Welcome to the

JEA. Awards Meeting

October 02, 2025, 10:00 AM EST

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

At the designated public comment time we will provide opportunity for you to unmute to speak.

During the meeting, public comments received via e-mail regarding any matter on the agenda for consideration will be read out. Per the Public Notice Agenda posted on <u>JEA.com</u>, public comments by e-mail must be received no later than 9:00 a.m. on the day of the meeting to be read during the public comment portion of the meeting.

Please contact Aileen Cruz by telephone at (904) 776-1911 or by email at cruza@jea.com if you experience any technical difficulties during the meeting.

JEA Awards Agenda October 2, 2025

225 North Pearl St., Jacksonville, FL 32202 - Board Room 1st Floor Teams Meeting Info

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 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 Formal Purchasses as defined by Section 3-101 of the JEA Procurement Code. Please refer to JEA's Procurement Code, if you wish to protest any of these items.

				reconsists	actions for Formal Furchases as dem	act by Section 5-101 of the SEA 110	ocurement Code. I icase icie	r to JEA's Procurement Code,	, it 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 09/25/2025 Meeting	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	Contract Amendment	1411219446 ITN JEA Fleet Services Aerial Equipment Maintenance	Phillips	Altec Industries Inc Ring Power Corporation	O&M	\$0.00	\$0.00	\$3,890,286.91 \$1,667,265.82	\$5,090,286.91 \$467,265.82			
2	Originally, the contrac	tion contact: Halley Stewart	Maintenance we	re awarded to Altec Industries Inc, as the pr	imary supplier, in the amount of \$3,890	0,286.91 and Ring Power Corporation	n, as the secondary supplier, ir	the amount of \$1,667,265.82	? for the initial three year term ending	N/A	Three (3) Years w/Two (2) 1-Yr. Renewals Start Date: 09/01/2023 End Date: 07/30/2026	N
-	07/30/2026. This contract amendme \$5,090,286.91, and a r projected total of \$72,	new NTE for Ring Power (BPA 215464/JE	e aerial equipmen A11593) of \$467	t maintenance contracts from Ring Power C 2,265.82. Currently, the average monthly spe	orporation to Altee Industries Inc in the and with Altee is \$135,691.87, with a p	e amount of \$1,200,000.00. This trans rojected total of \$1,641,871.60 through	fer will result in a revised No gh the end of the contract tern	t-To-Exceed (NTE) amount for h. For Ring Power, the average	or Altec (BPA 215281/JEA11592) of e monthly spend is \$6,552.66, with a		Two (2) Renewals Remaining	
	JEA Fleet Services has shorter turnaround time	sutilized Altec more extensively than Ring es for repairs. There have been no previous	Power due to a hi amendments to th	gher proportion of Altec units in the fleet, s ese contracts, and no additional funds are re	uperior customer service, and highly sk quired to be added to the O&M budge	illed technicians capable of servicing t. The contracts will be amended to re	a broad range of aerial assets. effect the updated NTEs, while	Additionally, Altee offers fas the overall contract total ren	ster response times for road calls and mains unchanged.			
	Contract Increase	1410621046 Galvanized Pipe Program Construction Services	Zammataro	T G Utility Company Inc	Capital	\$9,000,000.00	\$9,000,000.00	\$7,000,000.00	\$16,000,000.00			
3	Originally Awarded: 0	N/A	Term Agreement w/ Renewals Start: 08/01/2022	Future Task Orders will be reviewed for JSEB requirements prior to being								
		request is being submitted to the Awards Co o ensure reliable service for JEA customers.		oval because additional work has been iden	tified and funding is needed to complet	e the projects. The contract covers rep	placement of existing water m	ains that have reached the end	l of their useful life and are being		End: 07/31/2027	issued to vendors.
	Additional funding is r Unit rates remain unch		ard Circle water r	nain replacement and the Verona Street wat	er main replacement. In addition, JEA	staff is requesting supplemental funding	ng for TG Utility's contract to	cover potential unplanned we	ork prior to the end of the contract term.			
						Consent A	Agenda Action					
Committee Members in Attendance	Names			•								
Motion by:												
Second By:												
Committee Decision												
	T				(Consent and Regu	lar Agenda Si	gnatures				
Budget	Name/Title											
Awards Chairman	Name/Title											
Procurement	Name/Title											
Legal	Name/Title											

JEA Awards Agenda **September 25, 2025**

225 North Pearl St., Jacksonville, FL 32202 - Board Room 1st Floor Teams Meeting Info

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 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 Formal Purchases as defined by Section 3-101 of the JEA Procurement Code, if you wish to protest any of these items.

Accord Special Accord Selection 18 (1997) A searche Familian Searce Relation Carlo Section Control Con					for all recommended action	ons for Formal Purchases as d	defined by Section 3-101 of the JEA	Procurement Code. Please	refer to JEA's Procurement Coo	de, if you wish to protest any of these iter	ms.		
Consent and Regular Agenda Signatures Consent Agenda Action	Award #	Type of Award		VP Awa	vardee	Funding Source	Business Unit Estimate	Award Amount		New Not-to-Exceed	Amendments		JSEB Participation (Y/N) If Y, then list company name(s) (%, \$ - awarded)
Processed Control (1984 - 1984 19	1	Minutes	Minutes from 09/18/2025 Meeting	N/A N	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Canada Selection (Control Advantage Case) The Control Advantage Case (Control Advantage Case) For a Control		Procurement Sourcewell Contract 040924-	Co Inc, Purchase of AT40-G 4x4		ental Co Inc.	Capital	\$1,714,328.00	\$1,714,328.00	N/A	\$1,714,328.00			
Electric 1s. de de colored colored (Colored Colored	C	Contract #040924-AL	T with Global Rental Co Inc	nesota local government unit and serv	vice cooperative						N/A	Start Date: 10/01/2025	N
Procure Continues This is appropriate for continue (in the first part) by 20 Year of is sixturate in the part has been presented as the best presented as the visit of the continue of the part of the part which is the continue of the part of the part which is the continue of the part of the part which is the continue of the part			·	Trucks for JEA Fleet to be utilized fo	or the Electric troubleshooter	and overhead groups. JEA is u	utilizing the collaborative procuremen	nt contract with Sourcewell ar	nd Global Rental Co Inc as prov	vided in Section 3-115 of the		End Date: 09/30/2026	
Committee Comm	Pı J I re	Procurement Code. JEA is acquiring truck remaining four units no	es to replace eight (8) of the (21) FY22 Ve eed to be replaced. To avoid delays from a	ersalift aerial units being bought back a new bid process and ensure delivery	k due to unresolved issues and y within the budgeted timefrar	contract termination. To date, me in FY26, JEA is using Sour	(17) replacement trucks have been pr	rocured, and this will be the fi	nal planned purchase. Fleet is ong Power (Awarded 8/28/25) a	currently assessing whether the and Global to manage lead times and			
Figure 10 to 6 to 555 Figure 10 to 6 to				Zammataro Garney Co	ompanies, Inc.	Capital	\$1,900,000.00	\$1,757,493.00	N/A	\$1,757,493.00			
byses appraise, and parform site resocution including parform, the resocution including parform of the resocution of the parform of the resocution of the parform of the resocution of the parform of the parfo	O E E G V V F G J J T T G C T T T T T T T T T T T T T T T T	Opened: 09/16/2025 Eight (8) bids received Garney Companies, In Vallencourt Inc. Ferreira Construction of J.B. Coxwell Contract T. G. Utility Company TB Landmark Construction Group, LLC CMG Pipelines, Inc. For additional information of the Company This award request is for the contract the contract that the contract	doc. \$1,757,493.00 \$1,811,863.72 Co, Inc. \$2,026,753.00 ting, Inc. \$2,079,261.50 by, Inc. \$2,142,327.00 tections, Inc. \$2,380,994.00 \$3,237,622.50 Disqualified ation contact: David King								N/A	Start: 10/01/2025	Y DJ Contracting \$40,364.51 D&J Erosion \$5,571.00 Fasanelli Construction \$7,460.00
Committee Members in Attendance Motion by: Second By: Committee Decision Approved Consent and Regular Agenda Signatures Consent and Regular Agenda Signatures Awards Chairman Name/Title Opposed Name/Title Name/Title Opposed Name/Title O	by w	bypass pumping, and p with regulatory plans,	perform site restoration including pavemen and adhering to JEA's Water and Wastew	nt, fencing, sidewalks, and landscaping vater Standards.	ng. Additional responsibilities	include obtaining and complyi	ing with required permits, implementing	ing erosion and sediment conti	orce main, make tie-ins to exist rol measures, dewatering, mana	ging contaminated soil in accordance			
Members in Attendance Names Ted Phillips, Jody Brooks, Garry Baker							Consent A	Agenda Action	1				
Second By: Garry Baker Committee Decision Approved Consent and Regular Agenda Signatures Budget Name/Title Manualy Awards Chairman Name/Title Ted Phillips Commutation	Members in	Names	Ted Phillips, Jody	Brooks, Garry B	<u>Baker</u>								
Committee Decision Approved Consent and Regular Agenda Signatures Budget Name/Title Statement Medy Awards Chairman Name/Title Ted Phillips Owwards of the Chairman Owwards	Motion by: J	Jody Brooks											
Budget Name/Title Name/Title Ted Phillips Ownert and Regular Agenda Signatures Consent and Regular Agenda Signatures Consent and Regular Agenda Signatures Ownert and Regular Agenda Signatures	Second By:	Garry Baker											
Budget Name/Title Stephand M haly Awards Chairman Name/Title Ted Phillips Owner the comment of		Approved											
Awards Chairman Name/Title Ted Phillips Owmand to the control of the control o		1				(Consent and Regu	ılar Agenda S	ignatures				
Chairman Name/Title Year / Racegor	Budget	Name/Title	Stophanus M really										
OPMUS Line		Name/Title	Ted Phillips										
Procurement Name/Title	Procurement	Name/Title	JIMWollin										
Legal Name/Title Rebecca Lavie	Legal	Name/Title	Rebecca Lavie										

