

# Welcome to the JEA Awards Meeting

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

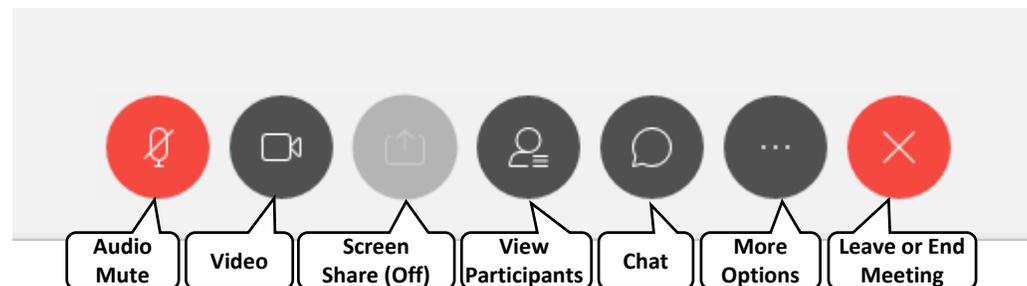
We will unmute your lines during the public comment time and provide opportunity for you to speak.

During the meeting, interested persons can also email **Cecil Camacho** at [camac@jea.com](mailto:camac@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 **Cecil Camacho** by telephone at **(904) 568-7271** or by email at [camac@jea.com](mailto:camac@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.



## **AWARDS COMMITTEE AGENDA**

**DATE:** Thursday, November 4, 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 (10/28/2021).
2. 1410430846- Request approval to rescind this solicitation, and reject all Bids received in anticipation of continuing to purchase under the current contracted agreement.
3. Request approval to award a six (6) month contract extension to Presidio Networked Solutions, LLC for Cisco SMARTnet - Equipment Support and Maintenance of JEA's Cisco Infrastructure, in the amount of \$327,537.38, for a new not-to-exceed amount of \$3,018,922.74 subject to the availability of lawfully appropriated funds.
4. 1410435646 – Request approval to award a contract to Xylem Dewatering Solutions Inc. (\$706,333.92) and Thompson Pump & Mfg Co Inc. (\$290,927.00) for the FY22 Water/Wastewater (W/WW) Purchase of Fixed Diesel Pumps for Storm Resiliency, for a total not-to-exceed amount of \$997,260.92, subject to the availability of lawfully appropriated funds.
5. Request approval to award a contract increase to ABB Enterprise Software Inc. for the purchase of substation transformers in the amount \$905,365.00 for a new not-to-exceed contract amount of \$4,160,229.00, and no change to the current SPX \$10,054,615.60.00 for a new total not-to-exceed amount of \$14,214,844.60, 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.

## 11-04-2021 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 10/28/2021 meeting.   |
| 2              | Rescind Invitation for Bid (IFB) | Datz                 | N/A                              | N/A           | N/A            | N/A         | <p><b><u>RESCIND- Cisco SMARTnet - Equipment Support and Maintenance of JEA's Cisco Infrastructure</u></b></p> <p>The purpose of this Invitation for Bid (the "IFB") is to evaluate and select a vendor that can provide Cisco SMARTnet Equipment Support and maintenance of JEA's Cisco infrastructure assists. These services include hardware repair/replacement, software upgrades, security vulnerability patches and troubleshooting support. JEA requires Cisco SMARTnet to provide the best overall value from the products and services JEA has invested in and to help ensure JEA network switches, routers, firewalls and security applications aren't vulnerable to the security threats of today in addition to maintaining reliable service. Furthermore, it has been demonstrated that proper maintenance on systems and their software will extend the useful life resulting in a lower total cost of ownership for the organization. The agreement will provide 24/7/365 rapid access to the full breadth of support offering guaranteed, quicker access to vital manufacturer resources allowing a faster resolution to any operational issue encountered. The preventive services provide valuable system health, lifecycle planning, and compliance adherence. Finally, the included security enhancements to all existing software that is included in the maintenance agreements is critical in the ever-changing landscape of threats to JEA's infrastructure.</p> <p>The purpose of this request is to rescind Invitation for Bid (IFB) 1410430846 for SMARTnet Support and Maintenance of JEA's Cisco Infrastructure due to errors and discrepancies in all the bidders itemized pricing responses, and errors in JEA's itemized pricing workbook which did not allow fair evaluation of the bids. The pricing workbook for this bid contains nearly 6,000 items with varying product numbers and support dates based on when items were purchased and added to the contract. Items are added and/or removed from this contract at various times depending on the support needed. JEA</p> |

## 11-04-2021 Awards Committee

|   |                    |      |              |              |                                   |  |   |
|---|--------------------|------|--------------|--------------|-----------------------------------|--|---|
|   |                    |      |              |              |                                   |  | <p>worked extensively with Cisco both prior to bidding and during bidding to try to ensure the pricing list was accurate; however, there were still a few remaining issues which caused discrepancies with all bids. JEA will take lessons learned to prioritize corrections with Cisco and begin work on a rebid immediately while we will do a short term contract extension on JEA's existing contract as shown in a separate award.</p> <p>1410430846- Request approval to rescind this solicitation, and reject all Bids received in anticipation of continuing to purchase under the current contracted agreement.</p>  |
| 3 | Contract Extension | Datz | \$520,000.00 | \$327,537.38 | Presidio Networked Solutions, LLC | Three (3) Years w/ Two (1) Year Renewals | <p><b><u>Cisco SMARTnet - Equipment Support and Maintenance of JEA's Cisco Infrastructure</u></b></p> <p>Cisco SMARTnet Equipment Support and maintenance of JEA's Cisco infrastructure assists JEA with ensuring the network reliability and operational readiness through hardware repair/replacement, software upgrades, security vulnerability patches and troubleshooting support. JEA requires Cisco SMARTnet to provide the best overall value from the products and services JEA has invested in and to help ensure JEA network switches, routers, firewalls and security applications aren't vulnerable to the security threats of today. Furthermore, it has been demonstrated that proper maintenance on systems and their software will extend the useful life resulting in a lower total cost of ownership for the organization. The agreement will provide 24/7/365 rapid access to the full breadth of support offering guaranteed, quicker access to vital manufacturer resources allowing a faster resolution to any operational issue encountered. The preventive services provide valuable system health, lifecycle planning, and compliance adherence. Finally, the included security enhancements to all existing software that is included in the maintenance agreements is critical in the ever-changing landscape of threats to JEA's infrastructure.</p> <p>This request is for a six (6) month contract extension from 10/01/2021 to 03/31/2022, which includes \$327,537.38 in additional funds for Presidio to continue Cisco SMARTnet support and maintenance services on JEA Cisco infrastructure equipment. The maintenance provided is to</p> |

## 11-04-2021 Awards Committee

|   |                                       |    |                |                                  |  |  |  |
|---|---------------------------------------|----|----------------|----------------------------------|--|--|--|
|   |                                       |    |                |                                  |  |  | <p>include hardware repair/replacement as well as troubleshooting support as needed. Approximately 1,300 of JEA's most critical assets of Cisco equipment will require a maintenance agreement to ensure operational readiness and maintain budgetary controls. Note the equipment list changes from time to time as new Cisco equipment is added or old equipment is removed from support. The appended spreadsheet includes a itemized breakout of all items covered and how the \$327,537.38 contract extension amount was determined. This extension is required due to JEA having to rescind IFB 1410430846 as explained in a separate award and will allow appropriate time to complete a new bid, which includes a potential transition to a new provider. JEA will start working on the rebid immediately to ensure successful completion and transition.</p> <p>JEA will continue to receive the same discount from Presidio for the six (6) month contract extension, which is a twenty percent (20%) discount off Cisco's list price on telephony items and a twenty-one percent (21%) discount off Cisco list price Voice-ECMU items.</p> <p>Request approval to award a six (6) month contract extension to Presidio Networked Solutions, LLC for Cisco SMARTnet - Equipment Support and Maintenance of JEA's Cisco Infrastructure, in the amount of \$327,537.38, for a new not-to-exceed amount of \$3,018,922.74 subject to the availability of lawfully appropriated funds.</p> |
| 4 | Invitation for Bid (IFB)<br>3 bidders | Vu | \$1,013,150.00 | \$706,333.92<br><br>\$290,927.00 | Xylem Dewatering Solutions Inc.<br><br>Thompson Pump & Mfg Co Inc. | Project Completion (Estimated: September 2022) | <p><b><u>FY22 Water/Wastewater (W/WW) Purchase of Fixed Diesel Pumps for Storm Resiliency</u></b></p> <p>The purpose of this Invitation for Bid (the "IFB ") is to purchase eighteen (18) fixed diesel pumps (also referred to as the "Work" or "Services"). The Company shall furnish eighteen (18) self-contained, automatic standby pony pump systems as specified herein and according to established JEA Standards. The self-contained emergency system shall consist of a motor and pump unit, which shall start and stop automatically utilizing float switches in the wet well. The Company shall furnish fuel tank, sound attenuated aluminum pony pump set enclosure, and all accessories necessary for a complete and operable</p>  |

## 11-04-2021 Awards Committee

|   |                   |         |     |              |  |  |   |
|---|-------------------|---------|-----|--------------|--|--|---|
|   |                   |         |     |              |  |  | <p>installation. All materials shall be new unless specifically called for otherwise. Diesel engine driven pony pump shall be of the latest commercial type and design with all necessary equipment and shall be in accordance with all applicable sections of JEA's Water and Wastewater (W/WW) Standards. All Standards are available on jea.com.</p> <p>The three Bidders have been pre-qualified to supply the pony pump set per the W/WW standards for JEA. JEA intends to award this contract on a per pump basis based on the lowest bid per pump. The Bid Workbook requested pricing for eighteen (18) pumps but the decision was made to award just sixteen (16) pumps at this time. The specification sheet for the two pumps being excluded in the award, indicated that the pumps would not meet the Minimum Continuously Stable Flow (MCSF) line of the specified lift stations. The W/WW team will review the requirements at these two lift stations to determine how to move forward. This could result in a change order, or a rebid with updated specifications. It was deemed in the best interest of JEA to award the majority of the work while further review is taking place to make sure the work is completed timely.</p> <p>Each site is unique with different size and site requirements which does not allow for a price comparison. Pricing did come in eleven percent (11%) higher than the budget estimate due to price increases in the industry but with the removal of the two pumps this award will be under budget. The budget estimate was based on previous Bids, plus a fifteen (15%) inflation adjustment. The Bid pricing has been deemed reasonable.</p> <p>Request approval to award a contract to Xylem Dewatering Solutions Inc. (\$706,333.92) and Thompson Pump &amp; Mfg Co Inc. (\$290,927.00) for the FY22 Water/Wastewater (W/WW) Purchase of Fixed Diesel Pumps for Storm Resiliency, for a total not-to-exceed amount of \$997,260.92, subject to the availability of lawfully appropriated funds.</p> |
| 5 | Contract Increase | Erixton | N/A | \$905,365.00 | ABB Inc. contract assigned to ABB Enterprise Software Inc. | Five (5) Yrs.<br>- One (1) – 1 Yr.<br>Renewals | <p><b><u>Substation Transformer Supply</u></b><br/>The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor that can provide 50 MVA substation transformers for operations (failures of existing</p>  |

# 11-04-2021 Awards Committee

|                    |  |  |  |                       |  |  |
|--------------------|--|--|--|-----------------------|--|--|
|                    |  |  |  |                       |  | <p>equipment) and capital projects (new projects) at 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.</p> <p>The scope of services the company will provide includes, however, is not limited to:</p> <ul style="list-style-type: none"> <li>• Equipment (transformer) engineering, Materials procurement</li> <li>• Manufacturing and assembly, Factory acceptance testing</li> <li>• Delivery, Installation support at site, Training</li> </ul> <p>Request approval to award a contract increase to ABB Enterprise Software Inc. for the purchase of substation transformers in the amount \$905,365.00 for a new not-to-exceed contract amount of \$4,160,229.00, and no change to the current SPX \$10,054,615.60.00 for a new total not-to-exceed amount of \$14,214,844.60, subject to the availability of lawfully appropriated funds.</p> |
| <b>Total Award</b> |  |  |  | <b>\$2,230,163.30</b> |  |  |

## **JEA AWARDS COMMITTEE OCTOBER 28, 2021 MEETING MINUTES**

The JEA procurement Awards Committee met on October 28, 2021, in person with a WebEx option

WebEx Meeting Number (access code): 160 199 4252

WebEx Password: pxP6CqUSt63

Members in attendance were Heather Beard for Jenny McCollum as Chief Procurement Officer, Stephen Datz as Chairperson (on site), Hai Vu as Vice Chairperson (on site), Laure Whitmer as Budget Representative, Regina Ross as Office of General Counsel Representative; with Jordan Pope for Laura Dutton, Joe Orfano, and Ricky Erixton (on site). 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 (10/21/2021). Chair Datz verbally presented the Committee Members the proposed October 21, 2021 minutes contained in the committee packet.

**MOTION:** Hai Vu made a motion to approve the October 21, 2021 minutes (Award Item 1). The motion was seconded by Ricky Erixton and approved unanimously by the Awards Committee (5-0).

The Committee Members reviewed and discussed the following Awards Items 2-4:

2. 1410316846 – Request approval to award a contract to Jacobs Engineering Group, Inc, Four Waters Engineering, Inc, Mott MacDonald Florida, LLC, Jones Edmunds & Associates, Inc, McKim & Creed, Inc, Ardurra Group, Inc, and Black & Veatch Corporation, for General Engineering Services for Pipeline Projects and Studies 16” Pipe Diameter or Greater in the amount of \$6,000,000.00, subject to the availability of lawfully appropriated funds.

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

3. Request approval to decrease the contract with Brasfield & Gorrie LLC, for the Arlington East Water Reclamation Facility (WRF) Upgrade Projects in the amount of (\$476,957.19), for a new not-to-exceed amount of \$3,091,449.39, subject to the availability of lawfully appropriated funds.

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

4. 1410440046 - Request approval to award a contract to Duval Ford and Garber Ford Inc for the combined purchase of Sixty-two (62) vehicles found within vehicle class categories of 116, 116X, 117, 117C, 117X, 122, 122+, & 130 for JEA’s FY 22 Light and Medium Duty Fleet Capital Purchases for a total

not-to-exceed amount of Duval Ford in the amount of \$1,996,149.00 and Garber Ford Inc in the amount of \$619,317.00 for a total of \$2,615,466.00, subject to the availability of lawfully appropriated funds.

**MOTION:** Hai Vu made a motion to approve Award Item 4 as presented 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 10:27 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 November 4, 2021

**Type of Award Request:** RESCIND  
**Request #:** 6740  
**Requestor Name:** Williams, Clint J. - Manager Technical Services  
**Requestor Phone:** 904-665-6028  
**Project Title:** Cisco SMARTnet - Equipment Support and Maintenance of JEA's Cisco Infrastructure  
**Project Number:** 30903  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** N/A

**Scope of Work:**

The purpose of this Invitation for Bid (the "IFB") is to evaluate and select a vendor that can provide Cisco SMARTnet Equipment Support and maintenance of JEA's Cisco infrastructure assists. These services include hardware repair/replacement, software upgrades, security vulnerability patches and troubleshooting support. JEA requires Cisco SMARTnet to provide the best overall value from the products and services JEA has invested in and to help ensure JEA network switches, routers, firewalls and security applications aren't vulnerable to the security threats of today in addition to maintaining reliable service. Furthermore, it has been demonstrated that proper maintenance on systems and their software will extend the useful life resulting in a lower total cost of ownership for the organization. The agreement will provide 24/7/365 rapid access to the full breadth of support offering guaranteed, quicker access to vital manufacturer resources allowing a faster resolution to any operational issue encountered. The preventive services provide valuable system health, lifecycle planning, and compliance adherence. Finally, the included security enhancements to all existing software that is included in the maintenance agreements is critical in the ever-changing landscape of threats to JEA's infrastructure.

**JEA IFB/RFP/State/City/GSA#:** IFB 1410430846  
**Purchasing Agent:** Woyak, Nathan  
**Is this a ratification?** No

**RESPONDENT(S):**

| Name                              |
|-----------------------------------|
| PRESIDIO NETWORKED SOLUTIONS, LLC |
| NETSYNC NETWORK SOLUTIONS INC     |
| SHI INTERNATIONAL CORP            |

**Background/Recommendations:**

Advertised on 09/23/2021. At bid opening on 10/21/2021, JEA received three (3) Bids.

The purpose of this request is to rescind Invitation for Bid (IFB) 1410430846 for SMARTnet Support and Maintenance of JEA's Cisco Infrastructure due to errors and discrepancies in all the bidders itemized pricing responses, and errors in JEA's itemized pricing workbook which did not allow fair evaluation of the bids. The pricing workbook for this bid contains nearly 6,000 items with varying product numbers and support dates based on when items were purchased and added to the contract. Items are added and/or removed from this

contract at various times depending on the support needed. JEA worked extensively with Cisco both prior to bidding and during bidding to try to ensure the pricing list was accurate; however, there were still a few remaining issues which caused discrepancies with all bids. JEA will take lessons learned to prioritize corrections with Cisco and begin work on a rebid immediately while we will do a short term contract extension on JEA's existing contract as shown in a separate award.

1410430846- Request approval to rescind this solicitation, and reject all Bids received in anticipation of continuing to purchase under the current contracted agreement.

**Manager:** Williams, Clint J. - Manager Technical Services  
**Director:** Traylor, Kymberly A. - Dir Network & Telecommunication Services  
**VP:** Datz, Stephen H. - VP Technical Services

**APPROVALS:**

 11/04/21

Chairman, Awards Committee

Date

Approved by the JEA Awards Committee

Date: 11/04/2021 Item# 3



## Formal Bid and Award System

Award #3 November 4, 2021

**Type of Award Request:** CONTRACT EXTENSION  
**Request #:** 6710  
**Requestor Name:** Williams, Clint J. - Manager Technical Services  
**Requestor Phone:** 904-665-6028  
**Project Title:** Cisco SMARTnet - Equipment Support and Maintenance of JEA's Cisco Infrastructure  
**Project Number:** 30903  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$520,000.00

### Scope of Work:

Cisco SMARTnet Service provides proactive and reactive support to improve system reliability and operational readiness associated with Cisco hardware and software products deployed at JEA. Services include access to Technical Assistance Center (TAC) engineers, hardware replacement and software updates. JEA requires Cisco SMARTnet to provide the best overall value from the products and services JEA has invested in and ensure JEA network switches, routers, firewalls and security applications aren't vulnerable to the ever-changing landscape of threats potentially affecting JEA's network infrastructure. Furthermore, it has been demonstrated that proper maintenance of systems and their software will extend the useful life resulting in a lower total cost of ownership for the organization. The agreement will provide 24/7/365 rapid access to the full breadth of support offering guaranteed, quicker access to vital manufacturer resources allowing a faster resolution to any operational issue encountered. The preventive services provide valuable system health, lifecycle planning, and compliance adherence.

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

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

**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

| Name                              | Contact Name | Email                  | Address  | Phone         | Amount       |
|-----------------------------------|--------------|------------------------|--|---------------|--------------|
| PRESIDIO NETWORKED SOLUTIONS, LLC | Ray Watkins  | r Watkins@presidio.com | 8647 Baypine Road, Suite 100, Building 1, Jacksonville, FL 32256 | (904)236-5503 | \$327,537.38 |

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

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

**Change Order Amount:** \$327,537.38

### List of Previous Change Order/Amendments:

| CPA #  | Amount       | Date       |
|--------|--------------|------------|
| 159333 | \$230,152.50 | 11/01/2018 |
| 159333 | \$572,443.31 | 11/21/2019 |

|        |              |            |
|--------|--------------|------------|
| 159333 | \$34,961.53  | 03/13/2020 |
| 159333 | \$252,229.23 | 10/16/2020 |
| 159333 | \$233,612.67 | 04/01/2021 |

**New Not-To-Exceed Amount:** \$3,018,922.74  
**Length of Contract/PO Term:** Three (3) Years w/ Two (1) Year Renewals  
**Begin Date (mm/dd/yyyy):** 10/01/2016  
**End Date (mm/dd/yyyy):** 03/31/2022  
**Renewal Options:** None remaining  
**JSEB Requirement:** N/A – Specialty Services

**Background/Recommendations:**

Competitively bid and approved by the Awards Committee on 10/20/2016. JEA has utilized both renewal options, as well as approved change orders for additional Webex services. A copy of the previous awards are attached as backup.

This request is for a six (6) month contract extension from 10/01/2021 to 03/31/2022, which includes \$327,537.38 in additional funds for Presidio to continue Cisco SMARTnet support and maintenance services on JEA Cisco infrastructure equipment. The maintenance provided is to include hardware repair/replacement as well as troubleshooting support as needed. Approximately 1,300 of JEA’s most critical assets of Cisco equipment will require a maintenance agreement to ensure operational readiness and maintain budgetary controls. Note the equipment list changes from time to time as new Cisco equipment is added or old equipment is removed from support. The appended spreadsheet includes a itemized breakout of all items covered and how the \$327,537.38 contract extension amount was determined. This extension is required due to JEA having to rescind IFB 1410430846 as explained in a separate award and will allow appropriate time to complete a new bid, which includes a potential transition to a new provider. JEA will start working on the rebid immediately to ensure successful completion and transition.

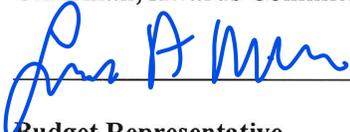
JEA will continue to receive the same discount from Presidio for the six (6) month contract extension, which is a twenty percent (20%) discount off Cisco’s list price on telephony items and a twenty-one percent (21%) discount off Cisco list price Voice-ECMU items.

Request approval to award a six (6) month contract extension to Presidio Networked Solutions, LLC for Cisco SMARTnet - Equipment Support and Maintenance of JEA's Cisco Infrastructure, in the amount of \$327,537.38, for a new not-to-exceed amount of \$3,018,922.74 subject to the availability of lawfully appropriated funds.

**Manager:** Williams, Clint J. - Manager Technical Services  
**Director:** Traylor, Kymberly A. - Dir Network & Telecommunication Services  
**VP:** Datz, Stephen H. - VP Technical Services

**APPROVALS:**

 11/04/21  
 Chairman, Awards Committee Date

 11/5/21  
 Budget Representative Date





**TO:** JEA  
 Keith Hansel  
 P.O. Box 4910  
 Jacksonville, FL 32232  
  
 hanskt@jea.com  
 (p) 904-252-6322

**FROM:** Presidio Networked Solutions  
 Gabe Stix  
 8647 Baypine Road  
 Building 1  
 Suite 100  
 Jacksonville, FL 32256  
  
 gstix@presidio.com  
 (p) +1.301.313.2087

**BILL TO:** JEA  
  
 21 West Church Street  
 Jacksonville, FL 32202

**SHIP TO:** JEA  
  
 44 West Ashley Street  
 6th Floor, CC6  
 Jacksonville, FL 32202

**Customer#:** JEAAA002  
**Account Manager:** Ray Watkins  
**Inside Sales Rep:** Gabe Stix  
**Title:** JEA - 6 month extension - SMARTnet renewal coterm  
 3/31/2022

| # | Part #               | Description   | Unit Price   | Qty | Ext Price    |
|---|----------------------|---|--------------|-----|--------------|
| 1 | CON-SMARTNET RENEWAL | CON-SMARTNET RENEWAL<br>Start Date: 10/01/2021<br>End Date: 03/31/2022<br>Comments: 481250980 | \$14,821.68  | 1   | \$14,821.68  |
| 2 | CON-SMARTNET RENEWAL | CON-SMARTNET RENEWAL<br>Start Date: 10/01/2021<br>End Date: 03/31/2022<br>Comments: 411251059 | \$312,715.70 | 1   | \$312,715.70 |

|                     |  |                     |
|---------------------|--|---------------------|
| <b>Sub Total:</b>   |  | <b>\$327,537.38</b> |
| <b>Grand Total:</b> |  | <b>\$327,537.38</b> |

Quote valid for 30 days. Payment of invoices are due within 30 days from date of invoice unless other terms are issued. Late payments are subject to interest charges of the lesser of 1½% per month or the maximum amount allowed by law. All prices subject to change without notice. Supply subject to availability. This Quote is subject to Presidio's Standard Terms and Conditions below. Any changes to the following Terms and Conditions must be accepted in writing by Presidio, otherwise, CLIENT agrees to be bound by the following Terms and Conditions and pricing contained herein:

**Pricing**

- Quoted prices exclude applicable taxes. Invoicing will include applicable taxes unless a valid tax exempt certificate is provided.
- The price included herein reflects a 3% discount for payment by cash, check or wire transfer. This discount will not apply in the event that CLIENT pays using a credit card or debit card.
- Prices exclude freight, handling or insurance (unless itemized in the quote).
- Pricing for Professional Services are best-effort estimates only. Actual pricing will be finalized as part of a mutually-agreeable Statement of Work.

**Invoicing**

- CLIENT is billed upon shipment from the manufacturer and shall accept and pay for partial shipment of products.
- Usage-Based Services Terms and Conditions. For Usage-Based Services purchased by CLIENT, Presidio shall invoice CLIENT once a month. Notwithstanding the amounts included on the applicable purchase order, the invoice for Usage-Based Services will vary from month to month based upon CLIENT's usage and CLIENT shall be obligated to pay all charges for the Usage-Based Services used by CLIENT in the previous month. If CLIENT is delinquent in its payment obligations for the Usage-Based Services, then, upon reasonable, prior notice, Presidio reserves the right to suspend or discontinue such services at its sole discretion. CLIENT acknowledges and agrees that such discontinuation or suspension by PRESIDIO will not constitute a breach of PRESIDIO'S obligations to CLIENT. CLIENT agrees to indemnify and hold harmless PRESIDIO for any resulting damages due to the suspension or discontinuation of the Usage-Based Services due to CLIENT's delinquent or non-payment.
- Enterprise Software, Licensing and Subscription Services ("Enterprise Agreement"). For Third-Party-provided, enterprise-based software licensing and services, Presidio shall invoice CLIENT according to the terms of the Enterprise Agreement between CLIENT and the Third Party. If CLIENT is delinquent in its payment obligations hereunder, then, upon reasonable, prior notice, Presidio reserves the right to suspend or discontinue such services at its sole discretion. CLIENT acknowledges and agrees that such discontinuation or suspension by PRESIDIO will not constitute a breach of PRESIDIO'S obligations to CLIENT. CLIENT agrees to indemnify and hold harmless PRESIDIO for any resulting damages due to the suspension or discontinuation of the services due to CLIENT's delinquent or non-payment.

**Freight, Handling, Shipping**

- CLIENT will be billed for Presidio's and/or the manufacturer's freight charges.
- Title/Risk of loss passes to CLIENT Freight on Board (FOB) origin (FOB destination (CONUS) applicable to Federal Government CLIENTS only) unless otherwise agreed to in writing by Presidio. Orders shipped from a manufacturer to Presidio at CLIENT request for warehousing, configuration, storage or otherwise, shall be deemed to have been shipped to CLIENT FOB origin.
- Presidio accepts no responsibility / liability in connection with the shipment.
- International delivery services include (i) Consolidated billing in USD for all international deliveries (ii) Consolidated contracting with one entity, namely Presidio (iii) Single point of contact (iv) Freight forwarding including exportation permits, application of tariff headings, customs clearance (including import permits, licenses, certificates) (v) Asset Management, Tracking & Reporting.
- Goods held in a Presidio warehouse either a) at the CLIENT's request or b) in the event CLIENT refuses to accept delivery, may be subject to warehousing fees of 1% of the list price of such goods.

**Warranty and Limitation of Liability**

- Product is warranted by the Manufacturer, not by Presidio. Please consult Manufacturer for warranty terms. IN NO EVENT SHALL PRESIDIO BE LIABLE TO CLIENT FOR ANY INDIRECT, INCIDENTAL, SPECIAL, CONSEQUENTIAL, EXEMPLARY, OR PUNITIVE DAMAGES OF ANY KIND WHATSOEVER, ARISING IN CONTRACT, TORT OR OTHERWISE, EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. PRESIDIO'S ENTIRE LIABILITY AND CLIENT'S EXCLUSIVE REMEDY FOR DAMAGES FROM ANY CAUSE WHATSOEVER, INCLUDING, BUT NOT LIMITED TO, NONPERFORMANCE OR MISREPRESENTATION, AND REGARDLESS OF THE FORM OF ACTIONS, SHALL BE LIMITED TO THE AMOUNT WHICH HAS BEEN ACTUALLY PAID TO PRESIDIO BY CLIENT FOR PRODUCTS HEREUNDER.

