

JEA Awards Agenda December 19, 2024 225 North Pearl St., Jacksonville, FL 32202 - Hydrangea Room 1st Floor <a href="#">Teams Meeting Info</a>												
Consent Agenda												
The Chief Procurement Officer offers the following items for the JEA Awards Consent Agenda. Any item may be moved from the Consent Agenda to the Regular Agenda by a committee member asking that the item be considered separately. All items on the Consent agenda have been approved by OGC, Budget and the Business Unit Vice President and Chief. The posting of this agenda serves as an official notice of JEA's intended decision for all recommended actions for <b>Formal Purchases</b> as defined by <b>Section 3-101 of the JEA Procurement Code</b> . Please refer to JEA's Procurement Code, if you wish to protest any of these items.												
Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Funding Source	Business Unit Estimate	Award Amount	Original Award Amount	New Not-to-Exceed	Amendments	Term (Projected) Start Date - End Date	JSEB Participation (Y/N) If Y, then list company name(s) (% , \$ - awarded)
1	Minutes	Minutes from 12/12/2024 Meeting	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	Renewal	1410375246 - Cisco Contract Center Managed Services Contract # - JEA10746	Datz	PROSYS	O&M	\$480,000.00	\$416,286.00	\$1,248,858.00	\$1,762,725.80	08/31/2022- \$9,950.80 10/3/2022- \$34,769.00 11/7/2022- \$16,320.00 01/04/2024-\$36,542.00	Three (3) Years w/ Two (2) - 1 Yr. Renewals  Start Date: 11/01/2021 End Date: 10/31/2025  One (1) Renewal Remaining	N
	Originally Awarded: 11/01/2021 For Additional Information Contact: Angel Iosua  This request is for JEA Cisco Contact Center Managed Services. As part of the existing SC-0374b ProSys Contact Center Remote PS_MS Support Project, ProSys will continue to provide dedicated professional services resources for custom Professional Services Support for JEA's Cisco PCCE Contact Center environment. ProSys will provide professional services to perform these Services in JEA's PROD & QA environments. These services will consist of the same activities specific to the original SOW with the revisions/additions of the following to reflect version changes and upgrades/enhancements done since the original SOW was put into place in 2021. Although revisions/additions were implemented, the price will remain the same as the previous year. Prosys also granted a 60 day grace period while we resolved issues with the renewal so there is no ratification.  Scope Changes include the following: • PS Support will pertain to the Cisco PCCE recently upgraded to version 12.6.2 in previous project completed in September 2024 • Updated list of servers included below replaces previous list in Section 2.0 Environment Baseline of SOW • In section 2.0 of the original SOW, PS Support no longer applies to the VXML components of the solution and is replaced with VBB component											
3	Contract Increase	021-21 Water, Sewer, and Reclaimed Water Cost of Service and Rate Design Consulting Services	Orfano	Stantec Consulting Services Inc.	O&M	\$136,150.00	\$136,150.00	\$271,625.00	\$874,585.73	04/06/2023 - \$310,375.00 6/13/2024 - \$140,848.00 9/23/2024 - \$15,587.73	Five (5) Years w/ One (1) – 1 Yr. Renewal  Start Date: 04/07/2021 End Date: 04/06/2026	N
	Originally Awarded: 04/07/2021 For additional information contact: Elaine Selders  The Stantec contract was originally awarded on 04/07/2021 in the amount of \$271,625.00 for Cost of Service and Rate Design services. On 04/06/2023, JEA contracted with Stantec to complete a water and sewer system feasibility analysis and receive acquisition support services for the cities of Atlantic Beach (\$168,250.00) and Neptune Beach (\$142,125.00) for a total estimated amount of \$310,375.00. On 06/13/2024, a second contract increase was approved in the amount of \$140,848.00 for additional funding for the two Atlantic and Neptune Beach feasibility studies for a not-to-exceed amount of \$722,848.00. An additional administrative increase of \$15,587.73 was completed on 09/23/2024 to pay final Cost of Service and Rate Design services FY24 invoices for a current not-to-exceed amount of \$738,435.73.  This request is to award a contract increase to Stantec Consulting Services Inc. to complete a comprehensive rate study for Water and Sewer Capacity and Line Extension Fees for FY25 in the amount of \$91,150.00. The award request also includes an increase for attestation services on three separate rate topics (Retail reclaim rates, Bulk Reclaim rates, Excess strength charges for COD/TSS) which total an estimated amount of \$45,000.00. The cost of service for the three attestation topics is based on an estimate provided by Stantec and the agreement shall include a not-to-exceed amount of \$15,000.00 for each topic. The total award request for the Capacity and Line Extension Fee Study and the three attestation studies is \$136,150.00 for a new not-to-exceed amount of \$874,585.73. The hourly rates for this project remain the same as the original pricing from 2021. The award amount is based on contracted hourly rates and estimated hours to complete the projects. The project proposals and a description of the attestation services have been attached as back-up.											