JEA Awards Agenda August 17, 2023

225 North Pearl St., Jacksonville, FL 32202 - Hydrangea Room 1st Floor

Teams Meeting Info

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 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 Formal Purchases as defined by Section 3-101 of the JEA Procurement Code, if you wish to protest any of these items.

Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Funding Source	Award Amount	Original Award Amount	New Not-to-Exceed	Amendments	Term	JSEB Participation (Y/N) If Y, then list company name(s) (%, \$ - awarded)
1	Minutes	Minutes from 08/10/2023 Meeting	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	Contract Increase	Piggyback - Telephony, Network, Internet, & Telecommunication Systems	Datz	AT&T	O&M	\$1,239,275.23	\$3,210,071.76	\$4,770,353.99			
2	attached for documents as local and long distart. This request is for addrexisting services amour per the attached document infeasible to maintain. moved to JEA Fiber, the This request also include connectivity to JEA's processed firewalls and we will to the This request creates a little to the service of the service o	itional funding in the amount of \$1,239,27 nt includes items that are under contract a nentation. The existing services variance also contains second circuit is currently on Comcast and the second circuit is currently on Comcast and the services for JEA not contained in private Cloud with AWS and OCI, and SII carn down the primary rate interface (PRI contained in the primary rate interface).	AT&T, who own 25.23 to complete and items that are solicits funding for one as the facility may the prior award. P trunking to supperior as they wantilize \$1,239,275	the original contract term for JEA's tele not under contract. Pricing for the contract three circuits with an average over budge last circuit to remain in service for a find y not be a permanent location. These new services include increased Playort the move to the new call center environmental no longer be needed post the upgrade 5.23 from cost center 30904. Funds to contract the move to the new call center environmental no longer be needed post the upgrade 5.23 from cost center 30904. Funds to contract term for JEA's tele not under contract teles	rephony, network, internet, and DDoS acted existing services shall remain of liget variance of 84% for the past six and three (3) months. JEA has strategory to support the JEA call or comment. The expectation is that dur of the call center infrastructure.	es trunk lines that support the JE services through 11/30/2023. JE constant. The existing services a (6) months. These AT&T legacy gically de-commissioned two of senter, additional internet circuits ring FY24 JEA will be able to rig	EA's existing services will be also includes a forecasted property circuits are very expensive the three circuits since the property of the sto support additional data/right size services for the interest.	and Primary Rate Interface (PRIs), as well be maintained in this award request. The lice increase of 6% on non-contracted items e and quickly becoming financially brevious award. One of the circuits was redundancy, Cloud connect to support rnet upon completion of the new internet	5/3/2023 - \$321,007.00	Begin Date: 12/01/2021 End Date: 11/30/2023	N/A - Piggyback
	Contract Increase	dition, a higher budget of \$2,920,797.99 v 124-19 Progressive Design-Build Services for the 1.0 MGD Water Purification Facility	Melendez	The Haskell Company	Capital	\$58,870,997.00	\$800,000.00	\$70,000,000.00			The vendor has
3	The scope of work for This contract increase	2022 tion contact: Dan Kruck this contract includes the design, construction for a fixed total price for the construction provided by JEA and required for this	on of the water pu	urification plant and the associated equip	ment required for the plant. This fixe	ed price award does not include t	the deep injection well, off-s	site piping nor the facilities	10/14/2021 - \$5,223,357.00 1/17/2022 - \$5,105,646.00	Project Completion (Expected: June 2025)	committed a minimum \$500,000.00 to JSEE firms during construction. JSEB firm will be identified once construction package are bid by the vendor
	Invitation to Negotiate Advertised: 05/03/202	1411227646 Tire Maintenance, Repair and Purchase Solicitation	McElroy	Davis Tire Center, Inc. Earl W. Colvard, Inc, DBA Boulevard Tire Center	O & M	\$3,335,001.49 \$833,750.37	NA	\$4,168,751.86			
4	Optional Pre-bid: 05/09 Responses Opened 05/ Negotiation sessions co BAFO responses opened For additional information	9/2023 /23/2023, Three (3) Responses Opened conducted: 06/21/2023 ed: 07/06/2023 tion: Eddie Bayouth otiate (the "ITN") is for tire maintenance a			JEA assets, which include on and or	ff-road vehicles, equipment, and	trailers. Services include ti	re replacement, tire repairs, retread	NA	Three (3) Years, w/ Two (2) - 1 Yr. Renewals Start: 09/05/2023 End: 09/04/2026	N
	JEA evaluated the thre physical tires in FSA, C	road calls to support JEA operations, and see responding companies based on minimu GSA, and Sourcewell agreements, along was \$4,168,751.86 was calculated by using the	m qualifications, vith the services p	pricing, professional experience, location provided by the vendor. These services w	vill be awarded to both a primary (80	0%) and a secondary (20%) servi	ice provider.				

ard #2 Supporting Do	ocuments 10/02/2025										
Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Funding Source	Award Amount	Original Award Amount	New Not-to-Exceed	Amendments	Term	JSEB Participation (Y/N) If Y, then list company name(s) (%, \$ - awarded)
	Invitation for Bid	1411358446 500KCM Cable (CAIRH012) Spot Buy Solicitation	McElroy	Southwire Company, LLC.	Inventory Blanket Account	\$304,083.90	NA	\$304,083.90			
5	Advertised: 07/25/2023 Responses Opened 08/ For additional informat	08/2023, Six (6) Responses Opened							NA	One-time purchase, Expected delivery 10/31/2023	N
	primarily in downtown	vitation for Bid (IFB) is to solicit pricing for Jacksonville's underground. CAIRH012 volue) as opposed to the all-black jackets in	vas developed an	d approved by JEA Standards in early 202	20 as alternative and eventual replacen	ment to the CAIRH008; the ne	wly created CAIRH012 incorp	orates different colored jackets per			
	JEA evaluated the bids	on price alone. Based on the last price pa	aid for this item i	n 2022, JEA will realize a savings of \$193	5,316.10 on this purchase.						
	Invitation to Negotiate	1411219446 JEA Fleet Services Aerial Equipment Maintenance and Repair	McElroy	Altec Industries Ring Power Corporation	O & M	\$3,890,286.91 \$1,667,265.82	NA	\$5,557,552.73			
6	Advertised: 04/21/2022 Optional Pre-bid: 04/20 Responses Opened 05/ Negotiation sessions co BAFO responses opened For additional informat	6/2023 (16/2023, Two (2) Responses Opened onducted: 06/16/2023 ed: 07/07/2023							NA	Three (3) Years, w/ Two (2) 1 Yr. Renewa Start: 09/01/2023	ls N
·	This Invitation to Nego	otiate (the "ITN") is for the maintenance and of JEA on-road and off-road vehicles and			This includes, but is not limited to, rou	itine preventative maintenance	corrective maintenance, and re	egulatory inspections, specific to the		End: 07/30/2026	
	JEA evaluated the two provider.	responding companies, based on minimur	n qualifications, j	pricing, professional experience, location,	availability, and cost containment efficient	ciencies. These services will b	e awarded to both a primary (70%) and a secondary (30%) service			
	represents a 30% incre	65,557,552.72 was calculated by using the ase in costs to JEA. The increase in costs depending on actual usage of the vehicles,	is driven primari	ly by an increase in labor rates and preven	ntive maintenance services and an incre						
					C	onsent Agenda	a Action				
Committee Members in Attendance	Names	Ted Phillips, Laura Schepis	, and Delph	ine Maiden							
Motion by:	Delphine Maide	n									
Second By:	Laura Schepis										
Committee											
Decision	Approved										
					Consent ar	nd Regular Ag	genda Signatu	res			
Budget	Name/Title	Stophanu M Realy									
Awards Chairman	Name/Title	Theodore B Phillips									
Procurement	Name/Title	99MWM									
Legal	Name/Title	Rebecca Lavie									