**Return Policy**

- CLIENTS return rights are subject to the return policies (& fees including restocking) of the applicable manufacturer
- A Presidio-issued Return Material Authorization (RMA) is required & needs to accompany returned items before any credit is issued to a CLIENT. Presidio reserves the right to deny RMA requests in the event the Manufacturer will not provide for an authorized return. If integration of product is performed at a Presidio facility, transfer of ownership occurs as of inception of integration regardless of shipment terms as manufacturers will not accept return of open product.
- CLIENTS have 15 calendar days from original ship date to request a RMA (unless shorter period is required by manufacturer)
- Items returned must be in original shipping cartons, unopened, unused, undamaged and unaltered failing which Presidio is entitled to reject acceptance of items or charge further fees
- The CLIENT is responsible for shipping fees to the destination highlighted in the RMA
- Opened software cannot be returned

**Cancellation Policy**

- CLIENT's cancellation of purchase order rights are subject to the cancellation policies (& fees) of the applicable manufacturer

**Leases**

- In the event Presidio does not receive payment for leased goods purchased on the CLIENT's behalf from the applicable third-party financing entity, CLIENT is obligated to pay Presidio for all such goods as indicated in the applicable Presidio invoice.

**Software terms**

- Software is subject to the license terms that accompany it.
- License terms are established between the CLIENT & owner of the software
- Unless Presidio is the owner or licensor, Presidio makes no representations and/or warranties relating to its operation, ownership or use.
- Delivery of software licenses are agreed to be accepted in electronic form from the third party software company. Otherwise, you agree to self-accrue any applicable sales tax at the rate in effect for the jurisdiction.

**Term and Termination of Orders: Usage-Based Services, Enterprise Agreements and Multi-Year Orders**

- The terms of use for Usage-Based Services (i.e. Cisco-provided WebEx or Software as a Service (SaaS)) are established by the applicable third-party provider of such services either at the applicable third-party provider website or via the separate agreement between CLIENT and third-party provider.
- The "Initial Term" of an order for Usage-Based Services and/or Enterprise Agreement ("Order") starts on the date the Usage-Based Services and/or Enterprise Agreement are available for use by CLIENT and lasts for the time period stated in the Order. After the Initial Term, unless prohibited by applicable law, there will be an automatic "Renewal Term" of the same length of time unless CLIENT notifies Presidio in writing that CLIENT does not want to renew at least sixty (60) days before the end of the then current Initial Term or Renewal Term. If the fees will change for the Renewal Term, Presidio will notify CLIENT reasonably in advance of the Renewal and in time for CLIENT to accept or reject renewing the Usage-Based Services and/or Enterprise Agreement. If CLIENT agrees with the fee changes, CLIENT may do nothing and the new fees will apply for the upcoming Renewal Term.
- Either party may terminate an Order by providing the other party written notice of termination at least sixty (60) days before the end of such Initial or Renewal Term. The termination will be effective on the last day of the Initial or Renewal Term and CLIENT will pay for the Usage-Based Services and/or Enterprise Agreement until the end of the current Initial or Renewal Term regardless of when CLIENT provided notice. Notwithstanding the foregoing, Usage-Based Services and Enterprise Agreements ordered are strictly non-cancelable during the Initial Term or Renewal Term except as otherwise provided in the applicable Service Terms and/or otherwise agreed upon in writing by Presidio. CLIENT will not be entitled to any refund for terminated Usage-Based Services or Enterprise Agreements during the Initial Term or Renewal Term except as agreed upon in writing by Provider and/or Presidio

**Multi-Year Agreements**

- For multi-year agreements, CLIENT expressly agrees to enter into a binding, non-cancelable agreement per the billing schedule set forth in the quote. THE CLIENT ACKNOWLEDGES AND AGREES THAT THE CLIENT'S AGREEMENT AND PAYMENTS FOR A MULTI-YEAR TRANSACTION ARE ESSENTIAL ELEMENTS OF THE BASIS OF THE BARGAIN BETWEEN THE PARTIES FOR MULTI-YEAR AGREEMENTS, SUCH THAT PRESIDIO WOULD NOT HAVE ENTERED INTO A MULTI-YEAR TRANSACTION WITHOUT SUCH AGREEMENT.

**SmartNet (Third party Maintenance)**

- CLIENTS rights are subject to the terms provided by the applicable manufacturer. (per website address)
- Delivery of software maintenance, including upgrades and updates are agreed to be accepted electronically. Otherwise, you agree to self-accrue applicable sales tax.

**Confidential Information.**

- CLIENT agrees that this quote is Presidio Confidential Information. CLIENT shall not disclose this quote to any third party for any purpose. CLIENT agrees to protect this Quote to the same extent that it protects its own Confidential Information, but with no less than a reasonable degree of care.

**Export Law Compliance.**

- CLIENT has been advised that any hardware or software provided to CLIENT via this Quote and/or subsequent purchase order may be subject to the U.S. Export Administration Regulations. CLIENT agrees to comply with all applicable United States export control laws, and regulations, as from time to time amended, including without limitation, the laws and regulations administered by the United States Department of Commerce and the United States Department of State.

**Miscellaneous Terms**

- Preprinted terms appearing on CLIENT Purchase Orders must be accepted in writing by Presidio to be applicable. Presidio's performance of such purchase order shall not constitute Presidio's acceptance of new or different terms, including pre-printed terms on such order. In absence of a purchase order, CLIENT agrees that its signature below grants Presidio the right to invoice CLIENT and authorizes payment to Presidio for the amounts owed.

Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

\_\_\_\_\_  
Customer Signature

\_\_\_\_\_  
Date



## Formal Bid and Award System

Award #2    October 8, 2020

**Type of Award Request:** CONTRACT EXTENSION  
**Request #:** 6902  
**Requestor Name:** Williams, Clint J. - Manager Technical Services  
**Requestor Phone:** (904) 665-6028  
**Project Title:** Cisco SMARTnet – Equipment Support and Maintenance of JEA’s Cisco  
**Project Number:** Infrastructure 30904  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$362,500.00

### Scope of Work:

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

**JEA IFB/RFP/State/City/GSA#:** CPA 159333, 076-16  
**Purchasing Agent:** Dambrose, Nickolas C.  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

| Name                              | Contact Name | Email               | Address  | Amount       |
|-----------------------------------|--------------|---------------------|--|--------------|
| PRESIDIO NETWORKED SOLUTIONS, LLC | John Behee   | jbehee@presidio.com | 10151 Deerwood Park Blvd, Bldg 200 suite 250, Jacksonville, FL 32256 | \$252,229.23 |

**Amount of Original Award:** \$1,367,986.12  
**Date of Original Award:** 10/20/2016  
**Change Order Amount:** \$252,229.23

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

| CPA #  | Amount       | Date       |
|--------|--------------|------------|
| 159333 | \$230,152.50 | 11/01/2018 |
| 159333 | \$572,443.31 | 11/21/2019 |
| 159333 | \$34,961.53  | 03/13/2020 |

**New Not-To-Exceed Amount:** \$2,457,772.69

**Length of Contract** Three (3) Years - One – 1 Yr. Renewal

**Begin Date (mm/dd/yyyy):** 10/01/2016

**End Date (mm/dd/yyyy):** 03/31/2021

**Renewals:** No

**JSEB Requirement:** JEA has reviewed the active JSEB vendor list and found no opportunities for JSEB participation.

**Background/Recommendations:**

Competitively bid and approved by the Awards Committee on 10/10/2016. Additionally, a change order request was approved by the Awards Committee on 11/01/2018. JEA’s one year renewal of this contract was approved by the Awards Committee 11/21/2019. An administrative change order for additional funds only was completed on 03/13/2020 to cover additional Webex related support through the existing term ending 09/30/20. A copy of the original award and previous awards are attached as backup.

This request is for a six (6) month contract extension from 10/01/2020 to 03/31/2021 and to add \$252,229.20 in additional funds to allow additional time required for preparing a new competitive bid. JEA sampled like for like items in its pricing comparison between previous year renewal and the proposed six (6) month extension and JEAs cost has increased by approximately 11% based a change in the number and types of items being supported. This includes new items being supported for JEA’s new Cologix Data Center and an increase usage of Webex supported items. However JEA will continue to receive the same contractual discount from Presidio during the extension, which is a twenty percent (20%) discount off of Cisco’s list price on telephony items and a twenty-one percent (21%) discount off Cisco list price Voice-ECMU items. There are two separate contract extension quotes attached as backup which include one for telephony equipment for \$17,753.01 and one for Network Equipment for \$234,476.22. During the six (6) month contract extension, JEA shall put the SMARTnet maintained items out to competitive bid and explore other strategic alternatives such as enterprise managed services.

Request approval to award a six (6) month contract extension to Presidio Networked Solutions LLC for Equipment Support and Maintenance of JEA’s Cisco Infrastructure in the amount of \$252,229.23, for a not-to-exceed amount of \$2,457,772.69, subject to the availability of lawfully appropriated funds.

**Manager:** Williams, Clint J. - Manager Technical Services

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

**VP:** Datz, Stephen H. - Interim Chief Information Officer

**APPROVALS:**

 10/08/2020

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

 10/8/2020

**Budget Representative**

**Date**

**TO:** JEA  
 Ontario Blackmon  
 P.O. Box 4910  
 Jacksonville, FL 32232  
  
 blacot@jea.com  
 (p) (904) 665-4203

**FROM:** Presidio Networked Solutions  
 Gabe Stix  
 8647 Baypine Road  
 Building 1  
 Suite 100  
 Jacksonville, FL 32256  
  
 gstix@PRESIDIO.com  
 (p) 301.313.2087  
 (f) 904.638.5611

**BILL TO:** JEA  
  
 21 West Church Street  
 Jacksonville, FL 32202

**SHIP TO:** JEA  
  
 21 West Church Street  
 Tower 2, 2nd Floor  
 Jacksonville, FL 32202

**Customer#:** JEAAA002  
**Account Manager:** John Behee  
**Inside Sales Rep:** Gabe Stix  
**Title:** JEA SMARTnet Renewal coterm  
 3/31/2021

| # | Part #               | Description  | Unit Price   | Qty | Ext Price    |
|---|----------------------|--|--------------|-----|--------------|
| 1 | CON-SMARTNET RENEWAL | CON-SMARTNET RENEWAL<br><b>Start Date:</b> 10/01/2020<br><b>End Date:</b> 03/31/2021<br><b>Comments:</b> 461149583 | \$14,772.82  | 1   | \$14,772.82  |
| 2 | CON-SMARTNET RENEWAL | CON-SMARTNET RENEWAL<br><b>Start Date:</b> 10/01/2020<br><b>End Date:</b> 03/31/2021<br><b>Comments:</b> 451150096 | \$219,703.40 | 1   | \$219,703.40 |

|                     |  |                     |
|---------------------|--|---------------------|
| <b>Sub Total:</b>   |  | <b>\$234,476.22</b> |
| <b>Grand Total:</b> |  | <b>\$234,476.22</b> |

Quote valid for 30 days. Payment of invoices are due within 30 days from date of invoice unless other terms are issued. Late payments are subject to interest charges of the lesser of 1½% per month or the maximum amount allowed by law. All prices subject to change without notice. Supply subject to availability. This Quote is subject to Presidio's Standard Terms and Conditions below. Any changes to the following Terms and Conditions must be accepted in writing by Presidio, otherwise, CLIENT agrees to be bound by the following Terms and Conditions and pricing contained herein:

**Pricing**

- Quoted prices exclude applicable taxes. Invoicing will include applicable taxes unless a valid tax exempt certificate is provided.
- The price included herein reflects a 3% discount for payment by cash, check or wire transfer. This discount will not apply in the event that CLIENT pays using a credit card or debit card.
- Prices exclude freight, handling or insurance (unless itemized in the quote).
- Pricing for Professional Services are best-effort estimates only. Actual pricing will be finalized as part of a mutually-agreeable Statement of Work.

**Invoicing**

- CLIENT is billed upon shipment from the manufacturer and shall accept and pay for partial shipment of products.
- Usage-Based Services Terms and Conditions. For Usage-Based Services purchased by CLIENT, Presidio shall invoice CLIENT once a month. Notwithstanding the amounts included on the applicable purchase order, the invoice for Usage-Based Services will vary from month to month based upon CLIENT's usage and CLIENT shall be obligated to pay all charges for the Usage-Based Services used by CLIENT in the previous month. If CLIENT is delinquent in its payment obligations for the Usage-Based Services, then, upon reasonable, prior notice, Presidio reserves the right to suspend or discontinue such services at its sole discretion. CLIENT acknowledges and agrees that such discontinuation or suspension by PRESIDIO will not constitute a breach of PRESIDIO'S obligations to CLIENT. CLIENT agrees to indemnify and hold harmless PRESIDIO for any resulting damages due to the suspension or discontinuation of the Usage-Based Services due to CLIENT's delinquent or non-payment.
- Enterprise Software, Licensing and Subscription Services ("Enterprise Agreement"). For Third-Party-provided, enterprise-based software licensing and services, Presidio shall invoice CLIENT according to the terms of the Enterprise Agreement between CLIENT and the Third Party. If CLIENT is delinquent in its payment obligations hereunder, then, upon reasonable, prior notice, Presidio reserves the right to suspend or discontinue such services at its sole discretion. CLIENT acknowledges and agrees that such discontinuation or suspension by PRESIDIO will not constitute a breach of PRESIDIO'S obligations to CLIENT. CLIENT agrees to indemnify and hold harmless PRESIDIO for any resulting damages due to the suspension or discontinuation of the services due to CLIENT's delinquent or non-payment.

**Freight, Handling, Shipping**

- CLIENT will be billed for Presidio's and/or the manufacturer's freight charges.
- Title/Risk of loss passes to CLIENT Freight on Board (FOB) origin (FOB destination (CONUS) applicable to Federal Government CLIENTS only) unless otherwise agreed to in writing by Presidio. Orders shipped from a manufacturer to Presidio at CLIENT request for warehousing, configuration, storage or otherwise, shall be deemed to have been shipped to CLIENT FOB origin.
- Presidio accepts no responsibility / liability in connection with the shipment.
- International delivery services include (i) Consolidated billing in USD for all international deliveries (ii) Consolidated contracting with one entity, namely Presidio (iii) Single point of contact (iv) Freight forwarding including exportation permits, application of tariff headings, customs clearance (including import permits, licenses, certificates) (v) Asset Management, Tracking & Reporting.
- Goods held in a Presidio warehouse either a) at the CLIENT's request or b) in the event CLIENT refuses to accept delivery, may be subject to warehousing fees of 1% of the list price of such goods.

**Warranty and Limitation of Liability**

- Product is warranted by the Manufacturer, not by Presidio. Please consult Manufacturer for warranty terms. IN NO EVENT SHALL PRESIDIO BE LIABLE TO CLIENT FOR ANY INDIRECT, INCIDENTAL, SPECIAL, CONSEQUENTIAL, EXEMPLARY, OR PUNITIVE DAMAGES OF ANY KIND WHATSOEVER, ARISING IN CONTRACT, TORT OR OTHERWISE, EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. PRESIDIO'S ENTIRE LIABILITY AND CLIENT'S EXCLUSIVE REMEDY FOR DAMAGES FROM ANY CAUSE WHATSOEVER, INCLUDING, BUT NOT LIMITED TO, NONPERFORMANCE OR MISREPRESENTATION, AND REGARDLESS OF THE FORM OF ACTIONS, SHALL BE LIMITED TO THE AMOUNT WHICH HAS BEEN ACTUALLY PAID TO PRESIDIO BY CLIENT FOR PRODUCTS HEREUNDER.

**Return Policy**

- CLIENTS return rights are subject to the return policies (& fees including restocking) of the applicable manufacturer
- A Presidio-issued Return Material Authorization (RMA) is required & needs to accompany returned items before any credit is issued to a CLIENT. Presidio reserves the right to deny RMA requests in the event the Manufacturer will not provide for an authorized return. If integration of product is performed at a Presidio facility, transfer of ownership occurs as of inception of integration regardless of shipment terms as manufacturers will not accept return of open product.
- CLIENTS have 15 calendar days from original ship date to request a RMA (unless shorter period is required by manufacturer)
- Items returned must be in original shipping cartons, unopened, unused, undamaged and unaltered failing which Presidio is entitled to reject acceptance of items or charge further fees
- The CLIENT is responsible for shipping fees to the destination highlighted in the RMA
- Opened software cannot be returned

**Cancellation Policy**

- CLIENT's cancellation of purchase order rights are subject to the cancellation policies (& fees) of the applicable manufacturer

**Leases**

- In the event Presidio does not receive payment for leased goods purchased on the CLIENT's behalf from the applicable third-party financing entity, CLIENT is obligated to pay Presidio for all such goods as indicated in the applicable Presidio invoice.

**Software terms**

- Software is subject to the license terms that accompany it.
- License terms are established between the CLIENT & owner of the software
- Unless Presidio is the owner or licensor, Presidio makes no representations and/or warranties relating to its operation, ownership or use.

**Term and Termination of Orders: Usage-Based Services, Enterprise Agreements and Multi-Year Orders**

- The terms of use for Usage-Based Services (i.e. Cisco-provided WebEx or Software as a Service (Saas)) are established by the applicable third-party provider of such services either at the applicable third-party provider website or via the separate agreement between CLIENT and third-party provider.
- The "Initial Term" of an order for Usage-Based Services and/or Enterprise Agreement ("Order") starts on the date the Usage-Based Services and/or Enterprise Agreement are available for use by CLIENT and lasts for the time period stated in the Order. After the Initial Term, unless prohibited by applicable law, there will be an automatic "Renewal Term" of the same length of time unless CLIENT notifies Presidio in writing that CLIENT does not want to renew at least sixty (60) days before the end of the then current Initial Term or Renewal Term. If the fees will change for the Renewal Term, Presidio will notify CLIENT reasonably in advance of the Renewal and in time for CLIENT to accept or reject renewing the Usage-Based Services and/or Enterprise Agreement. If CLIENT agrees with the fee changes, CLIENT may do nothing and the new fees will apply for the upcoming Renewal Term.
- Either party may terminate an Order by providing the other party written notice of termination at least sixty (60) days before the end of such Initial or Renewal Term. The termination will be effective on the last day of the Initial or Renewal Term and CLIENT will pay for the Usage-Based Services and/or Enterprise Agreement until the end of the current Initial or Renewal Term regardless of when CLIENT provided notice. Notwithstanding the foregoing, Usage-Based Services and Enterprise Agreements ordered are strictly non-cancelable during the Initial Term or Renewal Term except as otherwise provided in the applicable Service Terms and/or otherwise agreed upon in writing by Presidio. CLIENT will not be entitled to any refund for terminated Usage-Based Services or Enterprise Agreements during the Initial Term or Renewal Term except as agreed upon in writing by Provider and/or Presidio

**Multi-Year Agreements**

- For multi-year agreements, CLIENT expressly agrees to enter into a binding, non-cancelable agreement per the billing schedule set forth in the quote. THE CLIENT ACKNOWLEDGES AND AGREES THAT THE CLIENT'S AGREEMENT AND PAYMENTS FOR A MULTI-YEAR TRANSACTION ARE ESSENTIAL ELEMENTS OF THE BASIS OF THE BARGAIN BETWEEN THE PARTIES FOR MULTI-YEAR AGREEMENTS, SUCH THAT PRESIDIO WOULD NOT HAVE ENTERED INTO A MULTI-YEAR TRANSACTION WITHOUT SUCH AGREEMENT.

**SmartNet (Third party Maintenance)**

- CLIENTS rights are subject to the terms provided by the applicable manufacturer. (per website address)

**Confidential Information.**

• CLIENT agrees that this quote is Presidio Confidential Information. CLIENT shall not disclose this quote to any third party for any purpose. CLIENT agrees to protect this Quote to the same extent that it protects its own Confidential Information, but with no less than a reasonable degree of care.

**Export Law Compliance.**

• CLIENT has been advised that any hardware or software provided to CLIENT via this Quote and/or subsequent purchase order may be subject to the U.S. Export Administration Regulations. CLIENT agrees to comply with all applicable United States export control laws, and regulations, as from time to time amended, including without limitation, the laws and regulations administered by the United States Department of Commerce and the United States Department of State.

**Miscellaneous Terms**

• Preprinted terms appearing on CLIENT Purchase Orders must be accepted in writing by Presidio to be applicable. Presidio's performance of such purchase order shall not constitute Presidio's acceptance of new or different terms, including pre-printed terms on such order. In absence of a purchase order, CLIENT agrees that its signature below grants Presidio the right to invoice CLIENT and authorizes payment to Presidio for the amounts owed.

Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

\_\_\_\_\_  
Customer Signature

\_\_\_\_\_  
Date



## Formal Bid and Award System

Award #4 November 21, 2019

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

### Scope of Work:

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

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

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

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

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

**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

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

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

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

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

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

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

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

**Background/Recommendations:**

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

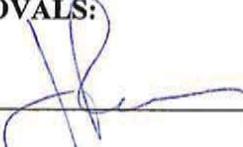
This request is for a one (1) year renewal from 10/01/2019 to 9/30/2020 to the existing contract with Presidio to provide SmartNet support and maintenance on JEA Cisco infrastructure equipment. The maintenance provided is to include hardware repair/replacement as well as troubleshooting support as needed.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

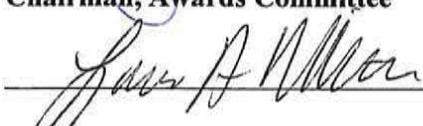
JEA will continue to receive the same discount from Presidio for the renewal, which is a twenty percent (20%) discount off Cisco's list price on telephony items and a twenty-one percent (21%) discount off Cisco list price Voice-ECMU items. JEA expects to spend \$50,000.00 more than the \$525,500.00 budgeted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

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

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

**APPROVALS:**

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

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



## Formal Bid and Award System

CPA 159333

Award #6 November 1, 2018

**Type of Award Request:** CONTRACT INCREASE  
**Request #:** 6421  
**Requestor Name:** Traylor, Kymberly A.-Dir Network & Telecommunication Svcs  
**Requestor Phone:** (904) 665-8983  
**Project Title:** Cisco SmartNet - Support and Maintenance of JEA's Cisco Infrastructure  
**Project Number:** ~~HEB0600~~ 30904  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$525,500.00 (Annually)  
**Scope of Work:**

This contract is to provide SmartNet support and maintenance on approximately 400 items of CISCO infrastructure equipment. Cisco SmartNet support and maintenance assists JEA with ensuring the network reliability and operational readiness through hardware repair/replacement, software upgrades, security vulnerability patches and troubleshooting support. JEA requires Cisco SmartNet to provide the best overall value from the products and services JEA has invested in and to help ensure JEA network switches, routers, firewalls and security applications can match the security threats of today. Furthermore, it has been demonstrated that proper maintenance on systems and their software, will extend the useful life resulting in a lower TCO for the organization. The agreement will provide 24/7/365, rapid access to the full breadth of support offering guaranteed, quicker access to vital manufacturer resources allowing a faster resolution to any operational issue encountered. In addition, the preventive services provide valuable system health, lifecycle planning and compliance adherence. Finally, the included security enhancements to all existing software that is included in the maintenance agreements is critical in the ever changing landscape of threats to JEA's infrastructure.

**JEA IFB/RFP/State/City/GSA#:** CPA 159333, 076-16  
**Purchasing Agent:** Woyak, Nathan  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

| Name                             | Contact Name | Email  | Address   | Phone          | Amount       |
|----------------------------------|--------------|--|---|----------------|--------------|
| PRESIDIO NETWORKED SOLUTIONS LLC | JOHN BEHEE   | <a href="mailto:JBEHEE@PRESIDIO.COM">JBEHEE@PRESIDIO.COM</a> | 10151 DEERWOOD PARK BLVD, BLDG 200 SUITE 250, JACKSONVILLE FL 32256 | (904) 472-4146 | \$230,152.50 |

**Amount of Original Award:** \$1,367,986.12  
**Date of Original Award:** 10/20/2016

**Change Order Amount:** \$230,152.50  
**New Not-To-Exceed Amount:** \$1,598,138.62  
**Length of Contract/PO Term:** Three (3) Years w/One (1) - 1 Yr. Renewal  
**Begin Date (mm/dd/yyyy):** 10/20/2016  
**End Date (mm/dd/yyyy):** 09/30/2019  
**Renewal Options:** Yes- One (1) - 1 Yr. Renewal  
**JSEB Requirement:** N/A – Specialty Services

**Background/Recommendation**

Competitively bid and approved by the Awards Committee on 10/20/2016. A copy of the original award is attached as backup.

This request is for a contract increase in the amount of \$230,153.50 for additional funds needed to cover SmartNet support for FY19 through the end of the current contract term on 09/30/2019. The main drivers behind the increase are additional equipment purchased for Cisco Spark / WebEx, aging equipment with higher maintenance costs and the original award underestimated the support required during the current contract term. The award amount of \$230,152.50 is the shortage of funds to cover the total amount due in FY19 of \$501,520.92. The discount percentage of (21%) off of Cisco SmartNet list price for the additional equipment remains the same.

The FY19 O&M Budget HEB0600 budget lines 1832 and 1825 includes a total budget of \$525,500.00 which will still cover the total amount due in FY19.

Request approval to award a contract increase to Presidio Networked Solutions, LLC for the addition of SmartNet support in the amount of \$230,152.50, for a new not-to-exceed amount of \$1,598,138.62, subject to the availability of lawfully appropriated funds.

**Director:** Traylor, Kymberly A.-Dir Network & Telecommunication Svcs  
**VP:** Cosgrave, Paul J. - Interim Chief Information Officer

**APPROVALS:**

  
 \_\_\_\_\_ 11/1/18  
**Chairman, Awards Committee** **Date**

  
 \_\_\_\_\_ 11-1-18  
**Manager, ~~Capital Budget Planning~~  
operating Budgets** **Date**


 10/20/16 10  
**Formal Bid and Award System**

Award #10 October 20, 2016

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 581  
**Requestor Name:** Traylor, Kymberly A. - Mgr Network & Telecommunications Services  
**Requestor Phone:** (904) 665-8983  
**Project Title:** SmartNet - Support and Maintenance of JEA's Cisco Infrastructure  
**Project Number:** HEB30904  
**Project Location:** JEA  
**Funds:** O&M  
**Award Estimate:** \$1,500,000.00

**Scope of Work:**

The purpose of this Invitation to Negotiate (the "ITN") is for JEA to enter into a contract with a Cisco Gold Partner Member to provide SmartNet support and maintenance on JEA CISCO infrastructure equipment for three (3) years. The maintenance provided is to include hardware repair/replacement as well as troubleshooting support as needed. JEA has approximately 900 items of CISCO equipment that will require a maintenance agreement to ensure operational readiness and maintain budgetary controls. JEA requires the Respondent to offer the same percentage discount off Cisco Retail List price on all line items. JEA reserves the right to add additional items to the list and receive the same percentage discount off Cisco Retail List price.

**Requisition Number:**

**JEA IFB/RFP/State/City/GSA#:** 076-16  
**Purchasing Agent:** Woyak, Nathan J  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

| Name                             | Contact Name | Email               | Address   | Phone          | Amount         |
|----------------------------------|--------------|---------------------|---|----------------|----------------|
| Presidio Networked Solutions LLC | John Behee   | Jbehee@Presidio.Com | 10151 Deerwood Park Blvd, Bldg 200 Ste 250, Jacksonville FL 32256 | (904) 472-4146 | \$1,367,986.12 |

**Amount for entire term of Contract/PO:** \$1,367,986.12  
**Award Amount for remainder of this FY:** \$455,995.38  
**Length of Contract/PO Term:** Three (3) Years w/One (1) – 1 Yr. Renewal  
**Begin Date (mm/dd/yyyy):** 10/01/2016  
**End Date (mm/dd/yyyy):** 9/30/2019  
**Renewal Options:** YES – One (1) – 1 Yr. Renewal

**JSEB Requirement:** N/A  
**Comments on JSEB Requirements:** N/A – Specialty Services

**BIDDER:**

| Name                             | Amount         |
|----------------------------------|----------------|
| Presidio Networked Solutions LLC | \$1,367,986.12 |

**BACKGROUND/RECOMMENDATION:**

Advertised 9/16/2016. Three (3) companies attended the pre-response meeting on 9/22/2016. At response opening on 10/4/2016, JEA received one (1) response from Presidio Networked Solutions LLC. Presidio Networked Solutions LLC is the lowest responsive and responsible bidder. A copy of the Response Form and Workbook are attached.

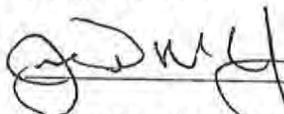
The two (2) other pre-response attendees, CMD Technology Group and RSM US LLP, did not respond due to not meeting the minimum qualification of being a Cisco Gold Partner. JEA's standard is to purchase our equipment and maintenance agreements from Cisco Gold Partners. The benefit to JEA is a higher percentage discount when purchasing equipment, and provides JEA access to higher skilled Cisco professionals. Another reason for low competition is Presidio receives the largest discount for selling the highest volume of Cisco products, which makes other gold partners reluctant to respond.

