Row Labels	Sum of Billed Amount
- 1/1/2019	\$ 15,981.60
<b>Grand Total</b>	<b>\$ 15,981.60</b>

JEA User:  
**Item 4 Detail:** \$8,000.42 = \$15,981.60 is the total amount for 33 PRI's per month. A \* 8 PRI's \* 12 months. ± fLine Item 5 / 4) + fLine Item 6/4)



**Formal Bid and Award System**

CPA 160267

Award #8 February 21, 2019

**Type of Award Request:** CHANGE ORDER  
**Request #:** 6496  
**Requestor Name:** Todd, Landon M.  
**Requestor Phone:** (904) 665-7419  
**Project Title:** Telephony, Network, Internet & Telecommunications Services  
**Project Number:** HEB 30904  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$782,000.00 (O&M line 1835 and 1828)

**Scope of Work:**

This request is for a change order to upgrade JEA's internet and telephony services that JEA's customers use to communicate with JEA. The upgrade includes three main areas of improvement to bring improved reliability, resiliency, and security to JEA's current operations. This change order also includes additional funds to cover FCC taxes and fees that were previously not included in the original award.

This initiative impacts JEA's four (4) core values.

- **Customer Value:** Improved availability and reliability of JEA's telephony and internet services positively impacts JEA's customer value.
- **Community and Environment Value:** The maintenance, reliability, and availability of JEA's telephony, network, internet & telecommunication services are important assets and impact the community not only during normal operations, but especially during peak volume times such as natural disasters.
- **Financial Value:** The benefits of improved telephony and internet services support a growing customer base consistent with JEA growth initiatives.

**JEA IFB/RFP/State/City/GSA#:** N/A

**Purchasing Agent:** Dambrose, Nickolas Charles (Nick)

**Is this a Ratification?:** YES

**If yes, explain:**

\$412,880.10 of this award is a ratification, the taxes and fees have already been paid for the first twenty-seven (27) months and the three (3) new scopes of work are complete or in process.

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
AT&T	CHRIS WADLEY	cw3669@att.com	301 BAY ST 19TH FLOOR, JACKSONVILLE FL 32202	(904) 476-3100	\$483,989.90

**Amount of Original Award:** \$2,001,683.52

**Date of Original Award:** 11/17/2016



<b>Change Order Amount:</b>	\$483,989.80
<b>New Not-to-Exceed Amount:</b>	\$2,485,673.32
<b>Length of Contract / PO Term:</b>	Three (3) Years w/Two (2) - 1 Yr. Renewals
<b>Begin Date (mm/dd/yyyy):</b>	12/01/2016
<b>End Date (mm/dd/yyyy):</b>	11/30/2019
<b>Renewal Options:</b>	YES - Two (2) - 1 Yr. Renewals
<b>JSEB Requirement:</b>	N/A - No JSEB Available

**Background/Recommendations:**

Originally approved by Awards Committee on 11/17/2016 in the amount of \$2,001,683.52 to AT&T. A copy of the original award is attached as backup.

This change order request is for \$483,989.90 in additional funds to cover taxes and fees, which were not included in the original award, and three (3) scope of work changes to the current contract.

Taxes and fees were not included in the original award which make up approximately (14%) of the cost of services. The State of Florida contract rates underestimates actual spend because it does include additional FCC taxes and fees that are subject to changes in legislation.

The first scope of work change of \$87,308.18, completed 09/2018, increased JEA's two internet circuits from 500 MB to 1 GB and subsequently increased JEA's DDoS coverage. JEA has two (2) internet circuits to provide redundancy. The increased internet circuit size enables independent operation of the circuits in the event of a failure as well as to accommodate future capacity requirements. The second scope of work change of \$42,733.57 covers JEA adding a third internet circuit to support the migration to its new Cologix data center which is currently in process. The third scope of work change of \$58,000.42 covers JEA adding eight (8) Primary Rate Interfaces (PRI) at a rate of \$5,811.00 per PRI per month since the time of the original award to support JEA's contact center. The additional PRIs increase incoming call volume capacity and provide the ability to validate pre-production (QA) changes. The total change order amount is summarized in the table below.

Description		Change Order Amount
JEA underestimated FCC Taxes & Fees (14% of services)	+	\$ 295,947.73
JEA upgraded of two (2) internet circuits from 500MB to 1GB and increased DDoS coverage	+	\$ 87,308.18
JEA addition of third internet circuit to support Cologix migration	+	\$ 42,733.57
JEA addition of eight (8) Primary Rate Interfaces (PRI)s	+	\$ 58,000.42
<b>Total Change Order Amount</b>		<b>\$ 483,989.90</b>

The State of Florida contract does not contain pricing to upgrade internet circuits nor acquire PRIs with which to compare JEA's pricing. JEA's internal expertise determined the pricing for these upgrades to be reasonable. JEA's existing budget for Prolexic DDoS services will be applied to the switch to AT&T. JEA is spending approximately the same amount with ATT as we were with Prolexic; however, we have tripled the internet circuit and DDoS capacity. A new budget trend will be submitted for the upgrade to the existing two internet circuits, the additional internet circuit for the Cologix migration, the additional PRIs, and the inclusion of the additional FCC taxes and fees.



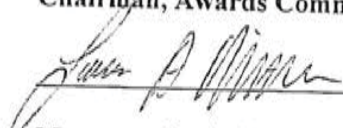
Request approval to award a change order to AT&T for Telephony, Network, Internet & Telecommunications Services in the amount of \$483,989.80, for a new not-to-exceed amount of \$2,485,673.32 subject to the availability of lawfully appropriated funds.

**Manager:** Todd, Landon M. - Mgr IT Infrastructure & Collaboration Platforms  
**Director:** Traylor, Kymberly A. - Dir Network & Telecommunication Services  
**VP:** Selders, Steve G. - Interim VP & Chief Information Officer

**APPROVALS:**

 2/21/19

Chairman, Awards Committee                      Date

 2/21/19

Manager, Capital Budget Planning                      Date

File Edit View Folder Tools Window Help

Attachments - 160267...

Seq	Category	Title	Description	Data Type	May Be Changed
10	Internal to Purchase Order		ORIGINAL AWARD DOCUMENT	File	<input checked="" type="checkbox"/>
20	Internal to Purchase Order	Award & dtd 2/21/19	Change Order Docs	File	<input checked="" type="checkbox"/>
30	Internal to Purchase Order		LESS THAN 10% ADMIN INC	Short Text	<input checked="" type="checkbox"/>
40	Internal to Purchase Order		10% ADMIN EMAIL	File	<input checked="" type="checkbox"/>

Entity Name: PO Header

6/20/19 10% ADMIN INCREASE FOR \$248,567.30 TO COVER THE INCREASE FORECAST ITEMS THROUGH THE REMAINDER OF THE CONTRACT, TOTAL AWARD INCREASED FROM \$2,485,673.32 TO \$2,733,940.62. SEE EMAIL ATTACHED FOR DETAILS. NJW

Include Related Documents

Publish to Catalog      Document Catalog...

**Dambrose, Nickolas C.**

---

**From:** Woyak, Nathan J. - Procurement Category Manager  
**Sent:** Thursday, June 20, 2019 3:17 PM  
**To:** Todd, Landon M. - Mgr IT Infrastructure & Collaboration Platforms; Dambrose, Nickolas C.; Beard, Heather Burnett - Manager Procurement Contracts  
**Cc:** Traylor, Kymberly A. - Dir Network & Telecommunication Services  
**Subject:** RE: AT&T: Awards

All, the most we can add with a 10% admin increase to CPA 160267 is \$248,567.30 based on the below revised forecast for the remainder of the contract.

Heather, I send you the request for approval in Oracle.

We are reviewing our forecast for AT&T for the remaining months of this fiscal year. Would you please review our forecast below and let us know if we need to make any adjustments for additional funds.

Month	Internet #1	Internet #2	Local Svc.	DSL	Long Distance	Plant Scherer
19-Mar	Paid	Paid	Paid	Paid	Paid	Paid
19-Apr	Paid	Paid	Paid	Paid	Paid	Paid
19-May	Paid	Paid	Paid	Paid	Paid	Paid
19-Jun	\$6,100.00	\$15,000.00	\$71,000.00	\$345.00	\$5,800.00	\$750.00
19-Jul	\$6,100.00	\$15,000.00	\$71,000.00	\$345.00	\$5,800.00	\$750.00
19-Aug	\$6,100.00	\$15,000.00	\$71,000.00	\$345.00	\$5,800.00	\$750.00
<b>Total</b>	<b>\$18,300.00</b>	<b>\$45,000.00</b>	<b>\$213,000.00</b>	<b>\$1,035.00</b>	<b>\$17,400.00</b>	<b>\$2,250.00</b>
<b>Grand Total</b>	<b>\$296,985.00</b>					

Nathan Woyak, CPSM  
Procurement Category Manager  
woyanj@jea.com  
Direct: (904) 665-6155  
Fax: (904) 665-7363



**From:** Todd, Landon M. - Mgr IT Infrastructure & Collaboration Platforms  
**Sent:** Tuesday, June 18, 2019 10:49 AM  
**To:** Woyak, Nathan J. - Procurement Category Manager ; Dambrose, Nickolas C.  
**Cc:** Traylor, Kymberly A. - Dir Network & Telecommunication Services  
**Subject:** AT&T: Awards

Nathan/Nick,

It is my understanding that we would need to go back to Awards after the 10% administrative increase. The contract is up in November; however, we will reach that threshold in September. When would be the correct time to go to Awards (i.e. see where we are at with Auditmacs) ?



## Formal Bid and Award System

Award #4 October 21, 2021

**Type of Award Request:** PIGGYBACK - STATE OF FLORIDA CONTRACT/CITY OF JACKSONVILLE (COJ)

**Requestor Name:** Traylor, Kymberly

**Requestor Phone:** (904) 665-7419

**Project Title:** Telephony, Network, Internet & Telecommunications Services

**Project Number:** HEB 30904

**Project Location:** JEA

**Funds:** O&M

**Budget Estimate:** \$3,210,071.76 (FY22 leftover budget from award #3 - \$416,263.00 and \$921,266.90 from cost center 30904. Estimate FY23 budget request \$1,605,035.88, FY 24 (2 months \$267,505.98))

### Scope of Work:

This award continues services for Telephony (AT&T Leased Lines for Local Service & Long Distance) DSL (Digital Subscriber Lines), Internet, and DDoS (distributed denial-of-service) that JEA's customers and employees use to communicate.

**JEA IFB/RFP/State/City/GSA#:** N/A

**Purchasing Agent:** Dambrose, Nickolas Charles (Nick)

**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
AT&T	CHRIS WADLEY	cw3669@att.com	301 BAY ST 19TH FLOOR, JACKSONVILLE FL 32202	(904) 476- 3100	\$3,210,071.76

**Amount for Entire Term of Contract/PO:** \$3,210,071.76

**Award Amount for Remainder of this FY:** \$1,337,529.90

**Length of Contract / PO Term:** Two (2) Years

**Begin Date (mm/dd/yyyy):** 12/01/2021

**End Date (mm/dd/yyyy):** 11/30/2023

**Renewal Options:** NO

**JSEB Requirement:** N/A - JSEBs were reviewed and no opportunities are available

### Background/Recommendations:

This award is for a new two (2) year award to AT&T from 12/01/2021 to 11/30/2023 for \$3,210,071.76 to continue telephony, network, internet, and DDoS services. Telephony and network services are currently purchased from AT&T, who owns all the phone lines that currently provide voice calling services for JEA. This includes trunk lines from the call centers, T1 data lines and Primary Rate Interface (PRIs), as well as local and long distance. There are no other carriers that meet all of JEA's technical requirements, and if a change in providers were necessary, the entire infrastructure would need to be replaced. This would create risk to JEA's phone service, including the contact center, and

significant costs for the update. JEA is only requesting a two (2) year award term due to the possibility of competitively bidding services in the future.

JEA is piggybacking off of the State of Florida contract and City of Jacksonville (COJ) contract for the eligible services and found all rates to be comparable or better. A table of the rate comparisons and award request amount is seen below.

TELEPHONY AND NETWORK						
	Quantity	State of Florida	COJ	Not On Contract / Single Source	Current JEA Contract Rate per Month	
					Per Unit	Total
PRI - AT&T						
Flat Rate PRIs	32	\$732.50	\$500.00*		\$800.00	\$25,600.00
Crisis Link	1		\$85.00		\$85.00	\$85.00
DID's	5500		\$0.10		\$0.10	\$550.00
1FB - AT&T	247		\$24.00		\$24.00	\$5,928.00
Centrex AT&T / Equipt	126	\$17.05	\$11.05**		\$17.70	\$2,230.20
Centrex NARs/ISDN /Federal Un Svc	17		\$13.26**		\$71.25	\$1,211.25
Centrex Common Equipment	10		\$285.00**		\$15.00	\$150.00
ISDN BRI B Channels	34		\$16.25		\$16.25	\$552.50
BRI Federal Subscriber Line Charge	6			Passed through at cost	\$7.14	\$42.84
Miscellaneous	1		\$165.35		\$165.35	\$165.35
Intralata Private Line Voice Grade Circuits	9			Single Source	\$3,165.38	\$28,488.42
Megalink - T-1's	5			Single Source	\$9,066.00	\$45,330.00
Megalink Lightgate	1			Single Source	\$150.00	\$150.00
Megalink Channels	24			Single Source	\$12.00	\$288.00
Federal Subscriber Line Charge	14			Passed through at cost	\$2.44	\$34.16
RCF (Remote Call Forwarding)	3		\$50.72		\$50.72	\$152.16
Multipoint Bridging 19.2K	30			Single Source	\$10.00	\$300.00
Residential Line	2			Single Source	\$36.00	\$72.00
RL - Federal Subscriber Line Charge	2			Passed through at cost	\$6.50	\$13.00
RL - Federal Universal Service Fee	2			Passed through at cost	\$2.06	\$4.12
PBX - Combo Flat Rate Trunk	55		\$30.00		\$30.00	\$1,650.00
Analog Trunk Feature at CO	24		\$5.00		\$5.00	\$120.00
Local Channel Different Bldg	1			Single Source	\$3.43	\$3.43
Priority Restoration Service	30	\$3.00	\$3.00		\$3.00	\$90.00
Flexserv	1			Single Source	\$54.00	\$54.00
FCC Fees	1			Passed through at cost	\$9,069.73	\$9,069.73
INTERNET ACCESS AND DDOS					Per Unit	Total
Internet Access - SOCC	1	\$8,974.95	\$3,248.20		\$3,197.08	\$3,197.08
Internet Access - Cologix	1	\$8,974.95	\$3,248.20		\$2,150.25	\$2,150.25
DDoS	1	\$6,071.50	\$6,071.50		\$6,071.50	\$6,071.50
* JEA's Contracted PRI charge is \$500.00 per unit. Additional relay and mileage charges apply to satisfy JEA requirements						
**Subject to JEA Payment Plan Specifications						

This request creates a budget shortage in FY22. JEA intends to utilize \$921,266.90 from cost center 30904 allocated for COJ Radio and Verizon to cover the FY22 budget shortage. In addition, a higher budget of \$1,605,035.88 will be requested in FY23 to fund future telephony requirements. JEA is expecting a credit of approximately \$200,000.00 upon contract execution for a retro-price adjustment for several PRI items below that were not previously co-termed with JEA; however, since this amount cannot be guarantee until the new contract is signed it has not been factored into the award.