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Award #6 08/17/2023 Supporting Documentation ITN 1411219446 JEA Fleet Services Heavy Duty Maintenance & Repair Services

					Bid Response Summaries includi	ng Year Over Year					
	COMPANY NAME:			Α	ltec Industries, Inc.			R	ing Power Utilities		
Bid Group	Subcontract MarkUp %	Bi	id Summary	Altec Year One	Altec Year Two	Altec Year Three	Bid Summary	Year One	Year Two	Year Three	/
lltec	8.0%	\$	3,290,881.41	\$ 904,088.30	\$ 1,084,905.96	\$ 1,301,887.15	\$ 3,860,551.24				
Terex	8.0%	\$	455,935.48	\$ 125,257.00	\$ 150,308.40	\$ 180,370.08	\$ 527,072.00				
VersaLift	8.0%	\$	358,984.08	\$ 98,622.00	\$ 118,346.40	\$ 142,015.68	\$ 418,898.48				
Stellar	8.0%	\$	266,648.20	\$ 73,255.00	\$ 87,906.00	\$ 105,487.20	\$ 311,347.40				
Miscellaneous	8.0%	\$	599,762.80	\$ 164,770.00	\$ 197,724.00	\$ 237,268.80	\$ 790,011.04				
Ad Hoc Services	N/A	\$	585,340.75	\$ 153,532.00	\$ 191,915.00	\$ 239,893.75	\$ 643,550.00				
	3 Year T	Total S	5,557,552.72				\$ 6,551,430.16				

				Award Calculations & Spend Proje	ctions Year over Yea	r					
	COMPANY NAME:		Д	ltec Industries, Inc.				Ring Power U	tilities		
Bid Group	Subcontract MarkUp %	Bid Summary	Year One	Year Two	Year Three		Bid Summary	Year One	Year Two	Year Three	Totals Che
Altec	8.0%	\$ 2,303,616.99 \$	632,861.81	\$ 759,434.17	\$ 911,321.01		\$ 987,264.42 \$	271,226.49	\$ 325,471.79	\$ 390,566.15	\$
「erex	8.0%	\$ 319,154.84 \$	87,679.90	\$ 105,215.88	\$ 126,259.06		\$ 136,780.64 \$	37,577.10	\$ 45,092.52	\$ 54,111.02	\$
/ersaLift	8.0%	\$ 251,288.86 \$	69,035.40	\$ 82,842.48	\$ 99,410.98		\$ 107,695.22 \$	29,586.60	\$ 35,503.92	\$ 42,604.70	\$
tellar	8.0%	\$ 186,653.74 \$	51,278.50	\$ 61,534.20	\$ 73,841.04		\$ 79,994.46 \$	21,976.50	\$ 26,371.80	\$ 31,646.16	\$
Aiscellaneous	8.0%	\$ 419,833.96 \$	115,339.00	\$ 138,406.80	\$ 166,088.16		\$ 179,928.84 \$	49,431.00	\$ 59,317.20	\$ 71,180.64	\$
Ad Hoc Services	N/A	\$ 409,738.53 \$	107,472.40	\$ 134,340.50	\$ 167,925.63		\$ 175,602.23 \$	46,059.60	\$ 57,574.50	\$ 71,968.13	\$
	Totals	\$ 3,890,286.91 \$	1,063,667.01	\$ 1,281,774.03	\$ 1,544,845.86		\$ 1,667,265.82 \$	455,857.29	\$ 549,331.73	\$ 662,076.80	\$
		Mo. Avg \$	88,638.92	\$ 106,814.50	\$ 128,737.16		Mo. Avg. \$	37,988.11	\$ 45,777.64	\$ 55,173.07	

Altec Corrective & Preventative Mx (70%)	\$ 3,480,548.38	Total Award
Altec Ad Hoc (70% Ring Power Total)	\$ 409,738.53	\$ 3,890,286.91
Ring Power Corrective & Preventative Mx (30%)	\$ 1,491,663.59	
Ring Power Ad Hoc (30% Ring Power Total)	\$ 175,602.23	\$ 1,667,265.82
Total Award	\$ 5,557,552.72	\$ 5,557,552.72

ITN 1411219446 JEA Fleet Services Heavy Duty Maintenance & Repair Services Bid Summary with Award Amounts and forecast Spend

				Bid Response Summarie	es including Year Ov				
	COMPANY NAME:		Altec Industries, Inc.						
Bid Group	Subcontract MarkUp %	Bid Summary	Altec Year One	Altec Year Two	Altec Year Three				
Altec	8.0%	\$ 3,290,881.41	\$ 904,088.30	\$ 1,084,905.96	\$ 1,301,887.15				
Terex	8.0%	\$ 455,935.48	\$ 125,257.00	\$ 150,308.40	\$ 180,370.08				
VersaLift	8.0%	\$ 358,984.08	\$ 98,622.00	\$ 118,346.40	\$ 142,015.68				
Stellar	8.0%	\$ 266,648.20	\$ 73,255.00	\$ 87,906.00	\$ 105,487.20				
Miscellaneous	8.0%	\$ 599,762.80	\$ 164,770.00	\$ 197,724.00	\$ 237,268.80				
Ad Hoc Services	N/A	\$ 585,340.75	\$ 153,532.00	\$ 191,915.00	\$ 239,893.75				
	3 Year Tota	al \$ 5,557,552.72							

					Award Calculations & Sper	nd F	Projections Year
	COMPANY NAME:		Į.	Alte	ec Industries, Inc.		
Bid Group	Subcontract MarkUp %	Bid Summary	Year One		Year Two		Year Three
Altec	8.0%	\$ 2,303,616.99	\$ 632,861.81	\$	759,434.17	\$	911,321.01
Terex	8.0%	\$ 319,154.84	\$ 87,679.90	\$	105,215.88	\$	126,259.06
VersaLift	8.0%	\$ 251,288.86	\$ 69,035.40	\$	82,842.48	\$	99,410.98
Stellar	8.0%	\$ 186,653.74	\$ 51,278.50	\$	61,534.20	\$	73,841.04
Miscellaneous	8.0%	\$ 419,833.96	\$ 115,339.00	\$	138,406.80	\$	166,088.16
Ad Hoc Services	N/A	\$ 409,738.53	\$ 107,472.40	\$	134,340.50	\$	167,925.63
	TotalS	\$ 3,890,286.91	\$ 1,063,667.01	\$	1,281,774.03	\$	1,544,845.86
		Mo. Avg	\$ 88,638.92	\$	106,814.50	\$	128,737.16

	Ring Power U	Jtili	ities			
Bid Summary	Year One		Year Two	Year Three	Total	ls Check
\$ 987,264.42	\$ 271,226.49	\$	325,471.79	\$ 390,566.15	\$	3,290,881.41
\$ 136,780.64	\$ 37,577.10	\$	45,092.52	\$ 54,111.02	\$	455,935.48
\$ 107,695.22	\$ 29,586.60	\$	35,503.92	\$ 42,604.70	\$	358,984.08
\$ 79,994.46	\$ 21,976.50	\$	26,371.80	\$ 31,646.16	\$	266,648.20
\$ 179,928.84	\$ 49,431.00	\$	59,317.20	\$ 71,180.64	\$	599,762.80
\$ 175,602.23	\$ 46,059.60	\$	57,574.50	\$ 71,968.13	\$	585,340.75
\$ 1,667,265.82	\$ 455,857.29	\$	549,331.73	\$ 662,076.80	\$	5,557,552.72
Mo. Avg.	\$ 37,988.11	\$	45,777.64	\$ 55,173.07		