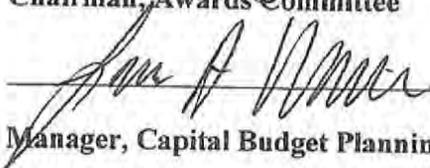
JEA did not request a Best and Final Offer (BAFO) from Presidio because there was no competition, and the discount received off Cisco retail prices increased by 1.5%. JEA has also changed to an Enterprise License Agreement, instead of single license or device maintenance agreement, which should result in a cost savings for JEA going forward.

076-16 - Request approval to award a three (3) year contract to Presidio Network Solutions for Cisco SmartNet Maintenance in the amount of \$1,367,986.12, subject to the availability of lawfully appropriated funds.

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

**APPROVALS:**

 \_\_\_\_\_ 10-20-16  
Chairman, Awards Committee Date

 \_\_\_\_\_ 10/20/16  
Manager, Capital Budget Planning Date

**APPENDIX B  
RESPONSE FORM FOR SOLICITATION # 076-16**

SmartNet Support and Maintenance of JEA's Cisco Infrastructure

Submit an **original, two (2) copies and one (1) CD or thumb drive** along with other required forms in a sealed envelope to: JEA Procurement Dept., 21 W. Church St., Bid Office, Customer Center, 1<sup>st</sup> Floor, Room 002, Jacksonville, FL 32202-3139.

Company Name: Presidio Networked Solutions LLC

Company's Address 5337 Milenia Lakes Blvd., Suite 300, Orlando, FL 32839

License Number (if applicable) \_\_\_\_\_

Phone Number: 904.638.5610 FAX No: 904.638.5611 Email Address: jbehee@presidio.com

**BID SECURITY REQUIREMENTS**

- None required
- Certified Check or Bond Five Percent (5%)

**TERM OF CONTRACT**

- One Time Purchase
- Annual Requirements – Three (3) years – w/ 1 renewal option
- Other, Specify- Project Completion

**SAMPLE REQUIREMENTS**

- None required
- Samples required prior to Response Opening
- Samples may be required subsequent to Response Opening

**SECTION 255.05, FLORIDA STATUTES CONTRACT BOND**

- None required
- Bond required 100% of Bid Award

**QUANTITIES**

- Quantities indicated are exacting
- Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.

**INSURANCE REQUIREMENTS**

Insurance required

**PAYMENT DISCOUNTS**

- 1% 20, net 30
- 2% 10, net 30
- 3% 5, net 30
- Other \_\_\_\_\_
- None Offered

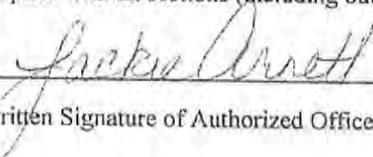
| Item No. | ENTER YOUR RESPONSE FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES        | Discount Percentage % Off List Price | TOTAL RESPONSE PRICE |
|----------|---|--------------------------------------|----------------------|
| 1        | Total 3 Year Cost Network-Telephony Appendix B Response Workbook Tab 1      | 20%                                  | \$ 1,070,715.17      |
| 2        | Total 3 Year Cost Voice-ECMU Appendix B Response Workbook Tab 2             | 21%                                  | \$ 297,270.95        |
|          | Total Cost - SmartNet Support and Maintenance of JEA's Cisco Infrastructure |                                      | \$ 1,367,986.12      |

**RESPONDENT CERTIFICATION**

By submitting this Response, the Respondent 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 Respondent 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 Respondent also certifies that it complies with all sections (including but not limited to Conflict Of Interest and Ethics) of this Solicitation.

We have received addenda

1 \_\_\_\_\_ through 3 \_\_\_\_\_

  
\_\_\_\_\_

28 September 2016

Handwritten Signature of Authorized Officer of Company or Agent      Date

Jackie Arnett, Executive Director

Printed Name and Title

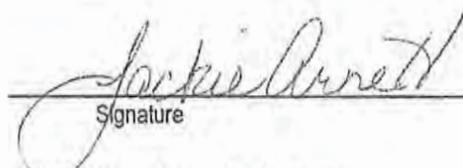
CONFLICT OF INTEREST  
CERTIFICATE

JEA IFB No. 076-16

Bidder must execute this form, if applicable, relative to Florida Statute 112.313. Failure to submit this form, if applicable, shall result in rejection of this bid.

I hereby certify that the following named JEA official(s) and employee(s) having material financial interest(s) (in excess of 5%) in this company have filed Conflict of Interest statements with the Supervisor of Elections, 105 East Monroe Street, Jacksonville, Duval County, Florida, prior to bid opening.

| Name  | Title or Position | Date of Filing |
|-------|-------------------|----------------|
| NONE  |                   |                |
| _____ | _____             | _____          |
| _____ | _____             | _____          |
| _____ | _____             | _____          |

  
\_\_\_\_\_  
Signature

Jackie Arnett, Executive Director  
\_\_\_\_\_  
Name of Certifying Official  
(type or print)

Presidio Networked Solutions LLC  
\_\_\_\_\_  
Company Name

8647 Baypine Road Building 1 Suite 100  
\_\_\_\_\_  
Business Address

Jacksonville, FL 32256  
\_\_\_\_\_  
City, State, Zip Code



APPENDIX B- RESPONSE WORKBOOK TAB 1 NETWORK-TELEPHONY (ENTER DATA IN YELLOW CELLS ONLY)  
Cisco Quote #14292001

| SERIAL NUMBER | PRODUCT LINE | PRODUCT NUMBER   | PRODUCT DESCRIPTION  | ANNUAL LIST PRICE | DISCOUNT FROM ANNUAL LIST PRICE | FINAL NET PRICE (3 Years 10/1/2016-9/30/2019) |
|---------------|--------------|------------------|--|-------------------|---------------------------------|---|
| 72808858      | Network      | CISCO7206VXR     | Cisco 7206VXR, 6-slot chassis, 1 AC Supply w/IP Software   | \$4,754.00        | 20%                             | \$11,409.80                                   |
| SMG0916N31K   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| SAD0808019C   | Network      | WS-SVC-FWM-1-K9= | *Firewall blade for 6500 and 7600, VFW License Separate    | \$18,744.00       | 20%                             | \$29,950.40                                   |
| SMC0923001Q   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| SAD0918067U   | Network      | WS-SVC-FWM-1-K9= | *Firewall blade for 6500 and 7600, VFW License Separate    | \$18,744.00       | 20%                             | \$29,950.40                                   |
| SMG1019NJJA   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| SMG1019NJMF   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| SMG1025NMVM   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| SAD112505GL   | Network      | ACE10-6500-K9=   | *Application Control Engine Service Module                 | \$6,324.00        | 20%                             | \$10,920.00                                   |
| SMG1034NV69   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$2,616.23                                    |
| SMG1035NWAC   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| SMG1034NV6L   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| SMG1035NW5A   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| SMG1035NW5G   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| SMG1034NVKE   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| FOC1211T0A3   | Network      | WS-CBS3020-HPQ   | Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P      | \$179.00          | 20%                             | \$10,920.00                                   |
| FOC1211T0AD   | Network      | WS-CBS3020-HPQ   | Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P      | \$179.00          | 20%                             | \$286.40                                      |
| FOC1212T025   | Network      | WS-CBS3020-HPQ   | Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P      | \$179.00          | 20%                             | \$286.40                                      |
| FOC1212T029   | Network      | WS-CBS3020-HPQ   | Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P      | \$179.00          | 20%                             | \$286.40                                      |
| FOC1208T01M   | Network      | WS-CBS3020-HPQ   | Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P      | \$179.00          | 20%                             | \$286.40                                      |
| FOC1208T1RX   | Network      | WS-CBS3020-HPQ   | Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P      | \$179.00          | 20%                             | \$286.40                                      |
| FOX1226HJNG   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$286.40                                      |
| FOX1226HJMS   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$3,104.00                                    |
| FOX1226HJMK   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$3,104.00                                    |
| FOX1226HJML   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$3,104.00                                    |
| FOX1226HJMW   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$3,104.00                                    |
| FOC1229W0CS   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$3,104.00                                    |
| FOC1229W07X   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$1,641.60                                    |
| FOC1229W07F   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$1,641.60                                    |
| FOC1229W08Q   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$1,641.60                                    |
| FOC1228T0WC   | Network      | WS-CBS3020-HPQ   | Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P      | \$179.00          | 20%                             | \$1,641.60                                    |
| FOC1228T0VM   | Network      | WS-CBS3020-HPQ   | Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P      | \$179.00          | 20%                             | \$286.40                                      |
| FOC1228T0JT   | Network      | WS-CBS3020-HPQ   | Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P      | \$179.00          | 20%                             | \$286.40                                      |
| FOC1228T0NZ   | Network      | WS-CBS3020-HPQ   | Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P      | \$179.00          | 20%                             | \$286.40                                      |
| FOC1228T057   | Network      | WS-CBS3020-HPQ   | Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P      | \$179.00          | 20%                             | \$286.40                                      |
| FOC1224W23C   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$286.40                                      |
| FOC1224W017   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$1,641.60                                    |
| FOC1224W22L   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$1,641.60                                    |
| FOC1224W23A   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$1,641.60                                    |
| FOC1224W242   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$1,641.60                                    |
| FOC1224W22D   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$1,641.60                                    |
| FOX1229G3KD   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$1,641.60                                    |
| FOX1229G3XF   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$3,104.00                                    |
| FOX1229G8QS   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$3,104.00                                    |
| FOX1229G8R8   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$3,104.00                                    |
| FOX1229G8RK   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$3,104.00                                    |

EOS 2/28/2017





**TO:** JEA  
Landon Todd  
P.O. Box 4910  
Jacksonville, FL 32232  
  
toddlm@jea.com  
(p) 904-665-7914

**FROM:** Presidio Networked Solutions  
Gabe Stix  
8647 Baypine Road  
Building 1  
Suite 100  
Jacksonville, FL 32256  
  
gstix@PRESIDIO.com  
(p) 301.313.2087

**BILL TO:** JEA  
Accounts Payable  
21 West Church Street  
Jacksonville, FL 32202  
  
acctpaycustsrv@jea.com  
(p) .

**SHIP TO:** JEA  
Landon Todd  
21 West Church Street  
Tower 2, 2nd Floor  
Jacksonville, FL 32202  
  
toddlm@jea.com  
(p) 904-665-7914

**Customer#:** JEAAA002  
**Account Manager:** John Behee  
**Inside Sales Rep:** Gabe Stix  
**Title:** JEA - Voice/Call Center HW - Smartnet Renewal cotermin 9/30/2021

| # | Part #               | Description  | Unit Price  | Qty | Ext Price   |
|---|----------------------|--|-------------|-----|-------------|
| 1 | CON-SMARTNET RENEWAL | CON-SMARTNET RENEWAL<br><b>Start Date:</b> 10/01/2020<br><b>End Date:</b> 09/30/2021<br><b>Comments:</b> 481149934 | \$17,753.01 | 1   | \$17,753.01 |

|                     |  |  |                    |
|---------------------|--|--|--------------------|
| <b>Sub Total:</b>   |  |  | <b>\$17,753.01</b> |
| <b>Grand Total:</b> |  |  | <b>\$17,753.01</b> |

Quote valid for 30 days. Payment of invoices are due within 30 days from date of invoice unless other terms are issued. Late payments are subject to interest charges of the lesser of 1½% per month or the maximum amount allowed by law. All prices subject to change without notice. Supply subject to availability. This Quote is subject to Presidio's Standard Terms and Conditions below. Any changes to the following Terms and Conditions must be accepted in writing by Presidio, otherwise, CLIENT agrees to be bound by the following Terms and Conditions and pricing contained herein:

**Pricing**

- Quoted prices exclude applicable taxes. Invoicing will include applicable taxes unless a valid tax exempt certificate is provided.
- The price included herein reflects a 3% discount for payment by cash, check or wire transfer. This discount will not apply in the event that CLIENT pays using a credit card or debit card.
- Prices exclude freight, handling or insurance (unless itemized in the quote).
- Pricing for Professional Services are best-effort estimates only. Actual pricing will be finalized as part of a mutually-agreeable Statement of Work.

**Invoicing**

- CLIENT is billed upon shipment from the manufacturer and shall accept and pay for partial shipment of products.
- Usage-Based Services Terms and Conditions. For Usage-Based Services purchased by CLIENT, Presidio shall invoice CLIENT once a month. Notwithstanding the amounts included on the applicable purchase order, the invoice for Usage-Based Services will vary from month to month based upon CLIENT's usage and CLIENT shall be obligated to pay all charges for the Usage-Based Services used by CLIENT in the previous month. If CLIENT is delinquent in its payment obligations for the Usage-Based Services, then, upon reasonable, prior notice, Presidio reserves the right to suspend or discontinue such services at its sole discretion. CLIENT acknowledges and agrees that such discontinuation or suspension by PRESIDIO will not constitute a breach of PRESIDIO'S obligations to CLIENT. CLIENT agrees to indemnify and hold harmless PRESIDIO for any resulting damages due to the suspension or discontinuation of the Usage-Based Services due to CLIENT's delinquent or non-payment.
- Enterprise Software, Licensing and Subscription Services ("Enterprise Agreement"). For Third-Party-provided, enterprise-based software licensing and services, Presidio shall invoice CLIENT according to the terms of the Enterprise Agreement between CLIENT and the Third Party. If CLIENT is delinquent in its payment obligations hereunder, then, upon reasonable, prior notice, Presidio reserves the right to suspend or discontinue such services at its sole discretion. CLIENT acknowledges and agrees that such discontinuation or suspension by PRESIDIO will not constitute a breach of PRESIDIO'S obligations to CLIENT. CLIENT agrees to indemnify and hold harmless PRESIDIO for any resulting damages due to the suspension or discontinuation of the services due to CLIENT's delinquent or non-payment.

**Freight, Handling, Shipping**

- CLIENT will be billed for Presidio's and/or the manufacturer's freight charges.
- Title/Risk of loss passes to CLIENT Freight on Board (FOB) origin (FOB destination (CONUS) applicable to Federal Government CLIENTS only) unless otherwise agreed to in writing by Presidio. Orders shipped from a manufacturer to Presidio at CLIENT request for warehousing, configuration, storage or otherwise, shall be deemed to have been shipped to CLIENT FOB origin.
- Presidio accepts no responsibility / liability in connection with the shipment.
- International delivery services include (i) Consolidated billing in USD for all international deliveries (ii) Consolidated contracting with one entity, namely Presidio (iii) Single point of contact (iv) Freight forwarding including exportation permits, application of tariff headings, customs clearance (including import permits, licenses, certificates) (v) Asset Management, Tracking & Reporting.
- Goods held in a Presidio warehouse either a) at the CLIENT's request or b) in the event CLIENT refuses to accept delivery, may be subject to warehousing fees of 1% of the list price of such goods.

**Warranty and Limitation of Liability**

- Product is warranted by the Manufacturer, not by Presidio. Please consult Manufacturer for warranty terms. IN NO EVENT SHALL PRESIDIO BE LIABLE TO CLIENT FOR ANY INDIRECT, INCIDENTAL, SPECIAL, CONSEQUENTIAL, EXEMPLARY, OR PUNITIVE DAMAGES OF ANY KIND WHATSOEVER, ARISING IN CONTRACT, TORT OR OTHERWISE, EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. PRESIDIO'S ENTIRE LIABILITY AND CLIENT'S EXCLUSIVE REMEDY FOR DAMAGES FROM ANY CAUSE WHATSOEVER, INCLUDING, BUT NOT LIMITED TO, NONPERFORMANCE OR MISREPRESENTATION, AND REGARDLESS OF THE FORM OF ACTIONS, SHALL BE LIMITED TO THE AMOUNT WHICH HAS BEEN ACTUALLY PAID TO PRESIDIO BY CLIENT FOR PRODUCTS HEREUNDER.

**Return Policy**

- CLIENTS return rights are subject to the return policies (& fees including restocking) of the applicable manufacturer
- A Presidio-issued Return Material Authorization (RMA) is required & needs to accompany returned items before any credit is issued to a CLIENT. Presidio reserves the right to deny RMA requests in the event the Manufacturer will not provide for an authorized return. If integration of product is performed at a Presidio facility, transfer of ownership occurs as of inception of integration regardless of shipment terms as manufacturers will not accept return of open product.
- CLIENTS have 15 calendar days from original ship date to request a RMA (unless shorter period is required by manufacturer)
- Items returned must be in original shipping cartons, unopened, unused, undamaged and unaltered failing which Presidio is entitled to reject acceptance of items or charge further fees
- The CLIENT is responsible for shipping fees to the destination highlighted in the RMA
- Opened software cannot be returned

**Cancellation Policy**

- CLIENT's cancellation of purchase order rights are subject to the cancellation policies (& fees) of the applicable manufacturer

**Leases**

- In the event Presidio does not receive payment for leased goods purchased on the CLIENT's behalf from the applicable third-party financing entity, CLIENT is obligated to pay Presidio for all such goods as indicated in the applicable Presidio invoice.

**Software terms**

- Software is subject to the license terms that accompany it.
- License terms are established between the CLIENT & owner of the software
- Unless Presidio is the owner or licensor, Presidio makes no representations and/or warranties relating to its operation, ownership or use.

**Term and Termination of Orders: Usage-Based Services, Enterprise Agreements and Multi-Year Orders**

- The terms of use for Usage-Based Services (i.e. Cisco-provided WebEx or Software as a Service (SaaS)) are established by the applicable third-party provider of such services either at the applicable third-party provider website or via the separate agreement between CLIENT and third-party provider.
- The "Initial Term" of an order for Usage-Based Services and/or Enterprise Agreement ("Order") starts on the date the Usage-Based Services and/or Enterprise Agreement are available for use by CLIENT and lasts for the time period stated in the Order. After the Initial Term, unless prohibited by applicable law, there will be an automatic "Renewal Term" of the same length of time unless CLIENT notifies Presidio in writing that CLIENT does not want to renew at least sixty (60) days before the end of the then current Initial Term or Renewal Term. If the fees will change for the Renewal Term, Presidio will notify CLIENT reasonably in advance of the Renewal and in time for CLIENT to accept or reject renewing the Usage-Based Services and/or Enterprise Agreement. If CLIENT agrees with the fee changes, CLIENT may do nothing and the new fees will apply for the upcoming Renewal Term.
- Either party may terminate an Order by providing the other party written notice of termination at least sixty (60) days before the end of such Initial or Renewal Term. The termination will be effective on the last day of the Initial or Renewal Term and CLIENT will pay for the Usage-Based Services and/or Enterprise Agreement until the end of the current Initial or Renewal Term regardless of when CLIENT provided notice. Notwithstanding the foregoing, Usage-Based Services and Enterprise Agreements ordered are strictly non-cancelable during the Initial Term or Renewal Term except as otherwise provided in the applicable Service Terms and/or otherwise agreed upon in writing by Presidio. CLIENT will not be entitled to any refund for terminated Usage-Based Services or Enterprise Agreements during the Initial Term or Renewal Term except as agreed upon in writing by Provider and/or Presidio

**Multi-Year Agreements**

- For multi-year agreements, CLIENT expressly agrees to enter into a binding, non-cancelable agreement per the billing schedule set forth in the quote. THE CLIENT ACKNOWLEDGES AND AGREES THAT THE CLIENT'S AGREEMENT AND PAYMENTS FOR A MULTI-YEAR TRANSACTION ARE ESSENTIAL ELEMENTS OF THE BASIS OF THE BARGAIN BETWEEN THE PARTIES FOR MULTI-YEAR AGREEMENTS, SUCH THAT PRESIDIO WOULD NOT HAVE ENTERED INTO A MULTI-YEAR TRANSACTION WITHOUT SUCH AGREEMENT.

**SmartNet (Third party Maintenance)**

- CLIENTS rights are subject to the terms provided by the applicable manufacturer. (per website address)

**Confidential Information.**

• CLIENT agrees that this quote is Presidio Confidential Information. CLIENT shall not disclose this quote to any third party for any purpose. CLIENT agrees to protect this Quote to the same extent that it protects its own Confidential Information, but with no less than a reasonable degree of care.

**Export Law Compliance.**

• CLIENT has been advised that any hardware or software provided to CLIENT via this Quote and/or subsequent purchase order may be subject to the U.S. Export Administration Regulations. CLIENT agrees to comply with all applicable United States export control laws, and regulations, as from time to time amended, including without limitation, the laws and regulations administered by the United States Department of Commerce and the United States Department of State.

**Miscellaneous Terms**

• Preprinted terms appearing on CLIENT Purchase Orders must be accepted in writing by Presidio to be applicable. Presidio's performance of such purchase order shall not constitute Presidio's acceptance of new or different terms, including pre-printed terms on such order. In absence of a purchase order, CLIENT agrees that its signature below grants Presidio the right to invoice CLIENT and authorizes payment to Presidio for the amounts owed.

Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

\_\_\_\_\_  
Customer Signature

\_\_\_\_\_  
Date

|          |                  |
|----------|------------------|
| Quantity | 1                |
| Logic 1  | (Multiple Items) |

|       | Data                               |                   |                  |  |        |
|-------|------------------------------------|-------------------|------------------|--|--------|
|       | Sum of Customer Price (Six Months) | Sum of Difference | Count of Logic 1 |  |        |
| Total | \$ 108,914.49                      | \$ 12,536.24      | \$ 132           |  | 11.51% |

| Product Number    | Quote Number | Product Description   |
|-------------------|--------------|---|
| L-AC-APX-LIC=     | 461149583    | Cisco AnyConnect Apex Term License, Total Authorized Users    |
| L-ASA5516-TAM=    | 461149583    | Cisco ASA5516 FirePOWER IPS and AMP Licenses                  |
| L-ISE-PLS-LIC=    | 461149583    | Cisco ISE Plus License  |
| L-ISE-APX-LIC=    | 461149583    | Cisco ISE Apex License  |
| L-ASA5545-TAM=    | 461149583    | Cisco ASA5545 FirePOWER IPS and AMP Licenses                  |
| L-ASA5545-TAM=    | 461149583    | Cisco ASA5545 FirePOWER IPS and AMP Licenses                  |
| WS-C4507RE+96V+   | 451150096    | WS-C4507R+E Chassis, two WS-X4648-RJ45V+E, Sup7L-E, LAN Base  |
| GLC-SX-MMD        | 451150096    | 1000BASE-SX SFP transceiver module, MMF, 850nm, DOM           |
| GLC-SX-MMD        | 451150096    | 1000BASE-SX SFP transceiver module, MMF, 850nm, DOM           |
| CISCO3925-V/K9    | 451150096    | ^Cisco 3925 Voice Bundle, PVD3-64, UC License PAK, FL-CUBE10  |
| ASR1001           | 451150096    | ^^^Cisco ASR1001 System,Crypto, 4 built-in GE, Dual P/S       |
| SLASR1-AIS        | 451150096    | Cisco ASR 1000 Advanced IP Services License                   |
| ASR1001           | 451150096    | ^^^Cisco ASR1001 System,Crypto, 4 built-in GE, Dual P/S       |
| SLASR1-AIS        | 451150096    | Cisco ASR 1000 Advanced IP Services License                   |
| UCUCS-EZ-C220M3S  | 451150096    | ^UCS C220 M3 SFF dual-4-core/3.3 GHz, 64 GB RAM, 8x300 GB 15K |
| UCUCS-EZ-C220M3S  | 451150096    | ^UCS C220 M3 SFF dual-4-core/3.3 GHz, 64 GB RAM, 8x300 GB 15K |
| WS-C3750X-24P-E   | 451150096    | ^^Catalyst 3750X 24 Port PoE IP Services                      |
| N7K-C7010-B2S2E   | 451150096    | Nexus 7010 Bundle (Chassis,1xSUP2E,5xFAB2),No Power Supplies  |
| DCNM-SAN-N7K-K9   | 451150096    | DCNM for SAN Advanced Edition for Nexus 7000                  |
| N7K-C7010-B2S2E   | 451150096    | Nexus 7010 Bundle (Chassis,1xSUP2E,5xFAB2),No Power Supplies  |
| DCNM-SAN-N7K-K9   | 451150096    | DCNM for SAN Advanced Edition for Nexus 7000                  |
| N7K-C7010-B2S2E   | 451150096    | Nexus 7010 Bundle (Chassis,1xSUP2E,5xFAB2),No Power Supplies  |
| DCNM-SAN-N7K-K9   | 451150096    | DCNM for SAN Advanced Edition for Nexus 7000                  |
| N7K-C7010-B2S2E   | 451150096    | Nexus 7010 Bundle (Chassis,1xSUP2E,5xFAB2),No Power Supplies  |
| DCNM-SAN-N7K-K9   | 451150096    | DCNM for SAN Advanced Edition for Nexus 7000                  |
| N6K-C6001-64T     | 451150096    | ^Nexus 6001, 1RU switch, fixed 48p of 10G BASE-T and 4p QSFP+ |
| DCNM-LS-N61-K9    | 451150096    | ^DCNM for SAN and LAN Advanced Edt. for Nexus 6001 switches   |
| N6K-C6001-64T     | 451150096    | ^Nexus 6001, 1RU switch, fixed 48p of 10G BASE-T and 4p QSFP+ |
| DCNM-LS-N61-K9    | 451150096    | ^DCNM for SAN and LAN Advanced Edt. for Nexus 6001 switches   |
| N5K-C5548UP-FA    | 451150096    | ^Nexus 5548 UP Chassis, 32 10GbE Ports, 2 PS, 2 Fans          |
| DCNM-LAN-N5K-K9   | 451150096    | DCNM for LAN Advanced Edt. for Nexus 5000                     |
| DCNM-SAN-N5K-K9   | 451150096    | DCNM for SAN License for Nexus 5000                           |
| N5K-C5548UP-FA    | 451150096    | ^Nexus 5548 UP Chassis, 32 10GbE Ports, 2 PS, 2 Fans          |
| DCNM-LAN-N5K-K9   | 451150096    | DCNM for LAN Advanced Edt. for Nexus 5000                     |
| DCNM-SAN-N5K-K9   | 451150096    | DCNM for SAN License for Nexus 5000                           |
| N2K-C2248TPE-FA-B | 451150096    | Standard Airflow pack:N2K-C2248TP-E-1GE, 2 AC PS, 1Fan        |
| N2K-C2248TPE-FA-B | 451150096    | Standard Airflow pack:N2K-C2248TP-E-1GE, 2 AC PS, 1Fan        |
| N5K-C5548UP-BUN   | 451150096    | ^Nexus 5548UP in N5548UP-N2K Bundle                           |
| N2K-C2248TPE-FA-B | 451150096    | Standard Airflow pack:N2K-C2248TP-E-1GE, 2 AC PS, 1Fan        |
| N2K-C2248TPE-FA-B | 451150096    | Standard Airflow pack:N2K-C2248TP-E-1GE, 2 AC PS, 1Fan        |
| DCNM-LAN-N5K-K9   | 451150096    | DCNM for LAN Advanced Edt. for Nexus 5000                     |
| DCNM-SAN-N5K-K9   | 451150096    | DCNM for SAN License for Nexus 5000                           |
| DCNM-LAN-N5K-K9   | 451150096    | DCNM for LAN Advanced Edt. for Nexus 5000                     |
| DCNM-SAN-N5K-K9   | 451150096    | DCNM for SAN License for Nexus 5000                           |
| N6K-C6001-64T     | 451150096    | ^Nexus 6001, 1RU switch, fixed 48p of 10G BASE-T and 4p QSFP+ |
| DCNM-LS-N61-K9    | 451150096    | ^DCNM for SAN and LAN Advanced Edt. for Nexus 6001 switches   |
| N6K-C6001-64T     | 451150096    | ^Nexus 6001, 1RU switch, fixed 48p of 10G BASE-T and 4p QSFP+ |
| DCNM-LS-N61-K9    | 451150096    | ^DCNM for SAN and LAN Advanced Edt. for Nexus 6001 switches   |
| N6004-B-24Q       | 451150096    | ^Nexus 6004 EF chassis 24x40GE Ports/FCoE Bundle; 6PS,4 FAN   |
| DCNM-SAN-N64-K9   | 451150096    | ^DCNM for SAN Advanced Edt. for Nexus 6004 switches           |
| DCNM-LAN-N64-K9   | 451150096    | ^DCNM for LAN Advanced Edt. for Nexus 6004 switches           |
| N6004-B-24Q       | 451150096    | ^Nexus 6004 EF chassis 24x40GE Ports/FCoE Bundle; 6PS,4 FAN   |
| DCNM-SAN-N64-K9   | 451150096    | ^DCNM for SAN Advanced Edt. for Nexus 6004 switches           |
| DCNM-LAN-N64-K9   | 451150096    | ^DCNM for LAN Advanced Edt. for Nexus 6004 switches           |
| DCNM-SAN-N64-K9   | 451150096    | ^DCNM for SAN Advanced Edt. for Nexus 6004 switches           |
| DCNM-LAN-N64-K9   | 451150096    | ^DCNM for LAN Advanced Edt. for Nexus 6004 switches           |
| N6004-B-24Q       | 451150096    | ^Nexus 6004 EF chassis 24x40GE Ports/FCoE Bundle; 6PS,4 FAN   |
| DCNM-SAN-N64-K9   | 451150096    | ^DCNM for SAN Advanced Edt. for Nexus 6004 switches           |
| DCNM-LAN-N64-K9   | 451150096    | ^DCNM for LAN Advanced Edt. for Nexus 6004 switches           |
| SNS-3415-K9       | 451150096    | ^Small Secure Network Server for ISE, NAC, & ACS Applications |
| SNS-3415-K9       | 451150096    | ^Small Secure Network Server for ISE, NAC, & ACS Applications |
| FS-VMW-10-SW-K9   | 451150096    | Cisco Firepower Management Center,(VMWare) for 10 devices     |