4	Contract Increase	1410611046 - Engineering Services Substations	Melendez	Leidos Engineering LLC  Chen Moore & Associates, Inc.  Worley Group, Inc.	Capital	\$342,295.58	Leidos Engineering LLC - \$342,295.58  Chen Moore & Associates, Inc. - No Change  Worley Group, Inc. - No Change	Leidos Engineering LLC - \$406,000.00  Chen Moore & Associates, Inc. - \$1,015,000.00  Worley Group, Inc. - \$609,000.00	Leidos Engineering LLC - \$1,814,114.01  Chen Moore & Associates, Inc. - \$2,589,557.00 (No Change)  Worley Group, Inc. - \$835,319.00 (No Change)	03/21/2024 Chen Moore & Associates - \$1,574,557.00  03/21/2024 Leidos Engineering - \$671,594.63  06/14/2023 Leidos Engineering LLC - \$203,000.00  12/14/2023 Leidos Engineering LLC - \$191,223.80  10/17/2024 Worley Group, Inc \$226,319.00	Three (3) Years w/ Two (2) 1-Yr. Renewals Start Date: 11/01/2022 End Date: 10/31/2025	JSEB Optional  Chen Moore & Associates, Inc. ~ 7% Meskel & Associates Engineering, PLLC ~ 5% VIA Consulting Services, Inc. ~ 2%  Worley Group, Inc. ~ 6% Prosser ~ 6%  Leidos Engineering, LLC ~ 5% CSI Geo, Inc. ~ 1% Alpha Envirotech Consulting, Inc. ~ 1% Smith Surveying Group ~ 3%
	Originally Awarded: 10/27/2022 For additional information contact: Jason Behr  Contract engineers are needed to supplement the design process for short periods of time (approximately three (3) to six (6) months for a typical project) when JEA in-house engineering resources may not meet the urgent demands of in-service dates. Electric substation engineering is a very specialized area; therefore, JEA requires companies who have the resources and experience to execute electric substation/transmission engineering are proficient with the computer application Microstation.  Originally, JEA funded the contract based on engineering estimates for projects known at the time. As noted on the original award, the expectation was to increase these contracts throughout the life of the contract as new projects were identified. This particular increase is for the completion of the College St. substation switchgear replacement design, and completion of the West Jax Reliability Improvement design. These projects were partially funded in FY24, with the intent to fully fund in FY25 in order to complete the project designs. Leidos Engineering LLC is the only vendor receiving a contract increase at this time. There are no rate increases associated with this increase.											