	1/5,002.25
Ring Power Ad Hoc (30% Ring Power Total) \$	175,602.23
Ring Power Corrective & Preventative Mx (30%) \$	1,491,663.59
Altec Ad Hoc (70% Ring Power Total) \$	409,738.53
Altec Corrective & Preventative Mx (70%) \$	3,480,548.38

Altec CM Labor Rate	۸lt۵	c -ITN 1/1121	9//6	-23 (New Cont	tractl							Altec (Old Cont	tractl			Compare Proje	acted :	o New Award
	Aite	Y1	9440	Y2	Y3	<u> </u>	3 Year Total	Altec Comparison		Y1		Y2	Y3		3 Year Total	3 Yr Variance		ne Year Variance
ICIVI LADOF RATE	<u> </u>		\$	437,464.80			\$ 1,326,976.56		ċ	294,894.00	ć	353,872.80	\$ 424,647.3	6 \$			_	69,660.00
CM After Hours Labor	<u>ې</u>	-	۶ د	48,607.20			 		ç ç	32,766.00		39,319.20			5 1,073,414.16	\$ 28,173.6		<u>_</u>
	<u>ې</u>	40,506.00	۶ د						<u>۶</u>			·		_			_	7,740.00
Cost Plus Parts Road Call Response	<u>ې</u>	252,000.00 78,500.00	۶ د	302,400.00 94,200.00	\$ 362,88 \$ 113,0 ²		\$ 917,280.00 \$ 285,740.00		<u>۶</u>	210,000.00 63,500.00		252,000.00 76,200.00	\$ 302,400.0 \$ 91,440.0		764,400.00 231,140.00	\$ 152,880.0 \$ 54,600.0		42,000.00 15,000.00
	<u>ې</u>	·	۶ د						<u>۶</u>	•		•						
After Hours Road Call	\$ ¢	7,834.30	<u>ې</u>	9,401.16	\$ 11,28	31.39	\$ 28,516.85		\$	12,674.60		15,209.52		_				(4,840.30)
Transportation Fees	\$	-	\$ ¢	-	\$	-	\$ -		\$	12,674.60		15,209.52				\$ (46,135.5		(12,674.60)
Towing	\$ • \$	-	\$		\$ 4.070.40	-	Á 2 705 055 25		\$	12,674.60		15,209.52			46,135.54	\$ (46,135.5		(12,674.60)
CM Subtota		743,394.30	\$				\$ 2,705,955.25		\$	639,183.80		767,020.56	\$ 920,424.6		_,==,,=====	\$ 379,326.2	_	104,210.50
PM	s >	160,694.00	\$	192,832.80	\$ 231,39		\$ 584,926.16		\$	141,295.50		169,554.60	\$ 203,465.5	_	514,315.62			19,398.50
	\$	904,088.30	\$ 1	1,084,905.96	\$ 1,301,88	37.15	\$ 3,290,881.41		\$	780,479.30	\$	936,575.16	\$ 1,123,890.1	9 \$	2,840,944.65	\$ 449,936.7	0 \$	123,609.00
		I=N 444404	0.4.6	22 (2)								D: D (0110						
_	Alte		9446 I	-23 (New Cont	-	Т	27/ = 1	Terex Comparison		N/4	1	Ring Power (Old C	-	٦_	· - · ·	Compare Proje		
Terex		Y1		Y2	Y3		3 Year Total			Y1		Y2	Y3		Year Total	3 Yr Variance		ne Year Variance
CM Labor Rate	\$	17,270.00	\$	20,724.00			\$ 62,862.80		\$	15,312.00	\$	18,374.40			55,735.68			1,958.00
CM After Hours Labor	\$	2,355.00	\$	2,826.00	•	91.20	\$ 8,572.20		\$	2,898.00	\$ •	,	\$ 4,173.1		10,548.72	• • • • • • • • • • • • • • • • • • • •		(543.00)
Cost Plus Parts	\$	66,000.00	\$	79,200.00	· · ·	40.00			\$	75,900.00	 	91,080.00	\$ 109,296.0	_	,	\$ (36,036.0		(9,900.00)
Road Call Response	\$		\$	22,608.00		29.60			\$	18,864.00	\$	22,636.80				· · · · · · · · · · · · · · · · · · ·		(24.00)
After Hours Road Call	\$	1,884.00	\$	2,260.80	\$ 2,71	12.96	\$ 6,857.76		\$	2,534.40		3,041.28			·	\$ (2,367.4		(650.40)
Transportation Fees	\$	-	\$		\$	-	\$ -		\$	2,534.40		3,041.28			-, -	\$ (9,225.2		(2,534.40)
Towing	\$	-	\$	-	\$	-	\$ -		\$	2,534.40		3,041.28	\$ 3,649.5		9,225.22	\$ (9,225.2		(2,534.40)
CM Subtota		106,349.00	\$	127,618.80	\$ 153,14				\$	120,577.20		144,692.64				\$ (51,790.6		(14,228.20)
PM	s \$		\$	22,689.60		27.52			\$	17,748.00		21,297.60						1,160.00
	\$	125,257.00	\$	150,308.40	\$ 180,37	70.08	\$ 455,935.48		\$	138,325.20	\$	165,990.24	\$ 199,188.2	9 \$	503,503.73	\$ (47,568.2	5) \$	(13,068.20)
							1											
	Alte		9446	-23 (New Cont				VersaLift Comparison			1	Altec (Old Cont				Compare Proje		
Versalift		Y1		Y2	Y3		3 Year Total	<u> </u>	4.	Y1		Y2	Y3		3 Year Total	3 Yr Variance		ne Year Variance
CM Labor Rate	\$	15,700.00		18,840.00		08.00			\$	15,840.00	_	19,008.00						(140.00)
CM After Hours Labor	\$	1,570.00		1,884.00		60.80			\$	1,584.00		1,900.80					6) \$	(14.00)
Cost Plus Parts	\$	60,000.00	\$	72,000.00			\$ 218,400.00		\$	72,000.00		86,400.00	\$ 103,680.0		262,080.00			(12,000.00)
Road Call Response	\$	3,925.00	\$	4,710.00		52.00	\$ 14,287.00		\$	3,960.00		4,752.00			14,414.40	•		(35.00)
After Hours Road Call	\$	785.00	\$	942.00	\$ 1,13	30.40	\$ 2,857.40		\$	1,584.00		1,900.80						(799.00)
Transportation Fees	\$	-	\$	-	\$	-	\$ -		\$	1,584.00		1,900.80					-	(1,584.00)
Towing	\$	-	\$	-	\$	-			\$	1,584.00		1,900.80		_			_	(1,584.00)
CM Subtota		81,980.00	\$	98,376.00	\$ 118,05		\$ 298,407.20		\$	98,136.00		141,315.84	\$ 169,579.0		357,215.04	\$ (58,807.8		(16,156.00)
PM	s \$	16,642.00	\$	19,970.40		54.48			\$	21,000.00		25,200.00	\$ 30,240.0		76,440.00	\$ (15,863.1		(4,358.00)
	\$	98,622.00	\$	118,346.40	\$ 142,01	15.68	\$ 358,984.08		\$	119,136.00	\$	166,515.84	\$ 199,819.0	1 \$	433,655.04	\$ (74,670.9	6) \$	(20,514.00)
																Compara Proje	ected	o New Award
	Alte	c -ITN 141121	9446	-23 (New Cont	tract)							Altec (Old Cont	ract)			COILLIANE		ne Year Variance
Stellar	Alte		9446	- 23 (New Cont Y2		:	3 Year Total	Stellar Comparison		Y1		Altec (Old Cont	•		3 Year Total	•	O	(70.00)
Stellar CM Labor Rate	Alte	Y1		Y2	Y3		3 Year Total \$ 28.574.00	Stellar Comparison	Ś	Y1 7.920.00	Ś	Y2	Y3	0 5	3 Year Total 28.828.80	3 Yr Variance		
CM Labor Rate	Alte \$	Y1 7,850.00	\$	Y2 9,420.00	Y3 \$ 11,30	04.00	\$ 28,574.00	Stellar Comparison	\$	7,920.00	_	Y2 9,504.00	Y3 \$ 11,404.8	_	28,828.80	3 Yr Variance \$ (254.8	0) \$	
CM Labor Rate CM After Hours Labor	\$ \$ \$	7,850.00 785.00	\$	Y2 9,420.00 942.00	Y3 \$ 11,30 \$ 1,13	04.00 30.40	\$ 28,574.00 \$ 2,857.40	Stellar Comparison	\$ \$	7,920.00 792.00	\$	Y2 9,504.00 950.40	Y3 \$ 11,404.8 \$ 1,140.4	8 \$	28,828.80 2,882.88	3 Yr Variance \$ (254.8 \$ (25.4	0) \$ 8) \$	(7.00)
CM Labor Rate CM After Hours Labor Cost Plus Parts	\$ \$ \$ \$	Y1 7,850.00 785.00 12,000.00	\$	Y2 9,420.00 942.00 14,400.00	Y3 \$ 11,30 \$ 1,13 \$ 17,28	04.00 30.40 80.00	\$ 28,574.00 \$ 2,857.40 \$ 43,680.00	Stellar Comparison	\$ \$ \$	7,920.00 792.00 14,400.00	\$ \$	Y2 9,504.00 950.40 17,280.00	Y3 \$ 11,404.8 \$ 1,140.4 \$ 20,736.0	8 \$ 0 \$	28,828.80 2,882.88 52,416.00	3 Yr Variance \$ (254.8 \$ (25.4 \$ (8,736.0	0) \$ 8) \$ 0) \$	(7.00) (2,400.00)
CM Labor Rate CM After Hours Labor Cost Plus Parts Road Call Response	\$ \$ \$ \$ \$	Y1 7,850.00 785.00 12,000.00 8,635.00	\$	Y2 9,420.00 942.00 14,400.00 10,362.00	Y3 \$ 11,30 \$ 1,13 \$ 17,28 \$ 12,43	04.00 30.40 80.00 34.40	\$ 28,574.00 \$ 2,857.40 \$ 43,680.00 \$ 31,431.40	Stellar Comparison	\$ \$ \$ \$	7,920.00 792.00 14,400.00 8,712.00	\$ \$ \$	Y2 9,504.00 950.40 17,280.00 10,454.40	Y3 \$ 11,404.8 \$ 1,140.4 \$ 20,736.0 \$ 12,545.2	8 \$ 0 \$ 8 \$	28,828.80 2,882.88 52,416.00 31,711.68	3 Yr Variance \$ (254.8 \$ (25.4 \$ (8,736.0 \$ (280.2	0) \$ 8) \$ 0) \$ 8) \$	(7.00) (2,400.00) (77.00)
CM Labor Rate CM After Hours Labor Cost Plus Parts Road Call Response After Hours Road Call	\$ \$ \$ \$ \$ \$ \$	Y1 7,850.00 785.00 12,000.00	\$	Y2 9,420.00 942.00 14,400.00	Y3 \$ 11,30 \$ 1,13 \$ 17,28 \$ 12,43	04.00 30.40 80.00 34.40 30.40	\$ 28,574.00 \$ 2,857.40 \$ 43,680.00 \$ 31,431.40 \$ 2,857.40	Stellar Comparison	\$ \$ \$ \$	7,920.00 792.00 14,400.00 8,712.00 1,584.00	\$ \$ \$ \$	9,504.00 950.40 17,280.00 10,454.40 1,900.80	Y3 \$ 11,404.8 \$ 1,140.4 \$ 20,736.0 \$ 12,545.2 \$ 2,280.9	8 \$ 0 \$ 8 \$ 6 \$	28,828.80 2,882.88 52,416.00 31,711.68 5,765.76	3 Yr Variance \$ (254.8 \$ (25.4 \$ (8,736.0 \$ (280.2 \$ (2,908.3	0) \$ 8) \$ 0) \$ 8) \$ 6) \$	(7.00) (2,400.00) (77.00) (799.00)