|                    |           |   |
|--------------------|-----------|---|
| ASA5545-K9         | 451150096 | ASA 5545-X with SW, 8GE Data, 1GE Mgmt, AC, 3DES/AES          |
| WS-C4506-E         | 451150096 | Cat4500 E-Series 6-Slot Chassis, fan, no ps                   |
| SNS-3415-K9        | 451150096 | ^Small Secure Network Server for ISE, NAC, & ACS Applications |
| SNS-3415-K9        | 451150096 | ^Small Secure Network Server for ISE, NAC, & ACS Applications |
| SNS-3415-K9        | 451150096 | ^Small Secure Network Server for ISE, NAC, & ACS Applications |
| SNS-3495-K9        | 451150096 | ^Large Secure Server for ISE, ACS and NAC Applications        |
| SNS-3495-K9        | 451150096 | ^Large Secure Server for ISE, ACS and NAC Applications        |
| SNS-3495-K9        | 451150096 | ^Large Secure Server for ISE, ACS and NAC Applications        |
| PI-UCS-APL-K9      | 451150096 | ^Cisco Prime Infrastructure UCS Physical HW Appliance         |
| C1-AIR-CT5520-K9   | 451150096 | Cisco ONE - 5520 Wireless Controller w/rack mounting kit      |
| C1FPAIRK9          | 451150096 | Cisco ONE Foundation Perpetual - Wireless                     |
| C1-AIR-CT5520-K9   | 451150096 | Cisco ONE - 5520 Wireless Controller w/rack mounting kit      |
| C1FPAIRK9          | 451150096 | Cisco ONE Foundation Perpetual - Wireless                     |
| AIR-CT5520-K9      | 451150096 | Cisco 5520 Wireless Controller w/rack mounting kit            |
| AIR-CT5520-K9      | 451150096 | Cisco 5520 Wireless Controller w/rack mounting kit            |
| WS-C2960X-24TS-L   | 451150096 | Catalyst 2960-X 24 GigE, 4 x 1G SFP, LAN Base                 |
| FS750-K9           | 451150096 | Cisco Firepower Management Center 750 Chassis, 1U             |
| FS750-K9           | 451150096 | Cisco Firepower Management Center 750 Chassis, 1U             |
| WS-C3650-24TS-L    | 451150096 | Cisco Catalyst 3650 24 Port Data 4x1G Uplink LAN Base         |
| WS-C3650-24TS-E    | 451150096 | Cisco Catalyst 3650 24 Port Data 4x1G Uplink IP Services      |
| WS-C3650-48TS-E    | 451150096 | Cisco Catalyst 3650 48 Port Data 4x1G Uplink IP Services      |
| WS-C2960X-24PS-L   | 451150096 | Catalyst 2960-X 24 GigE PoE 370W, 4 x 1G SFP, LAN Base        |
| C2921-VSEC/K9      | 451150096 | ^Cisco 2921 Voice Sec. Bundle, PVD3-32, UC&SEC Lic,FL-CUBE5   |
| C3945E-VSEC/K9     | 451150096 | ^Cisco 3945E Voice Sec Bundle, PVD3-64, UC&SEC Lic,FL-CUBE10  |
| C1-WSC3850-12X48UL | 451150096 | Cisco ONE Catalyst 3850 48Port (12mGig+36Gig) UPoE LAN Base   |
| C1FPCAT38502K9     | 451150096 | Cisco One Foundation Perpetual - Catalyst 3850 48-port        |
| C1FPCAT38502K9     | 451150096 | Cisco One Foundation Perpetual - Catalyst 3850 48-port        |
| C1FPCAT38502K9     | 451150096 | Cisco One Foundation Perpetual - Catalyst 3850 48-port        |
| C1FPCAT38502K9     | 451150096 | Cisco One Foundation Perpetual - Catalyst 3850 48-port        |
| C1FPCAT38502K9     | 451150096 | Cisco One Foundation Perpetual - Catalyst 3850 48-port        |
| C1FPCAT38502K9     | 451150096 | Cisco One Foundation Perpetual - Catalyst 3850 48-port        |
| C1FPCAT38502K9     | 451150096 | Cisco One Foundation Perpetual - Catalyst 3850 48-port        |
| ASA5545-K8         | 451150096 | ASA 5545-X with SW, 8GE Data, 1GE Mgmt, AC, DES               |
| ASA-IC-6GE-CU-C    | 451150096 | ASA 5545-X/5555-X Interface Card 6-port 10/100/1000, RJ-45    |
| L-MGMT3X-PI-BASE=  | 451150096 | Cisco Ent MGMT: PI 3.x Platform Base Lic                      |
| C1FPCAT38502K9     | 451150096 | Cisco One Foundation Perpetual - Catalyst 3850 48-port        |
| C1FPCAT38502K9     | 451150096 | Cisco One Foundation Perpetual - Catalyst 3850 48-port        |
| C1FPCAT38502K9     | 451150096 | Cisco One Foundation Perpetual - Catalyst 3850 48-port        |
| C1FPCAT38502K9     | 451150096 | Cisco One Foundation Perpetual - Catalyst 3850 48-port        |
| IE-2000-16TC-G-L   | 451150096 | IE2000 with 16FE Copper, 2GE SFP/T and 2FE SFP (Lan Lite)     |
| WS-C3650-24PS-E    | 451150096 | Cisco Catalyst 3650 24 Port PoE 4x1G Uplink IP Services       |
| WS-C3850-12X48U-L  | 451150096 | Cisco Catalyst 3850 48 Port (12 mGig+36 Gig) UPoE LAN Base    |
| WS-C3850-24XU-L    | 451150096 | Cisco Catalyst 3850 24 mGig Port UPoE LAN Base                |
| WS-C3850-48U-E     | 451150096 | Cisco Catalyst 3850 48 Port UPOE IP Services                  |
| WS-C4503-E         | 451150096 | Cat4500 E-Series 3-Slot Chassis, fan, no ps                   |
| WS-C3650-48FD-E    | 451150096 | Cisco Catalyst 3650 48 Port Full PoE 2x10G Uplink IPServices  |
| ASA5516-FTD-K9     | 451150096 | ASA 5516-X with Firepower Threat Defense, 8GE, AC             |
| ASA5516-FTD-K9     | 451150096 | ASA 5516-X with Firepower Threat Defense, 8GE, AC             |
| ASA5516-FTD-K9     | 451150096 | ASA 5516-X with Firepower Threat Defense, 8GE, AC             |
| ASA5516-FTD-K9     | 451150096 | ASA 5516-X with Firepower Threat Defense, 8GE, AC             |
| ASA5516-FTD-K9     | 451150096 | ASA 5516-X with Firepower Threat Defense, 8GE, AC             |
| ASA5516-FTD-K9     | 451150096 | ASA 5516-X with Firepower Threat Defense, 8GE, AC             |
| ASA5516-FTD-K9     | 451150096 | ASA 5516-X with Firepower Threat Defense, 8GE, AC             |
| ASA5516-FTD-K9     | 451150096 | ASA 5516-X with Firepower Threat Defense, 8GE, AC             |
| IE-2000-8TC-L      | 451150096 | IE2000 with 8FE Copper ports and 2FE Combo (Lan Lite)         |
| WS-C2960X-24TS-L   | 451150096 | Catalyst 2960-X 24 GigE, 4 x 1G SFP, LAN Base                 |
| WS-C3850-24U-E     | 451150096 | Cisco Catalyst 3850 24 Port UPOE IP Services                  |
| N6004-B-24Q        | 451150096 | ^Nexus 6004 EF chassis 24x40GE Ports/FCoE Bundle; 6PS,4 FAN   |
| ISR4331-SEC/K9     | 451150096 | Cisco ISR 4331 Sec bundle w/SEC license                       |
| ASA5500X-SSD120=   | 451150096 | ASA 5512-X through 5555-X 120 GB MLC SED SSD (Spare)          |
| R-DCNM-SVR-10-K9=  | 451150096 | DCNM v10 - SW for Server - E-Delivery                         |
| ASA5516-FPWR-K9    | 451150096 | ASA 5516-X with FirePOWER services, 8GE, AC, 3DES/AES         |
| ASA5516-FPWR-K9    | 451150096 | ASA 5516-X with FirePOWER services, 8GE, AC, 3DES/AES         |



|                    |           |   |
|--------------------|-----------|---|
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| DS-C9706           | 451150096 | MDS 9706 Chassis No Power Supplies, Fans Included           |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| C1F1PMD59700K9     | 451150096 | Cisco ONE Foundation Perpetual MDS 9700                     |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| SFP-10G-SR         | 451150096 | 10GBASE-SR SFP Module                                       |
| WS-C2960X-48FPS-L  | 451150096 | Catalyst 2960-X 48 GigE PoE 740W, 4 x 1G SFP, LAN Base      |
| CP-DX80-K9=        | 451150096 | Cisco Webex DX80  |
| CP-DX80-K9=        | 451150096 | Cisco Webex DX80  |
| EXPWY-E-BDL-K9     | 451150096 | ^Expressway-E Appliance Bundle                              |
| EXPWY-E-BDL-K9     | 451150096 | ^Expressway-E Appliance Bundle                              |
| C9300-48U-A        | 451150096 | Catalyst 9300 48-port UPOE, Network Advantage               |
| C9300-48U-A        | 451150096 | Catalyst 9300 48-port UPOE, Network Advantage               |
| N93-FNPV1K9=       | 451150096 | FCOE NPV License for 9300 Series Switches                   |
| N93-FNPV1K9=       | 451150096 | FCOE NPV License for 9300 Series Switches                   |
| C1-N9K-C93180LC-EX | 451150096 | Cisco ONE Nexus 9300 Series, 24p 40/50G and 6p 100G         |
| C1-N9K-C93180LC-EX | 451150096 | Cisco ONE Nexus 9300 Series, 24p 40/50G and 6p 100G         |
| C1-N9K-C93180LC-EX | 451150096 | Cisco ONE Nexus 9300 Series, 24p 40/50G and 6p 100G         |
| N9K-C9504-B3-E     | 451150096 | Nexus 9504 chassis bundle with 1Sup, 3PS, 2SC, 4 FM-E, 3Fan |
| N7702-S2E-40G-P1   | 451150096 | Nexus 7702 40G Promotional Bundle                           |
| N7702-S2E-40G-P1   | 451150096 | Nexus 7702 40G Promotional Bundle                           |
| C9500-32QC-A       | 451150096 | Catalyst 9500 32-port 40/100G only, Advantage               |
| SPARK-BOARD55-K9   | 451150096 | ^Cisco Spark Board 55                                       |
| SPARK-BOARD55-K9   | 451150096 | ^Cisco Spark Board 55                                       |
| SPARK-BOARD55-K9   | 451150096 | ^Cisco Spark Board 55                                       |
| SPARK-BOARD55-K9   | 451150096 | ^Cisco Spark Board 55                                       |
| FS-VMW-10-SW-K9    | 451150096 | Cisco Firepower Management Center,(VMWare) for 10 devices   |



|                  |           |  |
|------------------|-----------|--|
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| UCS-SP-5108-AC   | 451150096 | UCS SP Select 5108 AC2 Chassis w/2208 IO, 4x SFP cable 3m    |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| UCS-SP-5108-AC   | 451150096 | UCS SP Select 5108 AC2 Chassis w/2208 IO, 4x SFP cable 3m    |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| UCS-SP-5108-AC   | 451150096 | UCS SP Select 5108 AC2 Chassis w/2208 IO, 4x SFP cable 3m    |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| N9K-C9504-B3-E   | 451150096 | Nexus 9504 chassis bundle with 1Sup, 3PS, 2SC, 4 FM-E, 3Fan  |
| C1-N5K-C5672UP   | 451150096 | Cisco OneNexus5672UP 1RU,32x10G SFP+,16pxUP SFP+,6x40G QSFP+ |
| C1A2PNEX56721K9  | 451150096 | Cisco ONE Advanced Perpetual Nexus 5672                      |
| C1F2PNEX56721K9  | 451150096 | Cisco ONE Foundation Perpetual Nexus 5672                    |
| C1-N5K-C5672UP   | 451150096 | Cisco OneNexus5672UP 1RU,32x10G SFP+,16pxUP SFP+,6x40G QSFP+ |
| C1F2PNEX56721K9  | 451150096 | Cisco ONE Foundation Perpetual Nexus 5672                    |
| C1A2PNEX56721K9  | 451150096 | Cisco ONE Advanced Perpetual Nexus 5672                      |
| C1-N5K-C5672UP   | 451150096 | Cisco OneNexus5672UP 1RU,32x10G SFP+,16pxUP SFP+,6x40G QSFP+ |
| C1F2PNEX56721K9  | 451150096 | Cisco ONE Foundation Perpetual Nexus 5672                    |
| C1A2PNEX56721K9  | 451150096 | Cisco ONE Advanced Perpetual Nexus 5672                      |
| C1-N5K-C5672UP   | 451150096 | Cisco OneNexus5672UP 1RU,32x10G SFP+,16pxUP SFP+,6x40G QSFP+ |
| C1F2PNEX56721K9  | 451150096 | Cisco ONE Foundation Perpetual Nexus 5672                    |
| C1A2PNEX56721K9  | 451150096 | Cisco ONE Advanced Perpetual Nexus 5672                      |
| UCS-SP-FI6454    | 451150096 | (Not sold standalone) UCS 6454 FI                            |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| UCS-SP-FI6454    | 451150096 | (Not sold standalone) UCS 6454 FI                            |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| UCS-SP-FI6454    | 451150096 | (Not sold standalone) UCS 6454 FI                            |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| UCS-SP-FI6454    | 451150096 | (Not sold standalone) UCS 6454 FI                            |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| SFP-H10GB-CU3M   | 451150096 | 10GBASE-CU SFP+ Cable 3 Meter                                |
| QSFP-40/100-SRBD | 451150096 | 100G and 40GBASE SR-BiDi QSFP Transceiver, LC, 100m OM4 MMF  |
| QSFP-40/100-SRBD | 451150096 | 100G and 40GBASE SR-BiDi QSFP Transceiver, LC, 100m OM4 MMF  |
| NXOS-AD-XF       | 451150096 | NX-OS Advantage License for Nexus 9300 (10G+) Platforms      |
| QSFP-40/100-SRBD | 451150096 | 100G and 40GBASE SR-BiDi QSFP Transceiver, LC, 100m OM4 MMF  |
| N9K-C9336C-FX2-B | 451150096 | Nexus 9336C-FX2 bundle PID                                   |
| QSFP-40/100-SRBD | 451150096 | 100G and 40GBASE SR-BiDi QSFP Transceiver, LC, 100m OM4 MMF  |
| N9K-C9336C-FX2-B | 451150096 | Nexus 9336C-FX2 bundle PID                                   |
| QSFP-40/100-SRBD | 451150096 | 100G and 40GBASE SR-BiDi QSFP Transceiver, LC, 100m OM4 MMF  |
| QSFP-40/100-SRBD | 451150096 | 100G and 40GBASE SR-BiDi QSFP Transceiver, LC, 100m OM4 MMF  |

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|-------------------------|-----------|---|
| QSFP-40/100-SRBD        | 451150096 | 100G and 40GBASE SR-BiDi QSFP Transceiver, LC, 100m OM4 MMF         |
| QSFP-40/100-SRBD        | 451150096 | 100G and 40GBASE SR-BiDi QSFP Transceiver, LC, 100m OM4 MMF         |
| QSFP-40/100-SRBD        | 451150096 | 100G and 40GBASE SR-BiDi QSFP Transceiver, LC, 100m OM4 MMF         |
| NXOS-AD-XF              | 451150096 | NX-OS Advantage License for Nexus 9300 (10G+) Platforms             |
| QSFP-40/100-SRBD        | 451150096 | 100G and 40GBASE SR-BiDi QSFP Transceiver, LC, 100m OM4 MMF         |
| QSFP-40/100-SRBD        | 451150096 | 100G and 40GBASE SR-BiDi QSFP Transceiver, LC, 100m OM4 MMF         |
| QSFP-40/100-SRBD        | 451150096 | 100G and 40GBASE SR-BiDi QSFP Transceiver, LC, 100m OM4 MMF         |
| QSFP-40/100-SRBD        | 451150096 | 100G and 40GBASE SR-BiDi QSFP Transceiver, LC, 100m OM4 MMF         |
| QSFP-40/100-SRBD        | 451150096 | 100G and 40GBASE SR-BiDi QSFP Transceiver, LC, 100m OM4 MMF         |
| QSFP-40/100-SRBD        | 451150096 | 100G and 40GBASE SR-BiDi QSFP Transceiver, LC, 100m OM4 MMF         |
| QSFP-40/100-SRBD        | 451150096 | 100G and 40GBASE SR-BiDi QSFP Transceiver, LC, 100m OM4 MMF         |
| N9K-C9336C-FX2-B        | 451150096 | Nexus 9336C-FX2 bundle PID  |
| N9K-C9336C-FX2-B        | 451150096 | Nexus 9336C-FX2 bundle PID  |
| CS-BOARD70S-M-K9        | 451150096 | ^Cisco Webex Board 70S (MSRP)                                       |
| ASR1001-HX              | 451150096 | Cisco ASR1001-HX System,4x10GE+4x1GE,2xP/S, optional crypto         |
| SLASR1-AES              | 451150096 | Cisco ASR 1000 Advanced Enterprise Services License                 |
| M-ASR1001HX-16GB        | 451150096 | Cisco ASR1001-HX 16GB DRAM  |
| R-ISE-VMS-K9=           | 451150096 | Cisco ISE Virtual Machine Small                                     |
| LIC-CT5520-1A           | 451150096 | Cisco 5520 Wireless Controller 1 AP Adder License                   |
| LIC-CT5520-1A           | 451150096 | Cisco 5520 Wireless Controller 1 AP Adder License                   |
| LIC-CUCM-11X-ENH-A      | 451150096 | UC Manager-11.x Enhanced Single User License                        |
| R-ISE-VMS-K9=           | 451150096 | Cisco ISE Virtual Machine Small                                     |
| L-CSR-100M-AX-1Y=       | 451150096 | CSR 1000V e-PAK 1-year 100Mbps AX Package                           |
| IC3000-2C2F-K9          | 451150096 | Industrial Compute appliance  |
| IXM-LPWA-900-16-K9      | 451150096 | Cisco 900MHz LoRaWAN Gateway, IP67, 16-Channels, TDOA               |
| <b>AIR-AP1562I-B-K9</b> | 451150096 | <b>802.11ac W2 Low-Profile Outdoor AP, Internal Ant, B Reg Dom.</b> |
| IR510-OFDM-FCC/K9       | 451150096 | IR510 915Mhz WPAN router w/ 2 serial,1 FE LAN                       |
| ANT-WPAN-OD-OUT-N       | 451150096 | WPAN Dipole Antenna 863-928MHz, Direct Connect,1.5dBi gain          |
| IE-3300-8P2S-E          | 451150096 | Catalyst IE3300 with 8 GE PoE+ and 2 GE SFP, Modular, NE            |
| IE-3300-8P2S-E          | 451150096 | Catalyst IE3300 with 8 GE PoE+ and 2 GE SFP, Modular, NE            |
| IE-3300-8P2S-E          | 451150096 | Catalyst IE3300 with 8 GE PoE+ and 2 GE SFP, Modular, NE            |
| CGR1240/K9              | 451150096 | CGR1240 w/ 4 module slots,2 GE,2 serial,4 FE LAN,Wi-Fi,GPS          |
| DCNM-LAN-N93-K9=        | 451150096 | DCNM for LAN Advanced Edt. for Nexus 9300 switches                  |
| DCNM-LAN-N93-K9=        | 451150096 | DCNM for LAN Advanced Edt. for Nexus 9300 switches                  |
| DCNM-LAN-N93-K9=        | 451150096 | DCNM for LAN Advanced Edt. for Nexus 9300 switches                  |
| DCNM-LAN-N93-K9=        | 451150096 | DCNM for LAN Advanced Edt. for Nexus 9300 switches                  |
| DCNM-LAN-N95-K9=        | 451150096 | DCNM for LAN Advanced Edt. for Nexus 9500 switches                  |
| DCNM-LAN-N95-K9=        | 451150096 | DCNM for LAN Advanced Edt. for Nexus 9500 switches                  |
| DCNM-LAN-N5K-K9=        | 451150096 | DCNM for LAN Advanced Edt. for Nexus 5000                           |
| DCNM-LAN-N5K-K9=        | 451150096 | DCNM for LAN Advanced Edt. for Nexus 5000                           |
| DCNM-LAN-N5K-K9=        | 451150096 | DCNM for LAN Advanced Edt. for Nexus 5000                           |
| DCNM-LAN-N5K-K9=        | 451150096 | DCNM for LAN Advanced Edt. for Nexus 5000                           |
| DCNM-LAN-N5K-K9=        | 451150096 | DCNM for LAN Advanced Edt. for Nexus 5000                           |
| DCNM-LAN-N5K-K9=        | 451150096 | DCNM for LAN Advanced Edt. for Nexus 5000                           |
| DCNM-LAN-N5K-K9=        | 451150096 | DCNM for LAN Advanced Edt. for Nexus 5000                           |
| C1-N5K-C5672UP          | 451150096 | Cisco OneNexus5672UP 1RU,32x10G SFP+,16pxUP SFP+,6x40G QSFP+        |
| C1A2PNEX56721K9         | 451150096 | Cisco ONE Advanced Perpetual Nexus 5672                             |
| C1F2PNEX56721K9         | 451150096 | Cisco ONE Foundation Perpetual Nexus 5672                           |
| UCSB-B200-M5-U          | 451150096 | UCS B200 M5 Blade w/o CPU, mem, HDD, mezz (UPG)                     |
| C9500-DNA-32QC-A        | 451150096 | C9500 DNA Advantage, Term License                                   |
| DNAC1E-OP-500M-1Y       | 451150096 | DNAC1 Essentials On-Prem 500mbps Subscription 1Y                    |
| AIR-DNAC1E              | 451150096 | CISCO DNA4C1 Essentials Term Wireless                               |
| C29603-DNAC1E           | 451150096 | DNAC1 Essentials Term C2960X/XR 24P                                 |
| C29603-DNAC1E           | 451150096 | DNAC1 Essentials Term C2960X/XR 24P                                 |
| C29603-DNAC1E           | 451150096 | DNAC1 Essentials Term C2960X/XR 24P                                 |
| C29603-DNAC1E           | 451150096 | DNAC1 Essentials Term C2960X/XR 24P                                 |
| AIR-DNAC1E              | 451150096 | CISCO DNA4C1 Essentials Term Wireless                               |
| C29603-DNAC1E           | 451150096 | DNAC1 Essentials Term C2960X/XR 24P                                 |
| C29603-DNAC1E           | 451150096 | DNAC1 Essentials Term C2960X/XR 24P                                 |
| C29603-DNAC1E           | 451150096 | DNAC1 Essentials Term C2960X/XR 24P                                 |
| C29603-DNAC1E           | 451150096 | DNAC1 Essentials Term C2960X/XR 24P                                 |
| C29603-DNAC1E           | 451150096 | DNAC1 Essentials Term C2960X/XR 24P                                 |
| C29603-DNAC1E           | 451150096 | DNAC1 Essentials Term C2960X/XR 24P                                 |
| AIR-DNAC1E              | 451150096 | CISCO DNA4C1 Essentials Term Wireless                               |
| C29603-DNAC1E           | 451150096 | DNAC1 Essentials Term C2960X/XR 24P                                 |

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| C29603-DNAC1E  | 451150096 | DNAC1 Essentials Term C2960X/XR 24P                 |
| AIR-DNAC1E     | 451150096 | CISCO DNA4C1 Essentials Term Wireless               |
| C38502-DNAC1ER | 451150096 | DNAC1 Essentials Term C3850 48P - RENEW ONLY        |
| C38502-DNAC1ER | 451150096 | DNAC1 Essentials Term C3850 48P - RENEW ONLY        |
| C38502-DNAC1ER | 451150096 | DNAC1 Essentials Term C3850 48P - RENEW ONLY        |
| C38502-DNAC1ER | 451150096 | DNAC1 Essentials Term C3850 48P - RENEW ONLY        |
| C38502-DNAC1ER | 451150096 | DNAC1 Essentials Term C3850 48P - RENEW ONLY        |
| C38502-DNAC1ER | 451150096 | DNAC1 Essentials Term C3850 48P - RENEW ONLY        |
| C38502-DNAC1ER | 451150096 | DNAC1 Essentials Term C3850 48P - RENEW ONLY        |
| C38502-DNAC1ER | 451150096 | DNAC1 Essentials Term C3850 48P - RENEW ONLY        |
| C38502-DNAC1ER | 451150096 | DNAC1 Essentials Term C3850 48P - RENEW ONLY        |
| AIR-DNAC1ER    | 451150096 | CISCO DNA4C1 Essentials Term Wireless - For Renewal |
| AIR-DNAC1ER    | 451150096 | CISCO DNA4C1 Essentials Term Wireless - For Renewal |
| C38502-DNAC1ER | 451150096 | DNAC1 Essentials Term C3850 48P - RENEW ONLY        |