5	Contract Increase	1410617246 (RFP) Substation Packaging Services	Melendez	Substation Enterprises, Inc.  Dis-Tran Steel, LLC	Capital	\$2,120,271.09	Substation Enterprises, Inc. - No Change  Dis-Tran Steel, LLC - \$2,120,271.09	Substation Enterprises, Inc. - \$536,100.00  Dis-Tran Steel, LLC - \$1,250,900.00	Substation Enterprises, Inc. - \$3,019,953.66  Dis-Tran Steel, LLC - \$6,198,363.09	Substation Enterprises, Inc. - 11/28/2023 - \$53,610  Substation Enterprises, Inc. - 07/18/2023 - \$2,430,243.66  Dis-Tran Steel, LLC - 03/02/2023 - \$2,827,192.00	Three (3) Years w/ Two (2) - 1 Yr. Renewals  Start Date: 12/30/2022 End Date: 12/29/2025	N
	Originally Awarded: 12/08/2022 For additional information contact: Jason Behr  This solicitation is to select substation material packaging company(s) that will be contracted to provide structures, materials and other engineered equipment for JEA substation projects and/or small transmission projects that are incidental to substation projects. The company(s) shall perform and provide all design, detailing, documentation, procurement, manufacturing, scheduling, equipment selection, materials, project management and associated services for a turn-key, ready-to-install substation package of structures and materials to allow JEA to construct improvements to the JEA electric system.  Originally, JEA funded the contract based on packaging estimates for projects known at the time. As noted on the original award, the expectation was to increase these contracts throughout the life of the contract as new projects were identified. This particular increase is for Distran substation packager services for new projects Point Meadows T2 Addition, Miller Solar PV 230kV Switchyard, and Peterson Solar PV 230kV Switchyard. Dis-Tran Steel, LLC is the only vendor receiving a contract increase at this time. There are no rate increases associated with this increase.											
	Invitation for Bid (IFB)	1411879646 IFB FY25 Light Duty Vehicles, Medium Duty Vehicles, and Vans	Phillips	Bozard Ford Company  Duval Ford  Garber Ford Inc.  New Smyrna Beach Chevrolet DBA TT of Smyrna Beach, LLC	Capital	\$4,537,946.90	\$78,531.00  \$3,661,320.00  \$65,785.25  \$252,976.00	N/A	\$4,058,612.25			

6	<div>Advertised: 11/05/2024 Optional Pre-Response Meeting: 11/15/2024, Seven (7) Attendees Responses Opened: 12/10/2024 Four (4) Responses Received: Bozard Ford Company - \$3,842,593.00 (Bid on 39 vehicles) Duval Ford - \$4,067,998.00 (Bid on 44 vehicles) Garber Ford Inc. - \$3,013,070.30 (Bid on 32 vehicles) New Smyrna Beach Chevrolet DBA TT of Smyrna Beach, LLC - \$609,940.00 (Bid on 10 vehicles) For additional information contact: Halley Stewart</div> <div>The scope for this solicitation is to select a supplier(s) to provide forty-four (44) Light Duty Vehicles, Medium Duty Vehicles, and Vans with various up-fits and configurations for fleet replacements and expansion for JEA Water and Electric business units. These vehicles will be delivered to JEA after October 1, 2025.</div> <div>Ten (10) suppliers were invited to participate, seven (7) suppliers attended the optional pre-response meeting, and four (4) responses were received.</div> <div>To promote competition, suppliers were not required to bid on all vehicles. The pricing for each vehicle type was compared individually and awarded to the lowest bidder by vehicle type. Awarding by vehicle type resulted in a price savings of \$9,385.75. This request is for the award of contracts to the lowest bidders: Bozard Ford Company in the amount of \$78,531.00, Duval Ford in the amount of \$3,661,320.00, Garber Ford Inc. in the amount of \$65,785.25, and New Smyrna Beach Chevrolet DBA TT of Smyrna Beach, LLC in the amount of \$252,976.00. The total award amount of \$4,058,612.25 is 10.55% lower than the budget estimate of \$4,537,946.90 and has been deemed reasonable.</div>									N/A	One-time purchase, Expected delivery FY26	N
7	Contract Increase	1410980846 Pole Line Hardware Solicitation	Phillips	Anixter Choctaw-Kaul Electric Supply of Tampa (Irby) Gresco Stuart C. Irby Tri-State	Inventory	\$10,891,000.00	\$2,400,000.00 \$200,000.00 \$60,000.00 \$1,500,000.00 \$6,500,000.00 \$231,000.00	\$16,804,939.05	\$27,582,525.64	02/16/2023 (\$113,413.41)	One Year w/ Two (2) 1-Yr. Renewals  Start Date: 01/26/2023 End Date: 01/25/2026	N/A
For additional information contact: Lynn Rix												
These contracts provide Pole Line Hardware for JEA Inventory Stock which collectively consist of seven hundred and fifty-three (753) items. Pole line hardware consists of equipment to materials to maintain, repair and replace distribution infrastructure. The scope includes but is not limited to; cables, guy wires, arrestors, insulators, brackets, mounts, bolts, clamps, clevises, connectors, fuses, guards, cutouts, grips, nuts, bolts, washers, sleeves, splices, staples, sealants, lubricants, anchors, extensions, clamps, ties, covers, deadends, enclosures, grips, hooks, corona rings, reclosers, grounds and padmount switchgears.												