CM Labor Rate CM After Hours Labor Cost Plus Parts Road Call Response After Hours Road Call Transportation Fees	\$ \$ \$ \$ \$ \$ \$ \$	Y1 7,850.00 785.00 12,000.00 8,635.00	\$ \$ \$ \$ \$	Y2 9,420.00 942.00 14,400.00 10,362.00	Y3 \$ 11,30 \$ 1,13 \$ 17,28 \$ 12,43	04.00 30.40 80.00 34.40 30.40	\$ 28,574.00 \$ 2,857.40 \$ 43,680.00 \$ 31,431.40	Stellar Comparison	\$ \$ \$ \$ \$ \$ \$	7,920.00 792.00 14,400.00 8,712.00 1,584.00 1,584.00	\$ \$ \$ \$	Y2 9,504.00 950.40 17,280.00 10,454.40 1,900.80 1,900.80	Y3 \$ 11,404.8 \$ 1,140.4 \$ 20,736.0 \$ 12,545.2 \$ 2,280.9 \$ 2,280.9	8 \$ 0 \$ 8 \$ 6 \$	28,828.80 2,882.88 52,416.00 31,711.68 5,765.76 5,765.76	3 Yr Variance \$ (254.8 \$ (25.4 \$ (8,736.0 \$ (280.2 \$ (2,908.3 \$ (5,765.7	0) \$ 8) \$ 0) \$ 8) \$ 6) \$	(7.00) (2,400.00) (77.00) (799.00) (1,584.00)
CM Labor Rate CM After Hours Labor Cost Plus Parts Road Call Response After Hours Road Call Transportation Fees Towing	\$ \$ \$ \$ \$ \$	Y1 7,850.00 785.00 12,000.00 8,635.00 785.00	\$ \$ \$ \$ \$ \$	9,420.00 942.00 14,400.00 10,362.00 942.00	Y3 \$ 11,30 \$ 1,13 \$ 17,28 \$ 12,43 \$ 1,13 \$ \$	04.00 30.40 80.00 34.40 30.40	\$ 28,574.00 \$ 2,857.40 \$ 43,680.00 \$ 31,431.40 \$ 2,857.40 \$ -	Stellar Comparison	\$ \$ \$ \$ \$ \$	7,920.00 792.00 14,400.00 8,712.00 1,584.00 1,584.00	\$ \$ \$ \$ \$	9,504.00 950.40 17,280.00 10,454.40 1,900.80 1,900.80 1,900.80	Y3 \$ 11,404.8 \$ 1,140.4 \$ 20,736.0 \$ 12,545.2 \$ 2,280.9 \$ 2,280.9 \$ 2,280.9	8 \$ 0 \$ 8 \$ 6 \$ 6 \$	28,828.80 2,882.88 52,416.00 31,711.68 5,765.76 5,765.76 5,765.76	3 Yr Variance \$ (254.8 \$ (25.4 \$ (8,736.0 \$ (280.2 \$ (2,908.3 \$ (5,765.7 \$ (5,765.7	0) \$ 8) \$ 0) \$ 8) \$ 6) \$ 6) \$ 6) \$	(7.00) (2,400.00) (77.00) (799.00) (1,584.00) (1,584.00)
CM Labor Rate CM After Hours Labor Cost Plus Parts Road Call Response After Hours Road Call Transportation Fees Towing CM Subtota	\$ \$ \$ \$ \$ \$	Y1 7,850.00 785.00 12,000.00 8,635.00 785.00 - - 30,055.00	\$ \$ \$ \$ \$ \$	9,420.00 942.00 14,400.00 10,362.00 942.00 - - 36,066.00	Y3 \$ 11,30 \$ 1,13 \$ 17,28 \$ 12,43 \$ 1,13 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	04.00 30.40 80.00 34.40 30.40 - - 79.20	\$ 28,574.00 \$ 2,857.40 \$ 43,680.00 \$ 31,431.40 \$ 2,857.40 \$ - \$ 109,400.20	Stellar Comparison	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	7,920.00 792.00 14,400.00 8,712.00 1,584.00 1,584.00 1,584.00 36,576.00	\$ \$ \$ \$ \$ \$	9,504.00 950.40 17,280.00 10,454.40 1,900.80 1,900.80 1,900.80 43,891.20	\$ 11,404.8 \$ 1,140.4 \$ 20,736.0 \$ 12,545.2 \$ 2,280.9 \$ 2,280.9 \$ 2,280.9 \$ 52,669.4	8 \$ \$ 0 \$ 8 \$ \$ 6 \$ 6 \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ \$ 6 \$	28,828.80 2,882.88 52,416.00 31,711.68 5,765.76 5,765.76 5,765.76	3 Yr Variance \$ (254.8 \$ (25.4 \$ (8,736.0 \$ (280.2 \$ (2,908.3 \$ (5,765.7 \$ (5,765.7 \$ (23,736.4	0) \$ 8) \$ 0) \$ 8) \$ 6) \$ 6) \$ 6) \$ 4) \$	(7.00) (2,400.00) (77.00) (799.00) (1,584.00) (1,584.00) (6,521.00)
CM Labor Rate CM After Hours Labor Cost Plus Parts Road Call Response After Hours Road Call Transportation Fees Towing CM Subtota	\$ \$ \$ \$ \$ \$	Y1 7,850.00 785.00 12,000.00 8,635.00 785.00 - 30,055.00 43,200.00	\$ \$ \$ \$ \$ \$ \$	9,420.00 942.00 14,400.00 10,362.00 942.00 - - 36,066.00 51,840.00	Y3 \$ 11,30 \$ 1,13 \$ 17,28 \$ 12,43 \$ 1,13 \$ \$ \$ 1,13 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	04.00 30.40 80.00 34.40 30.40 - - 79.20 08.00	\$ 28,574.00 \$ 2,857.40 \$ 43,680.00 \$ 31,431.40 \$ 2,857.40 \$ - \$ 109,400.20 \$ 157,248.00	Stellar Comparison	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	7,920.00 792.00 14,400.00 8,712.00 1,584.00 1,584.00 1,584.00 36,576.00 52,330.00	\$ \$ \$ \$ \$ \$	9,504.00 950.40 17,280.00 10,454.40 1,900.80 1,900.80 43,891.20 62,796.00	\$ 11,404.8 \$ 1,140.4 \$ 20,736.0 \$ 12,545.2 \$ 2,280.9 \$ 2,280.9 \$ 2,280.9 \$ 52,669.4 \$ 75,355.2	8 \$ \$ \$ 8 \$ \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ \$ 6 \$ \$ \$ \$ 6 \$ \$ \$ \$ 6 \$ \$ \$ \$ 6 \$ \$ \$ \$ 6 \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ \$ \$ 6 \$	28,828.80 2,882.88 52,416.00 31,711.68 5,765.76 5,765.76 5,765.76 133,136.64 190,481.20	3 Yr Variance \$ (254.8 \$ (25.4 \$ (8,736.0 \$ (280.2 \$ (2,908.3 \$ (5,765.7 \$ (5,765.7 \$ (23,736.4 \$ (33,233.2	0) \$ 8) \$ 0) \$ 8) \$ 6) \$ 6) \$ 6) \$ 4) \$ 0) \$	(7.00) (2,400.00) (77.00) (799.00) (1,584.00) (1,584.00) (6,521.00) (9,130.00)
CM Labor Rate CM After Hours Labor Cost Plus Parts Road Call Response After Hours Road Call Transportation Fees Towing CM Subtota	\$ \$ \$ \$ \$ \$	Y1 7,850.00 785.00 12,000.00 8,635.00 785.00 - - 30,055.00	\$ \$ \$ \$ \$ \$ \$	9,420.00 942.00 14,400.00 10,362.00 942.00 - - 36,066.00	Y3 \$ 11,30 \$ 1,13 \$ 17,28 \$ 12,43 \$ 1,13 \$ \$ \$ 1,13 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	04.00 30.40 80.00 34.40 30.40 - - 79.20 08.00	\$ 28,574.00 \$ 2,857.40 \$ 43,680.00 \$ 31,431.40 \$ 2,857.40 \$ - \$ 109,400.20 \$ 157,248.00	Stellar Comparison	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	7,920.00 792.00 14,400.00 8,712.00 1,584.00 1,584.00 1,584.00 36,576.00	\$ \$ \$ \$ \$ \$	9,504.00 950.40 17,280.00 10,454.40 1,900.80 1,900.80 1,900.80 43,891.20	\$ 11,404.8 \$ 1,140.4 \$ 20,736.0 \$ 12,545.2 \$ 2,280.9 \$ 2,280.9 \$ 2,280.9 \$ 52,669.4	8 \$ \$ \$ 8 \$ \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ \$ 6 \$ \$ \$ \$ 6 \$ \$ \$ \$ 6 \$ \$ \$ \$ 6 \$ \$ \$ \$ 6 \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ \$ \$ 6 \$	28,828.80 2,882.88 52,416.00 31,711.68 5,765.76 5,765.76 5,765.76	3 Yr Variance \$ (254.8 \$ (25.4 \$ (8,736.0 \$ (280.2 \$ (2,908.3 \$ (5,765.7 \$ (5,765.7 \$ (23,736.4	0) \$ 8) \$ 0) \$ 8) \$ 6) \$ 6) \$ 6) \$ 4) \$ 0) \$	(7.00) (2,400.00) (77.00) (799.00) (1,584.00) (1,584.00) (6,521.00) (9,130.00)
CM Labor Rate CM After Hours Labor Cost Plus Parts Road Call Response After Hours Road Call Transportation Fees Towing CM Subtota	\$ \$ \$ \$ \$ \$ \$ \$	Y1 7,850.00 785.00 12,000.00 8,635.00 30,055.00 43,200.00 73,255.00	\$ \$ \$ \$ \$ \$ \$ \$	9,420.00 942.00 14,400.00 10,362.00 942.00 - - 36,066.00 51,840.00	Y3 \$ 11,30 \$ 1,13 \$ 17,28 \$ 12,43 \$ 1,13 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	04.00 30.40 80.00 34.40 30.40 - - 79.20 08.00	\$ 28,574.00 \$ 2,857.40 \$ 43,680.00 \$ 31,431.40 \$ 2,857.40 \$ - \$ 109,400.20 \$ 157,248.00	Stellar Comparison	\$ \$ \$ \$ \$ \$ \$ \$	7,920.00 792.00 14,400.00 8,712.00 1,584.00 1,584.00 1,584.00 36,576.00 52,330.00	\$ \$ \$ \$ \$ \$	9,504.00 950.40 17,280.00 10,454.40 1,900.80 1,900.80 43,891.20 62,796.00	Y3 \$ 11,404.8 \$ 1,140.4 \$ 20,736.0 \$ 12,545.2 \$ 2,280.9 \$ 2,280.9 \$ 2,280.9 \$ 52,669.4 \$ 75,355.2 \$ 128,024.6	8 \$ \$ \$ 8 \$ \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ 6 \$ \$ \$ \$ 6 \$ \$ \$ \$ 6 \$ \$ \$ \$ 6 \$ \$ \$ \$ 6 \$ \$ \$ \$ 6 \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ \$ \$ 6 \$ \$ \$ \$ \$ \$ \$ 6 \$	28,828.80 2,882.88 52,416.00 31,711.68 5,765.76 5,765.76 5,765.76 133,136.64 190,481.20	3 Yr Variance \$ (254.8 \$ (25.4 \$ (8,736.0 \$ (280.2 \$ (2,908.3 \$ (5,765.7 \$ (5,765.7 \$ (23,736.4 \$ (33,233.2	0) \$ 8) \$ 0) \$ 8) \$ 6) \$ 6) \$ 6) \$ 4) \$ 4) \$	(7.00) (2,400.00) (77.00) (799.00) (1,584.00) (1,584.00) (6,521.00) (9,130.00) (15,651.00)