| PAK/Serial Numb | Instant | Service | SKU         | Takeover L | Target Contr | Start Date  | End [ | Last Dat | Quan | End C  |
|-----------------|---------|---------|-------------|------------|--------------|-------------|-------|----------|------|--------|
| ILOI0CIKY3Q     | 5E+09   | ANYSL   | L-AC-APX No |            | 201017272    | 11-Oct-2020 | ####  |          | 25   | 101036 |
| VGP7DJ5CZ8C     | 5E+09   | ASAFP   | L-ASA551 No |            | 94618133     | 11-Oct-2020 | ####  |          | 2    | 101036 |
| G3GFTGW1WR3     | 5E+09   | PLS     | L-ISE-PL No |            | 202931536    | 01-Oct-2020 | ####  |          | 1000 | 200023 |
| WBA3C8E1SLO     | 5E+09   | APX     | L-ISE-AP No |            | 202931495    | 01-Oct-2020 | ####  |          | 1000 | 200023 |
| MXPDC19GPVT     | 5E+09   | ASAFP   | L-ASA55 No  |            | 94618133     | 01-Oct-2020 | ####  |          | 2    | 402833 |
| CWR2T5HNX8G     | 5E+09   | ASAFP   | L-ASA55 No  |            | 94618133     | 01-Oct-2020 | ####  |          | 2    | 402833 |
| FXS1634Q2GB     | 1E+09   | SSSNT   | CON-SSS No  |            | 202211868    | 01-Oct-2020 | ####  | #####    | 1    | 404422 |
| FNS154602NU     | 1E+09   | SSSNT   | CON-SSS No  |            | 202211868    | 01-Oct-2020 | ####  |          | 1    | 404422 |
| FNS154602MD     | 1E+09   | SSSNT   | CON-SSS No  |            | 202211868    | 01-Oct-2020 | ####  |          | 1    | 404422 |
| FTX1637ALM8     | 1E+09   | SW      | CON-SW No   |            | 202211868    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| SSI16450CD1     | 1E+09   | SW      | CON-SW No   |            | 202211868    | 01-Oct-2020 | ####  | #####    | 1    | 193471 |
|                 | 1E+09   | SW      | CON-SW No   |            | 202211868    | 01-Oct-2020 | ####  |          | 1    | 193471 |
| SSI1644084T     | 1E+09   | SW      | CON-SW No   |            | 202211868    | 01-Oct-2020 | ####  | #####    | 1    | 193471 |
|                 | 1E+09   | SW      | CON-SW No   |            | 202211868    | 01-Oct-2020 | ####  |          | 1    | 193471 |
| FCH1703V1WT     | 1E+09   | SNT     | CON-SNT No  |            | 202211868    | 01-Oct-2020 | ####  | #####    | 1    | 415131 |
| FCH1703V1XV     | 1E+09   | SNT     | CON-SNT No  |            | 202211868    | 01-Oct-2020 | ####  | #####    | 1    | 415131 |
| FDO1721R1DX     | 1E+09   | SW      | CON-SW No   |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 417573 |
| JAF1732BKTR     | 1E+09   | SW      | CON-SW No   |            | 202211868    | 01-Oct-2020 | ####  |          | 1    | 800099 |
| 3112J149E77     | 1E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  |          | 1    | 800099 |
| JAF1732BLBE     | 1E+09   | SW      | CON-SW No   |            | 202211868    | 01-Oct-2020 | ####  |          | 1    | 800099 |
| 3112J5C1494     | 1E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  |          | 1    | 800099 |
| JAF1732AKAM     | 1E+09   | SW      | CON-SW No   |            | 202211868    | 01-Oct-2020 | ####  |          | 1    | 800099 |
| 3112J31BEBB     | 1E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  |          | 1    | 800099 |
| JAF1732BKTQ     | 1E+09   | SW      | CON-SW No   |            | 202211868    | 01-Oct-2020 | ####  |          | 1    | 800099 |
| 3112J621A22     | 1E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  |          | 1    | 800099 |
| FOC1812R105     | 2E+09   | SW      | CON-SW No   |            | 202211868    | 01-Oct-2020 | ####  | #####    | 1    | 820160 |
| 6011J722784     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| FOC1808R2BR     | 2E+09   | SW      | CON-SW No   |            | 202211868    | 01-Oct-2020 | ####  | #####    | 1    | 820160 |
| 6011J4FB6E4     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| SSI1808072N     | 2E+09   | SNT     | CON-SNT No  |            | 202211868    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| 5511J5936F6     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| 3231J382BCB     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| SSI180804VQ     | 2E+09   | SNT     | CON-SNT No  |            | 202211868    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| 5511JCC4BE4     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| 3231J386494     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| FOX1809G7GT     | 2E+09   | SNT     | CON-SNT No  |            | 202940438    | 01-Oct-2020 | ####  |          | 1    | 800099 |
| FOX1808GKNV     | 2E+09   | SNT     | CON-SNT No  |            | 202940438    | 01-Oct-2020 | ####  |          | 1    | 800099 |
| SSI180805ZM     | 2E+09   | SNT     | CON-SNT No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| FOX1809G7G8     | 2E+09   | SNT     | CON-SNT No  |            | 202940438    | 01-Oct-2020 | ####  |          | 1    | 800099 |
| FOX1808GKMU     | 2E+09   | SNT     | CON-SNT No  |            | 202940438    | 01-Oct-2020 | ####  |          | 1    | 800099 |
| 5511J498242     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| 3231J5CBC45     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| 5511J356602     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| 3231J10A941     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| FOC1808R2BS     | 2E+09   | SW      | CON-SW No   |            | 202211868    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| 6011J7C9D55     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| FOC1808R2CD     | 2E+09   | SW      | CON-SW No   |            | 202211868    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| 6011J662295     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| FOC1818R035     | 2E+09   | SW      | CON-SW No   |            | 202211868    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| 6011J625448     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| 6011J33628E     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| FOC1816R33H     | 2E+09   | SW      | CON-SW No   |            | 202211868    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| 6011J6944C9     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| 6011J2CAF93     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| 6011J2CEC8F     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| 6011J7C9E50     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| FOC1818R02H     | 2E+09   | SW      | CON-SW No   |            | 202211868    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| 6011J1BD6B3     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| 6011J2B6B05     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  | #####    | 1    | 800099 |
| FCH1830V340     | 2E+09   | SNT     | CON-SNT No  |            | 202211868    | 01-Oct-2020 | ####  | #####    | 1    | 200034 |
| FCH1830V20Q     | 2E+09   | SNT     | CON-SNT No  |            | 202211868    | 01-Oct-2020 | ####  | #####    | 1    | 200034 |
| 7361J60DD1B     | 2E+09   | ECMU    | CON-ECM No  |            | 202940438    | 01-Oct-2020 | ####  |          | 2    | 200049 |

|             |            |            |           |             |      |       |     |        |
|-------------|------------|------------|-----------|-------------|------|-------|-----|--------|
| FTX190411K4 | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 200049 |
| FXS1903Q0AH | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 200049 |
| FCH1921V093 | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 200076 |
| FCH1920V1ER | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 200076 |
| FCH1920V2SW | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 200076 |
| FCH1921V0AN | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 200076 |
| FCH1920V1D1 | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 200076 |
| FCH1920V1CY | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 200076 |
| FCH1934V02U | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 800099 |
| FCH1934V0VY | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 800099 |
|             | 2E+09 ECMU | CON-ECM No | 202940438 | 01-Oct-2020 | #### |       | 300 | 800099 |
| FCH1934V0X6 | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### |       | 1   | 800099 |
|             | 2E+09 ECMU | CON-ECM No | 202940438 | 01-Oct-2020 | #### |       | 300 | 800099 |
| FCH1935V070 | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### |       | 1   | 800099 |
| FCH1935V07E | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### |       | 1   | 800099 |
| FCW1936B26H | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### |       | 1   | 200065 |
| JMX193880FS | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 200065 |
| JMX193880FQ | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 200065 |
| FDO1931E0CR | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### |       | 1   | 200065 |
| FDO1931E0CP | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### |       | 1   | 200065 |
| FDO1933E1MB | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### |       | 1   | 200065 |
| FCW1947A47Q | 2E+09 SNT  | CON-SNT No | 202940438 | 01-Oct-2020 | #### |       | 1   | 325692 |
| FJC2010A25X | 2E+09 SW   | CON-SW No  | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 200061 |
| FJC2014D0AY | 2E+09 SW   | CON-SW No  | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 200061 |
| FCW2020F05F | 2E+09 SW   | CON-SW No  | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 402833 |
|             | 2E+09 ECMU | CON-ECM No | 202940438 | 01-Oct-2020 | #### |       | 1   | 402833 |
|             | 2E+09 ECMU | CON-ECM No | 202940438 | 01-Oct-2020 | #### |       | 1   | 402833 |
|             | 2E+09 ECMU | CON-ECM No | 202940438 | 01-Oct-2020 | #### |       | 1   | 402833 |
|             | 2E+09 ECMU | CON-ECM No | 202940438 | 01-Oct-2020 | #### |       | 1   | 402833 |
|             | 2E+09 ECMU | CON-ECM No | 202940438 | 01-Oct-2020 | #### |       | 1   | 402833 |
|             | 2E+09 ECMU | CON-ECM No | 202940438 | 01-Oct-2020 | #### |       | 1   | 402833 |
|             | 2E+09 ECMU | CON-ECM No | 202940438 | 01-Oct-2020 | #### |       | 1   | 402833 |
| FGL1750411U | 2E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 404422 |
| FTX2319W0D2 | 5E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 404422 |
| 5673J6D5BA9 | 2E+09 ECMU | CON-ECM No | 202940438 | 01-Oct-2020 | #### |       | 1   | 200049 |
|             | 2E+09 ECMU | CON-ECM No | 202940438 | 01-Oct-2020 | #### |       | 1   | 200049 |
|             | 2E+09 ECMU | CON-ECM No | 202940438 | 01-Oct-2020 | #### |       | 1   | 200049 |
|             | 2E+09 ECMU | CON-ECM No | 202940438 | 01-Oct-2020 | #### |       | 1   | 200049 |
|             | 2E+09 ECMU | CON-ECM No | 202940438 | 01-Oct-2020 | #### |       | 1   | 200049 |
|             | 2E+09 ECMU | CON-ECM No | 202940438 | 01-Oct-2020 | #### |       | 1   | 200049 |
| FDO2042T0CL | 2E+09 SNT  | CON-SNT No | 202940438 | 01-Oct-2020 | #### |       | 1   | 325692 |
| FDO2041E079 | 5E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### |       | 1   | 200154 |
| FCW2049F077 | 5E+09 SW   | CON-SW No  | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 404422 |
| FCW2051D03G | 5E+09 SW   | CON-SW No  | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 200061 |
| FCW2052D0U0 | 5E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 200154 |
| FXS2049Q1QC | 5E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 200154 |
| FDO2051Z01P | 5E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### |       | 1   | 200154 |
| JMX2105Y10F | 5E+09 SW   | CON-SW No  | 202211868 | 01-Oct-2020 | #### |       | 1   | 290917 |
| JMX2105Y10T | 5E+09 SW   | CON-SW No  | 202211868 | 01-Oct-2020 | #### |       | 1   | 290917 |
| JMX2105Y105 | 5E+09 SW   | CON-SW No  | 202211868 | 01-Oct-2020 | #### |       | 1   | 290917 |
| JMX2105Y0ZZ | 5E+09 SW   | CON-SW No  | 202211868 | 01-Oct-2020 | #### |       | 1   | 290917 |
| JMX2105Y0ZY | 5E+09 SW   | CON-SW No  | 202211868 | 01-Oct-2020 | #### |       | 1   | 290917 |
| JMX2105Y100 | 5E+09 SW   | CON-SW No  | 202211868 | 01-Oct-2020 | #### |       | 1   | 290917 |
| JMX2105Y104 | 5E+09 SW   | CON-SW No  | 202211868 | 01-Oct-2020 | #### |       | 1   | 290917 |
| JMX2105Y10E | 5E+09 SW   | CON-SW No  | 202211868 | 01-Oct-2020 | #### |       | 1   | 290917 |
| FDO2048T0JH | 5E+09 SNT  | CON-SNT No | 202940438 | 01-Oct-2020 | #### |       | 1   | 400690 |
| FCW2109A503 | 5E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### |       | 1   | 415123 |
| FOC2114U0JJ | 5E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 402341 |
| FOC2052R1TR | 5E+09 SW   | CON-SW No  | 202211868 | 01-Oct-2020 | #### | ##### | 1   | 800099 |
| FLM2123V0UL | 5E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### |       | 1   | 101034 |
| MSA20250LZY | 5E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### |       | 1   | 800099 |
|             | 5E+09 ECMU | CON-ECM No | 202940438 | 01-Oct-2020 | #### |       | 1   | 405984 |
| JMX2140G0B7 | 5E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### |       | 1   | 100949 |
| JMX2140G0AX | 5E+09 SNT  | CON-SNT No | 202211868 | 01-Oct-2020 | #### |       | 1   | 100949 |



|             |       |       |            |           |             |            |   |        |
|-------------|-------|-------|------------|-----------|-------------|------------|---|--------|
| FNS21361G5K | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS213615RE | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS2136182J | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361ANW | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS213615WM | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361ANU | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361865 | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361FJN | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361GFN | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361FJT | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361GGH | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS213615SE | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361FKW | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361APN | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361ANM | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361GGG | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FXS2134Q02C | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361GFJ | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361F9U | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361FBC | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS213615L4 | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361FB6 | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS213615K3 | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361F8N | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361FA0 | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361GFL | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
|             | 5E+09 | ECMUS | CON-ECM No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361F8K | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361F9M | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361GG0 | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361FBA | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361GFS | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS213615M6 | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS213615LH | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361GG1 | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS213615FY | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361FAQ | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361F9V | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361FAV | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361FBG | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361F9Y | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FNS21361F9X | 5E+09 | SSSNT | CON-SSS No | 202211868 | 01-Oct-2020 | ####       | 1 | 200065 |
| FCW2145B3ND | 5E+09 | SNT   | CON-SNT No | 202940438 | 01-Oct-2020 | ####       | 1 | 303806 |
| FOC2202N2YF | 5E+09 | SNT   | CON-SNT No | 201081288 | 01-Oct-2020 | ####       | 1 | 404422 |
| FOC2202N33F | 5E+09 | SNT   | CON-SNT No | 201081288 | 01-Oct-2020 | ####       | 1 | 404422 |
| FCH2223V01U | 5E+09 | SSSNT | CON-SSS No | 202940440 | 01-Oct-2020 | #### ##### | 1 | 404422 |
| FCH2222V3YX | 5E+09 | SSSNT | CON-SSS No | 202940440 | 01-Oct-2020 | #### ##### | 1 | 404422 |
| FCW2227G07Q | 5E+09 | SNT   | CON-SNT No | 201081288 | 01-Oct-2020 | ####       | 1 | 59744  |
| FOC2227Z0G5 | 5E+09 | SNT   | CON-SNT No | 201081288 | 01-Oct-2020 | ####       | 1 | 59744  |
| XRY2C8XNWU8 | 5E+09 | ECMU  | CON-ECM No | 202940438 | 01-Oct-2020 | ####       | 1 | 101817 |
| K3TYTZ3PMAW | 5E+09 | ECMU  | CON-ECM No | 202940438 | 01-Oct-2020 | ####       | 1 | 101817 |
| FDO22210HX7 | 5E+09 | SW    | CON-SW No  | 202940438 | 01-Oct-2020 | #### ##### | 1 | 101817 |
| FDO22270VJU | 5E+09 | SW    | CON-SW No  | 202940438 | 01-Oct-2020 | #### ##### | 1 | 101817 |
| FDO22210J9X | 5E+09 | SW    | CON-SW No  | 202940438 | 01-Oct-2020 | #### ##### | 1 | 101817 |
| FOX2223PAV6 | 5E+09 | SW    | CON-SW No  | 202211868 | 01-Oct-2020 | ####       | 1 | 101817 |
| JPG213000U9 | 5E+09 | SNT   | CON-SNT No | 202211868 | 01-Oct-2020 | ####       | 1 | 101817 |
| JPG221800F4 | 5E+09 | SNT   | CON-SNT No | 202211868 | 01-Oct-2020 | ####       | 1 | 101817 |
| CAT2209L0LN | 5E+09 | SSSNT | CON-SSS No | 201727848 | 01-Oct-2020 | ####       | 1 | 101817 |
| FGL2235601E | 5E+09 | ECDN  | CON-ECC No | 201081288 | 01-Oct-2020 | ####       | 1 | 404422 |
| FGL2235601K | 5E+09 | ECDN  | CON-ECC No | 201081288 | 01-Oct-2020 | ####       | 1 | 404422 |
| FGL2235601G | 5E+09 | ECDN  | CON-ECC No | 201081288 | 01-Oct-2020 | ####       | 1 | 404422 |
| FGL2235601D | 5E+09 | ECDN  | CON-ECC No | 201081288 | 01-Oct-2020 | ####       | 1 | 404422 |
|             | 5E+09 | ECMU  | CON-ECM No | 202940438 | 01-Oct-2020 | ####       | 2 | 200049 |





|                    |              |            |                   |                  |                    |             |          |               |
|--------------------|--------------|------------|-------------------|------------------|--------------------|-------------|----------|---------------|
| FOF2247N6GS        | 5E+09        | SSSNT      | CON-SSS No        | 202207810        | 01-Oct-2020        | ####        | 1        | 200065        |
| FOF2247N6G8        | 5E+09        | SSSNT      | CON-SSS No        | 202207810        | 01-Oct-2020        | ####        | 1        | 200065        |
| FOF2248N0WM        | 5E+09        | SSSNT      | CON-SSS No        | 202207810        | 01-Oct-2020        | ####        | 1        | 200065        |
| TEYMH8XEA7N        | 5E+09        | ECMUS      | CON-ECM No        | 202207810        | 01-Oct-2020        | ####        | 1        | 200065        |
| FOF2247N6G5        | 5E+09        | SSSNT      | CON-SSS No        | 202207810        | 01-Oct-2020        | ####        | 1        | 200065        |
| FOF2247N6HF        | 5E+09        | SSSNT      | CON-SSS No        | 202207810        | 01-Oct-2020        | ####        | 1        | 200065        |
| FOF2246N529        | 5E+09        | SSSNT      | CON-SSS No        | 202207810        | 01-Oct-2020        | ####        | 1        | 200065        |
| FOF2246N531        | 5E+09        | SSSNT      | CON-SSS No        | 202207810        | 01-Oct-2020        | ####        | 1        | 200065        |
| FOF2246N51W        | 5E+09        | SSSNT      | CON-SSS No        | 202207810        | 01-Oct-2020        | ####        | 1        | 200065        |
| FOF2247N6G3        | 5E+09        | SSSNT      | CON-SSS No        | 202207810        | 01-Oct-2020        | ####        | 1        | 200065        |
| FOF2247N6HD        | 5E+09        | SSSNT      | CON-SSS No        | 202207810        | 01-Oct-2020        | ####        | 1        | 200065        |
| FDO23031G5E        | 5E+09        | SSSNT      | CON-SSS No        | 202207810        | 01-Oct-2020        | ####        | 1        | 200065        |
| FDO23031G4C        | 5E+09        | SSSNT      | CON-SSS No        | 202207810        | 01-Oct-2020        | ####        | 1        | 200065        |
| FGL2307408K        | 5E+09        | ECDN       | CON-ECC No        | 202940438        | 01-Oct-2020        | ####        | 1        | 404422        |
| TTM2305003P        | 5E+09        | SW         | CON-SW No         | 202221225        | 01-Oct-2020        | ####        | 1        | 200065        |
|                    | 5E+09        | SW         | CON-SW No         | 202221225        | 01-Oct-2020        | ####        | 1        | 200065        |
| STP22510037        | 5E+09        | SW         | CON-SW No         | 202221225        | 01-Oct-2020        | ####        | 1        | 200065        |
| DSO1Q1EQ6HI        | 5E+09        | ECMUS      | CON-ECM No        | 202324461        | 01-Oct-2020        | ####        | 1        | 800099        |
|                    | 5E+09        | ECMU       | CON-ECM No        | 202385112        | 01-Oct-2020        | ####        | 150      | 200065        |
|                    | 5E+09        | ECMU       | CON-ECM No        | 202385373        | 01-Oct-2020        | ####        | 150      | 200065        |
|                    | 5E+09        | ECMU       | CON-ECM No        | 202385373        | 14-Jul-2020        | ####        | 30       | 200065        |
| PPPU67AI270        | 5E+09        | ECMU       | CON-ECM No        | 202626829        | 25-Jul-2020        | ####        | 1        | 100818        |
| ZYIO9D272LJ        | 5E+09        | ECMU       | CON-ECM No        | New              | 25-Jul-2020        | ####        | 1        | 100818        |
| FCH2307Y028        | 5E+09        | SNT        | CON-SNT No        | 201081288        | 01-Oct-2020        | ####        | 1        | 404360        |
| FOC23195XER        | 5E+09        | SSSNT      | CON-SSS No        | 201254374        | 01-Oct-2020        | ####        | 1        | 100818        |
| <b>FJC2331F030</b> | <b>5E+09</b> | <b>SNT</b> | <b>CON-SNT No</b> | <b>201081288</b> | <b>01-Oct-2020</b> | <b>####</b> | <b>1</b> | <b>100818</b> |
| FCW23170HJZ        | 5E+09        | SSSNT      | CON-SSS No        | 201254374        | 01-Oct-2020        | ####        | 1        | 100818        |
|                    | 5E+09        | SSSNT      | CON-SSS No        | 201254374        | 01-Oct-2020        | ####        | 1        | 100818        |
| FOC2331V07F        | 5E+09        | SNT        | CON-SNT No        | 201081288        | 01-Oct-2020        | ####        | 1        | 100818        |
| FOC2331V07B        | 5E+09        | SNT        | CON-SNT No        | 201081288        | 01-Oct-2020        | ####        | 1        | 100818        |
| FOC2331V04P        | 5E+09        | SNT        | CON-SNT No        | 201081288        | 01-Oct-2020        | ####        | 1        | 100818        |
| FTX2332G00P        | 5E+09        | SSSNT      | CON-SSS No        | 201254374        | 01-Oct-2020        | ####        | 1        | 100818        |
| S4NAY7JUMCW        | 5E+09        | ECMU       | CON-ECM No        | 202626829        | 18-Nov-2020        | ####        | 1        | 404422        |
| M76URZXWKU7        | 5E+09        | ECMU       | CON-ECM No        | 202626829        | 18-Nov-2020        | ####        | 1        | 404422        |
| JZF49VHDQTQ        | 5E+09        | ECMU       | CON-ECM No        | 202626829        | 18-Nov-2020        | ####        | 1        | 404422        |
| S1N5M8CN7NX        | 5E+09        | ECMU       | CON-ECM No        | 202626829        | 18-Nov-2020        | ####        | 1        | 404422        |
| 78F625K2IJE        | 5E+09        | ECMU       | CON-ECM No        | 202626829        | 18-Nov-2020        | ####        | 1        | 404422        |
| VLP6KN646VM        | 5E+09        | ECMU       | CON-ECM No        | 202626829        | 18-Nov-2020        | ####        | 1        | 404422        |
| T2ZYB8RT6W         | 5E+09        | ECMU       | CON-ECM No        | 202626829        | 20-Nov-2020        | #####       | 1        | 404422        |
| HAWIAD2B3R5        | 5E+09        | ECMU       | CON-ECM No        | 202626829        | 20-Nov-2020        | #####       | 1        | 404422        |
| GLV1FDS12V4        | 5E+09        | ECMU       | CON-ECM No        | 202626829        | 20-Nov-2020        | #####       | 1        | 404422        |
| 7CO8LRBL1EZ        | 5E+09        | ECMU       | CON-ECM No        | 202626829        | 20-Nov-2020        | #####       | 1        | 404422        |
| 4FIYLFAXV36        | 5E+09        | ECMU       | CON-ECM No        | 202626829        | 20-Nov-2020        | #####       | 1        | 404422        |
| 9I9ELFPRM35        | 5E+09        | ECMU       | CON-ECM No        | 202626829        | 20-Nov-2020        | #####       | 1        | 404422        |
| FOC1921R22Y        | 5E+09        | SSSNT      | CON-SSS No        | 202221225        | 01-Oct-2020        | #####       | 1        | 200065        |
|                    | 5E+09        | ECMUS      | CON-ECM No        | 202221225        | 01-Oct-2020        | #####       | 1        | 200065        |
|                    | 5E+09        | ECMU       | CON-ECM No        | 202221225        | 01-Oct-2020        | #####       | 1        | 200065        |
| FCH22237DZ3        | 5E+09        | SNT        | CON-SNT No        | 202211360        | 01-Oct-2020        | ####        | 1        | 200065        |
|                    | 5E+09        | SSTCM      | CON-SST No        | New              | 01-Oct-2020        | ####        | 1        | 101817        |
|                    |              |            | No                | New              | 19-Sep-2020        | ####        | 1        | 193471        |
|                    | 5E+09        | SSTC       | AIR-DNA No        | 202940440        | 04-Jan-2021        | ####        | 300      | 402833        |
|                    | 5E+09        | SSTC       | C29603-I No       | 202940440        | 04-Jan-2021        | ####        | 1        | 402833        |
|                    | 5E+09        | SSTC       | C29603-I No       | 202940440        | 04-Jan-2021        | ####        | 1        | 402833        |
|                    | 5E+09        | SSTC       | C29603-I No       | 202940440        | 04-Jan-2021        | ####        | 1        | 402833        |
|                    | 5E+09        | SSTC       | C29603-I No       | 202940440        | 04-Jan-2021        | ####        | 1        | 402833        |
|                    | 5E+09        | SSTC       | C29603-I No       | 202940440        | 04-Jan-2021        | ####        | 1        | 402833        |
|                    | 5E+09        | SSTC       | AIR-DNA No        | 202940440        | 04-Jan-2021        | ####        | 300      | 402833        |
|                    | 5E+09        | SSTC       | C29603-I No       | 202940440        | 04-Jan-2021        | ####        | 1        | 402833        |
|                    | 5E+09        | SSTC       | C29603-I No       | 202940440        | 04-Jan-2021        | ####        | 1        | 402833        |
|                    | 5E+09        | SSTC       | C29603-I No       | 202940440        | 04-Jan-2021        | ####        | 1        | 402833        |
|                    | 5E+09        | SSTC       | C29603-I No       | 202940440        | 04-Jan-2021        | ####        | 1        | 402833        |
|                    | 5E+09        | SSTC       | AIR-DNA No        | 202940440        | 04-Jan-2021        | ####        | 300      | 402833        |
|                    | 5E+09        | SSTC       | C29603-I No       | 202940440        | 04-Jan-2021        | ####        | 1        | 402833        |

|       |      |             |           |             |      |     |        |
|-------|------|-------------|-----------|-------------|------|-----|--------|
| 5E+09 | SSTC | C29603-I No | 202940440 | 04-Jan-2021 | #### | 1   | 402833 |
| 5E+09 | SSTC | AIR-DNA No  | 202940440 | 04-Jan-2021 | #### | 300 | 402833 |
|       | SSTC | C38502-I No | New       | 16-Sep-2020 | #### | 1   | 402833 |
|       | SSTC | C38502-I No | New       | 16-Sep-2020 | #### | 1   | 402833 |
|       | SSTC | C38502-I No | New       | 16-Sep-2020 | #### | 1   | 402833 |
|       | SSTC | C38502-I No | New       | 16-Sep-2020 | #### | 1   | 200049 |
|       | SSTC | C38502-I No | New       | 16-Sep-2020 | #### | 1   | 200049 |
|       | SSTC | C38502-I No | New       | 16-Sep-2020 | #### | 1   | 402833 |
|       | SSTC | C38502-I No | New       | 16-Sep-2020 | #### | 1   | 402833 |
|       | SSTC | C38502-I No | New       | 16-Sep-2020 | #### | 1   | 200049 |
|       | SSTC | C38502-I No | New       | 16-Sep-2020 | #### | 1   | 200049 |
|       | SSTC | AIR-DNA No  | New       | 16-Sep-2020 | #### | 300 | 800099 |
|       | SSTC | AIR-DNA No  | New       | 16-Sep-2020 | #### | 300 | 800099 |
|       | SSTC | C38502-I No | New       | 16-Sep-2020 | #### | 1   | 402833 |

| End C   | End C | End C | End C  | End C  | End Customer | Zip/Postal Code | Customer Price (Six Month) |
|---------|-------|-------|--------|--------|--------------|-----------------|----------------------------|
| JEA - T | 21    | WES   | JACKSC | FL     | US           | 32202           | \$ 102.15                  |
| JEA - T | 21    | WES   | JACKSC | FL     | US           | 32202           | \$ 1,361.90                |
| JEA     | 21    | WES   | JACKSC | FL     | US           | 32202           | \$ 2,454.00                |
| JEA     | 21    | WES   | JACKSC | FL     | US           | 32202           | \$ 1,842.00                |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 322023158    | \$ 4,506.38                |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 322023158    | \$ 4,506.38                |
| JEA, TO | 21    | WES   | JACKSC | FL     | US           | 32202           | \$ 873.16                  |
| JEA, TO | 21    | WES   | JACKSC | FL     | US           | 32202           | \$ 10.81                   |
| JEA, TO | 21    | WES   | JACKSC | FL     | US           | 32202           | \$ 10.81                   |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 510.91                  |
| JEA     | 21    | WES   | JACKSC | FL     | US           | 32202           | \$ 680.68                  |
| JEA     | 21    | WES   | JACKSC | FL     | US           | 32202           | \$ 346.74                  |
| JEA     | 21    | WES   | JACKSC | FL     | US           | 32202           | \$ 680.68                  |
| JEA     | 21    | WES   | JACKSC | FL     | US           | 32202           | \$ 346.74                  |
| JEA TO: | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 174.57                  |
| JEA TO: | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 174.57                  |
| JEA TO: | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 225.43                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 4,334.33                |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 1,925.52                |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 4,334.33                |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 1,925.52                |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 4,334.33                |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 1,925.52                |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 4,334.33                |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 1,925.52                |
| JEA, TO | 21    | WES   | JACKSC | FL     | US           | 32202           | \$ 785.58                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 600.60                  |
| JEA, TO | 21    | WES   | JACKSC | FL     | US           | 32202           | \$ 785.58                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 600.60                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 770.37                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 91.69                   |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 641.84                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 770.37                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 91.69                   |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 641.84                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 98.90                   |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 98.90                   |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 647.05                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 98.90                   |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 98.90                   |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 91.69                   |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 641.84                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 91.69                   |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 641.84                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 785.58                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 600.60                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 785.58                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 600.60                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 1,782.58                |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 800.80                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 320.32                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 1,782.58                |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 800.80                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 320.32                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 800.80                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 320.32                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 320.32                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 1,782.58                |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 800.80                  |
| JEA     | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 320.32                  |
| JEA - T | 21    | WES   | JACKSC | FL     | US           | 32202           | \$ 1,046.24                |
| JEA - T | 21    | WES   | JACKSC | FL     | US           | 32202           | \$ 1,046.24                |
| JEA TO: | 21    | W     | C      | JACKSC | FL           | US 32202        | \$ 320.32                  |