Based on Inventory forecasts, \$10,891,000.00 is needed to complete the contract. The forecasts are attached. These contracts provide savings to JEA through the efficiencies of blanket releases and contractual pricing as opposed to purchasing through spot buys. Pole Line Hardware will be re-bid in the fourth quarter of 2025 in anticipation of the current contract expiration on 01/25/2026.												

Consent Agenda Action

Committee Members in Attendance	Names	
Motion by:		
Second By:		
Committee Decision		

Regular Agenda

Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Award Amount	Business Unit Estimate	Original Award Amount	New Not-to-Exceed	Amendments	Term	JSEB Participation (Y/N) If Y, then list company name(s) (% , \$ - awarded)	Action
1	Piggyback	HPE Infrastructure Hardware, Maintenance and Support	Datz	Moving On It Solutions, LLC	\$427,408.12	\$500,000.00	N/A	\$427,408.12	N/A	One-Time Purchase w/ Five (5) Years Support  Start Date: 01/01/2025 End Date: 12/31/2029	N	Motion by:  Second by:  Committee Decision:
For Additional Information Contact: Angel Iosua												
This piggyback award request for JEA Standard, HPE DL380 GEN11 Simplivity Hardware including all specified system components to HPE reseller Moving on IT (aka, MovIT). The HPE DL380 Simplivity Systems are considered Hyper-Converged (HC) Systems and are used primarily to host virtual servers in JEA's self-contained solutions for corporate and compliance regulated software environments. These new systems will replace the existing, previous generation HPE Simplivity Hardware before they reach End of Life (EOL). This award also includes five (5) years of support on this purchases hardware from 01/01/2025 to 12/31/2029. This is primarily a new hardware/equipment purchase so it is not comparable to previous support only purchases. The five years of support just is included with this hardware purchase.												
This award piggybacks off the pricing and terms of OMNIA/NCPA Contract# 01-169 Term: December 14, 2023 through December 31, 2026.												
DISCUSSION/ACTION: DISCUSSION/ACTION PARTICIPANTS:												
2	Single Source	Customer MyWay Pre-Paid Account Management Software Support	Pressley	Exceleron Software, LLC	\$1,990,438.20	\$2,088,000.00	N/A	\$1,990,438.20	N/A	Three (3) Years w/ Two (2) - 1 Yr. Renewals  Start Date: 01/04/2025 End Date: 01/03/2028	N	Motion by:  Second by:  Committee Decision:
For additional information contact: Angel Iosua												
This is a single source request with Exceleron Software, LLC, to continue providing Customer Pre-Paid Account Management Software Support Services for JEA's MyWay Pre-Paid Accounts. Exceleron's prepaid account management program and support services allow customers to obtain utility service while paying down existing debt to the utility and access services without needing to pay utility deposits, which is particularly beneficial for those who may find upfront payments challenging, ultimately improving customer service and accommodating customer growth. JEA offers prepaid services to customers as an alternative to traditional payment methods and to accommodate customer growth. Exceleron's pricing structure is as follows:  • New Video Platform: \$3,000 per month x 36 months = \$108,000.00 • My Usage Notification and IVR Fees: \$0.05/ per call and \$0.04 per text message for the 22,000 customers JEA has averaged \$8,224.37 per month x 12 = \$98,692.44 or \$296,077.32 over 3 years • MyUsage Prepay Monthly Fees: 22,000 customers @ \$44,065.58/ month x 12 = \$28,786.96 annually or \$1,586,360.88 over 3 years												
This is single source as Exceleron is the only known vendor on the market to provide prepaid service. In May 2024 Exceleron merged with the only other prepaid supplier Paygo essentially forming a monopoly in the prepaid space. JEA has worked with Exceleron on prepaid services since 2011. Many other Utilities including OUC, GA Power, and others use this same product. Some Utilities do this work internally and use their systems such as Customer Care and Billing (CC&B). JEA is receiving better rates than other utilities due to longevity of the services with JEA. There are other supplier products in development JEA is tracking and will monitor during this award term. The Exceleron product is heavily integrated into JEA systems and a new implementation would likely take up to two (2) years.												