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Misc	Y1	Y2	Y3	3 Ye	ear Total	miser companison		Y1	Y2	Y3	3	3 Year Total	3 Yr Variance	One Year Variance
CM Labor Rate	\$ 70,650.00	\$ 84,780.00	\$ 101,736.00	\$	257,166.00		\$	71,280.00	\$ 85,536.00	\$ 102,643.20	\$	259,459.20	\$ (2,293.20)	\$ (630.00)
CM After Hours Labor	\$ 7,065.00	\$ 8,478.00	\$ 10,173.60	\$	25,716.60		\$	7,128.00	\$ 8,553.60	\$ 10,264.32	\$	25,945.92	\$ (229.32)	\$ (63.00)
Cost Plus Parts	\$ 30,000.00	\$ 36,000.00	\$ 43,200.00	\$	109,200.00		\$	36,000.00	\$ 43,200.00	\$ 51,840.00	\$	131,040.00	\$ (21,840.00)	\$ (6,000.00)
Road Call Response	\$ 16,485.00	\$ 19,782.00	\$ 23,738.40	\$	60,005.40		\$	16,632.00	\$ 19,958.40	\$ 23,950.08	\$	60,540.48	\$ (535.08)	\$ (147.00)
After Hours Road Call	\$ 1,570.00	\$ 1,884.00	\$ 2,260.80	\$	5,714.80		\$	3,168.00	\$ 3,801.60	\$ 4,561.92	\$	11,531.52	\$ (5,816.72)	\$ (1,598.00)
Transportation Fees	\$ -	\$ -	\$ -	\$	-		\$	3,168.00	\$ 3,801.60	\$ 4,561.92	\$	11,531.52	\$ (11,531.52)	\$ (3,168.00)
Towing	\$ -	\$ -	\$ -				\$	3,168.00	\$ 3,801.60	\$ 4,561.92	\$	11,531.52	\$ (11,531.52)	\$ (3,168.00)
CM Subtotal	\$ 125,770.00	\$ 150,924.00	\$ 181,108.80	\$	457,802.80		\$	140,544.00	\$ 168,652.80	\$ 202,383.36	\$	511,580.16	\$ (53,777.36)	\$ (14,774.00)
PMs	\$ 39,000.00	\$ 46,800.00	\$ 56,160.00	\$	141,960.00		\$	17,878.50	\$ 21,454.20	\$ 25,745.04	\$	65,077.74	\$ 76,882.26	\$ 21,121.50
	\$ 164,770.00	\$ 197,724.00	\$ 237,268.80	\$	599,762.80		\$	158,422.50	\$ 190,107.00	\$ 228,128.40	\$	576,657.90	\$ 23,104.90	\$ 6,347.50