Request approval to award a new two (2) year contract to AT&T for Telephony, Network, Internet & Telecommunications Services in the amount of \$3,210,071.76, subject to the availability of lawfully appropriated funds.

**Manager:**

Todd, Landon M. - Mgr IT Infrastructure & Collaboration Platforms

**Director:**

Taylor, Kymberly A. - Dir Network & Telecommunication Services

VP:

Datz, Stephen H. – VP Technical Services

APPROVALS:

Stephen Datz 10/21/21

Chairman, Awards Committee

Date

John A. Minner 10/21/21

Budget Representative

Date

**TELEPHONY AND NETWORK**

	Quantity	State of Florida	COJ	Not On Contract / Single Source	Current JEA Contract Rate per Month	
					Per Unit	Total
PRI - AT&T						
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BRI Federal Subscriber Line Charge	6			Passed through at cost	\$7.14	\$42.84
Miscellaneous	1		\$165.35		\$165.35	\$165.35
Intralata Private Line Voice Grade Circuits	9			X	\$3,165.38	\$28,488.42
Megalink - T-1's	5			X	\$9,066.00	\$45,330.00
Megalink Lightgate	1			X	\$150.00	\$150.00
Megalink Channels	24			X	\$12.00	\$288.00
Federal Subscriber Line Charge	14			Passed through at cost	\$2.44	\$34.16
RCF (Remote Call Forwarding)	3		\$50.72		\$50.72	\$152.16
Multipoint Bridging 19.2K	30			X	\$10.00	\$300.00
Residential Line	2			X	\$36.00	\$72.00
RL - Federal Subscriber Line Charge	2			Passed through at cost	\$6.50	\$13.00
RL - Federal Universal Service Fee	2			Passed through at cost	\$2.06	\$4.12
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Flexserv	1			X	\$54.00	\$54.00
FCC Fees	1			Passed through at cost	\$9,069.73	\$9,069.73
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Internet Access - SOCC	1	\$8,974.95	\$3,248.20		\$3,197.08	\$3,197.08
Internet Access - Cologix	1	\$8,974.95	\$3,248.20		\$2,150.25	\$2,150.25
DDoS	1	\$6,071.50	\$6,071.50		\$6,071.50	\$6,071.50

\* JEA's PRI Charge is \$500.00 per unit. Additional mileage charges apply

\*\*Subject to JEA Payment Plan Specifications

New Monthly Amount \$133,752.99  
 New Annual Amount \$1,605,035.88  
**Total Award Request (Two Years) \$3,210,071.76**

**FY 2022 Detail**

FY 2022 Estimated Spend	\$1,605,035.88	
FY 2022 Budget	<u>\$ 1,075,000.00</u>	
FY 2022 Shortage		\$ 530,035.88
FY 2022 Estimated Credit		<u>                    </u>
Requested Increase FY 2022		<b>\$ 530,035.88</b>

**FY 2023 Detail**

FY 2023 Estimated Spend	\$1,605,035.88	
FY 2023 Budget	<u>\$1,605,035.88</u>	
FY 2023 Shortage		\$ -
Requested Increase FY 2023		<b>\$ -</b>

**Summary**

FY 2022 Budget	\$ 1,075,000.00	
Requested Increase FY 2022	\$ 530,035.88	
FY 2023 Budget	\$ 1,605,035.88	
Requested Increase FY 2023	\$ -	
<b>Total Award Request</b>		<b>\$ 3,210,071.76</b>



SUBJECT: Voice and Data Telecommunication Services

BID #: ESC-0440-10

OPEN DATE: 07/28/2010

COMPETITIVE SEALED PROPOSAL EVALUATION COMMITTEE

KIND AND BASIS OF CONTRACT: SERVICE CONTRACT – THREE (3) YEARS FROM DATE OF EXECUTED CONTRACT WITH THREE (3), TWO (2) YEAR RENEWAL OPTIONS

AGENCY: INFORMATION TECHNOLOGIES DIVISION

BASIS OF AWARD: TO THE HIGHEST SCORING BIDDER BASED ON THE EVALUATION CRITERIA

NUMBER OF BIDS INVITED: (91) NUMBER RECEIVED: (6) OTHER: (7)

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:

Recommend approval to ratify award from October 1, 2016 through date of award.

Recommend approval of the second (2) of three (3), two (2) year renewal options with AT&T Corporation, dba AT&T Florida to continue providing voice and data circuits to various City buildings for the Information Technologies Division, from date of award through September 30, 2018. Annual expenditure in the amount of \$162,000.00 for the Jacksonville Sheriff's Office and \$1,700,000.00 for the Information Technologies Division, total annual expenditure not-to-exceed \$1,862,000.00, with a revised contract expenditure not-to-exceed \$12,168,882.05.

Funding to be encumbered from accounts:


AFIT531CSCS-04102 - \$1,700,000.00

SHPS171SS91-04102 - \$150,000.00

SHPP011ISM-04102 - \$12,000.00

To be executed by formal contract amendment through the Office of General Counsel (Contract #8569)

ATTACHMENTS: Recommendation Memo; Vendor Agreement; Contract; Previous Awards

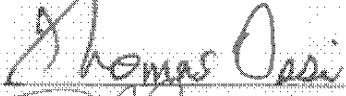
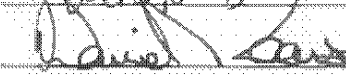
ANALYST:  CHELSEY RENFROE

RESPECTFULLY SUBMITTED  GREGORY REASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Kenneth Lathrop, Chief Information Officer, Information Technologies Division

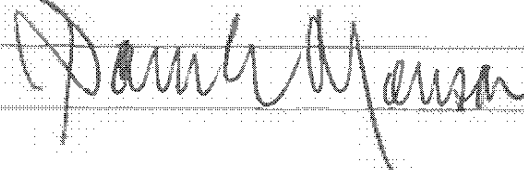
(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)  
ACTION OF CSPEC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 5 MEMBERS DISAPPROVING 0 DATE: 10-13-16

 \_\_\_\_\_ OTHER: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

ACTION OF AWARDING AUTHORITY DATE 10/13/16

APPROVED  DISAPPROVED \_\_\_\_\_  
OTHER \_\_\_\_\_  
Cam E. Moisa  
Chief Administrative Officer  
for Mayor Lenny Curry

SIGNATURE OF AUTHENTICATION  Executive Order No. 23800



INFORMATION TECHNOLOGIES DIVISION



UNCLASSIFIED//FOR OFFICIAL USE ONLY  
INFORMATION TECHNOLOGIES DIVISION

September 30, 2016

**TO:** Greg Pease, Chief of Procurement Division

**CC:** Kenneth E. Lathrop, Chief of Information Technologies / CIO *Kenneth E. Lathrop*

**FROM:** Thomas Ossi, Technology Contract and Records Manager, ITD *Thomas Ossi*

**SUBJECT:** ESC-0440-10 Voice and Data Telecommunications Services – CSPEC Renewal Request

The Information Technologies Division is requesting approval to enter into our second of three (3) two (2) year renewal options with AT&T for our Voice and Data Telecommunications Services to provide all of the voice and data circuits to the various City buildings.

ITD Management recommends utilizing AT&T for these services as per City Contract 8569 and as awarded per bid ESC-0440-10 Voice and Data Telecommunications Services.

The total estimated amount required for FY2017 for all voice, data and sonet services under this contract is \$1,862,000.00 the amount requested includes the requirements of the Jacksonville Sheriff's Office. The contractual service period is for two years from October 1, 2016 through September 30, 2018.

ITD Funding Source: AFIT531CSCS - 04102 in the amount of \$1,700,000.00

JSO Funding Source: SHPS171SS91 - 04102 in the amount of \$150,000.00

JSO Funding Source: SHPP011ISM - 04102 in the amount of \$12,000.00

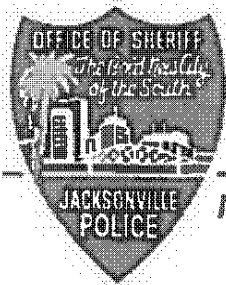
The total estimated annual expenditure for FY17 in the amount of \$1,862,000.00

The total maximum indebtedness not to exceed amount for this award is \$12,168,882.05 and will require a formal contract amendment on City Contract # 8569.

Your favorable approval of this request is appreciated.

**Attachment:** AT&T Agreement  
JSO Renewal Letter

**CC:** Michael Rooney, Network/Telephone Manager, ITD *Michael Rooney*



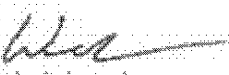
# Jacksonville Sheriff's Office

Duval County, Florida

*Mike Williams, Sheriff*

501 E. Bay Street  
Jacksonville, FL 32202

To: Gregory Pease  
Chief of Procurement

Thru: Bill Clement, CPA   
Chief of Budget & Administration

From: George Chakhtoura  
IT, Crime Analysis and Fusion Center Senior Executive

Subject: Renewal of ESC-0440-10 Voice and Data Telecommunications Services – Contract Renewal Agreement

Date: September 23, 2016

The Jacksonville Sheriff's Office is requesting approval to participate in the second of three (3) two (2) year renewals with AT&T for voice and data telecommunication services for the period from October 1, 2016, through September 30, 2018. The anticipated expenditure amount for the renewal period is \$162,000.00 for Metro E. The funding source is SHPP011ISM-04102 in the amount of \$12,000.00 and SHPS171SS91 – 04102 in the amount of \$150,000.00.

Please let me know if you require any additional information. Thank you for your assistance.

[www.jaxsheriff.org](http://www.jaxsheriff.org)





Addendum Agreement

FL16-1967-00

Case Number FL16-1967-00

THE UNDERSIGNED PARTIES, AT&T Florida, ("Company") and THE CITY OF JACKSONVILLE ("Customer" or "Subscriber"), hereby agree, as acknowledged by their appropriate signatures as set out below, to amend and change Contract Service Arrangement (CSA) Agreement FL03-4214-02. This Addendum Agreement is based upon the following terms and conditions as well as any Attachment(s) affixed and the appropriate lawfully filed and approved tariffs which are by this reference incorporated herein.

This Addendum shall be void if not executed by Customer and received by AT&T within 30 days of the date AT&T executed the Addendum, or if Customer alters, adds or deletes any of the provisions in the version executed by AT&T.

Offer Expiration: This offer shall expire on: 1/19/2017.

Accepted by:

Subscriber:  
THE CITY OF JACKSONVILLE

By: SEE ATTACHED  
Authorized Signature

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Company:  
AT&T Florida

By: *Cheryl Wankowski*  
Authorized Signature

Printed Name: Cheryl Wankowski

Title: SR CUSTOMER CONTRACTS

Date: 17 Jan 2017

CN8750



**Addendum Agreement**

Case Number FL16-1967-00  
Option 1 of 1

**Service description:**

This Addendum provides for an extension of the Contract Term for BellSouth® Primary Rate ISDN - Voice/Data (Standard) service, Business Lines as part of Basic Local Service, Centrex service, and Metro Ethernet service.

This Addendum provides for a twenty-four (24) month service period from the Company date of acceptance of this Addendum, and ending on September 30, 2018.

All terms and conditions of Contract Service Arrangement Agreement FL03-4214-02 apply to this Addendum unless modified herein.



Addendum Agreement

Case Number FL16-1967-00  
Option 1 of 1

RATES AND CHARGES

	<u>Rate Elements</u>	<u>Non-Recurring</u>	<u>Monthly Rate</u>	<u>USOC</u>
1	BellSouth® Primary Rate ISDN, Access Line, -Each Provisioning (Addendum to FL03-4214-02. Change monthly rate)	\$ .00	\$ .00	1LD1E
2	BellSouth® Primary Rate ISDN, Interface, -Each - Voice/Data (Standard) Provisioning (Addendum to FL03-4214-02. Change monthly rate)	\$ .00	\$ .00	PR71V
3	BellSouth® Primary Rate ISDN, B-Channel, -Each - Voice/Data (Standard) Provisioning (Addendum to FL03-4214-02. Change monthly rate)	\$ .00	\$ .00	PR7BV
4	BellSouth® Primary Rate ISDN, Calling Name Delivery Feature, Per Primary Rate Interface (Addendum to FL03-4214-02. Change monthly rate)	\$ .00	\$ 10.00	PR7CN
5	BellSouth® Primary Rate ISDN, Telephone Numbers for Flat Rate Voice/Data, -Per telephone number requested inward and 2-way (Addendum to FL03-4214-02. Change monthly rate)	\$ .00	\$ 0.10	PR7TF
6	Flat Rate Primary Rate ISDN (1-1LD1E,1-PR71V,23-PR7BV) (Addendum to FL03-4214-02. Change monthly rate)	\$ .00	\$ 500.00	WDDKA



Addendum Agreement

Case Number FL16-1967-00  
Option 1 of 1

RATES AND CHARGES

7	Flat Rate Service, Business Service, Multi-line Exchange Access Line, All Rate Groups -Per line (The Multi-line Exchange Access Line rate applies per line to subscribers with more than one exchange access line.) (Addendum to FL03-4214-02. Change monthly rate)	\$ .00	\$24.00	MFB
8	Flat Rate Service, Business Service-Caller ID compatible, Multi-line Exchange Access Line, All Rate Groups -Per line (The Multi-line Exchange Access Line rate applies per line to subscribers with more than one exchange access line.) (Caller ID feature must be ordered separately.) (Addendum to FL03-4214-02. Change monthly rate)	\$ .00	\$24.00	MFBCL



**RATES AND CHARGES**

**NOTES:**

The 'NOTES' Section of the 'RATES AND CHARGES' pages of the existing Contract Service Arrangement is modified with the following:

**EARLY TERMINATION - PRI**

If Customer migrates an AT&T ILEC PRI Service or Service Component, including DS1 used as transport for AT&T ILEC PRI Service (the "Terminated ILEC Service") to a qualifying AT&T Business Voice over IP (BVoIP) Service, then AT&T will waive the Early Termination Charge directly resulting from terminating the Terminated ILEC Service if:

- (1) the Terminated ILEC Service has been installed at the Customer site for no fewer than 12 months;
- (2) the term for the replacement agreement is equal to or greater than the remaining term for the Terminated ILEC Service;
- (3) the replacement AT&T BVoIP Service is installed or available at the same Customer sites as the Terminated ILEC Service; and
- (4) activation of the replacement AT&T BVoIP service at the Customer site occurs within 90 days of termination of the Terminated ILEC Service at that Customer site.