DISCUSSION/ACTION: DISCUSSION/ACTION PARTICIPANTS:												
	Piggyback	Forescout Network Security Services	Datz	GuidePoint Security LLC	\$994,567.01	N/A	N/A	\$994,566.97				

3	For Additional Information Contract: Angel Iosua								N/A	Three (3) Years w/ No Renewals  Start Date: 01/01/2025 End Date: 12/31/2027	N	Motion by:  _____
	This request is to purchase the comprehensive Network Access Control (NAC) Solution from Forescout authorized reseller, Guidepoint Security LLC based on piggyback contract pricing and terms from the Federal Procurement Contract, GSA Schedule No: 47QSWA18D008F for a total amount of \$ 994,566.97. Forescout is a global cybersecurity leader that continuously identifies, protects, and ensures the compliance of all managed and unmanaged cyber assets. Forescout Network Access Control (NAC) offers advanced, agentless, and flexible network security solutions that extend beyond traditional NAC.											Second by:  _____
	The Forescout next-gen network access control offers a comprehensive, flexible, and non-disruptive approach that provides essential capabilities for enterprises to maintain robust security postures and implement Zero Trust principles effectively.											Committee Decision:  _____
	This is a planned technology project for FY25-FY27 to increase the overall security of JEA’s wired corporate network. By taking action before the end of 2024, JEA secures price savings of \$392,980.48 on the solution over the first 3 years of implementation through negotiations and by avoiding a significant price increase from the OEM effective Jan 1, 2025. Pricing based on GSA Schedule No: 47QSWA18D008F Term: August 22, 2018 - August 21, 2028.											
DISCUSSION/ACTION: DISCUSSION/ACTION PARTICIPANTS:												
4	Request For Proposal	1411787646 (RFP) JEA Electric Plant Motor Repair Services	Erixton	Flanders Electric Motor Service LLC  TAW Jacksonville Service Center, Inc. dba Integrated Power Services (IPS)	\$2,561,724.50 \$300,000.00	\$342,295.58	N/A	\$2,561,724.50  \$300,000.00	N/A	Five (5) Years w/ Two (2) - 1 Yr. Renewals  Start Date: 12/19/2024 End Date: 12/18/2029	N	Motion by:  _____
	Advertised: 07/29/2024 Opened: 08/27/2024 Two (2) Proposals Received For additional information contact: Jason Behr											Second by:  _____
	The Scope of Work includes furnishing all supervision, labor, materials, tools, equipment, consumables, and subcontracts necessary for electric motor repair for JEA electric generating facilities. Services shall include, but not be limited to, the following:  •Incoming Condition - Inspection with report and quote sent to Owner’s Representative for Approval. •Motor Reconditioning and Rewinding •Electrical and Mechanical repair & testing •Final Acceptance Testing & Reporting											Committee Decision:  _____
	As an evaluated bid, the submitted responses were evaluated on a number of factors including price, electric motor shop inspection, company experience, professional staff experience, safety, and QA/QC program. Flanders was the highest evaluated respondent and is receiving the majority of this Award. To minimize risk of having only one vendor for this service, TAW (dba IPS) is being awarded a small portion of this Award.											
DISCUSSION/ACTION: DISCUSSION/ACTION PARTICIPANTS:												
Consent and Regular Agenda Signatures												
Budget	Name/Title _____											
Awards Chairman	Name/Title _____											
Procurement	Name/Title _____											
Legal	Name/Title _____											