Altec	& Rir	ng Power - ITN	1141:	1180646 (Nev	v Co	ontract)		Ad Hoc		N	lot in Previous Contract	: (Old	d Contract)			Compa	e Projec	ted to	New Award
Ad Hoc		Y1		Y2		Y3	3 Year Total	Au noc	Y1		Y2		Y3	3 Y	ear Total	3 Yr Vai	ance	One	Year Variance
Emergency Storm Support	\$	88,032.00	\$	110,040.00	\$	137,550.00	\$ 335,622.00		\$ 96,768.00	\$	120,960.00	\$	151,200.00	\$	368,928.00	\$ (33	,306.00)	\$	(8,736.00)
Mutual Aid	\$	52,400.00	\$	65,500.00	\$	81,875.00	\$ 199,775.00		\$ 57,600.00	\$	72,000.00	\$	90,000.00	\$	219,600.00	\$ (19	,825.00)	\$	(5,200.00)
Misc Tech	\$	13,100.00	\$	16,375.00	\$	20,468.75	\$ 49,943.75		\$ 9,600.00	\$	12,000.00	\$	15,000.00	\$	36,600.00	\$ 13	,343.75	\$	3,500.00
	\$	153,532.00	\$	191,915.00	\$	239,893.75	\$ 585,340.75		\$ 163,968.00	\$	204,960.00	\$	256,200.00	\$	625,128.00	\$ (39	,787.25)	\$	(10,436.00)

		Increase over	3 years From Previous Award	\$ 2,878,720	.77		Solicitation Pro	jecti	on		Compare Projected	to New Award	Previou	ıs Award	<u> </u>
<u></u>	First Year Cost	Total Cost			Р	rojected Year 1	Projected Y2	F	Projected Y3	Total 3 Yr Proj	Year 1 Variance	Three Yr Variance	First Yr Ttl	3 Yr Ttl	# Assets
Altec	\$ 904,088.30	\$ 3,290,881.41	Altec	Altec	\$	780,479.30 \$	936,575.16	\$	1,123,890.19	\$ 2,840,944.65	\$ 123,609.00	\$ 449,936.76	\$ 688,709.25	\$ 2,115,170.77	173
Terex	\$ 125,257.00	\$ 455,935.48	Altec	Terex	\$	138,325.20 \$	165,990.24	\$	199,188.29	\$ 503,503.73	\$ (13,068.20)	\$ (47,568.25)	\$ 62,998.00	\$ 188,994.00	18
VersaLift	\$ 98,622.00	\$ 358,984.08	Altec	VersaLift	\$	119,136.00 \$	166,515.84	\$	199,819.01	\$ 433,655.04	\$ (20,514.00)	\$ (74,670.96)	\$ -	\$ -	84
Stellar	\$ 73,255.00	\$ 266,648.20	Altec	Stellar	\$	88,906.00 \$	106,687.20	\$	128,024.64	\$ 323,617.84	\$ (15,651.00)	\$ (56,969.64)	\$ -	\$ -	
Misc	\$ 164,770.00	\$ 599,762.80	Altec	Misc	\$	158,422.50 \$	190,107.00	\$	228,128.40	\$ 576,657.90	\$ 6,347.50	\$ 23,104.90	\$ 121,680.00	\$ 374,667.18	
Ad Hoc	\$ 153,532.00	\$ 585,340.75	All	Ad Hoc	\$	163,968.00 \$	204,960.00	\$	256,200.00	\$ 625,128.00	\$ (10,436.00)	\$ (39,787.25)			275
Total	s \$ 1,519,524.30	\$ 5,557,552.72		1	otal \$	1,449,237.00 \$	1,770,835.44	\$	2,135,250.53	\$ 5,303,507.16	\$ 70,287.30	\$ 254,045.56	\$ 873,387.25	\$ 2,678,831.95	
	\$ 646,137.05	\$ 2,878,720.77	•		-										

Variance: Award Co	mna	ared to Previou	ις Δ	ward			Variance: Award	d Co	mpared to Solici	tatio	on Projection
variance. Award col	прс	irea to i reviot	13 /	iwaia			variance. Aware	I	inpared to solici	latic	on rojection
Adjusted Qty & Rates		Year One		3 Yr Ttl	Current # Assets	Variance	Adjusted Qty & Rates		Year One		3 Yr Ttl
Altec	\$	215,379.05	\$	1,175,710.64	160	-13	Altec	\$	123,609.00	\$	449,936.76
Terex	\$	62,259.00	\$	266,941.48	18	0	Terex	\$	(13,068.20)	\$	(47,568.25)
VersaLift	\$	98,622.00	\$	358,984.08	21	-63	VersaLift	\$	(20,514.00)	\$	(74,670.96)
Stellar	\$	73,255.00	\$	266,648.20	54	54	Stellar	\$	(15,651.00)	\$	(56,969.64)
Misc	\$	43,090.00	\$	225,095.62	51	51	Misc	\$	6,347.50	\$	23,104.90
New: Emergency Storm	\$	88,032.00	\$	335,622.00	304	29	New: Emergency Storm	\$	(8,736.00)	\$	(33,306.00)
New: Mutual Aid	\$	52,400.00	\$	199,775.00			New: Mutual Aid	\$	(5,200.00)	\$	(19,825.00)
New: Misc. Tech	\$	13,100.00	\$	49,943.75			New: Misc. Tech	\$	3,500.00	\$	13,343.75
Variances	\$	646,137.05	\$	2,878,720.77			Variances	\$	70,287.30	\$	254,045.56
					-						
Adjusted Qty & Rates	\$	376,260.05	\$	1,801,636.20							
New Items	\$	269,877.00	\$	1,077,084.57							

N	ew Aw	ard Compared t	o Pre	evious Award Tota	als
			C	urrent Contract	
	Curr	ent Contract		Forecast	New Award
	Adju	ısted Cap		thru Sept 1	
Altec	\$	3,330,592.58	\$	3,306,438.19	\$ 3,890,286.91
Ring Power	\$	380,842.18	\$	372,679.13	\$ 1,667,265.82
Total Spend	\$	3,711,434.76	\$	3,679,117.32	\$ 5,557,552.72

Comment

New Award includes 20% year over year increase to anticipate increases to fleet and costs related to inflation. There was a 29 unit increase to the asset numbers.