The foregoing shall not apply to Services provided by the AT&T ILEC affiliate in Connecticut.

**EARLY TERMINATION - CENTREX**

If Customer migrates an AT&T ILEC Centrex Service or Service Component, (the "Terminated ILEC Service") to a qualifying AT&T Business Voice over IP (BVoIP) Service, then AT&T will waive the Early Termination Charge directly resulting from terminating the Terminated ILEC Service if:

- (1) the Terminated ILEC Service has been installed at the Customer site for no fewer than 12 months;
- (2) the term for the replacement agreement is equal to or greater than the remaining term for the Terminated ILEC Service;
- (3) the replacement AT&T BVoIP Service is installed or available at the same Customer sites as the Terminated ILEC Service; and
- (4) activation of the replacement AT&T BVoIP service at the Customer site occurs within 90 days of termination of the Terminated ILEC Service at that Customer site.

The foregoing shall not apply to Services provided by the AT&T ILEC affiliate in Connecticut.

**EVOLUTION OF SERVICE - METRO ETHERNET**

AT&T may replace the Metro Ethernet Service with AT&T Switched Ethernet Service ("Successor Service"). The Parties will cooperate in migrating to the Successor Service to help avoid any unintended interruptions. If AT&T replaces the Service with a Successor Service and the replacement has a materially adverse impact on Customer, and AT&T does not affect revisions that remedy such materially adverse impact within 30 days after receipt of notice from Customer, then Customer may, as Customer's sole remedy, elect to terminate the affected Service Components on 30 days' notice to AT&T, given not later than 90 days after the Service is replaced. "Materially adverse impacts" do not include changes to non-stabilized pricing, changes required by governmental authority, or assessment of or changes to additional charges such as surcharges or taxes.

**NOTICE OF WITHDRAWAL - ALL PRODUCTS**

Service and Service Component Withdrawals during Contract Service Agreement Term	
Prior Notice Required from AT&T to Withdraw and Terminate Service	12 months





**Addendum Agreement**

Case Number FL16-1967-00  
Option 1 of 1

Prior Notice Required from AT&T to Withdraw and Terminate a Service Component	120 days
Applicable Services/Service Components	Any ISDN PRI Metro Ethernet service Business Lines Centrex Service

There are no other additions, deletions or changes to the above referenced Contract Service Agreement included in this Addendum. All other terms and conditions as previously agreed and acknowledged remain unchanged and in full force and in effect.

All trademarks and service marks contained herein are owned by AT&T Intellectual Property and/or AT&T affiliated companies.

**END OF ARRANGEMENT AGREEMENT OPTION 1**

# ***Certification of Single Source or Emergency Procurement***

Please use this form to certify a Single Source or Emergency Procurement complies with the requirements of the JEA Procurement Code. The JEA Procurement Code defines a Single Source and Emergency Procurement as follows:

### **3-112 Single Source**

A Contract may be awarded for Supplies or Services as a Single Source when, pursuant to the Operational Procedures, the Chief Procurement Officer determines that:

- (a) there is only one justifiable source for the required Supplies or Services;
- (b) the Supplies or Services must be a certain type, brand, make or manufacturer due to the criticality of the item or compatibility within a JEA utility system, and such Supplies or Services may not be obtained from multiple sources such as distributors;
- (c) the Services are a follow-up of Services that may only be done efficiently and effectively by the Vendor that rendered the initial Services to JEA, provided the Procurement of the initial Services was competitive;
- (d) at the conclusion of a Pilot Project under Section 3-118 of this Code, the Procurement of Supplies or Services tested during the Pilot Project, provided the Vendor was competitively selected for the Pilot Project.

### **3-113 Emergency Procurements**

In the event of an Emergency, the Chief Procurement Officer may make or authorize an Emergency Procurement, provided that Emergency Procurements shall be made with as much competition as practicable under the circumstances. A written Determination of the basis for the Emergency and for the selection of the particular Vendor shall be included in the Procurement file.

For purposes of this Section 3-113, an "Emergency" means any one of the following:

- (a) a reasonably unforeseen breakdown in machinery;
- (b) an interruption in the delivery of an essential governmental service or the development of a circumstance causing a threatened curtailment, diminution, or termination of an essential service;
- (c) the development of a dangerous condition causing an immediate danger to the public health, safety, or welfare or other substantial loss to JEA;
- (d) an immediate danger of loss of public or private property;
- (e) the opportunity to secure significant financial gain, to avoid delays to any Governmental Entity or avoid significant financial loss through immediate or timely action; or (f) a valid public emergency certified by the Chief Executive Officer.

### **Please provide the following information:**

1. **Vendor Name:**

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2. **Description of Services or Supplies provided by Vendor:**

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**3. Certification:**


I the undersigned certify that to the best of my knowledge, no JEA employee has, either directly or indirectly, a financial interest in this Single Source Emergency Procurement, and

I the undersigned certify that this procurement meets the requirements of a (choose one of the following):

\_\_\_\_\_ **Single Source Procurement.** Please state which subsection of Section 3-112 above applies to this Single Source Procurement: \_\_\_\_\_

OR

\_\_\_\_\_ **Emergency Procurement** - Please state which subsection of Section 3-113 above applies to this Emergency Procurement: \_\_\_\_\_



\_\_\_\_\_  
**Signature of JEA Business Unit Manager**

\_\_\_\_\_  
**Date**

\_\_\_\_\_  
**Name of JEA Business Unit Manager**

**This certification shall be attached to the Purchase Order when it is routed for approval. A Single Source or Emergency Procurement shall be reported to the JEA Board in accordance with Section 1-110 of the JEA Procurement Code.**



## Formal Bid and Award System

Award #5 October 21, 2021

**Type of Award Request:** INVITATION FOR BID (IFB)  
**Request #:** 230  
**Requestor Name:** Breadon, William A. - Project Administrator Construction  
**Requestor Phone:** (904) 665-4285  
**Project Title:** Brandy Branch Generating Station Operations and DC Power Backup Generator  
**Index Number:** 8006796  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$850,000.00

### Scope of Work:

The purpose of this Solicitation is to obtain generator supply and installation services (the "Work") at Brandy Branch Generating Station (BBGS) located at 15701 Beaver St in Jacksonville, Florida. JEA intends to purchase and install a 1200 KW backup generator with base tank and enclosure. An ATS will not be required as unit will be fed directly to MCC in the Shared Services building. Primary loads are DC Battery Charging, lighting, and HVAC to three control buildings (B51, B52 & B53), ST4 and the Shared Service building. There will also be an air compressor carried by these circuits as per the attached drawings. The drawings confirm loads and size to 110% of operational requirements.

**JEA IFB/RFP/State/City/GSA#:** 1410415448  
**Purchasing Agent:** Selders, Elaine  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
RING POWER CORPORATION	Brian Martinez	brian.martinez@ringpower.com	500 World Commerce Parkway, St. Augustine, FL 32092	(904) 759-5834	\$883,300.00

**Amount for entire term of Contract/PO:** \$883,300.00  
**Award Amount for remainder of this FY:** \$883,300.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date:** 11/01/2021  
**End Date:** Project Completion (Estimated: 08/15/2022)  
**JSEB Requirement:** N/A - Optional

**BIDDERS:**

Name	Bid Total
RING POWER CORP	\$883,300.00
CUMMINS INC.	\$913,256.56
ZABATT ENGINE SERVICES, INC. dba: ZABATT POWER SYSTEMS INC.	\$966,992.00
ACF STANDBY SYSTEMS LLC	\$1,113,705.00

**Background/Recommendations:**

Advertised on 09/13/2021. Four (4) companies attended the mandatory pre-bid meeting held on 09/20/2021. At bid opening on 10/12/2021, JEA received four (4) Bids. Ring Power Corporation is deemed the lowest responsive and responsible bidder. A copy of the Bid Workbook and Bid Form are attached as backup.

The four Bidders have been pre-qualified to provide generator purchase and installation services for JEA. The award amount of \$883,300.00 is approximately four percent (4%) higher than the budget estimate. Price increases in the raw materials such as steel, aluminum, copper, and PVC have contributed to the increase. The budget estimate was based on previous bids and the bid pricing has been deemed reasonable.

1410415448 – Request approval to award a contract to Ring Power Corporation for the Brandy Branch Generating Station Operations and DC Power Backup Generator for a total not-to-exceed amount of \$883,300.00, subject to the availability of lawfully appropriated funds.

**Associate Manager:** Poteet, Matthew D. - Associate Mgr Facilities Capital Projects  
**Manager:** Crane, Christopher T. - Manager, Facilities Operations  
**Director:** Brunell, Baley L. - Dir Facilities & Fleet Services  
**VP:** McElroy, Alan D. - VP Supply Chain & Operations Support

**APPROVALS:**

 10/21/21

Chairman, Awards Committee Date

 10/21/21

Budget Representative Date



**1410415448 APPENDIX B – BID FORM**

**BRANDY BRANCH GENERATING STATION OPERATIONS AND DC POWER BACKUP GENERATOR**

Submit the Bid electronically as described in section 1.1.3 of the Solicitation.

Company Name: Ring Power Corporation

Company's Address 500 World Commerce Parkway St. Augustine, FL 32092

Phone Number: (904)759-5834 FAX No: (904)494-7576 Email Address: brian.martinez@ringpower.com

<b>BID SECURITY REQUIREMENTS</b> <input type="checkbox"/> None required <input checked="" type="checkbox"/> Certified Check or Bond Five Percent (5%)	<b>TERM OF CONTRACT</b> <input checked="" type="checkbox"/> One Time Purchase <input type="checkbox"/> Annual Requirements <input type="checkbox"/> Other, Specify - Project Completion
---	--

<b>SAMPLE REQUIREMENTS</b> <input checked="" type="checkbox"/> None required <input type="checkbox"/> Samples required prior to Bid Opening <input type="checkbox"/> Samples may be required subsequent to Bid Opening	<b>SECTION 255.05, FLORIDA STATUTES CONTRACT BOND</b> <input type="checkbox"/> None required <input checked="" type="checkbox"/> Bond required 100% of Bid Award
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<b>QUANTITIES</b> <input type="checkbox"/> Quantities indicated are exacting <input checked="" type="checkbox"/> Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.	<b>INSURANCE REQUIREMENTS</b>  <p align="center">Insurance required</p>
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**PAYMENT DISCOUNTS**

1% 20, net 30  
 2% 10, net 30  
 Other \_\_\_\_\_  
 None Offered

Item No.	ENTER YOUR BID FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES: Brandy Branch Generating Station Operations and DC Power Backup Generator	TOTAL BID PRICE
1	Enter TOTAL BID PRICE from Appendix B - Bid Workbook	\$ <u>883,300.00</u>

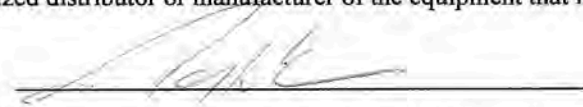
**I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".**

**BIDDER'S CERTIFICATION**

By submitting this Bid, the Bidder certifies that it has read and reviewed all of the documents pertaining to this Solicitation, that the person signing below is an authorized representative of the Bidder's Company, that the Company is legally authorized to do business in the State of Florida, and that the Company maintains in active status an appropriate contractor's license for the work (if applicable). The Bidder also certifies that it complies with all sections (including but not limited to Conflict Of Interest and Ethics) of this Solicitation, and that the Bidder is an authorized distributor or manufacturer of the equipment that meets the Technical Specifications stated herein.

We have received addenda

1 through 2



Handwritten Signature of Authorized Officer of Company or Agent

10/11/2021

Date

Jay Lusk, VP/Asst. Gov. Sales Manager

Printed Name and Title

1410415448 BRANDY BRANCH GENERATING STATION OPERATIONS AND DC POWER BACKUP GENERATOR

Appendix B - Bid Workbook

Item Number	Proposed Generator Location	Generator Size	Voltage	AMPS	Asset ID/Location Number	Bidder Planned Completion Date	Equipment Only			All Other Items*	Bid Price per Location
							Generator	Manual Disconnect	Fuel Tank		
001	15701 Normandy Blvd -BBGS	1200 KW	480		Electric	August 15, 2022	\$ 249,426.00	\$ 9,196.00	\$ 123,025.00	\$ 501,653.00	\$ 883,300.00
<b>SUBTOTALS:</b>							\$ 249,426.00	\$ 9,196.00	\$ 123,025.00	\$ 501,653.00	
<b>TOTAL BID PRICE - SUM (ITEM NUMBERS 001):</b>									\$		883,300.00

**NOTE**

\* ALL OTHER ITEMS INCLUDE, BUT NOT LIMITED TO:

- 1) BID UNIT AS INDICATED ON BID WORKBOOK
- 2) NO ATS REQUIRED / MANUAL DISCONNECT FOR LOAD BANK AND MAINTENANCE ACTIVITIES
- 3) ALL LABOR
- 4) CONTRACT AND PROJECT MANAGEMENT
- 5) ALL REQUIRED PERMITS
- 6) SITE WORK (I.E. EXCAVATIONS, PIPING INSTALLATIONS, ALL NECESSARY WIRING, CONCRETE PAD)
- 7) ELECTRICAL WORK, IF NEEDED (I.E. BREAKER AND SERVICE ENTRANCE)
- 8) (ANY) SITE RESTORATION TO ORIGINAL CONDITION



## Formal Bid and Award System

Award #6 October 21, 2021

**Type of Award Request:** REQUEST FOR PROPOSAL (RFP)  
**Request #:** 123  
**Requestor Name:** Pokorny, Susan – Mgr. Customer Solutions  
**Requestor Phone:** (904) 665-6798  
**Project Title:** Design and Implementation of Electric and Water Demand Side Management (DSM) Programs  
**Project Number:** 10001 (Electric)\_10002 (Water)  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$22,302,730.00 (Scope 1 & 3,) \$6,022,110.00 (Scope 2)

**Scope of Work:**

The purpose of this Request for Proposals (this "Solicitation") is to evaluate and select a vendor to design and implement the following three separate programs for JEA:

- **Scope 1-** Residential Electric and Water Demand Side Management (DSM) Program and Solar Battery Rebate Application Processing
- **Scope 2-** Commercial Electric and Water Demand Side Management (DSM) Program
- **Scope 3-** Field Services Electric and Water Demand Side Management (DSM) Program

Respondents may provide proposals for scopes 1, 2, or 3 programs based on their capabilities and strategy. Each program will be evaluated separately, so the Respondent must provide separate independent designs for each program submitted, and also provide a section clearly detailing how an award of any other program(s) will improve program performance as well as identifying any additional savings.