|                          |                  |    |            |    |          |
|--------------------------|------------------|----|------------|----|----------|
| JEA                      | 21W C JACKSC FL  | US | 32220      | \$ | 980.81   |
| JEA                      | 21W C JACKSC FL  | US | 32220      | \$ | 1,002.53 |
| JEA TO: 21 WES JACKSC FL |                  | US | 32202-3158 | \$ | 1,046.24 |
| JEA TO: 21 WES JACKSC FL |                  | US | 32202-3158 | \$ | 1,046.24 |
| JEA TO: 21 WES JACKSC FL |                  | US | 32202-3158 | \$ | 1,046.24 |
| JEA TO: 21 WES JACKSC FL |                  | US | 32202-3158 | \$ | 2,128.53 |
| JEA TO: 21 WES JACKSC FL |                  | US | 32202-3158 | \$ | 2,128.53 |
| JEA TO: 21 WES JACKSC FL |                  | US | 32202-3158 | \$ | 2,128.53 |
| JEA                      | 21 W C JACKSC FL | US | 32202      | \$ | 910.27   |
| JEA                      | 21 W C JACKSC FL | US | 32202      | \$ | 1,080.86 |
| JEA                      | 21 W C JACKSC FL | US | 32202      | \$ | 6,366.99 |
| JEA                      | 21 W C JACKSC FL | US | 32202      | \$ | 1,080.86 |
| JEA                      | 21 W C JACKSC FL | US | 32202      | \$ | 6,366.99 |
| JEA                      | 21 W C JACKSC FL | US | 32202      | \$ | 1,085.02 |
| JEA                      | 21 W C JACKSC FL | US | 32202      | \$ | 1,085.02 |
| JEA                      | 21 W C JACKSC FL | US | 32202      | \$ | 66.17    |
| JEA                      | 21 W C JACKSC FL | US | 32202      | \$ | 1,491.09 |
| JEA                      | 21 W C JACKSC FL | US | 32202      | \$ | 1,491.09 |
| JEA                      | 21 W C JACKSC FL | US | 32202      | \$ | 98.50    |
| JEA                      | 21 W C JACKSC FL | US | 32202      | \$ | 239.59   |
| JEA                      | 21 W C JACKSC FL | US | 32202      | \$ | 440.84   |
| JEA                      | PO BOX JACKSC FL | US | 32201      | \$ | 88.32    |
| JEA                      | 21 W C JACKSC FL | US | 32202      | \$ | 255.06   |
| JEA                      | 21 W C JACKSC FL | US | 32202      | \$ | 1,228.43 |
| JEA                      | 21 W C JACKSC FL | US | 322023158  | \$ | 332.85   |
| JEA                      | 21 W C JACKSC FL | US | 322023158  | \$ | 180.98   |
| JEA                      | 21 W C JACKSC FL | US | 322023158  | \$ | 180.98   |
| JEA                      | 21 W C JACKSC FL | US | 322023158  | \$ | 180.98   |
| JEA                      | 21 W C JACKSC FL | US | 322023158  | \$ | 180.98   |
| JEA                      | 21 W C JACKSC FL | US | 322023158  | \$ | 180.98   |
| JEA                      | 21 W C JACKSC FL | US | 322023158  | \$ | 180.98   |
| JEA, TO 21 WES JACKSC FL |                  | US | 32202      | \$ | 978.70   |
| JEA, TO 21 WES JACKSC FL |                  | US | 32202      | \$ | 240.24   |
| JEA TO: 21 W C JACKSC FL |                  | US | 32202      | \$ | 7.60     |
| JEA TO: 21 W C JACKSC FL |                  | US | 32202      | \$ | 180.98   |
| JEA TO: 21 W C JACKSC FL |                  | US | 32202      | \$ | 180.98   |
| JEA TO: 21 W C JACKSC FL |                  | US | 32202      | \$ | 180.98   |
| JEA                      | PO BOX JACKSC FL | US | 32201      | \$ | 97.70    |
| JEA, TO 44 W A JACKSC FL |                  | US | 322023102  | \$ | 264.96   |
| JEA, TO 21 WES JACKSC FL |                  | US | 32202      | \$ | 330.84   |
| JEA                      | 21 W C JACKSC FL | US | 32202      | \$ | 330.60   |
| JEA, TO 44 W A JACKSC FL |                  | US | 322023102  | \$ | 672.52   |
| JEA, TO 44 W A JACKSC FL |                  | US | 322023102  | \$ | 856.66   |
| JEA, TO 44 W A JACKSC FL |                  | US | 322023102  | \$ | 559.36   |
| JEA, TO 21 WES JACKSC FL |                  | US | 32202      | \$ | 233.83   |
| JEA, TO 21 WES JACKSC FL |                  | US | 32202      | \$ | 233.83   |
| JEA, TO 21 WES JACKSC FL |                  | US | 32202      | \$ | 233.83   |
| JEA, TO 21 WES JACKSC FL |                  | US | 32202      | \$ | 233.83   |
| JEA, TO 21 WES JACKSC FL |                  | US | 32202      | \$ | 233.83   |
| JEA, TO 21 WES JACKSC FL |                  | US | 32202      | \$ | 233.83   |
| JEA, TO 21 WES JACKSC FL |                  | US | 32202      | \$ | 233.83   |
| JEA, TO 21 WES JACKSC FL |                  | US | 32202      | \$ | 233.83   |
| JEA TO: 21 WES JACKSC FL |                  | US | 32202      | \$ | 54.82    |
| JEA TO: 21 WES JACKSC FL |                  | US | 32202      | \$ | 66.17    |
| JEA TO: 21 W C JACKSC FL |                  | US | 322023155  | \$ | 361.60   |
| JEA                      | 21 W C JACKSC FL | US | 32202      | \$ | 1,782.58 |
| JEA                      | 21 W C JACKSC FL | US | 32202      | \$ | 195.03   |
| JEA                      | 21 W C JACKSC FL | US | 32202      | \$ | 30.09    |
| JEA                      | 21 WES JACKSC FL | US | 32202      | \$ | 229.43   |
| JEA                      | 21 W C JACKSC FL | US | 32202-3158 | \$ | 287.89   |
| JEA                      | 21 W C JACKSC FL | US | 32202-3158 | \$ | 287.89   |









|          |                  |    |            |    |           |
|----------|------------------|----|------------|----|-----------|
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 43.24     |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 43.24     |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 43.24     |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 414.41    |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 43.24     |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 43.24     |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 43.24     |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 43.24     |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 43.24     |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 43.24     |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 703.50    |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 703.50    |
| JEA, TO  | 21 WES JACKSC FL | US | 32202      | \$ | 920.91    |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 2,142.14  |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 346.74    |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 247.85    |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 643.85    |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 1,561.03  |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 1,561.03  |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 637.42    |
| JEA - TI | 21 WES JACKSC FL | US | 32202-3155 | \$ | 737.00    |
| JEA - TI | 21 WES JACKSC FL | US | 32202-3155 | \$ | 200.20    |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 110.12    |
| JEA - TI | 21 WES JACKSC FL | US | 32202-3155 | \$ | 121.18    |
| JEA - TI | 21 WES JACKSC FL | US | 32202-3155 | \$ | 29.49     |
| JEA - TI | 21 WES JACKSC FL | US | 32202-3155 | \$ | 68.26     |
| JEA - TI | 21 WES JACKSC FL | US | 32202-3155 | \$ | 3.20      |
| JEA - TI | 21 WES JACKSC FL | US | 32202-3155 | \$ | 281.02    |
| JEA - TI | 21 WES JACKSC FL | US | 32202-3155 | \$ | 281.02    |
| JEA - TI | 21 WES JACKSC FL | US | 32202-3155 | \$ | 281.02    |
| JEA - TI | 21 WES JACKSC FL | US | 32202-3155 | \$ | 428.60    |
| JEA, TO  | 21 WES JACKSC FL | US | 32202      | \$ | 67.51     |
| JEA, TO  | 21 WES JACKSC FL | US | 32202      | \$ | 67.51     |
| JEA, TO  | 21 WES JACKSC FL | US | 32202      | \$ | 67.51     |
| JEA, TO  | 21 WES JACKSC FL | US | 32202      | \$ | 67.51     |
| JEA, TO  | 21 WES JACKSC FL | US | 32202      | \$ | 675.09    |
| JEA, TO  | 21 WES JACKSC FL | US | 32202      | \$ | 675.09    |
| JEA, TO  | 21 WES JACKSC FL | US | 32202      | \$ | 66.50     |
| JEA, TO  | 21 WES JACKSC FL | US | 32202      | \$ | 66.50     |
| JEA, TO  | 21 WES JACKSC FL | US | 32202      | \$ | 66.50     |
| JEA, TO  | 21 WES JACKSC FL | US | 32202      | \$ | 66.50     |
| JEA, TO  | 21 WES JACKSC FL | US | 32202      | \$ | 66.50     |
| JEA, TO  | 21 WES JACKSC FL | US | 32202      | \$ | 66.50     |
| JEA, TO  | 21 WES JACKSC FL | US | 32202      | \$ | 66.50     |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 760.38    |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 760.76    |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 912.91    |
| JEA      | 21 W C JACKSC FL | US | 32202      | \$ | 147.15    |
| JEA TO:  | 21 WES JACKSC FL | US | 32202      | \$ | 102.57    |
| JEA      | 21 WES JACKSC FL | US | 32202      | \$ | 1,326.00  |
| JEA      | 21 W C JACKSC FL | US | 322023158  | \$ | 11,770.80 |
| JEA      | 21 W C JACKSC FL | US | 322023158  | \$ | 112.59    |
| JEA      | 21 W C JACKSC FL | US | 322023158  | \$ | 112.59    |
| JEA      | 21 W C JACKSC FL | US | 322023158  | \$ | 112.59    |
| JEA      | 21 W C JACKSC FL | US | 322023158  | \$ | 112.59    |
| JEA      | 21 W C JACKSC FL | US | 322023158  | \$ | 112.59    |
| JEA      | 21 W C JACKSC FL | US | 322023158  | \$ | 11,770.80 |
| JEA      | 21 W C JACKSC FL | US | 322023158  | \$ | 112.59    |
| JEA      | 21 W C JACKSC FL | US | 322023158  | \$ | 112.59    |
| JEA      | 21 W C JACKSC FL | US | 322023158  | \$ | 112.59    |
| JEA      | 21 W C JACKSC FL | US | 322023158  | \$ | 112.59    |
| JEA      | 21 W C JACKSC FL | US | 322023158  | \$ | 112.59    |
| JEA      | 21 W C JACKSC FL | US | 322023158  | \$ | 112.59    |
| JEA      | 21 W C JACKSC FL | US | 322023158  | \$ | 112.59    |
| JEA      | 21 W C JACKSC FL | US | 322023158  | \$ | 11,770.80 |
| JEA      | 21 W C JACKSC FL | US | 322023158  | \$ | 112.59    |

|         |                  |    |           |    |            |
|---------|------------------|----|-----------|----|------------|
| JEA     | 21 W C JACKSC FL | US | 322023158 | \$ | 112.59     |
| JEA     | 21 W C JACKSC FL | US | 322023158 | \$ | 11,770.80  |
| JEA     | 21 W C JACKSC FL | US | 322023158 | \$ | -          |
| JEA     | 21 W C JACKSC FL | US | 322023158 | \$ | -          |
| JEA     | 21 W C JACKSC FL | US | 322023158 | \$ | -          |
| JEA TO: | 21 W C JACKSC FL | US | 32202     | \$ | -          |
| JEA TO: | 21 W C JACKSC FL | US | 32202     | \$ | -          |
| JEA     | 21 W C JACKSC FL | US | 322023158 | \$ | -          |
| JEA     | 21 W C JACKSC FL | US | 322023158 | \$ | -          |
| JEA     | 21 W C JACKSC FL | US | 322023158 | \$ | -          |
| JEA TO: | 21 W C JACKSC FL | US | 32202     | \$ | -          |
| JEA TO: | 21 W C JACKSC FL | US | 32202     | \$ | -          |
| JEA     | 21 W C JACKSC FL | US | 32202     | \$ | -          |
| JEA     | 21 W C JACKSC FL | US | 32202     | \$ | -          |
| JEA     | 21 W C JACKSC FL | US | 322023158 | \$ | -          |
|         |                  |    |           | \$ | 219,703.40 |

| Customer Price (One Year) | Difference  | Logic 1  | Logic 2 |
|---------------------------|-------------|----------|---------|
| #N/A                      |             |          |         |
| \$ 9,006.00               | \$ 3.38     | Increase |         |
| \$ 9,006.00               | \$ 3.38     | Increase |         |
| #N/A                      |             |          |         |
| #N/A                      |             |          |         |
| #N/A                      |             |          |         |
| \$ 976.45                 | \$ 22.68    | Increase |         |
| \$ 1,679.88               | \$ (159.26) | Decrease |         |
| #N/A                      |             |          |         |
| \$ 1,679.88               | \$ (159.26) | Decrease |         |
| #N/A                      |             |          |         |
| \$ 8,692.48               | \$ (11.91)  | Decrease |         |
| \$ 3,861.63               | \$ (5.29)   | Decrease |         |
| \$ 8,692.48               | \$ (11.91)  | Decrease |         |
| \$ 3,861.63               | \$ (5.29)   | Decrease |         |
| \$ 8,692.48               | \$ (11.91)  | Decrease |         |
| \$ 3,861.63               | \$ (5.29)   | Decrease |         |
| \$ 8,692.48               | \$ (11.91)  | Decrease |         |
| \$ 3,861.63               | \$ (5.29)   | Decrease |         |
| \$ 1,260.71               | \$ 155.23   | Increase |         |
| \$ 1,204.50               | \$ (1.65)   | Decrease |         |
| \$ 1,260.71               | \$ 155.23   | Increase |         |
| \$ 1,204.50               | \$ (1.65)   | Decrease |         |
| \$ 1,544.97               | \$ (2.12)   | Decrease |         |
| \$ 183.89                 | \$ (0.25)   | Decrease |         |
| \$ 1,287.21               | \$ (1.77)   | Decrease |         |
| \$ 1,544.97               | \$ (2.12)   | Decrease |         |
| \$ 183.89                 | \$ (0.25)   | Decrease |         |
| \$ 1,287.21               | \$ (1.77)   | Decrease |         |
| #N/A                      |             |          |         |
| #N/A                      |             |          |         |
| \$ 1,297.65               | \$ (1.78)   | Decrease |         |
| #N/A                      |             |          |         |
| #N/A                      |             |          |         |
| \$ 183.89                 | \$ (0.25)   | Decrease |         |
| \$ 1,287.21               | \$ (1.77)   | Decrease |         |
| \$ 183.89                 | \$ (0.25)   | Decrease |         |
| \$ 1,287.21               | \$ (1.77)   | Decrease |         |
| \$ 1,260.71               | \$ 155.23   | Increase |         |
| \$ 1,204.50               | \$ (1.65)   | Decrease |         |
| \$ 1,260.71               | \$ 155.23   | Increase |         |
| \$ 1,204.50               | \$ (1.65)   | Decrease |         |
| \$ 2,859.48               | \$ 352.84   | Increase |         |
| \$ 1,606.00               | \$ (2.20)   | Decrease |         |
| \$ 642.40                 | \$ (0.88)   | Decrease |         |
| \$ 2,859.48               | \$ 352.84   | Increase |         |
| \$ 1,606.00               | \$ (2.20)   | Decrease |         |
| \$ 642.40                 | \$ (0.88)   | Decrease |         |
| \$ 1,606.00               | \$ (2.20)   | Decrease |         |
| \$ 642.40                 | \$ (0.88)   | Decrease |         |
| \$ 2,859.48               | \$ 352.84   | Increase |         |
| \$ 1,606.00               | \$ (2.20)   | Decrease |         |
| \$ 642.40                 | \$ (0.88)   | Decrease |         |
| #N/A                      |             |          |         |
| #N/A                      |             |          |         |
| \$ 718.07                 | \$ (38.72)  | Decrease |         |

|    |      |           |    |         |          |
|----|------|-----------|----|---------|----------|
| \$ |      | 1,788.11  | \$ | 86.75   | Increase |
|    | #N/A |           |    |         |          |
| \$ |      | 2,167.66  | \$ | (2.97)  | Decrease |
| \$ |      | 12,767.70 | \$ | (16.86) | Decrease |
| \$ |      | 2,167.66  | \$ | (2.97)  | Decrease |
| \$ |      | 12,767.70 | \$ | (16.86) | Decrease |
| \$ |      | 2,176.01  | \$ | (2.98)  | Decrease |
| \$ |      | 2,176.01  | \$ | (2.98)  | Decrease |
|    | #N/A |           |    |         |          |
| \$ |      | 2,392.14  | \$ | 295.02  | Increase |
| \$ |      | 2,392.14  | \$ | 295.02  | Increase |
|    | #N/A |           |    |         |          |
| \$ |      | 486.62    | \$ | 11.75   | Increase |
| \$ |      | 2,346.37  | \$ | 55.24   | Increase |
| \$ |      | 667.53    | \$ | (0.91)  | Decrease |
| \$ |      | 362.96    | \$ | (0.50)  | Decrease |
| \$ |      | 362.96    | \$ | (0.50)  | Decrease |
| \$ |      | 362.96    | \$ | (0.50)  | Decrease |
| \$ |      | 362.96    | \$ | (0.50)  | Decrease |
| \$ |      | 362.96    | \$ | (0.50)  | Decrease |
| \$ |      | 362.96    | \$ | (0.50)  | Decrease |
| \$ |      | 362.96    | \$ | (0.50)  | Decrease |
| \$ |      | 1,784.26  | \$ | 86.57   | Increase |
| \$ |      | 481.80    | \$ | (0.66)  | Decrease |
| \$ |      | 15.26     | \$ | (0.03)  | Decrease |
| \$ |      | 362.96    | \$ | (0.50)  | Decrease |
| \$ |      | 362.96    | \$ | (0.50)  | Decrease |
| \$ |      | 362.96    | \$ | (0.50)  | Decrease |
| \$ |      | 362.96    | \$ | (0.50)  | Decrease |
| \$ |      | 167.02    | \$ | 14.19   | Increase |
|    | #N/A |           |    |         |          |
| \$ |      | 468.95    | \$ | (0.64)  | Decrease |
| \$ |      | 468.95    | \$ | (0.64)  | Decrease |
| \$ |      | 468.95    | \$ | (0.64)  | Decrease |
| \$ |      | 468.95    | \$ | (0.64)  | Decrease |
| \$ |      | 468.95    | \$ | (0.64)  | Decrease |
| \$ |      | 468.95    | \$ | (0.64)  | Decrease |
| \$ |      | 468.95    | \$ | (0.64)  | Decrease |
| \$ |      | 468.95    | \$ | (0.64)  | Decrease |
| \$ |      | 94.00     | \$ | 7.82    | Increase |
|    | #N/A |           |    |         |          |
|    | #N/A |           |    |         |          |
| \$ |      | 2,859.48  | \$ | 352.84  | Increase |
| \$ |      | 471.06    | \$ | (40.50) | Decrease |
| \$ |      | 60.35     | \$ | (0.09)  | Decrease |
|    | #N/A |           |    |         |          |
| \$ |      | 577.36    | \$ | (0.79)  | Decrease |
| \$ |      | 577.36    | \$ | (0.79)  | Decrease |

|    |      |          |    |        |          |
|----|------|----------|----|--------|----------|
| \$ | #N/A | 560.49   | \$ | 110.94 | Increase |
|    | #N/A |          |    |        |          |
| \$ | #N/A | 5,480.48 | \$ | 721.22 | Increase |
|    | #N/A |          |    |        |          |
| \$ | #N/A | 560.49   | \$ | 110.94 | Increase |
|    | #N/A |          |    |        |          |
| \$ | #N/A | 5,480.48 | \$ | 721.22 | Increase |
|    | #N/A |          |    |        |          |
| \$ | #N/A | 560.49   | \$ | 110.94 | Increase |
|    | #N/A |          |    |        |          |
| \$ | #N/A | 5,480.48 | \$ | 721.22 | Increase |
|    | #N/A |          |    |        |          |
|    | #N/A |          |    |        |          |
|    | #N/A |          |    |        |          |

|    |      |          |             |          |
|----|------|----------|-------------|----------|
|    | #N/A |          |             |          |
| \$ |      | 560.49   | \$ 110.94   | Increase |
|    | #N/A |          |             |          |
| \$ |      | 5,480.48 | \$ 721.22   | Increase |
|    | #N/A |          |             |          |
| \$ |      | 346.25   | \$ (0.48)   | Decrease |
| \$ |      | 346.25   | \$ (0.48)   | Decrease |
| \$ |      | 828.49   | \$ 10.58    | Increase |
| \$ |      | 828.49   | \$ 10.58    | Increase |
| \$ |      | 638.26   | \$ (0.88)   | Decrease |
| \$ |      | 638.26   | \$ (0.88)   | Decrease |
|    | #N/A |          |             |          |
|    | #N/A |          |             |          |
| \$ |      | 576.26   | \$ (31.07)  | Decrease |
| \$ |      | 576.26   | \$ (31.07)  | Decrease |
| \$ |      | 576.26   | \$ (31.07)  | Decrease |
|    | #N/A |          |             |          |
| \$ |      | 4,060.74 | \$ (218.96) | Decrease |
| \$ |      | 4,060.74 | \$ (218.96) | Decrease |
| \$ |      | 2,288.65 | \$ (92.48)  | Decrease |
|    | #N/A |          |             |          |
| \$ |      | 718.07   | \$ (38.72)  | Decrease |







#N/A  
#N/A

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## Formal Bid and Award System

Award #4 November 21, 2019

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

### Scope of Work:

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

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

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

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

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

**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

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

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

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

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

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

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

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

**Background/Recommendations:**

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

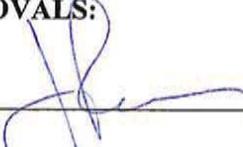
This request is for a one (1) year renewal from 10/01/2019 to 9/30/2020 to the existing contract with Presidio to provide SmartNet support and maintenance on JEA Cisco infrastructure equipment. The maintenance provided is to include hardware repair/replacement as well as troubleshooting support as needed.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

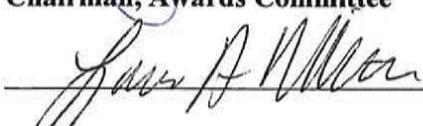
JEA will continue to receive the same discount from Presidio for the renewal, which is a twenty percent (20%) discount off Cisco's list price on telephony items and a twenty-one percent (21%) discount off Cisco list price Voice-ECMU items. JEA expects to spend \$50,000.00 more than the \$525,500.00 budgeted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

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

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

**APPROVALS:**

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

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



## Formal Bid and Award System

CPA 159333

Award #6 November 1, 2018

**Type of Award Request:** CONTRACT INCREASE  
**Request #:** 6421  
**Requestor Name:** Traylor, Kymberly A.-Dir Network & Telecommunication Srvs  
**Requestor Phone:** (904) 665-8983  
**Project Title:** Cisco SmartNet - Support and Maintenance of JEA's Cisco Infrastructure  
**Project Number:** ~~HEB0600~~ 30904  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$525,500.00 (Annually)  
**Scope of Work:**

This contract is to provide SmartNet support and maintenance on approximately 400 items of CISCO infrastructure equipment. Cisco SmartNet support and maintenance assists JEA with ensuring the network reliability and operational readiness through hardware repair/replacement, software upgrades, security vulnerability patches and troubleshooting support. JEA requires Cisco SmartNet to provide the best overall value from the products and services JEA has invested in and to help ensure JEA network switches, routers, firewalls and security applications can match the security threats of today. Furthermore, it has been demonstrated that proper maintenance on systems and their software, will extend the useful life resulting in a lower TCO for the organization. The agreement will provide 24/7/365, rapid access to the full breadth of support offering guaranteed, quicker access to vital manufacturer resources allowing a faster resolution to any operational issue encountered. In addition, the preventive services provide valuable system health, lifecycle planning and compliance adherence. Finally, the included security enhancements to all existing software that is included in the maintenance agreements is critical in the ever changing landscape of threats to JEA's infrastructure.

**JEA IFB/RFP/State/City/GSA#:** CPA 159333, 076-16  
**Purchasing Agent:** Woyak, Nathan  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

| Name                             | Contact Name | Email               | Address   | Phone          | Amount       |
|----------------------------------|--------------|---------------------|---|----------------|--------------|
| PRESIDIO NETWORKED SOLUTIONS LLC | JOHN BEHEE   | JBEHEE@PRESIDIO.COM | 10151 DEERWOOD PARK BLVD, BLDG 200 SUITE 250, JACKSONVILLE FL 32256 | (904) 472-4146 | \$230,152.50 |

**Amount of Original Award:** \$1,367,986.12  
**Date of Original Award:** 10/20/2016

**Change Order Amount:** \$230,152.50  
**New Not-To-Exceed Amount:** \$1,598,138.62  
**Length of Contract/PO Term:** Three (3) Years w/One (1) - 1 Yr. Renewal  
**Begin Date (mm/dd/yyyy):** 10/20/2016  
**End Date (mm/dd/yyyy):** 09/30/2019  
**Renewal Options:** Yes- One (1) - 1 Yr. Renewal  
**JSEB Requirement:** N/A – Specialty Services

**Background/Recommendation**

Competitively bid and approved by the Awards Committee on 10/20/2016. A copy of the original award is attached as backup.

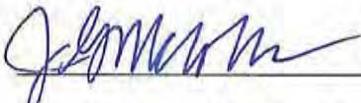
This request is for a contract increase in the amount of \$230,153.50 for additional funds needed to cover SmartNet support for FY19 through the end of the current contract term on 09/30/2019. The main drivers behind the increase are additional equipment purchased for Cisco Spark / WebEx, aging equipment with higher maintenance costs and the original award underestimated the support required during the current contract term. The award amount of \$230,152.50 is the shortage of funds to cover the total amount due in FY19 of \$501,520.92. The discount percentage of (21%) off of Cisco SmartNet list price for the additional equipment remains the same.

The FY19 O&M Budget HEB0600 budget lines 1832 and 1825 includes a total budget of \$525,500.00 which will still cover the total amount due in FY19.

Request approval to award a contract increase to Presidio Networked Solutions, LLC for the addition of SmartNet support in the amount of \$230,152.50, for a new not-to-exceed amount of \$1,598,138.62, subject to the availability of lawfully appropriated funds.

**Director:** Traylor, Kymberly A.-Dir Network & Telecommunication Svcs  
**VP:** Cosgrave, Paul J. - Interim Chief Information Officer

**APPROVALS:**

  
 \_\_\_\_\_ 11/1/18  
**Chairman, Awards Committee** **Date**

  
 \_\_\_\_\_ 11-1-18  
**Manager, ~~Capital Budget Planning~~  
operating Budgets** **Date**


 10/20/16 10  
**Formal Bid and Award System**

Award #10 October 20, 2016

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 581  
**Requestor Name:** Traylor, Kymberly A. - Mgr Network & Telecommunications Services  
**Requestor Phone:** (904) 665-8983  
**Project Title:** SmartNet - Support and Maintenance of JEA's Cisco Infrastructure  
**Project Number:** HEB30904  
**Project Location:** JEA  
**Funds:** O&M  
**Award Estimate:** \$1,500,000.00

**Scope of Work:**

The purpose of this Invitation to Negotiate (the "ITN") is for JEA to enter into a contract with a Cisco Gold Partner Member to provide SmartNet support and maintenance on JEA CISCO infrastructure equipment for three (3) years. The maintenance provided is to include hardware repair/replacement as well as troubleshooting support as needed. JEA has approximately 900 items of CISCO equipment that will require a maintenance agreement to ensure operational readiness and maintain budgetary controls. JEA requires the Respondent to offer the same percentage discount off Cisco Retail List price on all line items. JEA reserves the right to add additional items to the list and receive the same percentage discount off Cisco Retail List price.

**Requisition Number:**

**JEA IFB/RFP/State/City/GSA#:** 076-16  
**Purchasing Agent:** Woyak, Nathan J  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

| Name                             | Contact Name | Email               | Address   | Phone          | Amount         |
|----------------------------------|--------------|---------------------|---|----------------|----------------|
| Presidio Networked Solutions LLC | John Behee   | Jbehee@Presidio.Com | 10151 Deerwood Park Blvd, Bldg 200 Ste 250, Jacksonville FL 32256 | (904) 472-4146 | \$1,367,986.12 |

**Amount for entire term of Contract/PO:** \$1,367,986.12  
**Award Amount for remainder of this FY:** \$455,995.38  
**Length of Contract/PO Term:** Three (3) Years w/One (1) – 1 Yr. Renewal  
**Begin Date (mm/dd/yyyy):** 10/01/2016  
**End Date (mm/dd/yyyy):** 9/30/2019  
**Renewal Options:** YES – One (1) – 1 Yr. Renewal

**JSEB Requirement:** N/A  
**Comments on JSEB Requirements:** N/A – Specialty Services

**BIDDER:**

| Name                             | Amount         |
|----------------------------------|----------------|
| Presidio Networked Solutions LLC | \$1,367,986.12 |

**BACKGROUND/RECOMMENDATION:**

Advertised 9/16/2016. Three (3) companies attended the pre-response meeting on 9/22/2016. At response opening on 10/4/2016, JEA received one (1) response from Presidio Networked Solutions LLC. Presidio Networked Solutions LLC is the lowest responsive and responsible bidder. A copy of the Response Form and Workbook are attached.