JEA's budgeted fees to be paid to the successful Respondent(s) have been provided in Appendix B – Response Workbook and Appendix A – Technical Specifications. Although Respondents must design and implement programs within these budgets, JEA is not evaluating price in making an Award decision under this Solicitation. JEA will evaluate a Respondent's ability to maximize MWh and MGD savings and to implement programs in a timely manner so that JEA and its customers begin realizing savings as soon as possible.

JEA, in its sole discretion, may award one or more contracts for a single program or combination of programs. JEA's primary goal is to make an award to the best Company for each program; however, any synergies gained through award of multiple programs in a single contract will be evaluated as provided in Section 1.21 of this Solicitation.

**JEA IFB/RFP/State/City/GSA#:** 1410360246  
**Purchasing Agent:** Dambrose, Nickolas C.  
**Is this a Ratification?:** NO



**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
FRANKLIN ENERGY DEMAND RESPONSE	Jason LaStella	jlastella@franklinenergy.com	1701 Charleston Regional pkwy, Charleston, SC, 29492	(415)505-2596	\$22,302,730.00
ICF RESOURCES LLC	Holly Smith	Holly.smith@icf.com	9300 Lee Highway, Fairfax, VA, 22031	(703)713-8819	\$6,022,110.00

**Amount for entire term of Contract/PO:** \$22,302,730.00 (Franklin), \$6,022,110.00 (ICF)

**Award Amount for remainder of this FY:** \$7,534,030.18

**Length of Contract/PO Term:** Three (3) Years w/Two (2) - One (1) Yr. Renewals

**NOTE:** Scope 1 Solar Battery Rebate – One (1) Year w/Two (2) - One (1) Yr. Renewals

**Begin Date (mm/dd/yyyy):** 12/01/2021

**End Date (mm/dd/yyyy):** 11/30/2024

**Renewal Options:** YES - Two (2) - One (1) Yr. Renewals

**JSEB Requirement:** None. No JSEBs available.

**RESPONDENTS:**

Company & Scoping	Scope 1	Scope 2	Scope 3	Scopes 1 & 2	Scopes 1 & 3	Scopes 2 & 3	Scopes 1, 2 & 3
Franklin	114.00	107.88	110.96	117.51	121.16	113.22	116.61
ICF	111.32	112.32	111.81	116.16	115.84	117.22	115.82
Nexant	No Bid	110.51	No Bid	No Bid	No Bid	No Bid	No Bid
CleaResult	82.25	81.13	DQ	87.78	DQ	DQ	DQ
Honeywell	108.14	94.90	99.14	108.46	109.38	100.93	107.90

**Background/Recommendations:**

Advertised on 07/01/2021. Five (5) prime contractors attended the optional pre-Response meeting held on 07/08/2021. At response opening on 08/10/2021, JEA received five (5) Responses. Instead of evaluating price, this Solicitation evaluated the amount of returned savings for each scope of work for a fixed budget amount. In addition to the returned savings, the supplier Responses were also evaluated on past performance, professional staff experience, ability to design an approach and workplan, program delivery and the synergy of multiple scopes and vendor presentations. Clearesult was disqualified from Scope 3 of Award for its failure to provide qualifying references, and therefore was not shortlisted for scopes 1 and 2. Franklin, ICF, Honeywell, and Nexant were short-listed and invited to present their solutions to the evaluation team for additional points. Upon completion of the vendor presentations, Franklin Energy Demand was determined to be the highest evaluated and responsible Respondent for Scope 1 and 3, and ICF was determined to be the

highest evaluated and responsible Respondent for Scope 2. A copy of the Response Workbook showing the savings potential and detailed evaluation scoring are attached as backup.

This request is to award Franklin Demand Response for \$22,302,730.00, the actual budget amount, for the three (3) year term from 12/01/2021 to 10/31/2024 for services related to:

- Scope 1 - Residential Electric and Water Demand Side Management (DSM) Program, and Solar Battery Rebate Application Processing
- Scope 3 - Commercial Electric and Water Demand Side Management (DSM) Program

This includes all project design, management administrative fees and implementation customer incentive processing. Franklin is the incumbent supplier for Scope 3 and will be able to continue positive ongoing work in this area. Below is a table of the high level fee and customer incentive breakdown:

**Franklin Electric Residential and Field -Scope 1 & 3, (3 Year Budget \$4,697,730.00)**

Service Description	Year 1	Year 2	Year 3	Total
Project Design	\$81,764.00	\$0	\$0	\$81,764.00
Management Admin Fees	\$259,496.48	\$320,418.00	\$325,337.00	\$905,251.48
Implementation Customer Incentive	\$1,235,483.46	\$1,235,483.46	\$1,235,483.46	\$3,706,450.38
<b>Total</b>	<b>\$1,576,743.94</b>	<b>\$1,555,901.46</b>	<b>\$1,560,820.46</b>	<b>\$4,693,465.86</b>

**Franklin Water Residential and Field -Scope 1 & 3, (3 Year Budget \$16,800,000.00)**

Service Description	Year 1	Year 2	Year 3	Total
Project Design	\$260,520.00	\$0	\$0	\$260,520.00
Management Admin Fees	\$889,692.00	\$1,185,995.00	\$1,214,557.00	\$3,290,244.00
Implementation Customer Incentive	\$2,806,434.14	\$3,741,471.21	\$4,676,796.66	\$11,224,702.00
<b>Total</b>	<b>\$3,956,646.14</b>	<b>\$4,927,466.21</b>	<b>\$5,891,353.66</b>	<b>\$14,775,466.00</b>

**Franklin Solar Battery Rebate-Scope 1 & 3, (1 Year Budget \$805,000)**

Service Description	Year 1
Setup Flat Fee	\$28,000.00
Management Admin Fees	\$42,310.05
Processing Fee	\$11,250.00
Implementation Customer Incentive	\$723,439.95
<b>Total</b>	<b>\$805,000.00</b>

This request is also to award ICF Resources LLC for \$6,022,110.00, the actual budget amount, for the three (3) year term from 12/01/2021 to 10/31/2024 for services related to Scope 2 Commercial Electric and Water Demand Side Management (DSM) Program. This includes all project design, implementation, management administrative fees and customer incentive processing. The commercial component of Scope 2 will provide good synergy with the Non-Road Electrification contract ICF is already performing with JEA. Below is a table of the high level fee and customer incentive breakdown:

**ICF Electric Commercial Scope 2, (3 Year Budget \$4,282,110.00)**

Service Description	Year 1	Year 2	Year 3	Total
Project Design	\$134,243.00	\$0	\$0	\$134,243.00
Management Admin Fees	\$371,100.60	\$430,801.80	\$449,341.68	\$1,251,243.48
Implementation Customer Incentive	\$921,187.60	\$992,215.08	\$977,846.76	\$2,891,249.44
<b>Total</b>	<b>\$1,426,531.20</b>	<b>\$1,423,016.88</b>	<b>\$1,427,188.44</b>	<b>\$4,276,735.92</b>





**Scope 1 and 2 Summary**

		R1				R2		
		Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Incentive Criteria (6 Points)	Vendor Presentation
Lawrence		33.63	9.50	5.00	26.00	17.00	5.00	0.00
Pippin		33.63	6.50	4.25	25.00	17.00	6.00	0.00
Pokorny		33.63	4.00	3.75	18.00	13.00	2.00	0.00
Reynolds		33.63	6.50	4.13	22.50	16.50	5.00	0.00
Average Scores		33.63	6.63	4.28	22.88	15.88	4.50	0.00
<b>Total Average Score</b>		<b>87.78</b>						

		R1				R2		
		Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Incentive Criteria (6 Points)	Vendor Presentation
Lawrence		29.66	10.00	5.00	27.00	18.00	5.00	30.00
Pippin		29.66	9.25	4.33	27.00	18.00	4.00	30.00
Pokorny		29.66	9.25	4.50	23.00	15.00	3.00	25.00
Reynolds		29.66	7.50	4.33	28.50	18.00	3.73	22.00
Average Scores		29.66	9.00	4.54	26.38	17.25	3.93	26.75
<b>Total Average Score</b>		<b>117.51</b>						

		R1				R2		
		Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Incentive Criteria (6 Points)	Vendor Presentation
Lawrence		27.78	9.00	5.00	27.50	17.00	5.00	29.00
Pippin		27.78	8.50	4.60	29.00	18.00	6.00	32.00
Pokorny		27.78	8.63	4.10	22.00	15.00	2.00	24.00
Reynolds		27.78	6.75	4.80	25.50	18.50	3.66	28.00
Average Scores		27.78	8.22	4.63	26.00	17.13	4.17	28.25
<b>Total Average Score</b>		<b>116.16</b>						

		R1				R2		
		Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Incentive Criteria (6 Points)	Vendor Presentation
Lawrence		30.36	10.00	5.00	28.00	17.00	5.50	29.00
Pippin		30.36	8.25	4.20	26.00	17.00	4.00	25.00
Pokorny		30.36	7.75	4.10	26.00	16.00	2.00	21.00
Reynolds		30.36	7.00	3.60	15.50	11.50	1.00	18.00
Average Scores		30.36	8.25	4.23	23.88	15.38	3.13	23.25
<b>Total Average Score</b>		<b>108.46</b>						

**Scope 1 and 3 Summary**

		R1				R2		
		Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Incentive Criteria (6 Points)	Vendor Presentation
Lawrence		32.65	5.00	3.75	26.00	18.00	5.00	0.00
Pippin		32.65	5.00	4.25	0.00	0.00	0.00	0.00
Pokorny		0.00	0.00	0.00	0.00	0.00	0.00	0.00
Reynolds		32.65	3.50	3.75	17.50	12.50	2.60	0.00
Average Scores		24.49	3.38	2.94	10.88	7.63	1.90	0.00
<b>Total Average Score</b>		<b>51.20</b>						

		R1				R2		
		Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Incentive Criteria (6 Points)	Vendor Presentation
Lawrence		29.86	10.00	5.00	29.00	20.00	5.00	31.00
Pippin		29.86	9.00	4.44	27.00	18.00	5.00	32.00
Pokorny		29.86	9.00	4.50	24.00	15.00	2.00	25.00
Reynolds		29.86	7.25	4.44	29.50	19.00	3.04	27.00
Average Scores		29.86	8.81	4.60	27.38	18.00	3.76	28.75
<b>Total Average Score</b>		<b>121.16</b>						

		R1				R2		
		Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Incentive Criteria (6 Points)	Vendor Presentation
Lawrence		30.48	9.50	5.00	25.00	17.00	5.00	29.00
Pippin		30.48	8.50	4.30	29.00	18.00	6.00	25.00
Pokorny		30.48	9.63	4.20	19.00	15.00	4.00	22.00
Reynolds		30.48	6.50	4.80	23.00	19.00	5.00	28.00
Average Scores		30.48	8.53	4.58	24.00	17.25	5.00	26.00
<b>Total Average Score</b>		<b>115.84</b>						

		R1				R2		
		Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Incentive Criteria (6 Points)	Vendor Presentation
Lawrence		30.21	9.25	5.00	29.00	17.00	5.50	28.00
Pippin		30.21	8.25	4.17	26.00	17.00	3.00	25.00
Pokorny		30.21	8.50	4.06	26.00	16.00	2.00	21.00
Reynolds		30.21	7.00	3.44	17.00	13.50	1.00	20.00
Average Scores		30.21	8.25	4.17	24.50	15.88	2.88	23.50
<b>Total Average Score</b>		<b>109.38</b>						

**Scope 1 Summary**

Cleareresults		R1				R2	
	Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Vendor Presentation	
Lawrence	31.81	10.00	5.00	26.00	17.00	0.00	
Pippin	31.81	10.00	4.25	25.00	17.00	0.00	
Pokorny	31.81	5.00	3.75	18.00	13.00	0.00	
Reynolds	31.81	7.00	3.75	22.00	15.00	0.00	
Average Scores	31.81	8.00	4.19	22.75	15.50	0.00	
<b>Total Average Score</b>	<b>82.25</b>						

Franklin		R1				R2	
	Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Vendor Presentation	
Lawrence	29.52	10.00	5.00	28.00	18.00	30.00	
Pippin	29.52	9.00	4.40	24.00	17.00	30.00	
Pokorny	29.52	10.00	4.50	24.00	15.00	26.00	
Reynolds	29.52	7.50	4.50	29.00	18.00	24.00	
Average Scores	29.52	9.13	4.60	26.25	17.00	27.50	
<b>Total Average Score</b>	<b>114.00</b>						

ICF		R1				R2	
	Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Vendor Presentation	
Lawrence	28.14	9.00	5.00	26.00	17.00	29.00	
Pippin	28.14	8.00	4.33	29.00	20.00	32.00	
Pokorny	28.14	9.25	4.17	24.00	17.00	23.00	
Reynolds	28.14	6.00	5.00	22.00	18.00	25.00	
Average Scores	28.14	8.06	4.63	25.25	18.00	27.25	
<b>Total Average Score</b>	<b>111.32</b>						

Honeywell		R1				R2	
	Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Vendor Presentation	
Lawrence	30.66	9.00	5.00	26.00	17.00	28.00	
Pippin	30.66	8.00	4.20	26.00	16.00	25.00	
Pokorny	30.66	7.00	4.10	28.00	16.00	21.00	
Reynolds	30.66	7.00	3.60	22.00	17.00	20.00	
Average Scores	30.66	7.75	4.23	25.50	16.50	23.50	
<b>Total Average Score</b>	<b>108.14</b>						

Scope 2 and 3 Summary

		R1				R2	
	Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Incentive Criteria (6 Points)	Vendor Presentation
Lawrence	33.67	4.50	3.75	27.00	19.00	5.00	0.00
Pippin	33.67	1.50	4.25	0.00	0.00	0.00	0.00
Pokorny	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Reynolds	33.67	3.00	4.13	18.00	14.00	4.72	0.00
Average Scores	25.25	2.25	3.03	11.25	8.25	2.43	0.00
<b>Total Average Score</b>	<b>52.46</b>						

		R1				R2	
	Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Incentive Criteria (6 Points)	Vendor Presentation
Lawrence	23.51	10.00	5.00	27.00	18.00	5.00	31.00
Pippin	23.51	9.25	4.50	27.00	18.00	4.00	32.00
Pokorny	23.51	8.25	4.50	23.00	15.00	3.00	25.00
Reynolds	23.51	7.25	4.38	29.00	19.00	4.70	25.00
Average Scores	23.51	8.69	4.59	26.50	17.50	4.18	28.25
<b>Total Average Score</b>	<b>113.22</b>						

		R1				R2	
	Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Incentive Criteria (6 Points)	Vendor Presentation
Lawrence	30.72	9.50	5.00	25.00	17.00	5.00	29.00
Pippin	30.72	9.00	4.63	29.00	18.00	6.00	25.00
Pokorny	30.72	9.00	4.13	20.00	15.00	2.00	21.00
Reynolds	30.72	7.25	4.50	26.50	19.50	5.00	30.00
Average Scores	30.72	8.69	4.56	25.13	17.38	4.50	26.25
<b>Total Average Score</b>	<b>117.22</b>						

		R1				R2	
	Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Incentive Criteria (6 Points)	Vendor Presentation
Lawrence	25.45	9.50	5.00	28.00	18.00	5.50	29.00
Pippin	25.45	8.50	4.17	26.00	17.00	3.00	25.00
Pokorny	25.45	9.25	4.06	22.00	15.00	2.00	23.00
Reynolds	25.45	7.00	3.44	10.50	8.00	1.00	18.00
Average Scores	25.45	8.56	4.17	21.63	14.50	2.88	23.75
<b>Total Average Score</b>	<b>100.93</b>						



**Scope 2 Summary**

Cleareresults		R1				R2	
		Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Vendor Presentation
Lawrence	32.50	9.00	5.00	26.00	16.00	0.00	
Pippin	32.50	3.00	4.25	25.00	17.00	0.00	
Pokorny	32.50	3.00	3.75	18.00	13.00	0.00	
Reynolds	32.50	6.00	4.50	23.00	18.00	0.00	
Average Scores	32.50	5.25	4.38	23.00	16.00	0.00	
<b>Total Average Score</b>	<b>81.13</b>						

Franklin		R1				R2	
		Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Vendor Presentation
Lawrence	25.41	10.00	5.00	27.00	18.00	30.00	
Pippin	25.41	9.50	4.50	26.00	17.00	30.00	
Pokorny	25.41	8.50	4.50	23.00	14.00	25.00	
Reynolds	25.41	7.50	4.38	28.00	18.00	20.00	
Average Scores	25.41	8.88	4.59	26.00	16.75	26.25	
<b>Total Average Score</b>	<b>107.88</b>						

ICF		R1				R2	
		Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Vendor Presentation
Lawrence	26.45	9.00	5.00	26.50	19.00	29.00	
Pippin	26.45	9.00	5.00	29.00	19.00	32.00	
Pokorny	26.45	8.00	4.00	22.00	15.00	22.00	
Reynolds	26.45	7.50	4.50	29.00	19.00	30.00	
Average Scores	26.45	8.38	4.63	26.63	18.00	28.25	
<b>Total Average Score</b>	<b>112.32</b>						

Honeywell		R1				R2	
		Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Vendor Presentation
Lawrence	25.30	9.50	5.00	26.00	15.00	30.00	
Pippin	25.30	8.50	4.20	26.00	17.00	25.00	
Pokorny	25.30	8.50	4.10	22.00	14.00	23.00	
Reynolds	25.30	7.00	3.60	9.00	6.00	15.00	
Average Scores	25.30	8.38	4.23	20.75	13.00	23.25	
<b>Total Average Score</b>	<b>94.90</b>						

Nexant		R1				R2	
		Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Vendor Presentation
Lawrence	30.01	9.50	5.00	29.00	17.00	31.00	
Pippin	30.01	10.00	5.00	29.00	14.00	20.00	
Pokorny	30.01	10.00	4.00	18.00	12.00	27.00	
Reynolds	30.01	7.50	5.00	27.00	18.00	24.00	
Average Scores	30.01	9.25	4.75	25.75	15.25	25.50	
<b>Total Average Score</b>	<b>110.51</b>						

**Scope 3 Summary**

Cleareresults		R1				R2	
		Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Vendor Presentation
Lawrence	30.14	0.00	2.50	26.00	16.00	0.00	
Pippin	30.14	0.00	4.25	0.00	0.00	0.00	
Pokorny	30.14	0.00	0.00	0.00	0.00	0.00	
Reynolds	30.14	0.00	3.75	13.00	10.00	0.00	
Average Scores	30.14	0.00	2.63	9.75	6.50	0.00	
<b>Total Average Score</b>	<b>49.02</b>						

Franklin		R1				R2	
		Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Vendor Presentation
Lawrence	21.86	10.00	5.00	29.00	20.00	32.00	
Pippin	21.86	9.00	4.50	28.00	17.00	34.00	
Pokorny	21.86	8.00	4.50	24.00	15.00	25.00	
Reynolds	21.86	7.00	4.38	30.00	20.00	30.00	
Average Scores	21.86	8.50	4.59	27.75	18.00	30.25	
<b>Total Average Score</b>	<b>110.96</b>						

ICF		R1				R2	
		Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Vendor Presentation
Lawrence	30.56	10.00	5.00	25.00	17.00	28.00	
Pippin	30.56	9.00	4.25	29.00	19.00	25.00	
Pokorny	30.56	10.00	4.25	19.00	15.00	20.00	
Reynolds	30.56	7.00	4.50	24.00	20.00	30.00	
Average Scores	30.56	9.00	4.50	24.25	17.75	25.75	
<b>Total Average Score</b>	<b>111.81</b>						

Honeywell		R1				R2	
		Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Vendor Presentation
Lawrence	25.05	9.50	5.00	26.00	17.00	28.00	
Pippin	25.05	8.50	4.13	29.00	15.00	25.00	
Pokorny	25.05	10.00	4.00	24.00	16.00	23.00	
Reynolds	25.05	7.00	3.25	12.00	10.00	20.00	
Average Scores	25.05	8.75	4.09	22.75	14.50	24.00	
<b>Total Average Score</b>	<b>99.14</b>						

**Scopes 1,2 and 3 Summary**

		R1				R2		
	Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Incentive Criteria (6 Points)	Vendor Presentation	
Lawrence	33.25	6.33	4.17	27.00	18.00	5.00	0.00	
Pippin	33.25	4.33	4.25	0.00	0.00	0.00	0.00	
Pokorny	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Reynolds	33.25	4.33	4.00	19.33	14.33	2.85	0.00	
Average Scores	24.94	3.75	3.10	11.58	8.08	1.96	0.00	
<b>Total Average Score</b>	<b>53.42</b>							

		R1				R2		
	Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Incentive Criteria (6 Points)	Vendor Presentation	
Lawrence	28.24	10.00	5.00	29.00	18.00	6.00	31.00	
Pippin	28.24	9.17	4.46	27.00	18.00	4.00	24.00	
Pokorny	28.24	8.83	4.50	24.00	14.00	3.00	25.00	
Reynolds	28.24	7.33	4.42	29.00	18.67	4.08	25.00	
Average Scores	28.24	8.83	4.60	27.25	17.17	4.27	26.25	
<b>Total Average Score</b>	<b>116.61</b>							

		R1				R2		
	Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Incentive Criteria (6 Points)	Vendor Presentation	
Lawrence	29.25	9.33	5.00	26.00	18.00	5.00	30.00	
Pippin	29.25	8.67	4.50	29.00	18.00	6.00	24.00	
Pokorny	29.25	9.08	4.14	19.00	15.00	4.00	23.00	
Reynolds	29.25	6.83	4.71	25.00	19.00	5.00	28.00	
Average Scores	29.25	8.48	4.59	24.75	17.50	5.00	26.25	
<b>Total Average Score</b>	<b>115.82</b>							

		R1				R2		
	Quotation of Energy and Water Savings (35 pts.)	Past Performance/Company Experience (10 points)	Professional Experience (5 pts)	Ability to Design an Approach and Work Plan (30 Pts)	Program Delivery (20 pts.)	Incentive Criteria (6 Points)	Vendor Presentation	
Lawrence	30.17	10.00	5.00	29.00	18.00	6.00	28.00	
Pippin	30.17	8.33	4.18	26.00	17.00	5.00	22.00	
Pokorny	30.17	8.50	4.07	24.00	15.00	3.00	23.00	
Reynolds	30.17	7.00	3.50	14.33	11.00	1.00	18.00	
Average Scores	30.17	8.46	4.19	23.33	15.25	3.75	22.75	
<b>Total Average Score</b>	<b>107.90</b>							

Section 1: The following tables shall capture all fees to deliver Program as specified in this Solicitation. No additional fees shall apply.

Electrical Costs - Annual Costs must equal total budget of \$1,427,370.00										
Year	Description	Milestone	Definition	Expected Completion Year	Expected Completion Month	Reoccurrence (i.e., Monthly/quarterly payments)	Design/Program Mgmt.	\$ Total Incentive Processing fee	\$ Total Incentives	Total
1	Project Design	Contract Execution	Cost to mobilize the program upon contract execution.	2021	10					\$60,011
1	Project Design	Measure 1 Design submitted & approved	This should include everything to design, set up and launch the measure. If incremental payments are required indicate by # of reoccurrence)	2021	11	2	\$12,372			\$ 24,744.00
1	Project Design	Measure 2 Design submitted & approved	This should include everything to design, set up and launch the measure.	2021	11	2	\$12,372			\$ 24,744.00
1	Project Design	Measure 3 Design submitted & approved	This should include everything to design, set up and launch the measure.	2021	11	2	\$12,372			\$ 24,744.00
1	Management	Program Mgmt fee	Monthly, Bi-monthly, annual management fee for all of the measures	2022	9	10	\$37,110			\$ 371,100.60
1	Implementation	Measure 1 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment will only be made for incentives actually processed.	2022	9	10		\$952.67	\$58,686	\$ 596,391.10
1	Implementation	Measure 2 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment will only be made for incentives actually processed.	2022	9	10		\$24.43	\$1,670	\$ 16,940.30
1	Implementation	Measure 3 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment will only be made for incentives actually processed.	2022	9	10		\$732.82	\$30,053	\$ 307,856.20
									Year 1 TOTAL	\$ 1,426,531.20
2	Management	Program Mgmt fee	Monthly, Bi-monthly, annual management fee for all of the measures	2023	9	12	\$ 35,900.15			\$ 430,801.80
2	Implementation	Measure 1 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment will only be made for incentives actually processed.	2023	9	12		\$ 840.78	\$52,692.67	\$ 642,401.40
2	Implementation	Measure 2 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment will only be made for incentives actually processed.	2023	9	12		\$ 648.60	\$1,499.08	\$ 25,772.16
2	Implementation	Measure 3 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment will only be made for incentives actually processed.	2023	9	12		\$ 20.02	\$26,983.44	\$ 324,041.52
									Year 2 TOTAL	\$ 1,423,016.88
3	Management	Program Mgmt fee	Monthly, Bi-monthly, annual management fee for all of the measures	2024	9	12	\$ 37,445.14			\$ 449,341.68
3	Implementation	Measure 1 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment will only be made for incentives actually processed.	2024	9	12		\$ 870.60	\$51,882.36	\$ 633,035.52
3	Implementation	Measure 2 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment will only be made for incentives actually processed.	2024	9	12		\$ 668.72	\$1,476.03	\$ 25,737.00
3	Implementation	Measure 3 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment will only be made for incentives actually processed.	2024	9	12		\$ 21.03	\$26,568.49	\$ 319,074.24
									Year 3 TOTAL	\$ 1,427,188.44

Water Costs - Annual Costs must equal total budget of \$580,000.00										
Year	Description	Milestone	Definition	Expected Completion Year	Expected Completion Month	Reoccurrence (i.e., Monthly/quarterly payments)	Design/Program Mgmt.	\$ Total Incentive Processing fee	\$ Total Incentives	Total
1	Project Design	Contract Execution	Cost to mobilize the program upon contract execution.	2021	10					\$43,790
1	Project Design	Measure 1 Design submitted & approved	This should include everything to design, set up and launch the measure. If incremental payments are required indicate by # of reoccurrence)	2021	11	2	\$ 8,762.75			\$ 17,525.50
1	Project Design	Measure 2 Design submitted & approved	This should include everything to design, set up and launch the measure.	2021	11	2	\$ 8,762.75			\$ 17,525.50
1	Project Design	Measure 3 Design submitted & approved	This should include everything to design, set up and launch the measure.	2021	11	2	\$ 8,762.75			\$ 17,525.50
1	Management	Program Mgmt fee	Monthly, Bi-monthly, annual management fee for all of the measures	2022	9	10	\$ 16,620.66			\$ 166,206.60
1	Implementation	Measure 1 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment will only be made for incentives actually processed.	2022	9	10		\$ 713.15	\$ 5,400.00	\$ 61,131.50
1	Implementation	Measure 2 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment will only be made for incentives actually processed.	2022	9	10		\$ 95.09	\$ 16,150.00	\$ 162,450.90
1	Implementation	Measure 3 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment will only be made for incentives actually processed.	2022	9	10		\$ 356.57	\$ 9,000.00	\$ 93,565.70
									Year 1 TOTAL	\$ 579,721.20
2	Management	Program Mgmt fee	Monthly, Bi-monthly, annual management fee for all of the measures	2023	9	12	\$ 16,340.36			\$ 196,084.32
2	Implementation	Measure 1 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment will only be made for incentives actually processed.	2023	9	12		\$ 662.98	\$ 5,500.00	\$ 73,955.76

2	Implementation	Measure 2 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment will only be made for incentives actually processed.	2023	9	12		\$ 89.05	\$ 16,291.67	\$ 196,568.64
2	Implementation	Measure 3 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment will only be made for incentives actually processed.	2023	9	12		\$ 330.72	\$ 9,100.00	\$ 113,168.64
									Year 2 TOTAL	\$ 579,777.36
3	Management	Program Mgmt fee	Monthly, Bi-monthly, annual management fee for all of the measures	2024	9	12		\$ 16,382.71		\$ 196,592.52
3	Implementation	Measure 1 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment will only be made for incentives actually processed.	2024	9	12		\$ 682.74	\$ 5,425.00	\$ 73,292.88
3	Implementation	Measure 2 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment will only be made for incentives actually processed.	2024	9	12		\$ 91.45	\$ 16,291.67	\$ 196,597.44
3	Implementation	Measure 3 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment will only be made for incentives actually processed.	2024	9	12		\$ 344.37	\$ 9,000.00	\$ 112,132.44
									Year 3 TOTAL	\$ 578,615.28

JEA Savings Potential		
Proposed MGD / MWh		
Year	MGD	MWh
1	0.128100	8515
2	0.283534	9174
3	0.437930	9033
4	0.587470	8894
5	0.733190	8751
<b>TOTAL SAVINGS POTENTIAL* (Basis of Award)</b>	<b>2.1702248</b>	<b>44367.028</b>