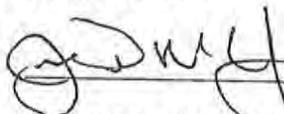
The two (2) other pre-response attendees, CMD Technology Group and RSM US LLP, did not respond due to not meeting the minimum qualification of being a Cisco Gold Partner. JEA's standard is to purchase our equipment and maintenance agreements from Cisco Gold Partners. The benefit to JEA is a higher percentage discount when purchasing equipment, and provides JEA access to higher skilled Cisco professionals. Another reason for low competition is Presidio receives the largest discount for selling the highest volume of Cisco products, which makes other gold partners reluctant to respond.

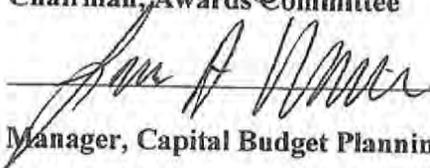
JEA did not request a Best and Final Offer (BAFO) from Presidio because there was no competition, and the discount received off Cisco retail prices increased by 1.5%. JEA has also changed to an Enterprise License Agreement, instead of single license or device maintenance agreement, which should result in a cost savings for JEA going forward.

076-16 - Request approval to award a three (3) year contract to Presidio Network Solutions for Cisco SmartNet Maintenance in the amount of \$1,367,986.12, subject to the availability of lawfully appropriated funds.

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

**APPROVALS:**

  
Chairman, Awards Committee  
Date 10-20-16

  
Manager, Capital Budget Planning  
Date 10/20/16

**APPENDIX B  
RESPONSE FORM FOR SOLICITATION # 076-16**

SmartNet Support and Maintenance of JEA's Cisco Infrastructure  
Submit an **original, two (2) copies and one (1) CD or thumb drive** along with other required forms in a sealed envelope to: JEA Procurement Dept., 21 W. Church St., Bid Office, Customer Center, 1<sup>st</sup> Floor, Room 002, Jacksonville, FL 32202-3139.

Company Name: Presidio Networked Solutions LLC

Company's Address 5337 Milenia Lakes Blvd., Suite 300, Orlando, FL 32839

License Number (if applicable) \_\_\_\_\_

Phone Number: 904.638.5610 FAX No: 904.638.5611 Email Address: jbehee@presidio.com

**BID SECURITY REQUIREMENTS**

- None required
- Certified Check or Bond Five Percent (5%)

**TERM OF CONTRACT**

- One Time Purchase
- Annual Requirements – Three (3) years – w/ 1 renewal option
- Other, Specify- Project Completion

**SAMPLE REQUIREMENTS**

- None required
- Samples required prior to Response Opening
- Samples may be required subsequent to Response Opening

**SECTION 255.05, FLORIDA STATUTES CONTRACT BOND**

- None required
- Bond required 100% of Bid Award

**QUANTITIES**

- Quantities indicated are exacting
- Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.

**INSURANCE REQUIREMENTS**

Insurance required

**PAYMENT DISCOUNTS**

- 1% 20, net 30
- 2% 10, net 30
- 3% 5, net 30
- Other \_\_\_\_\_
- None Offered

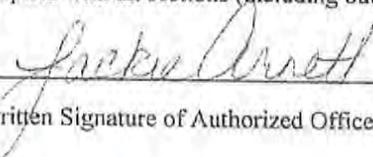
| Item No. | ENTER YOUR RESPONSE FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES        | Discount Percentage % Off List Price | TOTAL RESPONSE PRICE |
|----------|---|--------------------------------------|----------------------|
| 1        | Total 3 Year Cost Network-Telephony Appendix B Response Workbook Tab 1      | 20%                                  | \$ 1,070,715.17      |
| 2        | Total 3 Year Cost Voice-ECMU Appendix B Response Workbook Tab 2             | 21%                                  | \$ 297,270.95        |
|          | Total Cost - SmartNet Support and Maintenance of JEA's Cisco Infrastructure |                                      | \$ 1,367,986.12      |

**RESPONDENT CERTIFICATION**

By submitting this Response, the Respondent 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 Respondent 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 Respondent also certifies that it complies with all sections (including but not limited to Conflict Of Interest and Ethics) of this Solicitation.

We have received addenda

1 \_\_\_\_\_ through 3 \_\_\_\_\_

  
\_\_\_\_\_

Handwritten Signature of Authorized Officer of Company or Agent      Date

Jackie Arnett, Executive Director

Printed Name and Title

28 September 2016

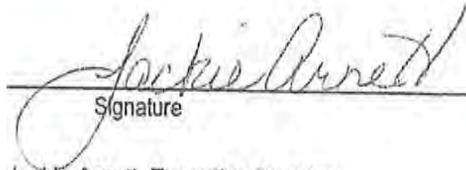
CONFLICT OF INTEREST  
CERTIFICATE

JEA IFB No. 076-16

Bidder must execute this form, if applicable, relative to Florida Statute 112.313. Failure to submit this form, if applicable, shall result in rejection of this bid.

I hereby certify that the following named JEA official(s) and employee(s) having material financial interest(s) (in excess of 5%) in this company have filed Conflict of Interest statements with the Supervisor of Elections, 105 East Monroe Street, Jacksonville, Duval County, Florida, prior to bid opening.

| Name  | Title or Position | Date of Filing |
|-------|-------------------|----------------|
| NONE  |                   |                |
| _____ | _____             | _____          |
| _____ | _____             | _____          |
| _____ | _____             | _____          |

  
\_\_\_\_\_  
Signature

Jackie Arnett, Executive Director  
\_\_\_\_\_  
Name of Certifying Official  
(type or print)

Presidio Networked Solutions LLC  
\_\_\_\_\_  
Company Name

8647 Baypine Road Building 1 Suite 100  
\_\_\_\_\_  
Business Address

Jacksonville, FL 32256  
\_\_\_\_\_  
City, State, Zip Code



APPENDIX B- RESPONSE WORKBOOK TAB 1 NETWORK-TELEPHONY (ENTER DATA IN YELLOW CELLS ONLY)  
Cisco Quote #14292001

| SERIAL NUMBER | PRODUCT LINE | PRODUCT NUMBER   | PRODUCT DESCRIPTION  | ANNUAL LIST PRICE | DISCOUNT FROM ANNUAL LIST PRICE | FINAL NET PRICE (3 Years 10/1/2016-9/30/2019) |
|---------------|--------------|------------------|--|-------------------|---------------------------------|---|
| 72808858      | Network      | CISCO7206VXR     | Cisco 7206VXR, 6-slot chassis, 1 AC Supply w/IP Software   | \$4,754.00        | 20%                             | \$11,409.80                                   |
| SMG0916N31K   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| SAD0808019C   | Network      | WS-SVC-FWM-1-K9= | *Firewall blade for 6500 and 7600, VFW License Separate    | \$18,744.00       | 20%                             | \$29,950.40                                   |
| SMC0923001Q   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| SAD0918067U   | Network      | WS-SVC-FWM-1-K9= | *Firewall blade for 6500 and 7600, VFW License Separate    | \$18,744.00       | 20%                             | \$29,950.40                                   |
| SMG1019NJJA   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| SMG1019NJMF   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| SMG1025NMVM   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| SAD112505GL   | Network      | ACE10-6500-K9=   | *Application Control Engine Service Module                 | \$6,324.00        | 20%                             | \$10,920.00                                   |
| SMG1034NV69   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$2,616.23                                    |
| SMG1035NWAC   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| SMG1034NV6L   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| SMG1035NW5A   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| SMG1035NW5G   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| SMG1034NVKE   | Network      | WS-C6509-E       | Catalyst 6500 Enhanced 9-slot chassis, 14RU, no PS, no Fan | \$6,825.00        | 20%                             | \$10,920.00                                   |
| FOC1211T0A3   | Network      | WS-CBS3020-HPQ   | Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P      | \$179.00          | 20%                             | \$10,920.00                                   |
| FOC1211T0AD   | Network      | WS-CBS3020-HPQ   | *Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P     | \$179.00          | 20%                             | \$286.40                                      |
| FOC1212T025   | Network      | WS-CBS3020-HPQ   | *Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P     | \$179.00          | 20%                             | \$286.40                                      |
| FOC1212T029   | Network      | WS-CBS3020-HPQ   | *Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P     | \$179.00          | 20%                             | \$286.40                                      |
| FOC1208T01M   | Network      | WS-CBS3020-HPQ   | *Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P     | \$179.00          | 20%                             | \$286.40                                      |
| FOC1208T1RX   | Network      | WS-CBS3020-HPQ   | *Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P     | \$179.00          | 20%                             | \$286.40                                      |
| FOX1226HJNG   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$286.40                                      |
| FOX1226HJMS   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$3,104.00                                    |
| FOX1226HJMK   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$3,104.00                                    |
| FOX1226HJML   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$3,104.00                                    |
| FOX1226HJMW   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$3,104.00                                    |
| FOC1229W0CS   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$3,104.00                                    |
| FOC1229W07X   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$1,641.60                                    |
| FOC1229W07F   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$1,641.60                                    |
| FOC1229W08Q   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$1,641.60                                    |
| FOC1228T0WC   | Network      | WS-CBS3020-HPQ   | *Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P     | \$179.00          | 20%                             | \$1,641.60                                    |
| FOC1228T0VM   | Network      | WS-CBS3020-HPQ   | *Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P     | \$179.00          | 20%                             | \$286.40                                      |
| FOC1228T0JT   | Network      | WS-CBS3020-HPQ   | *Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P     | \$179.00          | 20%                             | \$286.40                                      |
| FOC1228T0NZ   | Network      | WS-CBS3020-HPQ   | *Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P     | \$179.00          | 20%                             | \$286.40                                      |
| FOC1228T057   | Network      | WS-CBS3020-HPQ   | *Cisco Catalyst Blade Switch 3020 for HP, RESTRICTED P     | \$179.00          | 20%                             | \$286.40                                      |
| FOC1224W23C   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$286.40                                      |
| FOC1224W017   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$1,641.60                                    |
| FOC1224W22L   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$1,641.60                                    |
| FOC1224W23A   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$1,641.60                                    |
| FOC1224W242   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$1,641.60                                    |
| FOC1224W22D   | Network      | WS-C3750G-48PS-E | *Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPS Image     | \$1,026.00        | 20%                             | \$1,641.60                                    |
| FOX1229G3XD   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$1,641.60                                    |
| FOX1229G3XF   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$3,104.00                                    |
| FOX1229G8QS   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$3,104.00                                    |
| FOX1229G8R8   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$3,104.00                                    |
| FOX1229G8RK   | Network      | WS-C4506-E       | Cat4500 E-Series 6-Slot Chassis, fan, no ps                | \$1,940.00        | 20%                             | \$3,104.00                                    |

EOS 2/28/2017







## Formal Bid and Award System

Award #4 November 4, 2021

**Type of Award Request:** INVITATION FOR BID (IFB)  
**Request #:** 264  
**Requestor Name:** Domingo, Oliver C.  
**Requestor Phone:** (904) 665-6325  
**Project Title:** FY22 Water/Wastewater (W/WW) Purchase of Fixed Diesel Pumps for Storm Resiliency  
**Index Number:** 8007431  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$1,013,150.00

**Scope of Work:**

The purpose of this Invitation for Bid (the "IFB ") is to purchase eighteen (18) fixed diesel pumps (also referred to as the "Work" or "Services"). The Company shall furnish eighteen (18) self-contained, automatic standby pony pump systems as specified herein and according to established JEA Standards. The self-contained emergency system shall consist of a motor and pump unit, which shall start and stop automatically utilizing float switches in the wet well. The Company shall furnish fuel tank, sound attenuated aluminum pony pump set enclosure, and all accessories necessary for a complete and operable installation. All materials shall be new unless specifically called for otherwise. Diesel engine driven pony pump shall be of the latest commercial type and design with all necessary equipment and shall be in accordance with all applicable sections of JEA's Water and Wastewater (W/WW) Standards. All Standards are available on jea.com.

**JEA IFB/RFP/State/City/GSA#:** 1410435646  
**Purchasing Agent:** Selders, Elaine  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

| Name                            | Contact Name  | Email                   | Address  | Phone                 | Amount       |
|---------------------------------|---------------|-------------------------|--|-----------------------|--------------|
| XYLEM DEWATERING SOLUTIONS INC. | Brent Jackson | brent.jackson@xylem.com | 6975 W. 12th St<br>JACKSONVILLE,<br>FL 32220       | (904)<br>695-<br>2131 | \$706,333.92 |
| THOMPSON PUMP & MFG CO INC.     | Brian Lee     | blee@thompsonpump.com   | 4620 CITY<br>CENTER DR,<br>PORT ORANGE<br>FL 32129 | (386)<br>212-<br>6999 | \$290,927.00 |

**Amount for entire term of Contract/PO:** \$997,260.92  
**Award Amount for remainder of this FY:** \$997,260.92  
**Length of Contract/PO Term:** Project Completion  
**Begin Date:** 11/15/2021  
**End Date:** Project Completion (Estimated: September 2022)  
**JSEB Requirement:** N/A - Optional  
**BIDDERS:**

| Name                            | Bid Total      |
|---------------------------------|----------------|
| XYLEM DEWATERING SOLUTIONS INC. | \$992,215.56   |
| THOMPSON PUMP & MFG CO INC.     | \$1,142,454.00 |
| HOLLAND PUMP COMPANY            | \$1,447,239.00 |

**Background/Recommendations:**

Advertised on 10/04/2021. Three (3) companies attended the optional pre-bid meeting held on 10/11/2021. At bid opening on 10/26/2021, JEA received three (3) Bids. Xylem Dewatering Solutions Inc. and Thompson Pump & Mfg Co Inc. are deemed the lowest responsive and responsible bidders. A copy of the Bid Forms and a Bid Summary are attached as backup.

The three Bidders have been pre-qualified to supply the pony pump equipment per the W/WW standards for JEA. JEA intends to award this contract on a per pump basis based on the lowest bid per pump. The Bid Workbook requested pricing for eighteen (18) pumps but the decision was made to award just sixteen (16) pumps at this time. The specification sheet for the two pumps being excluded in the award, indicated that the pumps would not meet the Minimum Continuously Stable Flow (MCSF) line of the specified lift stations. The W/WW team will review the requirements at these two lift stations to determine how to move forward. This could result in a change order, or a rebid with updated specifications. It was deemed in the best interest of JEA to award the majority of the work while further review is taking place to make sure the work is completed in a timely manner.

Each site is unique with different size and site requirements which does not allow for a price comparison. The budget estimate was based on previous Bids, plus a fifteen (15%) inflation adjustment. The Bid pricing has been deemed reasonable.

This request is to award two (2) contracts for this scope of work based on low bid per pump. The award amounts were determined by the following breakdown:

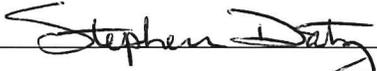
- Xylem Dewatering Solutions Inc. – Twelve (12) pumps for a total of \$706,333.92
- Thompson Pump & Mfg Co Inc. – Four (4) sites for a total of \$290,927.00

1410435646 – Request approval to award a contract to Xylem Dewatering Solutions Inc. (\$706,333.92) and Thompson Pump & Mfg Co Inc. (\$290,927.00) for the FY22 Water/Wastewater (W/WW) Purchase of Fixed Diesel Pumps for Storm Resiliency, for a total not-to-exceed amount of \$997,260.92, subject to the availability of lawfully appropriated funds.

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

**VP:** Vu, Hai X. - VP Water Wastewater Systems

**APPROVALS:**

 11/04/21

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

 11/5/21

**Budget Representative** **Date**

**1410435646 APPENDIX B - BID FORM**  
**FY22 WATER/WASTEWATER (W/WW) PURCHASE OF FIXED DIESEL PUMPS FOR STORM RESILIENCY**

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

Company Name: Thompson Pump & Mfg., Co. Inc.

Company's Address: 4690 City Center Drive Port Orange, FL 32129

License Number: N/A

Phone Number: (386) 212-6999 FAX No: (386) 236-0824 Email Address: blee@thompsonpump.com

**BID SECURITY REQUIREMENTS**

- None required
- Certified Check or Bond (Five Percent (5%))

**TERM OF CONTRACT**

- One Time Purchase
- Annual Requirements
- Other, Specify - **Through Delivery**

**SAMPLE REQUIREMENTS**

- None required
- Samples required prior to Bid Opening
- Samples may be required subsequent to Bid Opening

**SECTION 255.05, FLORIDA STATUTES CONTRACT BOND**

- None required
- Bond required 100% of Bid Award

**QUANTITIES**

- Quantities indicated are exacting
- Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.

**INSURANCE REQUIREMENTS**

**Insurance required**

**PAYMENT DISCOUNTS**

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

**ENTER YOUR BID FOR SOLICITATION 1410435646**

**TOTAL BID PRICE**

**Total Bid Price  
(enter total from the Bid Workbook)**

**\$ 1,142,454.00**

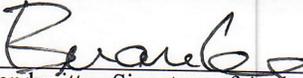
**I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".**

**BIDDER 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 Bidding 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.

We have received addenda

2 through 2



Handwritten Signature of Authorized Officer of Company or Agent

10/26/21  
Date

**Brian Lee / Municipal Sales**

Printed Name and Title

**1410435646 APPENDIX B - BID FORM**  
**FY22 WATER/WASTEWATER (W/WW) PURCHASE OF FIXED DIESEL PUMPS FOR STORM RESILIENCY**

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

Company Name: Xylem Dewatering Solutions, Inc.  
 Company's Address: 84 Floodgate Rd., Bridgeport, NJ. 08014  
 License Number: 22-2138498  
 Phone Number: 904-695-2131 FAX No: 904-695-2103 Email Address: Lee.Hilbert@xylem.com

|  |  |
|--|--|
| <p><b><u>BID SECURITY REQUIREMENTS</u></b></p> <input checked="" type="checkbox"/> None required<br><input type="checkbox"/> Certified Check or Bond (Five Percent (5%))   | <p><b><u>TERM OF CONTRACT</u></b></p> <input type="checkbox"/> One Time Purchase<br><input type="checkbox"/> Annual Requirements<br><input checked="" type="checkbox"/> Other, Specify – <b>Through Delivery</b> |
| <p><b><u>SAMPLE REQUIREMENTS</u></b></p> <input checked="" type="checkbox"/> None required<br><input type="checkbox"/> Samples required prior to Bid Opening<br><input type="checkbox"/> Samples may be required subsequent to Bid Opening | <p><b><u>SECTION 255.05, FLORIDA STATUTES CONTRACT BOND</u></b></p> <input checked="" type="checkbox"/> None required<br><input type="checkbox"/> Bond required 100% of Bid Award                                |

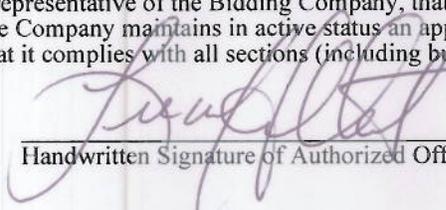
|   |  |
|---|--|
| <p><b><u>QUANTITIES</u></b></p> <input checked="" type="checkbox"/> Quantities indicated are exacting<br><input type="checkbox"/> Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements. | <p><b><u>INSURANCE REQUIREMENTS</u></b></p> <p align="center">Insurance required</p> |
|---|--|

|   |  |
|---|--|
| <p><b><u>PAYMENT DISCOUNTS</u></b></p> <input type="checkbox"/> 1% 20, net 30<br><input type="checkbox"/> 2% 10, net 30<br><input type="checkbox"/> Other _____<br><input checked="" type="checkbox"/> None Offered |  |
|---|--|

|  |                               |
|--|-------------------------------|
| <p><b>ENTER YOUR BID FOR SOLICITATION 1410435646</b></p>       | <p><b>TOTAL BID PRICE</b></p> |
| <p>Total Bid Price<br/>(enter total from the Bid Workbook)</p> | <p>\$ 992,215.56</p>          |

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 CERTIFICATION**

|  |  |
|--|--|
| <p>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 Bidding 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.</p> |  |
| <p>We have received addenda</p> <p><u>1</u> through <u>2</u></p>   | <p><br/>                 Handwritten Signature of Authorized Officer of Company or Agent      Date<br/>                 10/25/21</p> |
|  | <p>Lee Hilbert      OSR<br/>                 _____<br/>                 Printed Name and Title</p>   |

**1410435646 APPENDIX B - BID WORKBOOK**

**FY22 WATER/WASTEWATER (W/WW) PURCHASE OF FIXED DIESEL PUMPS FOR STORM RESILIENCY**

| Location # | Proposed Locations<br>(physical location) | Asset Number | Xylem - Price of<br>pony pump with<br>belly tank and<br>enclosure | Thompson - Price<br>of pony pump with<br>belly tank and<br>enclosure | Holland - Price of<br>pony pump with<br>belly tank and<br>enclosure | Low Bid     |
|------------|---|--------------|---|--|---|-------------|
| 001        | 4301 Perimeter Industrial                 | LS-001814    | \$58,190.32   | \$59,918.00  | \$72,473.00   | \$58,190.32 |
| 002        | 7839 Dawson Creek Drive                   | LS-000691    | \$0.00  | \$72,593.00  | \$75,069.00   | N/A         |
| 003        | 6857 Morse Ave                            | LS-001500    | \$58,190.32   | \$59,918.00  | \$72,473.00   | \$58,190.32 |
| 004        | 7834 Holiday road South                   | LS-001093    | \$0.00  | \$99,914.00  | \$143,885.00  | \$99,914.00 |
| 005        | 4467 San Pablo Rd                         | LS-002006    | \$59,532.00   | \$59,918.00  | \$77,919.00   | N/A         |
| 006        | 1701 Monument Rd                          | LS-001487    | \$58,190.32   | \$59,918.00  | \$77,919.00   | \$58,190.32 |
| 007        | 15598 Moss Hollow                         | LS-001504    | \$59,532.00   | \$59,918.00  | \$77,919.00   | \$59,532.00 |
| 008        | 14130 Fish Eagle                          | LS-000881    | \$75,449.88   | \$65,793.00  | \$80,609.00   | \$65,793.00 |
| 009        | 11301 Blossom Ridge Drive                 | LS-000425    | \$59,532.00   | \$59,918.00  | \$77,919.00   | \$59,532.00 |
| 010        | 12520 Daylight Trail                      | LS-000692    | \$75,449.88   | \$62,610.00  | \$72,473.00   | \$62,610.00 |
| 011        | 11866 Stonebridge Dr                      | LS-002204    | \$75,449.88   | \$62,610.00  | \$80,609.00   | \$62,610.00 |
| 012        | 8224 AC Skinner Parkway                   | LS-002983    | \$59,532.00   | \$59,918.00  | \$77,919.00   | \$59,532.00 |
| 013        | 12237 Mesa Verde T                        | LS-001455    | \$58,190.32   | \$59,918.00  | \$72,473.00   | \$58,190.32 |
| 014        | 9601 Southbrook Dr                        | LS-002089    | \$59,532.00   | \$59,918.00  | \$72,473.00   | \$59,532.00 |
| 015        | 11009 Alumni Way                          | LS-000097    | \$58,190.32   | \$59,918.00  | \$77,919.00   | \$58,190.32 |
| 016        | 13399 Long Cypress Tl                     | LS-001847    | \$59,532.00   | \$59,918.00  | \$77,919.00   | \$59,532.00 |
| 017        | 8671 Osprey Lane                          | LS-001657    | \$59,532.00   | \$59,918.00  | \$77,919.00   | \$59,532.00 |
| 018        | 199 Turtle Bay Lane                       | LS-002311    | \$58,190.32   | \$59,918.00  | \$81,350.00   | \$58,190.32 |



## Formal Bid and Award System

Award #5 November 4, 2021

**Type of Award Request:** CONTRACT INCREASE  
**Requestor Name:** Hamilton, Darrell - Manager, Project Design  
**Requestor Phone:** (904) 665-7137  
**Project Title:** JEA Substation Transformers  
**Project Number:** Various (for this increase 8007279, 8007634, 8005768)  
**Project Location:** JEA  
**Funds:** Capital  
**Award 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 50 MVA substation transformers for operations (failures of existing equipment) and capital projects (new projects) at 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 scope of services the company will provide includes but is not limited to:

- Equipment (transformer) engineering, Materials procurement
- Manufacturing and assembly, Factory acceptance testing
- Delivery, Installation support at site, and Training

**JEA IFB/RFP/State/City/GSA#:** 062-17  
**Purchasing Agent:** Lovgren, Rodney  
**Is this a ratification?:** NO

**RECOMMENDED AWARDEE(S):**

| Name   | Contact Name | Email                 | Address  | Phone          | Amount       |
|--|--------------|-----------------------|--|----------------|--------------|
| ABB INC. contract assigned to ABB ENTERPRISE SOFTWARE INC. | Clay Cook    | clay.cook@sppreps.com | 400 Perimeter Center Terrace, Suite 500, Atlanta, GA | (407) 741-3061 | \$905,365.00 |

**Amount of Original Award:** \$7,281,540.00  
**Date of Original Award:** 10/05/2017  
**Change Order Amount:** \$905,365.00

**New Not-To-Exceed Amount:** \$14,214,844.60  
**Length of Contract/PO Term:** Five (5) Yrs. - One (1) – 1 Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 10/15/2017  
**End Date (mm/dd/yyyy):** 10/14/2022

**Renewal Options:** YES – One (1) – 1 Yr. Renewals

**JSEB Requirement:** N/A – Optional

**Background/Recommendations:**

Originally approved by Awards Committee on 10/05/2017 in the amount of \$3,254,864.00 to ABB, and \$4,026,676.00 to SPX Transformer Solutions Inc. A copy of the original award is attached as backup.

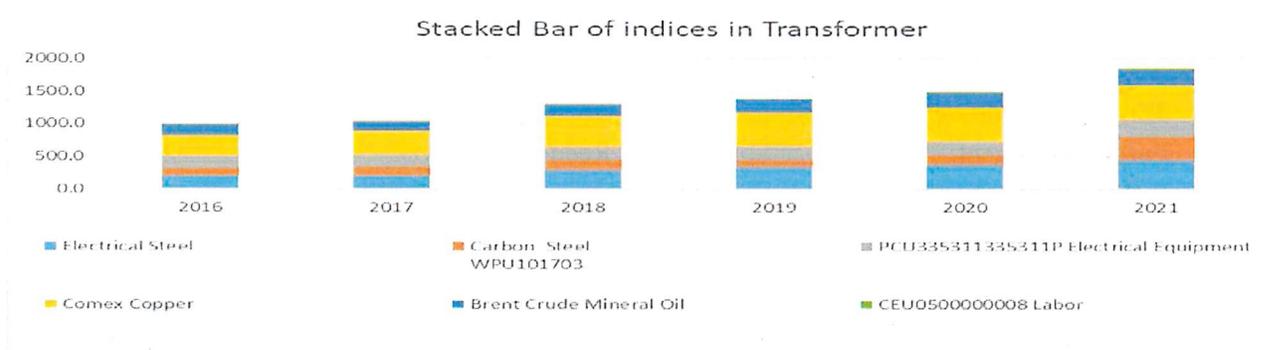
This award request is for an increase to the ABB Enterprise Software Inc contract. This contract increase request is intended provide funding to complete the original five (5) year term of the agreement, which supports newly identified projects since the original award.

JEA does have project funding for the full contract term, and as additional projects are identified, the team is required to bring future contract increases to the Awards Committee for approval.

| Description        | Date       | Award Tracking<br>ABB | Award Tracking<br>SPX |
|--------------------|------------|-----------------------|-----------------------|
| Original Award     | 10/05/2017 | \$3,254,864.00        | \$4,026,676.00        |
| 10% Admin Increase | 10/30/2018 | No Change             | \$402,667.60          |
| Contract Increase  | 11/08/2018 | No Change             | \$5,625,272.00        |
| Contract Increase  | 11/04/2021 | \$905,365.00          | No Change             |
| NTE Award Amount   | 11/04/2021 | \$4,160,229.00        | \$10,054,615.60       |

The equipment pricing in this contract follows indices weighted for transformer component (electrical steel, carbon steel, oil, copper and specialty manufacturing). The average unit prices have increased 50% since the 2017 original award, which is considered reasonable in the given market.

The below chart shows stacked bar of all indices to demonstrate the aggregate increase by year



Request approval to award a contract increase to ABB Enterprise Software Inc. for the purchase of substation transformers in the amount \$905,365.00 for a new not-to-exceed contract amount of \$4,160,229.00, and no change to the current SPX \$10,054,615.60.00 for a new total not-to-exceed amount of \$14,214,844.60, subject to the availability of lawfully appropriated funds.