\* See minimum savings amounts provided in Appendix A - Technical Specifications



Electrical Costs - Annual Costs must equal total budget of \$1,565,910.00												
Year	Description	Milestone	Definition	Expected Completion Year	Expected Completion Month	Reoccurrence (i.e., Monthly/quarterly payments)	Design/Program Mgmt.	\$ Total Incentive Processing fee	\$ Total Incentives	Total	Comments	
1	Project Design	Contract Execution	Cost to mobilize the program upon contract execution.	2021	October					\$ 20,441.00		
1	Project Design	Scope 1/Measure 1 Design submitted & approved	This should include everything to design, set up and launch the measure. If incremental payments are required indicate	2022	January	4	\$ 5,110.25			\$ 20,441.00		
1	Project Design	Scope 1/Measure 2 Design submitted & approved	This should include everything to design, set up and launch the measure. If incremental payments are required indicate	2022	January	4	\$ 5,110.25			\$ 20,441.00		
1	Project Design	Scope 1/Measure 3 Design submitted & approved	This should include everything to design, set up and launch the measure. If incremental payments are required indicate	2022	January	4	\$ 5,110.25			\$ 20,441.00		
1	Project Design	Scope 3/Measure 1 Design submitted & approved	This should include everything to design, set up and launch the measure. If incremental payments are required indicate	2022	January	4	\$ -			\$ -	This is an existing program administered by Franklin and will not have any start-up expenses	
1	Project Design	Scope 3/Measure 2 Design submitted & approved	This should include everything to design, set up and launch the measure. If incremental payments are required indicate	2022	January	4	\$ -			\$ -		
1	Management	Program Mgmt fee	Monthly, Bi-monthly, annual management fee for all of the measures	2022	September	8	\$ 20,278.00			\$ 162,224.00		
1	Management	Program Mgmt fee - NEE Program (Scope 3) is a continuation and will not require a startup period	Monthly, Bi-monthly, annual management fee for all of the measures	2022	September	12	\$ 8,106.04			\$ 97,272.48	Program Mgmt fee - NEE Program (Scope 3) is a continuation and will not require a startup period, therefore we will have 12 months of the administration fee in 2022	
1	Implementation	Scope 1/Measure 1 Incentive Processing - Home Energy DSM	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2022	September	1136		\$ 15.00	\$ 336.45	\$ 399,247.20		
1	Implementation	Scope 1/Measure 2 Incentive Processing - Solar Hot Water	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2022	September	10		\$ 20.00	\$ 400.00	\$ 4,200.00		
1	Implementation	Scope 1/Measure 3 Incentive Processing - Energy Efficient Products	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2022	September	137182		\$ -	\$ 1.93	\$ 264,761.26		
1	Implementation	Scope 3/Measure 1 Incentive Processing - NEE	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2022	September	1250		\$ -	\$ 453.82	\$ 567,275.00		
1	Implementation	Scope 3/Measure 2 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2022	N/A			\$ -	\$ -	\$ -		
										Year 1 TOTAL	\$ 1,576,743.94	
2	Management	Program Mgmt fee	Monthly, Bi-monthly, annual management fee for all of the measures	2023	September	12	\$ 26,701.50			\$ 320,418.00		
2	Implementation	Scope 1/Measure 1 Incentive Processing - Home Energy DSM	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2023	September	1136		\$ 15.00	\$ 336.45	\$ 399,247.20		
2	Implementation	Scope 1/Measure 2 Incentive Processing - Solar Hot Water	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2023	September	10		\$ 20.00	\$ 400.00	\$ 4,200.00		
2	Implementation	Scope 1/Measure 3 Incentive Processing - Energy Efficient Products	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2023	September	137182		\$ -	\$ 1.93	\$ 264,761.26		
2	Implementation	Scope 3/Measure 1 Incentive Processing - NEE	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2023	September	1250		\$ -	\$ 453.82	\$ 567,275.00		
2	Implementation	Scope 3/Measure 2 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2023	N/A			\$ -	\$ -	\$ -		
										Year 2 TOTAL	\$ 1,555,901.46	
3	Management	Program Mgmt fee	Monthly, Bi-monthly, annual management fee for all of the measures	2024	September	12	\$ 27,111.42			\$ 325,337.00		
3	Implementation	Scope 1/Measure 1 Incentive Processing - Home Energy DSM	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2024	September	1136		\$ 15.00	\$ 336.45	\$ 399,247.20		
3	Implementation	Scope 1/Measure 2 Incentive Processing - Solar Hot Water	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2024	September	10		\$ 20.00	\$ 400.00	\$ 4,200.00		
3	Implementation	Scope 1/Measure 3 Incentive Processing - Energy Efficient Products	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2024	September	137182		\$ -	\$ 1.93	\$ 264,761.26		
3	Implementation	Scope 3/Measure 1 Incentive Processing - NEE	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2024	September	1250		\$ -	\$ 453.82	\$ 567,275.00		
3	Implementation	Scope 3/Measure 2 Incentive Processing	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2024	N/A			\$ -	\$ -	\$ -		
										Year 3 TOTAL	\$ 1,560,820.46	

Water Costs - Annual Costs must equal total budget of \$5,600,000.00											
Year	Description	Milestone	Definition	Expected Completion Year	Expected Completion Month	Reoccurrence (i.e., Monthly/quarterly payments)	Design/Program Mgmt.	\$ Total Incentive Processing fee	\$ Total Incentives	Total	Comments
1	Project Design	Contract Execution	Cost to mobilize the program upon contract execution.	2021	October					\$ 65,130.00	
1	Project Design	Scope 1/Measure 1 Design submitted & approved	This should include everything to design, set up and launch the measure. If incremental payments are required indicate	2022	January	4	\$ 5,812.56			\$ 23,250.25	
1	Project Design	Scope 1/Measure 2 Design submitted & approved	This should include everything to design, set up and launch the measure. If incremental payments are required indicate	2022	January	4	\$ 5,812.56			\$ 23,250.25	
1	Project Design	Scope 1/Measure 3 Design submitted & approved	This should include everything to design, set up and launch the measure. If incremental payments are required indicate	2022	January	4	\$ 5,812.56			\$ 23,250.25	
1	Project Design	Scope 3/Measure 1 Design submitted & approved	This should include everything to design, set up and launch the measure. If incremental payments are required indicate	2022	January	4	\$ 10,469.94			\$ 41,879.75	
1	Project Design	Scope 3/Measure 2 Design submitted & approved	This should include everything to design, set up and launch the measure. If incremental payments are required indicate	2022	January	4	\$ 10,469.94			\$ 41,879.75	
1	Project Design	Scope 3/Measure 3 Design submitted & approved	This should include everything to design, set up and launch the measure. If incremental payments are required indicate	2022	January	4	\$ 10,469.94			\$ 41,879.75	
1	Management	Program Mgmt fee	Monthly, Bi-monthly, annual management fee for all of the measures	2022	September	8	\$ 111,211.50			\$ 889,692.00	
1	Implementation	Scope 1/Measure 1 Incentive Processing - High Efficiency Clothes Washer	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2022	September	11204		\$ 12.00	\$ 75.00	\$ 974,748.00	
1	Implementation	Scope 1/Measure 2 Incentive Processing - High Efficiency Dish Washer	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2022	September	6180		\$ 12.00	\$ 50.00	\$ 383,160.00	
1	Implementation	Scope 1/Measure 3 Incentive Processing - Smart Irrigation Controller	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2022	September	1391		\$ 15.00	\$ 250.00	\$ 368,615.00	
1	Implementation	Scope 1/Measure 4 Incentive Processing - Rotating Nozzles	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2022	September	309		\$ 15.00	\$ 50.00	\$ 20,085.00	
1	Implementation	Scope 3/Measure 1 Incentive Processing - Single Family Toilet	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2022	September	470		\$ -	\$ 384.72	\$ 180,818.40	
1	Implementation	Scope 3/Measure 2 Incentive Processing - Multi-Family Toilet	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2022	September	1122		\$ -	\$ 311.17	\$ 349,132.74	
1	Implementation	Scope 3/Measure 3 Incentive Processing - Landscape Transformation	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2022	September	375		\$ 35.00	\$ 1,000.00	\$ 388,125.00	



1	Implementation	Scope 3/Measure 4 Incentive Processing - Single Family EPA Water	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2022	September	810		\$ 15.00	\$ 100.00	\$ 93,150.00	
1	Implementation	Scope 3/Measure 5 Incentive Processing - Multi-Family EPA Water	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2022	September	540		\$ 15.00	\$ 75.00	\$ 48,600.00	
										Year 1 TOTAL	\$ 3,956,646.14
2	Management	Program Mgmt fee	Monthly, Bi-monthly, annual management fee for all of the measures	2023	September	12	\$ 98,832.92			\$ 1,185,995.00	
2	Implementation	Scope 1/Measure 1 Incentive Processing - High Efficiency Clothes Washer	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2023	September	14935		\$ 12.00	\$ 75.00	\$ 1,299,345.00	
2	Implementation	Scope 1/Measure 2 Incentive Processing - High Efficiency Dish Washer	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2023	September	8240		\$ 12.00	\$ 50.00	\$ 510,880.00	
2	Implementation	Scope 1/Measure 3 Incentive Processing - Smart Irrigation Controller	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2023	September	1854		\$ 15.00	\$ 250.00	\$ 491,310.00	
2	Implementation	Scope 1/Measure 4 Incentive Processing - Rotating Nozzles	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2023	September	412		\$ 15.00	\$ 50.00	\$ 26,780.00	
2	Implementation	Scope 3/Measure 1 Incentive Processing - Single Family Toilet	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2023	September	626		\$ -	\$ 384.72	\$ 240,834.72	
2	Implementation	Scope 3/Measure 2 Incentive Processing - Multi-Family Toilet	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2023	September	1497		\$ -	\$ 311.17	\$ 465,821.49	
2	Implementation	Scope 3/Measure 3 Incentive Processing - Landscape Transformation	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2023	September	500		\$ 35.00	\$ 1,000.00	\$ 517,500.00	
2	Implementation	Scope 3/Measure 4 Incentive Processing - Single Family EPA Water	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2023	September	1080		\$ 15.00	\$ 100.00	\$ 124,200.00	
2	Implementation	Scope 3/Measure 5 Incentive Processing - Multi-Family EPA Water	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2023	September	720		\$ 15.00	\$ 75.00	\$ 64,800.00	
										Year 2 TOTAL	\$ 4,927,466.21
3	Management	Program Mgmt fee	Monthly, Bi-monthly, annual management fee for all of the measures	2024	September	12	\$ 101,213.08			\$ 1,214,557.00	
3	Implementation	Scope 1/Measure 1 Incentive Processing - High Efficiency Clothes Washer	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2024	September	18669		\$ 12.00	\$ 75.00	\$ 1,624,203.00	
3	Implementation	Scope 1/Measure 2 Incentive Processing - High Efficiency Dish Washer	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2024	September	10300		\$ 12.00	\$ 50.00	\$ 638,600.00	
3	Implementation	Scope 1/Measure 3 Incentive Processing - Smart Irrigation Controller	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2024	September	2318		\$ 15.00	\$ 250.00	\$ 614,270.00	
3	Implementation	Scope 1/Measure 4 Incentive Processing - Rotating Nozzles	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2024	September	515		\$ 15.00	\$ 50.00	\$ 33,475.00	
3	Implementation	Scope 3/Measure 1 Incentive Processing - Single Family Toilet	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2024	September	783		\$ -	\$ 384.72	\$ 301,235.76	
3	Implementation	Scope 3/Measure 2 Incentive Processing - Multi-Family Toilet	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2024	September	1870		\$ -	\$ 311.17	\$ 581,887.90	
3	Implementation	Scope 3/Measure 3 Incentive Processing - Landscape Transformation	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2024	September	625		\$ 35.00	\$ 1,000.00	\$ 646,875.00	
3	Implementation	Scope 3/Measure 4 Incentive Processing - Single Family EPA Water	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2024	September	1350		\$ 15.00	\$ 100.00	\$ 155,250.00	
3	Implementation	Scope 3/Measure 5 Incentive Processing - Multi-Family EPA Water	Total cost expected to process the proposed number of incentives over the time period after launch. Note, payment	2024	September	900		\$ 15.00	\$ 75.00	\$ 81,000.00	
										Year 3 TOTAL	\$ 5,891,353.66

JEA Savings Potential			
Proposed MGD / MWh			
Year	MGD	MWh	Column1
1	0.521	12953	
2	1.205	15069	
3	2.05	17185	
4	2.83	16338	
5	3.416	13799	
<b>TOTAL SAVINGS POTENTIAL* (Basis of Award)</b>	<b>3.416</b>	<b>75344</b>	Changed formula in cell B87 to reflect cumulative savings

\* See minimum savings amounts provided in Appendix A - Technical Specifications

Our models default to the savings values provided in "Addendum 1 Appendix A-Consolidated Measures List" and IWRP's DSM strategy.

Solar Battery Incentive Application Processing					
Item Number	Item Description	Unit of Measure	Qty	Unit Price	Extended Price
1	<b>Setup Fee</b> One time fee for the setup of process management fee	Flat Fee	1	\$28,000.00	\$ 28,000.00
2	<b>Management Fee</b> Monthly fee to cover all administrative costs to process applications	Fee per Month	12	\$3,525.84	\$ 42,310.05
3	<b>Processing Fee</b> Processing fee per customer rebate paid	Fee per customer	450	\$25.00	\$ 11,250.00
<b>TOTAL BID PRICE</b>					<b>\$ 81,560.05</b>



## Formal Bid and Award System

Award #7 October 21, 2021

**Type of Award Request:** CONTRACT INCREASE  
**Requestor Name:** Smith, Anthony  
**Requestor Phone:** 904-600-7582  
**Project Title:** Fire Resistant Clothing  
**Project Number:** Various (see table below)  
**Project Location:** JEA  
**Funds:** O&M (see table below)  
**Budget Estimate:** \$194,000.00

### Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor that can provide Hazard Risk Category (HRC) 2 Fire Resistant (FR) Clothing (the "Clothing") for JEA field employees, and provide the best value to JEA. "Best Value" means the highest overall value to JEA with regards to pricing, quality, design, and workmanship.

The clothing will have a minimum Arc Rating of 8 Cal/Cm<sup>2</sup>. All shirts should have a material weight of 9 oz. or less, and all pants should have a material weight of 14 oz. or less.

**JEA IFB/RFP/State/City/GSA#:** 081-19  
**Contract Required** CPA - 183640  
**Purchasing Agent:** Lovgren, Rodney  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
OPIN, LLC DBA AMERICAN FR AND SAFETY	Ashley Pope	ashley@americanfr.com	9 London Ct. Greer, SC 29650	1-800-213-1932 X700 (Ashley)	\$194,000.00

**Amount of Original Award:** \$295,431.00  
**Date of Original Award:** 10/01/2019  
**Contract Increase Amount:** \$194,000.00

### List of Previous Increases

CPA	Amount	Date
183640	\$4,569.00	11/15/2020
183640	\$33,500.00	12/03/2020

**New Not-To-Exceed Amount:** \$527,500.00  
**Length of Contract/PO Term:** Three (3) Years w/Two (2) - 1 Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 10/01/2019  
**End Date (mm/dd/yyyy):** 09/30/2022

**Renewal Options:** Yes – Two (2) – 1 Yr. Renewals  
**JSEB Requirement:** Optional

**Background/Recommendations:**

Informally bid and awarded October 1, 2019 in the amount of \$295,431.00 to American FR and Safety Inc. for a three year period ending 09/30/2022. A copy of the informal intent to award email is attached as backup.

An informal contract increase of \$4,569.00 was awarded on 11/15/2020 and additional contract increase was approved at the 12/3/2020 awards committee for a \$33,500.00 increase on 12/03/2020 with a not to exceed of \$333,500.00.

Historically JEA has made spot purchases by business unit for Fire Resistant clothing. As the business units (cost centers) increased adoption of the contract, the initial informal bid has continued to increase, moving this bid from informal to formal. Prior to the beginning of FY23 JEA will release a new solicitation for FR clothing, which may include online ordering as well as a local (retail distribution) voucher based process similar to the safety shoe program.

American FR provided fixed pricing for original bid items. Over the term of this agreement, various fire resistant clothing types, manufacturer’s SKU’s have become obsolete and new SKU’s have been added. American FR has provided pricing for new SKU’s. JEA has performed budgetary reviews of list pricing with other suppliers for similar purchases and JEA has deemed the pricing reasonable. Shirts (collared t-shirts to collared shirts) range from \$40-85 dollars and pants (jeans, khaki) range from \$60-110 based on style and manufacturer.

The following table provides the budgets for the remainder of FY22. JEA is adding funds through the term of the contract.

Business Unit	Cost Center	Expense Type	FY22 Amount
Substation Maintenance	30702	1206-Safety Supplies	\$12,000.00
WSC OH Maintenance	30704	1206-Safety Supplies	\$60,000.00
UG Network & Commercial Maintenance	30705	1206-Safety Supplies	\$36,000.00
SSC OH Maintenance	30712	1206-Safety Supplies	\$60,000.00
Energy Service Response	40307	1206-Safety Supplies	\$26,000.00

Request approval to award a contract increase to Opim LLC, DBA American FR and Safety for FY22 fire protective clothing in the amount of \$194,000.00, for a new not-to-exceed amount of \$527,500.00, subject to the availability of lawfully appropriated funds.

**Manager:** Smith, Anthony J. - Mgr Energy Distribution Service Operations  
**Sr. Manager:** Hiscox Jr., Walter G. - Sr Mgr Distribution Construction & Maintenance  
**VP:** Erixton, Ricky D. – VP Electric Systems

**APPROVALS:**



Stephen Doby 10/21/21

Chairman, Awards Committee

Date

John A. Mink 10/21/21

Budget Representative

Date





## Formal Bid and Award System

Award #4

December 3, 2020

**Type of Award Request:** CONTRACT INCREASE  
**Requestor Name:** Smith, Anthony  
**Requestor Phone:** 904-600-7582  
**Project Title:** Fire Resistant Clothing  
**Project Number:** Various (see table below)  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** N/A

### Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor that can provide Hazard Risk Category (HRC) 2 Fire Resistant (FR) Clothing (the "Clothing") for JEA field employees, and provide the best value to JEA. "Best Value" means the highest overall value to JEA with regards to pricing, quality, design, and workmanship.

The clothing will have a minimum Arc Rating of 8 Cal/Cm<sup>2</sup>. All shirts should have a material weight of 9 oz. or less, and all pants should have a material weight of 14 oz. or less.

**JEA IFB/RFP/State/City/GSA#:** 081-19  
**Contract Required** CPA - 183640  
**Purchasing Agent:** Lovgren, Rodney  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
OPIN, LLC DBA AMERICAN FR AND SAFETY	Ashley Pope	ashley@americanfr.com	9 London Ct. Greer, SC 29650	1-800-213-1932	\$33,500.00

**Amount of Original Award:** \$295,431.00  
**Date of Original Award:** 10/01/2019  
**Contract Increase Amount:** \$33,500.00

### List of Previous Increases

CPA	Amount	Date
183640	\$4,569.00	11/15/2020

**New Not-To-Exceed Amount:** \$333,500.00  
**Length of Contract/PO Term:** Three (3) Years w/Two (2) - 1 Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 10/01/2019  
**End Date (mm/dd/yyyy):** 09/30/2022

**Renewal Options:** Yes – Two (2) – 1 Yr. Renewals  
**JSEB Requirement:** Optional

**Background/Recommendations:**

Informally bid and awarded October 1, 2019 in the amount of \$295,431.00 to American FR and Safety Inc. A copy of the informal intent to award email is attached as backup.

The Bidder has fixed pricing for the three (3) year contract term. The following table provides the budgets for the remainder of FY21. JEA intends to rebid these services in April of 2021 for a new contract. In the event JEA does not rebid the services in 2021, JEA will request additional funds for FY22 via the contract renewal option.

Business Unit	Cost Center	FY 21 Amount
Electric Operations	40307	\$26,000.00
Substation O&M	30706	\$2,500.00
Substation O&M	30703	\$2,500.00
Substation O&M	30702	\$2,500.00

Pricing is Fixed through the contract term.

Request approval to award a contract increase to Opin LLC, DBA American FR and Safety for additional fire protective clothing in the amount of \$33,500.00, for a new not-to-exceed amount of \$333,500.00, subject to the availability of lawfully appropriated funds.

**Manager:** Smith, Anthony J. - Mgr Energy Distribution Service Operations  
**Sr. Manager:** Hiscox Jr., Walter G. - Sr Mgr Distribution Construction & Maintenance  
**Sr. Director:** Acs, Gabor - Sr Dir Engineering & Projects  
**VP:** Erixton, Ricky D. - Interim General Manager Electric Systems

**APPROVALS:**

 12/04/2020

**Chairman, Awards Committee** **Date**

 12/4/2020

**Budget Representative** **Date**

**From:** [Rix, Lynn W.](#)  
**To:** "[ashley@americanfr.com](#)"; "[tfarrell@bootbarn.com](#)"; "[justin.donaldson@ritzsafety.com](#)"  
**Cc:** [Pleasants, Lisa L. - Procurement Category Manager](#); [Smith, Anthony J. - Mgr Energy Distribution Service Operations](#)  
**Subject:** 081-19 Intent to Award  
**Date:** Thursday, June 20, 2019 1:49:26 PM

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Good morning,

This communication is to inform you of JEA's intent to award for ITN 081-19 Fire Resistant Clothing. JEA has reviewed all the submittals and has determined American FR & Safety is the Responsive and Responsible Respondent whose Response meets or exceeds the Minimum Qualifications set forth in this Solicitation, and is the highest evaluated Respondent.

Name	Original Three (3) Year Response	BAFO Three (3) Year Response	Score	Ranking
American FR & Safety	\$295,431.00	\$295,431.00	95	1
Ritz Safety	\$296,742.00	\$296,742.00	84.35	2
Boot Barn	\$351,633.00	\$351,633.00	84.41	3

If you have any questions concerning this, you must refer to the JEA Procurement Code, Article 5, Administrative Remedies located on [JEA.com](#). JEA's Chief Procurement Officer is Jenny McCollum at [Gleejs@jea.com](#). JEA appreciates your participation and the time and effort put forth during this solicitation process.

**Lynn Rix**  
Purchasing Assistant  
Direct: (904) 665-8621

**From:** [Rix, Lynn W.](#)  
**To:** "[ashley@americanfr.com](#)"; "[tfarrell@bootbarn.com](#)"; "[justin.donaldson@ritzsafety.com](#)"  
**Cc:** [Pleasants, Lisa L. - Procurement Category Manager](#); [Smith, Anthony J. - Mgr Energy Distribution Service Operations](#)  
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**Lynn Rix**  
Purchasing Assistant  
Direct: (904) 665-8621



# American FR & SAFETY

## American FR & Safety Response to JEA

ITN 081-19 Fire Resistant Clothing RFP

May 21, 2019

American FR & Safety appreciates the opportunity to provide information about our managed Flame Resistant Clothing (FRC) & Corporate Apparel Programs for JEA. Our flexible supplier solution allows you to consolidate purchases, customizing the program and product mix to the needs of your entire organization. Programs can be tailored to meet the needs of individual subgroups, while improving garment and spend tracking and maximizing overall service levels. This delivers savings throughout the contract term as opposed to rigid competing program, which require significant internal oversight by JEA. In fact, our managed allowance program and extensively diverse access to manufacturers from all over the globe coupled with our second to none service package provide benefits other supplies simply cannot compete with.

- **Expertise:** The executive leadership team at American FR & Safety has over 75 years combined Flame Resistant Textile Product experience in all facets of the garment life cycle. Our leaders have been involved in fiber, fabric and garment development/manufacturing and combine that experience with firsthand knowledge in the uniform apparel industry in both industrial laundry and distribution aspects. Our proven track record of designing, implementing and managing custom apparel programs will ensure that we can deliver the results expected.
- **Product Selections:** American FR & Safety maintains a robust and diverse list of partner manufacturers from all of the world that enable us to meet the diverse range of needs of an organization such as JEA. We work with some the largest suppliers in the industry as well as niche organizations which allows us to meet your expectations for product selection and price. American FR & Safety maintains a 35,000sq/ft distribution center & production facility with over 150 heads of embroidery equipment, hemming & garment repair stations as well as custom decoration capabilities.
- **Online Ordering:** Our best in class online ordering website is user friendly and seamlessly integrated with our order management system – allowing supervisors or administrators to easily place and track order for JEA approved items, check order status, view historical information, analyze trends and verify account status for all users.
- **Dedicated Account Management & Support:** I will personally be available to JEA and will maintain accountability for the success of your program. As a former customer of JEA and hometown resident of Jacksonville for roughly 35 years, it would be my honor to help protect and serve the employees at JEA. JEA will also be supported by a dedicated Website Developer, Daniel Heard and by Account Manager Janelle Hungate as well as our US based customer support team.

Thank you for your consideration of American FR & Safety and we look forward to the opportunity of working with JEA in the future. Please do not hesitate to reach out to me directly with any questions.

Sincerely,

Ashley Pope, Partner  
[Ashley@AmericanFR.com](mailto:Ashley@AmericanFR.com)  
Direct: 409-750-0543



Evaluation Matrix			
Specification: 081-19 Fire Resistant Clothing	Firm:		Evaluator:

Total Average Price (35 Points)		Points
Total Average Price (35 Points)	<p align="center"><b>Low Bidder = 35 pts</b>            The low bid will receive the maximum 35 points and the amount of that bid will be the basis for awarding points to all other bids based on the following formula:  <b>Other bidders points = 35(low bidder/bidder)</b>  <i>For Example: Bid #1 = \$40; Bid #2 = \$50</i>            Bid #1 is low bid and will receive 35 points and            Bid #2 will receive 28 points =35(\$40/\$50)</p>	

Clothing Selection (15 Points)			
Clothing Selection (15 Points)	Garments must be less than or equal to \$70 each in order to meet evaluation criteria		
	Category	Number of Options	
	Long Sleeve T-shirts (No Collar) (2 points)	≥ 4 Options = 2 pts	3 to 2 Options = 1 pt < 2 Options = 0 pts
	Henley Shirts (Long Sleeve Only) (2 points)	≥ 4 Options = 2 pts	3 to 2 Options = 1 pt < 2 Options = 0 pts
	Button Down Shirts (Sleeve Only) (3 points)	≥ 9 Options = 3 pts	8 to 5 Options = 2 pts < 5 Options = 0 pts
	Polo Shirts (Long Sleeve Only) (1 points)	≥ 2 Options = 1 pts	1 Option = 0.5 pts 0 Options = 0 pts
	Jeans / Denim Pants (3 points)	≥ 9 Options = 3 pts	8 to 5 Options = 2 pts < 5 Options = 0 pts
	Cargo Pants (2 points)	≥ 4 Options = 2 pts	3 to 2 Options = 1 pt < 2 Options = 0 pts
Dress / Work Pants (2 points)	≥ 6 Options = 2 pts	5 to 2 Options = 1 pt < 2 Options = 0 pts	

Website / Online Dashboard Questionnaire (20 Points)	
Website / Online Dashboard Questionnaire (20 Points)	Detailed website with customizable dashboard with current and historical order information? (5 points)
	Dashboard provides real-time information with the ability to filter and search? (10 points)
	Ability to provide designated JEA users "administrative access" to view/manage dashboard? (5 points)

Services Questionnaire (15 Points)	
Services Questionnaire (15 Points)	JEA Specific Catalog Offered Online? (3 points)
	JEA Approved Order Available Online? (3 points)
	Employees able to purchase clothing over \$70 with personal funds? (2 points)
	All returns handled directly with the manufacturer? (3 points)
	Repairs to clothing offered? (2 points)
	If offered, are repairs using FR threads and fabrics? (2 points)

Past Performance (15 Points)				
Past Performance (15 Points)	Does Company have past performance of one (1) similar contract within the last five (5) years?	Very Good (7.5- 6 pts)	Good (3-5 points)	Average (2-0 points)
	Does Company have past performance of additional similar contracts within the last five (5) years?	Very Good (7.5- 6 pts)	Good (3-5 points)	Average (2-0 points)

Optional Additional Comments:	<b>Total Score</b> 0
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**APPENDIX B  
Proposal Form**

**ITN 081-19 Fire Resistant Clothing**

**COMPANY INFORMATION:**

COMPANY NAME: American FR & Safety

BUSINESS ADDRESS: 9 London Court

CITY, STATE, ZIP CODE: Greer, SC 29650

TELEPHONE: 1-800-213-1932

FAX: \_\_\_\_\_

EMAIL OF CONTACT: ashley@americanfr.com

Item	Average Price
Average Item Price for all Categories	\$ 51.83

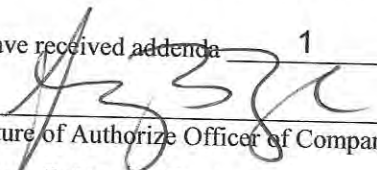
**Company's Certification**

By submitting this Proposal, the Company certifies that the Company has read and reviewed all of the documents pertaining to this RFP and agrees to abide by the terms and conditions set forth therein, that the person signing below is an authorized representative of the Company, that the Company is legally authorized to do business in the State of Florida, and that the Company maintains in active status an appropriate license for the work. The Company certifies that its recent, current, and projected workload will not interfere with the Company's ability to Work in a professional, diligent and timely manner.