**Manager:** Hamilton, Darrell - Manager, Project Design

**Director:** Acs, Gabor - Sr Dir Engineering & Projects

**VP:** Erixton, Ricky - VP Electric Systems

**APPROVALS:**

Stephen D. Doherty 11/04/21

Chairman, Awards Committee

Date

Laura A. Minner 11/5/21

Budget Representative

Date



## Formal Bid and Award System

Award #4

October 5, 2017

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 1848  
**Requestor Name:** Short, Michael L. - Manager, Project Design  
**Requestor Phone:** (904) 665-7048  
**Project Title:** JEA Substation Transformers  
**Project Number:** Various  
**Project Location:** JEA  
**Funds:** Capital  
**Award Estimate:** \$6,800,000.00

### Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor that can provide 50 MVA substation transformers at 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 scope of services the company will provide includes, however, is not limited to:

- Equipment (transformer) engineering
- Materials procurement
- Manufacturing and assembly
- Factory acceptance testing
- Delivery
- Installation support at site
- Training

**JEA IFB/RFP/State/City/GSA#:** 062-17  
**Purchasing Agent:** Lovgren, Rodney Dennis  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

| Name                           | Contact Name    | Email                          | Address  | Phone          | Amount         |
|--------------------------------|-----------------|--------------------------------|--|----------------|----------------|
| ABB INC.                       | Clay Cook       | clay.cook@sppreps.com          | 110 Beau Rivage Drive,<br>Ormond Beach, FL 32176 | (407) 741-3061 | \$3,254,864.00 |
| SPX TRANSFORMER SOLUTIONS INC. | Richard Delizza | richarddd@electricsalesinc.com | 2121 N Commerce Pkwy<br>Weston, FL 33326         | (800) 537-0101 | \$4,026,676.00 |

**Amount for entire term of Contract/PO:** \$7,281,540.00  
**Award Amount for remainder of this FY:** \$1,454,538.00

**Length of Contract/PO Term:** Five (5) Years w/ One (1) – 1 Yr. Renewal  
**Begin Date (mm/dd/yyyy):** 10/15/2017  
**End Date (mm/dd/yyyy):** 10/14/2022  
**Renewal Options:** YES - One (1) – 1 Yr. Renewal  
**JSEB Requirement:** N/A - Optional

**BIDDERS:**

| Name                           | First Round     | BAFO Amount     | Disqualified | Reason                                    |
|--------------------------------|-----------------|-----------------|--------------|---|
| SPX TRANSFORMER SOLUTIONS INC. | \$17,900,888.00 | \$17,338,338.00 | No           |   |
| ABB INC.                       | \$18,049,532.00 | \$17,273,428.00 | No           |   |
| DELTA STAR INC.                | \$18,451,592.00 | \$18,680,200.00 | No           |   |
| OTC SERVICES INC.              | \$18,891,600.00 | N/A             | Yes          | Supplier not on the approved Bidders list |
| SGB-SMIT                       | \$21,859,900.00 | N/A             | No           |   |

**Background/Recommendations:**

Advertised on 06/19/2017. Five (5) Companies attended the mandatory pre-proposal meeting held on 06/27/2017. At Response opening on 07/18/2017, JEA received five (5) Responses. One Respondent was not on the approved manufacturers list and was disqualified, and the remaining four (4) Responses were evaluated on a unit price basis including load losses. SPX and ABB ranked as the top two (2) Respondents. The Bid Forms and Workbooks are attached as back-up.

The scope of work includes five (5) different types of transformer units. This award recommends contracting with two (2) vendors based off of the lowest unit cost per transformer. ABB is the lowest cost for units #2, #3 and #4, and SPX is the lowest cost for units #1 and #5. It should be noted that the award amounts are lower than the BAFO amounts because they don't include load losses or the optional pricing, and only include the transformers types where the vendor was the lowest cost to JEA.

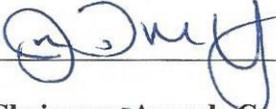
This contract was previously bid through Colectric. A general comparison shows transformer base prices have remained constant over the past three (3) years. JEA's solicitation approach includes delivery F.O.B on the transformer pad.

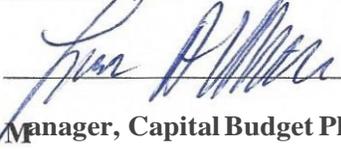
Price adjustments are made at the time of order placement, based upon weighted indices for materials and manufacturing costs for of the equipment price (electrical steel, carbon steel, copper, labor, oil). Price adjustment are capped at five percent (5%) per year. All indices are published, with the exception of electrical steel, which typically makes up approximately fifteen percent (15%) of the price adjustment.

062-17 - Request to award a five (5) year contract for JEA substation transformers to ABB Inc. in the amount of \$3,254,864.00 and SPX Transformer Solutions Inc. in the amount of \$4,026,676.00, for a not-to-exceed amount of \$7,281,540.00, subject to the availability of lawfully appropriated funds.

**Director:** Acs, Gabor - Director Electric T&D Projects  
**VP:** Brost, Mike J. - VP/GM Electric Systems

**APPROVALS:**

 \_\_\_\_\_ 10-S-t  
**Chairman, Awards Committee** **Date**

 \_\_\_\_\_ 10/5/17  
**Manager, Capital Budget Planning** **Date**

**062-17 Bid Workbook - Substation Transformer Supply for JEA (BIDDER SHALL FILL IN YELLOW CELLS)**

| #                 | Transformer | Transformer Description  | Unit Price (Base Price) | Guaranteed No-Load Losses |         | Guaranteed Load Losses |         | Guaranteed Auxiliary Losses |        | Evaluated Unit Price | 5 Year qty Forecast | Total Bid Price     |
|-------------------|-------------|--|-------------------------|---------------------------|---------|------------------------|---------|-----------------------------|--------|----------------------|---------------------|---------------------|
|                   |             |  |                         | kW                        | Amount  | kW                     | Amount  | kW                          | Amount |                      |                     |                     |
| 1                 | Substation  | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 hz, 65 degree C Rise, 230 kV Delta to 27kV WYE      | \$ 859,450.00           | 21.3                      | \$5,000 | 102.4                  | \$1,000 | 4.4                         | \$500  | \$1,070,550          | 4                   | \$4,282,200         |
| 2                 | Substation  | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 hz, 65 degree C Rise, 138 kV Delta to 27kV WYE      | \$ 655,240.00           | 17.97                     | \$5,000 | 113                    | \$1,000 | 6.3                         | \$500  | \$861,240            | 4                   | \$3,444,960         |
| 3                 | Substation  | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 hz, 65 degree C Rise, 69 kV Delta to 27kV WYE       | \$ 638,743.00           | 17.2                      | \$5,000 | 113                    | \$1,000 | 5.6                         | \$500  | \$840,543            | 4                   | \$3,362,172         |
| 4                 | Substation  | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 hz, 65 degree C Rise, 69 kV Delta to 13kV WYE       | \$ 666,898.00           | 16.6                      | \$5,000 | 115                    | \$1,000 | 5.6                         | \$500  | \$867,698            | 2                   | \$1,735,396         |
| 5                 | Substation  | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 hz, 65 degree C Rise, 138 X 69 kV Delta to 27kV WYE | \$ 865,750.00           | 18                        | \$5,000 | 112.7                  | \$1,000 | 5                           | \$500  | \$1,070,950          | 4                   | \$4,283,800         |
| <b>Subtotal 1</b> |             |  | <b>\$ 3,686,081.00</b>  |                           |         |                        |         |                             |        |                      | <b>SUBTOTAL 2</b>   | <b>\$17,108,528</b> |

**MATERIALS AND SERVICE OPTIONS PRICING (BIDDER SHALL FILL IN YELLOW CELLS)**

| #                 | Material / Service Option    | Description of Work  | Unit Price   | Five year Qty Forecast | Extended Total       |
|-------------------|------------------------------|--|--------------|------------------------|----------------------|
| 1                 | Field Service Technician     | 3 days of service during time period Monday - Friday, including travel and per diem.                         | \$ 9,800.00  | 8                      | \$ 78,400.00         |
| 2                 | Additional Optional Training | 31.2 of the Technical Specification, 5 days of training, including travel, per diem                          | \$ 4,000.00  | 8                      | \$ 32,000.00         |
| 3                 | In and Out Costs             | Move in and out of Storage   | \$ 11,000.00 | 1                      | \$ 11,000.00         |
| 4                 | Storage Costs                | If Delivery delayed > 30 days from Ready to Ship. Delivery delays < 30 days shall be absorbed by the Company | \$ 1,500.00  | 1                      | \$ 1,500.00          |
| 5                 | Spare Part                   | 32.2.1. One (1) high voltage bushing (230, 138, 69 KV)   | \$ 11,800.00 | 3                      | \$ 35,400.00         |
| 6                 | Spare Part                   | 32.2.2. One (1) low voltage bushing (34.5 KV)  | \$ 1,100.00  | 3                      | \$ 3,300.00          |
| 7                 | Spare Part                   | 32.2.3. One (1) neutral bushing  | \$ 1,100.00  | 3                      | \$ 3,300.00          |
| <b>SUBTOTAL 3</b> |                              |  |              |                        | <b>\$ 164,900.00</b> |

|  |                  |
|--|------------------|
| <p><b>Total evaluated Price</b> (Subtotal 2 and Subtotal 3)</p> <p>(Evaluation of Lowest Respondent will be based on this Amount (Enter this amount on the Response Form))</p> | \$ 17,273,428.00 |
|--|------------------|

**062-17 Bid Workbook - Substation Transformer Supply for JEA (BIDDER SHALL FILL IN YELLOW CELLS)**

| #                 | Transformer | Transformer Description  | Unit Price (Base Price) | Guaranteed No-Load Losses |         | Guaranteed Load Losses |         | Guaranteed Auxiliary Losses |        | Evaluated Unit Price | 5 Year qty Forecast | Total Bid Price     |
|-------------------|-------------|--|-------------------------|---------------------------|---------|------------------------|---------|-----------------------------|--------|----------------------|---------------------|---------------------|
|                   |             |  |                         | kW                        | Amount  | kW                     | Amount  | kW                          | Amount |                      |                     |                     |
| 1                 | Substation  | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 hz, 65 degree C Rise, 230 kV Delta to 27kV WYE      | \$ 799,298.00           | 22.1                      | \$5,000 | 117                    | \$1,000 | 7.8                         | \$500  | \$1,030,698          | 4                   | \$4,122,792         |
| 2                 | Substation  | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 hz, 65 degree C Rise, 138 kV Delta to 27kV WYE      | \$ 759,570.00           | 20.8                      | \$5,000 | 105                    | \$1,000 | 6.6                         | \$500  | \$971,870            | 4                   | \$3,887,480         |
| 3                 | Substation  | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 hz, 65 degree C Rise, 69 kV Delta to 27kV WYE       | \$ 644,704.00           | 14.5                      | \$5,000 | 132.5                  | \$1,000 | 8                           | \$500  | \$853,704            | 4                   | \$3,414,816         |
| 4                 | Substation  | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 hz, 65 degree C Rise, 69 kV Delta to 13kV WYE       | \$ 664,768.00           | 20                        | \$5,000 | 113                    | \$1,000 | 7                           | \$500  | \$881,268            | 2                   | \$1,762,536         |
| 5                 | Substation  | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 hz, 65 degree C Rise, 138 X 69 kV Delta to 27kV WYE | \$ 814,391.00           | 20.8                      | \$5,000 | 104                    | \$1,000 | 6.6                         | \$500  | \$1,025,691          | 4                   | \$4,102,764         |
| <b>Subtotal 1</b> |             |  | <b>\$ 3,682,731.00</b>  |                           |         |                        |         |                             |        |                      | <b>SUBTOTAL 2</b>   | <b>\$17,290,388</b> |

**MATERIALS AND SERVICE OPTIONS PRICING (BIDDER SHALL FILL IN YELLOW CELLS)**

Award amount will be made based on based prices and quantities awarded

| #                 | Material / Service Option    | Description of Work  | Unit Price                       | Five year Qty Forecast | Extended Total      |
|-------------------|------------------------------|--|----------------------------------|------------------------|---------------------|
| 1                 | Field Service Technician     | 3 days of service during time period Monday - Friday, including travel and per diem.                         | \$ <b>Included in Base Price</b> | 8                      | \$ -                |
| 2                 | Additional Optional Training | 31.2 of the Technical Specification, 5 days of training, including travel, per diem                          | \$ 1,200.00                      | 8                      | \$ 9,600.00         |
| 3                 | In and Out Costs             | Move in and out of Storage   | \$ 8,000.00                      | 1                      | \$ 8,000.00         |
| 4                 | Storage Costs                | If Delivery delayed > 30 days from Ready to Ship. Delivery delays < 30 days shall be absorbed by the Company | \$ 4,000.00                      | 1                      | \$ 4,000.00         |
| 5                 | Spare Part                   | 32.2.1. One (1) high voltage bushing (230, 138, 69 KV)   | \$ 5,990.00                      | 3                      | \$ 17,970.00        |
| 6                 | Spare Part                   | 32.2.2. One (1) low voltage bushing (34.5 KV)  | \$ 1,405.00                      | 3                      | \$ 4,215.00         |
| 7                 | Spare Part                   | 32.2.3. One (1) neutral bushing  | \$ 1,405.00                      | 3                      | \$ 4,215.00         |
| <b>SUBTOTAL 3</b> |                              |  |                                  |                        | <b>\$ 48,000.00</b> |

**Total evaluated Price** (Subtotal 2 and Subtotal 3)  
(Evaluation of Lowest Respondent will be based on this Amount (Enter this amount on the Response Form))

**\$ 17,338,388.00**

| 062-17 Substation Transformer Supply for JEA - PRICE COMPARISON AND AWARD |                              |  |          |                         |                                  |     |                  |                         |                                  |              |                  |                |                 |                            |               |   |  |   |   |
|---|------------------------------|--|----------|-------------------------|----------------------------------|-----|------------------|-------------------------|----------------------------------|--------------|------------------|----------------|-----------------|----------------------------|---------------|---|--|---|---|
| Bid Information   |                              |  |          | SPX                     |                                  |     | ABB              |                         |                                  | AWARD AMOUNT |                  |                | FY 18 Spend     | Colectric Contract Pricing |               |   |  |   |   |
| #   | Transformer                  | Transformer Description  | Forecast | Unit Price (Base Price) | Evaluated Transformer Unit Price | %   | Total Bid Price  | Unit Price (Base Price) | Evaluated Transformer Unit Price | %            | Total Bid Price  | Award Quantity |                 | SPX                        | ABB           | Unit Price from Previous Contract (Colectric) SPX | Unit Price from Previous Contract (Colectric) LG Power | Unit Price from Previous Contract (Colectric) GE Protec | Percent Increase / Decrease (not applies to applies - Colectric pric missing offload) |
| 1   | Substation                   | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 Hz, 65 degree C Rise, 230 kV Delta to 27kV WYE                      | 4        | \$ 799,298.00           | \$ 1,030,698.00                  | 29% | \$4,122,792      | \$ 859,450.00           | \$1,070,550                      | 25%          | \$ 4,282,200.00  | 3              | \$ 2,397,894.00 |                            | \$ 799,298.00 | \$ 804,950.00                                     | \$ 1,277,851.00  | \$ 815,000.00   | -1%   |
| 2   | Substation                   | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 Hz, 65 degree C Rise, 138 kV Delta to 27kV WYE                      | 4        | \$ 759,570.00           | \$ 971,870.00                    | 28% | \$3,887,480      | \$ 655,240.00           | \$861,240                        | 31%          | \$ 3,444,960.00  | 2              |                 | \$ 1,310,480.00            | \$ 655,240.00 | \$ 725,900.00                                     | \$ 750,200.00  | \$ 640,000.00   | 2%  |
| 3   | Substation                   | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 Hz, 65 degree C Rise, 69 kV Delta to 27kV WYE                       | 4        | \$ 644,704.00           | \$ 853,704.00                    | 32% | \$3,414,816      | \$ 638,743.00           | \$840,543                        | 32%          | \$ 3,362,172.00  | 2              |                 | \$ 1,277,486.00            |               |   |  |   |   |
| 4   | Substation                   | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 Hz, 65 degree C Rise, 69 kV Delta to 13kV WYE                       | 2        | \$ 664,768.00           | \$ 881,268.00                    | 33% | \$1,762,536      | \$ 666,898.00           | \$867,698                        | 30%          | \$ 1,735,396.00  | 1              |                 | \$ 666,898.00              |               |   |  |   |   |
| 5   | Substation                   | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 Hz, 65 degree C Rise, 138 kV Delta to 27kV WYE                      | 4        | \$ 814,391.00           | \$ 1,025,691.00                  | 26% | \$4,102,764      | \$ 865,750.00           | \$1,070,950                      | 24%          | \$ 4,283,800.00  | 2              | \$ 1,628,782.00 |                            |               |   |  |   |   |
| Subtotal 1  |                              |  |          | \$ 3,882,731.00         |                                  |     | \$17,290,388     | \$ 3,886,081.00         |                                  |              | \$17,108,528     |                |                 |                            |               |   |  |   |   |
| OPTIONS MATERIALS AND SERVICE OPTIONS PRICING (INCLUDED IN EVALUATION)    |                              |  |          |                         |                                  |     |                  |                         |                                  |              |                  | AWARD          | \$ 4,026,676.00 | \$ 3,254,864.00            |               | \$ 44,000.00                                      |  | 53k - 65k   | Option Adders Assembly Vacuum and Fill  |
| #   | Material / Service Option    | Description of Work  | Forecast | Unit Price              |                                  |     | Extended Total   | Unit Price              |                                  |              | Extended Total   | Total Award    | \$ 7,281,540.00 | \$ 1,454,538.00            | TBD           | 11-65k per transformer                            | 13k - 16k  | Delivery + Offload                                      |   |
| 1   | Field Service Technician     | 3 days of service during time period Monday - Friday, including travel and per diem.                         |          | \$ -                    |                                  |     | \$ -             | \$ 9,800.00             |                                  |              | \$ 78,400.00     |                | \$ 1,425.00     | \$ 1,250                   |               |   |  | Field Service Tech                                      |   |
| 2   | Additional Optional Training | 31.2 of the Technical Specification, 5 days of training, including travel, per diem                          | 8        | \$ 1,200.00             |                                  |     | \$ 9,600.00      | \$ 4,000.00             |                                  |              | \$ 32,000.00     |                |                 |                            | Cost +        | Cost +  | Cost +   | Travel  |   |
| 3   | In and Out Costs             | Move in and out of Storage   | 1        | \$ 8,000.00             |                                  |     | \$ 8,000.00      | \$ 11,000.00            |                                  |              | \$ 11,000.00     |                |                 |                            |               |   |  |   |   |
| 4   | Storage Costs                | If Delivery delayed > 30 days from Ready to Ship. Delivery delays < 30 days shall be absorbed by the Company | 1        | \$ 4,000.00             |                                  |     | \$ 4,000.00      | \$ 1,500.00             |                                  |              | \$ 1,500.00      |                |                 |                            |               |   |  |   |   |
| 5   | Spare Part                   | 32.2.1. One (1) high voltage bushing (230, 138, 69 kV)   | 3        | \$ 5,990.00             |                                  |     | \$ 17,970.00     | \$ 11,800.00            |                                  |              | \$ 35,400.00     |                |                 |                            |               |   |  |   |   |
| 6   | Spare Part                   | 32.2.2. One (1) low voltage bushing (34.5 kV)  | 3        | \$ 1,405.00             |                                  |     | \$ 4,215.00      | \$ 1,100.00             |                                  |              | \$ 3,300.00      |                |                 |                            |               |   |  |   |   |
| 7   | Spare Part                   | 32.2.3. One (1) neutral bushing  | 3        | \$ 1,405.00             |                                  |     | \$ 4,215.00      | \$ 1,100.00             |                                  |              | \$ 3,300.00      |                |                 |                            |               |   |  |   |   |
|   |                              |  |          |                         |                                  |     | \$ 48,000.00     |                         |                                  |              | \$ 164,900.00    |                |                 |                            |               |   |  |   |   |
|   |                              |  |          |                         |                                  |     | \$ 17,338,388.00 |                         |                                  |              | \$ 17,273,428.00 |                |                 |                            |               |   |  |   |   |

Direct comparison to new pricing is not possible, as Colectric Contract, included some option adders, that were not fixed priced and subject to change, upon order. In general Terms, pricing deltas are listed to the right and they do generally appear to show a Transformer Base Unit price decrease.



## Formal Bid and Award System

Award #7 November 8, 2018

**Type of Award Request:** CONTRACT INCREASE  
**Request #:** 6426  
**Requestor Name:** Short, Michael L. - Manager, Project Design.  
**Requestor Phone:** (904) 665-8764  
**Project Title:** JEA Substation Transformers  
**Project Number:** Various  
**Project Location:** JEA  
**Funds:** Capital & O&M  
**Award 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 50 MVA substation transformers for operations (failures of existing equipment) and capital projects (new projects) at 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 scope of services the company will provide includes, however, is not limited to:

- Equipment (transformer) engineering
- Materials procurement
- Manufacturing and assembly
- Factory acceptance testing
- Delivery
- Installation support at site
- Training

**JEA IFB/RFP/State/City/GSA#:** 062-17

**Purchasing Agent:** Lovgren, Rodney

**Is this a ratification?:** NO

### RECOMMENDED AWARDEE(S):

| Name                           | Contact Name    | Email                       | Address                               | Phone          | Amount         |
|--------------------------------|-----------------|-----------------------------|---------------------------------------|----------------|----------------|
| SPX TRANSFORMER SOLUTIONS INC. | Richard Delizza | richarddd@electricsalesinc. | 2121 N Commerce Pkwy Weston, FL 33326 | (800) 537-0101 | \$5,625,272.00 |

**Amount of Original Award:** \$7,281,540.00

**Date of Original Award:** 10/5/2017

**Change Order Amount:** \$5,625,272.00

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

| CPA #  | Amount       | Date       |
|--------|--------------|------------|
| 168953 | \$402,667.60 | 10/30/2018 |

**New Not-To-Exceed Amount:** \$13,309,479.60  
**Length of Contract/PO Term:** Five (5) Yrs. - One (1) – 1 Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 10/15/2017  
**End Date (mm/dd/yyyy):** 10/14/2022  
**Renewal Options:** YES – One (1) – 1 Yr. Renewals  
**JSEB Requirement:** N/A - Optional  
**Background/Recommendations:** 10/5/2017

Originally approved by Awards Committee on ~~10/01/2018~~ in the amount of \$3,254,864.00 to ABB, and \$4,026,676.00 to SPX Transformer Solutions Inc. A copy of the original award is attached as backup.

This award request is for an increase to the SPX Transformer Solutions Inc contract. This contract increase request is intended provide funding to complete the original five (5) year term of the agreement, which supports newly identified projects since the original award. As additional projects develop in future fiscal years, additional funding, change orders and awards approvals will be required. The SJRPP shutdown, Orange Park T2 (O&M failure) and solar projects have caused funding to be utilized prior to contract expiration. The additional equipment required is listed below:

| Transformer Description  | Locations  | Unit Price   | Qty | Total          |
|--|--|--------------|-----|----------------|
| 30/40/50 MVA<br>ONAN/ONAF/ONAF, 3<br>phase, 60 Hz, 65 degree C<br>Rise, 230 kV Delta to 27kV<br>WYE      | 1. Dinsmore Substation PN – 8003353<br>2. CCCN Substation T2 Addition PN<br>- 8004953<br>3. Brandy Branch Substation T2<br>Addition PN – 8004960<br>4. Steelbald Substation T3<br>Replacement PN – 8004961<br>5. Westlake Substation T3 Addition<br>PN - 8004959 | \$799,298.00 | 5   | \$3,996,490.00 |
| 30/40/50 MVA<br>ONAN/ONAF/ONAF, 3<br>phase, 60 Hz, 65 degree C<br>Rise, 138 X 69 kV Delta to<br>27kV WYE | Substation Maintenance (TBD)<br>8005250  | \$814,391.00 | 2   | \$1,628,782.00 |
| Total  |  |              |     | \$5,625,272.00 |

062-17 - Request approval to award a contract increase to SPX Transformer Solutions Inc. for the purchase of substation transformers in the amount \$5,625,272.00 for a new not-to-exceed contract amount of \$10,054,615.60 and no change to the ABB original award amount of \$3,254,864.00, for a new Total Award not-to-exceed amount of \$13,309,479.60, subject to the availability of lawfully appropriated funds.

**Manager:** Michael Short L. - Manager, Project Design  
**Director:** Acs, Gabor - Director Electric T&D Projects  
**VP:** Brost, Mike J. - VP/GM Electric Systems

**APPROVALS:**

 11/8/18

Chairman, Awards Committee Date

 11/8/18

Manager, Capital Budget Planning Date

**062-17 Bid Workbook - Substation Transformer Supply for JEA (BIDDER SHALL FILL IN YELLOW)**

|                         |             |  |          | ABB                     | SPX Original Award     | ABB Original Award     | Change Order 2018 | SPX C/O Total          | PN  | Escalated Unit Price | Qty | New NTE Award Amount ABB | Contract Increase Needed | % inc to BASE |  |
|-------------------------|-------------|--|----------|-------------------------|------------------------|------------------------|-------------------|------------------------|---|----------------------|-----|--------------------------|--------------------------|---------------|--|
| #                       | Transformer | Transformer Description  | 5 Yr Est | Unit Price (Base Price) |                        |                        |                   |                        |   |                      |     |                          |                          |               |  |
| 1                       | Substation  | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 hz, 65 degree C Rise, 230 kV Delta to 27kV WYE      | 3        | \$ 859,450.00           | \$ 2,397,894.00        |                        | 5                 | \$ 3,996,490.00        |   |                      |     |                          |                          |               |  |
| 2                       | Substation  | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 hz, 65 degree C Rise, 138 kV Delta to 27kV WYE      | 2        | \$ 655,240.00           |                        | \$ 1,310,480.00        |                   |                        | 1 - 8007279<br>1 - 8007634<br>1 - 8005768 | \$ 1,046,282.00      | 3   | \$ 3,138,846.00          |                          | 60%           |  |
| 3                       | Substation  | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 hz, 65 degree C Rise, 69 kV Delta to 27kV WYE       | 2        | \$ 638,743.00           |                        | \$ 1,277,486.00        |                   |                        | 1 - 8007279                               | \$ 1,021,383.00      | 1   | \$ 1,021,383.00          |                          | 60%           |  |
| 4                       | Substation  | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 hz, 65 degree C Rise, 69 kV Delta to 13kV WYE       | 1        | \$ 666,898.00           |                        | \$ 666,898.00          |                   |                        |   |                      |     |                          |                          |               |  |
| 5                       | Substation  | 30/40/50 MVA ONAN/ONAF/ONAF, 3 phase, 60 hz, 65 degree C Rise, 138 X 69 kV Delta to 27kV WYE | 2        | \$ 865,750.00           | \$ 1,628,782.00        |                        | 2                 | \$ 1,628,782.00        |   |                      |     |                          |                          |               |  |
| <b>Award Total</b>      |             |  |          |                         | <b>\$ 4,026,676.00</b> | <b>\$ 3,254,864.00</b> |                   | <b>\$ 5,625,272.00</b> |   |                      |     | <b>\$ 4,160,229.00</b>   | <b>\$ 905,365.00</b>     |               |  |
|                         |             |  |          |                         |                        |                        | 10% SPX           | \$ 402,667.60          |   |                      |     |                          |                          |               |  |
| <b>New Award Amount</b> |             |  |          |                         |                        |                        |                   |                        | <b>\$ 14,214,844.60</b>                   |                      |     |                          |                          |               |  |

| <b>Transformer Type</b> | <b>Destination</b> | <b>PN</b> | <b>Original Cost</b> | <b>Discounted Cost</b> | <b>Including Training Adder</b> |
|-------------------------|--------------------|-----------|----------------------|------------------------|---------------------------------|
| 138/27kV 50MVA          | Sub O&M Spares     | 8007279   | \$1,021,519          | \$1,015,582            | \$1,046,282                     |
| 69/27kV 50MVA           | Sub O&M Spares     | 8007279   | \$990,683            | \$990,683              | \$1,021,383                     |
| 138/27kV 50MVA          | Ribault            | 8007634   | \$1,021,519          | \$1,015,582            | \$1,046,282                     |
| 138/27kV 50MVA          | Mayo               | 8005768   | \$1,021,519          | \$1,015,582            | \$1,046,282                     |
|                         |                    |           |                      |                        | <b>\$4,160,229</b>              |

| <b>FY22 Spend</b> | <b>FY23 Spend</b> | <b>Distribution of Spend By Percentage</b> | <b>% by Contract Increase</b> |
|-------------------|-------------------|--|-------------------------------|
| \$ 1,837,038.50   | \$ 230,626.50     | 25.150%                                    | \$ 227,695.90                 |
|                   |                   | 24.551%                                    | \$ 222,277.30                 |
| \$ 304,674.30     | \$ 741,607.70     | 25.150%                                    | \$ 227,695.90                 |
| \$ 304,674.30     | \$ 741,607.70     | 25.150%                                    | \$ 227,695.90                 |
| \$ 2,446,387.10   | \$ 1,713,841.90   |  | \$ 905,365.000                |

|                   |
|-------------------|
| Contract Increase |
| \$ 905,365.00     |