The Company certifies, under penalty of perjury, that it holds all licenses, permits, certifications, insurances, bonds, and other credentials required by law, contract or practice to perform the Work. The Company also certifies that, upon the prospect of any change in the status of applicable licenses, permits, certifications, insurances, bonds or other credentials, the Company shall immediately notify JEA of status change.

**I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".**

We have received addenda 1 through 1

  
Signature of Authorize Officer of Company or Agent

Ashley B Pope, Partner

Printed Name & Title

May 21, 2019

Date

409-750-0543

Phone Number



**ITN 081-19 Fire Resistant Clothing  
Proposal Workbook**

<b>Button Down Shirts (Long Sleeve Only)</b>						
#	Manufacturer	Product Description	Item/Style #	Colors	Unit Price (S-XL)	Unit Price (2XL-4XL)
1	Reed Mfg.	FR 88/12 Cotton Blend Shirts	9884FU7	Grey, Tan, Navy, & Lt. Blue	\$ 43.50	\$ 51.50
2	LAPCO FR	100% Cotton FR Shirts	I(XX)7	Grey, Tan, Navy, Lt. Blue, & More	\$ 47.20	\$ 52.97
3	LAPCO FR	100% Cotton FR Shirts	I(XX)7WS	Grey, Tan, Navy	\$ 40.51	\$ 45.07
4	LAPCO FR	FR 88/12 Cotton Blend Shirts	GOS6(XX)	Grey, Tan, Navy, Lt. Blue, & More	\$ 51.52	\$ 57.29
5	Berne FR	FR 88/12 Cotton Blend Shirts	FRSH10(XX)	Tan or Navy	\$ 49.32	\$ 53.78
6	Bulwark	FR 88/12 Cotton Blend Shirts	SLW2(XX)	Grey, Tan, Navy, Lt. Blue, & More	\$ 53.50	\$ 63.28
7	Bulwark	100% Cotton FR Shirts	SEU2WB	Blue/White Striped	\$ 46.00	\$ 54.27
8	Portwest	FR 88/12 Cotton Blend Shirts	FR89(XX)	Grey, Tan, Navy	\$ 34.10	\$ 34.10
9	Carhartt	FR 88/12 Cotton Blend Shirts	FRS003(XX)	Grey, Tan, Navy, & Lt. Blue	\$ 56.65	\$ 61.98
		\$46.92 / \$52.69		<b>Avg. Unit Price</b>	\$ 49.80	

Note: If unable to provide the standard sizes for \$70 or less (including embroidery and shipping costs), please enter N/A under unit pricing

<b>Henley Shirts (Long Sleeve Only)</b>						
#	Manufacturer	Product Description	Item/Style #	Colors	Unit Price (S-XL)	Unit Price (2XL-4XL)
1	Tiger Workwear	100% Cotton FR Henley	HENCO(XX)	Tan, Navy, Grey, Orange	\$ 34.65	\$ 35.98
2	Ariat	100% Cotton FR Henley	10022598	Tan, Navy, Grey, Black, Charcoal, & Lt. Blue	\$ 51.32	\$ 57.98
3	LAPCO FR	100% Cotton FR Henley	FRT-HJE	Tan, Navy, Grey, Lt. Blue	\$ 51.52	\$ 57.29
4	Reed Mfg.	100% Cotton FR Henley	SH(XX)FR6	Navy or Tan	\$ 50.05	\$ 59.13
5					\$	\$
		\$46.89 / \$52.60		<b>Avg. Unit Price</b>	\$ 49.74	

Note: If unable to provide the standard sizes for \$70 or less (including embroidery and shipping costs), please enter N/A under unit pricing



**Long Sleeve T-Shirts (No Collar)**

#	Manufacturer	Product Description	Item/Style #	Colors	Unit Price (S-XL)	Unit Price (2XL-4XL)
1	Tiger Workwear	100% Coton LS FR T-Shirt	TSHCO-XX	Tan, Navy, Grey, Orange	\$ 28.54	\$ 29.65
2	Reed Mfg.	100% Coton LS FR T-Shirt	ST(XXX)FR6	Grey or Navy	\$ 40.88	\$ 48.12
3	LAPCO FR	100% Coton LS FR T-Shirt	FRT-USHLSP6	Tan, Grey or Navy	\$ 51.52	\$ 57.29
4	Ariat	100% Coton LS FR T-Shirt	10022328	Tan, Grey, Navy, Black Lt. Blue, Charcoal	\$ 51.32	\$ 57.98
5					\$	\$
		\$43.07 / \$48.26		<b>Avg. Unit Price</b>	\$ 45.66	

Note: If unable to provide the standard sizes for \$70 or less (including embroidery and shipping costs), please enter N/A under unit pricing

**Polo Shirts (Long Sleeve Only)**

#	Manufacturer	Product Description	Item/Style #	Colors	Unit Price (S-XL)	Unit Price (2XL-4XL)
1	TECGEN	Long Sleeve FR Polo	C541N(XX)PSLSSC	Tan, Navy, Royal, Grey	\$ 62.91	\$ 69.99
2	National Safety Apparel	Long Sleeve FR Polo	C54VYPSLSSC(XX)	Navy	\$ 67.98	\$ 69.99
3					\$	\$
4					\$	\$
5					\$	\$
		\$65.45 / \$69.99		<b>Avg. Unit Price</b>	\$ 67.71	

Note: If unable to provide the standard sizes for \$70 or less (including embroidery and shipping costs), please enter N/A under unit pricing

**Jeans / Denim Pants**

#	Manufacturer	Product Description	Item/Style #	Colors	Unit Price (28"-42")	Unit Price (44"-58")
1	Reed Mfg.	12oz 100% Cotton FR Denim Jeans	909PFR12	Denim	\$ 34.59	\$ 41.11
2	Reed Mfg.	14oz 100% Cotton FR Denim Jeans	909PFR14	Denim	\$ 38.17	\$ 45.40
3	Berne FR	14oz 100% Cotton FR Denim Jeans	FRP07SWD	Denim	\$ 46.67	\$ 51.13
4	LAPCO FR	10oz 100% Cotton FR Denim Jeans	P-NDM10U	Denim	\$ 49.39	\$ 54.88
5	LAPCO FR	13oz 100% Cotton FR Denim Jeans	P-IND	Denim	\$ 41.06	\$ 45.87
6	LAPCO FR	10oz 100% Cotton FR Denim Jeans	P-INDM10	Denim	\$ 52.13	\$ 56.25
7	Wrangler	14oz 100% Cotton FR Denim Jeans	FR13MWZ	Denim	\$ 53.33	\$ 55.33
8	Wrangler	14oz 100% Cotton FR Denim Jeans	FR31MWZ	Denim	\$ 53.33	\$ 55.33
9	Carhartt	14oz 100% Cotton FR Denim Jeans	FRB100	Denim	\$ 58.00	\$ 63.33
		\$47.41 / \$52.07		<b>Avg. Unit Price</b>	\$ 49.73	

Note: If unable to provide the standard sizes for \$70 or less (including embroidery and shipping costs), please enter N/A under unit pricing



Cargo Pants						
#	Manufacturer	Product Description	Item/Style #	Colors	Unit Price (28"-42")	Unit Price (44"-58")
1	LAPCO FR	9oz 100% Cotton FR Cargo Pants	P-INC(XX)T9	Navy or Khaki	\$ 44.92	\$ 50.41
2	Reed Mfg.	9oz 100% Cotton FR Cargo Pants	941PFU9	Navy	\$ 46.98	\$ 55.98
3	Bulwark	9oz 100% Cotton FR Cargo Pants	PLC2NV	Navy	\$ 58.37	\$ 69.65
4	Portwest	9oz 100% Cotton FR Cargo Pants	BZ31(XX)	Grey or Navy	\$ 34.11	\$ 34.11
5					\$	\$
		\$46.10 / \$52.54		<b>Avg. Unit Price</b>	<b>\$ 49.31</b>	

Note: If unable to provide the standard sizes for \$70 or less (including embroidery and shipping costs), please enter N/A under unit pricing

Dress / Work Pants						
#	Manufacturer	Product Description	Item/Style #	Colors	Unit Price (28"-42")	Unit Price (44"-58")
1	Reed Mfg.	9oz 100% Cotton FR Work Pants	98(X)PFR9	Navy or Khaki	\$ 40.53	\$ 48.24
2	Reed Mfg.	9oz 88/12 Cotton Blend FR Work Pants	381PFU9	Navy	\$ 44.64	\$ 53.17
3	LAPCO FR	7oz 100% Cotton FR Work Pants	P-(XXX)	Navy, Khaki, Grey	\$ 46.71	\$ 52.47
4	Bulwark	9oz 100% Cotton FR Work Pants	PEW2(XX)	Navy, Khaki, Grey	\$ 48.03	\$ 57.23
5	Bulwark	9oz 100% Cotton Jean Style FR Work Pants	PEJ2NV	Navy	\$ 41.02	\$ 48.82
6	LAPCO FR	7oz 88/12 Cotton Blend FR Work Pants	P-(XX)AC	Navy, Khaki, Grey	\$ 61.76	\$ 67.96
		\$47.12 / \$54.65		<b>Avg. Unit Price</b>	<b>\$ \$50.88</b>	

Note: If unable to provide the standard sizes for \$70 or less (including embroidery and shipping costs), please enter N/A under unit pricing

Sweatshirt / Light Jacket						
#	Manufacturer	Product Description	Item/Style #	Colors	Unit Price (S-XL)	Unit Price (2XL-4XL)
1	Tiger Workwear	100% Cotton FR Fleece Zip Front Hoodie	HODCO-ZIPF-NV	Navy	\$ 77.98	\$ 80.65
2	Ariat	100% Cotton FR Fleece 1/4 Zip Pullover	10023979	Black, Navy, Charcoal, Grey	\$ 77.98	\$ 81.32
3	Berne FR	100% Cotton FR Fleece Zip Front Hoodie	FRSZ19	Navy	\$ 101.32	\$ 110.98
4	LAPCO FR	100% Cotton FR Utility Jacket	JUFR7NV	Navy	\$ 121.45	\$ 135.88
5	Berne FR	75% Modacrylic/25% FR Cotton Zip Front Fleece Hoodie	FRSZ06	Navy	\$ 101.32	\$ 110.98
		\$96.01 / \$103.96		<b>Avg. Unit Price</b>	<b>\$ 99.98</b>	

Note: If unable to provide the standard sizes for \$140 or less (including embroidery and shipping costs), please enter N/A under unit pricing

<b>Total Average Unit Price (average of all averages)</b>			<b>\$ 51.83</b>			
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**ITN 081-19 Fire Resistant Clothing  
Services Questionnaire Form**

Company Name	American FR & Safety
Address	9 London Ct. Greer, SC 29650
Phone Number	1-800-213-1932
E-mail Address	ashley@americanfr.com
Company Website	www.americanfrsafety.com

	Y/N
Will a JEA specific catalog be made available online?	YES

Will JEA employees be able to purchase approved items in excess of \$70 by paying the difference in cost?	YES
---	-----

Will there be a customizable online dashboard that shows real-time information that can be filtered and searched?	YES
---	-----

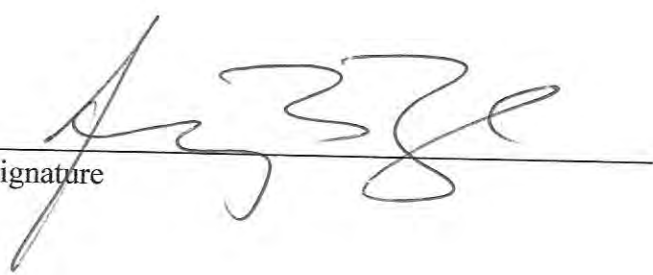
	Y/N
Can JEA approved orders placed online?	YES

Will Company handle all returns due to product defect directly with the manufacturer?	YES
---	-----

Can JEA drop off or ship damaged clothing for an estimated repair charge using FR thread?	YES
---	-----

Ashley B Pope  
Printed Name

Signature



**ITN 081-19 Fire Resistant Clothing  
Minimum Qualification Information**

**GENERAL**

The minimum qualifications shall be submitted in the format attached. The qualifications shall be presented in the order described below. In order to be considered a qualified Bidder by JEA you must meet all the criteria listed herein.

**PROPOSER INFORMATION**

COMPANY NAME: American FR & Safety

COMPANY ADDRESS: 9 London Ct.

CITY, STATE, ZIP CODE: Greer, SC 29650

TELEPHONE: 1-800-213-1932

FAX: \_\_\_\_\_

E-MAIL: ashley@americanfr.com

PRINT NAME OF AUTHORIZED REPRESENTATIVE: Ashley B Pope

SIGNATURE OF AUTHORIZED REPRESENTATIVE: \_\_\_\_\_

TITLE OF AUTHORIZED REPRESENTATIVE: Partner

**Minimum Qualifications**

- Company must have two (2) similar contracts in the last three (3) years ending January 30, 2019.
  - A similar contract is defined as a contract with a minimum annual spend of \$50,000 and for a minimum of 800 pieces of fire resistant clothing articles per year.

For the following references use the space below as needed to list experience required to meet minimum qualifications noted above.

**REFERENCE #1**

Primary Nature of Service Provided Flame Resistant and Corporate Apparel Company Store Program

Reference Name PowerSouth Energy Cooperative - Buddy Manring

Reference Phone Number 334-488-4364

Reference E-Mail Address Buddy.Manring@Powersouth.com

Reference Dates June 2013 - Present

Contract Dollar Amount \$250,000 Annually

Description of Project American FR & Safety has provided a custom online allowance store program with an administrative dashboard system to fulfill the safety and corporate apparel requirement of the roughly 400 PowerSouth employees.

**REFERENCE #2**

Primary Nature of Service Provided Flame Resistant and Corporate Apparel Company Store Program

Reference Name Buckeye Partners - Oneil Wildgoose

Reference Phone Number 242-350-2102

Reference E-Mail Address OWildgoose@buckeye.com

Reference Dates January 2014 - Present

Contract Dollar Amount \$200,000.00 Annually

Description of Project American FR & Safety has provided a custom online allowance store program with an administrative dashboard system to fulfill the safety and corporate apparel requirement of the roughly 300 Buckeye Partner employees throughout the Caribbean.