The previous award was increased during its term to accommodate actual spend.

New Categories were added to breakout newer added brands and Ad Hoc Services were added to this workbook.

Gear inspections were added to appropriate PMs to capture these services within this contract, rather than using a single source provider, annually.

	Aerial M	laintenanc	e - Altec								
Item #	Co	ompany Name:		Altec Industries, Inc.				Ring Powe	r Utilities		
1.	1.Corrective M	laintenance (CM) A	nnual Breakout								
		<u>Rate</u>	Estimated Volume/Value		<u>E</u>	Year 1 xtended Cost	<u>Rate</u>	Estimated Volume/Value		<u>Ex</u>	<u>Year 1</u> tended Cost
	Labor, Benefits, Overhead, Indirect Shop Supplies										
1.0	CM Labor Rate per Hour	\$ 157.00	2,322		\$	364,554.00	\$ 160.00	2,322		\$	371,520.00
	CM Labor Rate per Hour After-Hours										
1.0	(5pm - 7am M-F, S & S, Holidays)	\$ 157.00	258		\$	40,506.00	\$ 240.00	258		\$	61,920.00
1.0	Cost Plus % Pricing for Parts (Not to exceed 20%)	20.00%	\$210,000		\$	252,000.00	20.00%	\$210,000		\$	252,000.00
1.0	Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs)	\$ 157.00	500		\$	78,500.00	\$ 200.00	500		\$	100,000.00
1.0	After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 7am M-F, S & S Holidays)		50		\$	7,834.30	\$ 280.00	50		\$	13,972.00
1.0		less NA*	10				NA	10			
1.0	Towing Service Inbound to Shop * Direct Pass Through * Estimated Amount will be used and included for Contract Value	NA*	10			742 204 20	NA	10		6	700 442 00
	Variation to		subtotal		\$ ¢	743,394.30		subtotal		 	799,412.00
	Year 1 Cost				\$ c	743,394.30				\$	799,412.00
	Year 2 Cost				\$ c	892,073.16				\$	959,294.40
	Year 3 Cost		<u> </u>		>	1,070,487.79				,	1,151,153.28
					Ş	2,705,955.25				\$	2,909,859.68

	\$ 100,000.00		\$ 127.00	500	\$ 63,500.00
	\$ 13,972.00		\$ 254.00	50	\$ 12,674.60
			\$ 254.00	10	\$ 12,674.60
			\$ 225.00	10	\$ 12,674.60
	\$ 799,412.00			subtotal	\$ 639,183.80
	\$ 799,412.00				\$ 639,183.80
	\$ 959,294.40				\$ 767,020.56
	\$ 1,151,153.28				\$ 920,424.67
	\$ 2,909,859.68				\$ 2,326,629.03
		-			

2.0	<u>_2</u>	.Preventative Maint	enance (PM)	Ann	ual Breakout		
		Labor, Benefits, Ove	rhead, Indired	ct Sh	op Supplies		
					PM3 - Annual Inspection to include Dielectric Test, as required	Annual Gear Inpsection & Certification	
	Categroy	ТҮРЕ	QTY		Rate		Year 1 Extended Cost
2.01	ALTEC AA55E	Bucket	57	\$	1,040.00		\$ 59,280.00
2.02	ALTEC AA755L	Bucket	1	\$	936.00		\$ 936.00
2.03	ALTEC AH 100	Bucket	1	\$	2,212.00		\$ 2,212.00
2.04	ALTEC AH 125	Bucket	2	\$	1,818.00		\$ 3,636.00
2.05	ALTEC AT37-G	Bucket	37	\$	759.00		\$ 28,083.00
2.06	ALTEC AT40-G	Bucket	24	\$	697.00		\$ 16,728.00
2.07	ALTEC AT41-M	Bucket	1	\$	965.00		\$ 965.00
2.08	ALTEC TA40	Bucket	7	\$	936.00		\$ 6,552.00
2.09	ALTEC AC18-70B-HL	Crane	2	\$	2,086.00	\$ 349.00	\$ 5,665.00
2.10	ALTEC AC38-103	Crane	1	\$	2,086.00	\$ 349.00	\$ 2,435.00
2.11	ALTEC D4060B-TR	Derrick	1	\$	1,314.00		\$ 1,314.00
2.12	ALTEC DH50 H-TR	Derrick	4	\$	1,314.00		\$ 5,256.00
2.13	ALTEC DM47B-TR	Derrick	6	\$	1,256.00		\$ 7,536.00
2.14	ALTEC DM47TR	Derrick	16	\$	1,256.00		\$ 20,096.00
	Year 1 Cost		160				\$ 160,694.00
	<u>Year 2 Cost</u>					-	\$ 192,832.800
	<u>Year 3 Cost</u>						\$ 231,399.360
							\$ 584,926.16

nnual Inspection to Dielectric Test, as required	Inp	nual Gear osection & rtification	
Rate			Year 1 Extended Cost
\$ 1,442.00			\$ 82,194.00
\$ 1,442.00			\$ 1,442.00
\$ 1,714.00			\$ 1,714.00
\$ 1,714.00			\$ 3,428.00
\$ 1,442.00			\$ 53,354.00
\$ 1,442.00			\$ 34,608.00
\$ 1,442.00			\$ 1,442.00
\$ 1,442.00			\$ 10,094.00
\$ 5,000.00	\$	665.00	\$ 11,330.00
\$ 5,450.00	\$	665.00	\$ 6,115.00
\$ 2,054.00			\$ 2,054.00
\$ 2,054.00			\$ 8,216.00
\$ 2,054.00			\$ 12,324.00
\$ 2,054.00			\$ 32,864.00
			\$ 261,179.00
			\$ 313,414.800
			\$ 376,097.760
			\$ 950,691.56

\$ 3,860,551.24

OTV	Data	Year 1
QTY	Rate	Extended Cost
57	\$ 760.00	\$ 43,320.00
1	\$ 760.00	\$ 760.00
2	\$ 1,244.50	\$ 2,489.00
1	\$ 1,244.50	\$ 1,244.50
1	\$ 1,244.00	\$ 1,244.00
2	\$ 1,244.00	\$ 2,488.00
37	\$ 555.75	\$ 20,562.75
24	\$ 555.75	\$ 13,338.00
1	\$ 555.75	\$ 555.75
1	\$ 1,021.25	\$ 1,021.25
4	\$ 1,021.25	\$ 4,085.00
16	\$ 969.00	\$ 15,504.00
6	\$ 969.00	\$ 5,814.00
7	\$ 760.00	\$ 5,320.00
		\$ 141,295.50
		\$ 169,554.600
		\$ 203,465.520
		\$ 514,315.62

Solicitation Estimate Basis

Year 1

Extended Cost

294,894.00

32,766.00

210,000.00

Estimated

Volume/Value

2,322

258

\$210,000

<u>Rate</u>

\$ 127.00

0.00%

OTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE
<u>FORM)</u>
Sublet %

\$ 3,290,881.41

2,840,944.65

		C =	any Name	Alka a Landrickut	oo lees			Dies Davis		
em #		Comp	any Name:	Altec Industri	es, inc.			Ring Power		
1.0	1.Corrective Maintenance (CM) Annual Breakout		1 1		<u> </u>	<u> </u>			 	
			Rate	Estimated Volume/Value	<u> </u>	<u>rear 1</u>	Rate	Estimated Volume/Value	Ext	<u>Year 1</u> tended Cost
	Labor, Benefits, Overhead, Indirect Shop Supplies									
1.01	CM Labor Rate per Hour		\$ 157.00	110	\$	17,270.00	\$ 160.00	110	\$	17,600.
	CM Labor Rate per Hour After-Hours									
1.02	(5pm - 7am M-F, S & S, Holidays)		\$ 157.00	15	\$	2,355.00	\$ 240.00	15	\$	3,600
1.03	Cost Plus % Pricing for Parts (Not to exceed 20%)		20.00%	\$55,000	\$6	66,000	20.00%	\$55,000	\$	66,000
1.04	Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per Incide of Maintenance Costs Performed as that is Covered in Above Cost. After House Road Call Response & Diagnostic Fee (*Fixed Rate per Incident)	s)	\$ 157.00	120	\$	18,840.00	\$ 200.00	120	\$	24,000
	After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 7an									
1.05	Holidays)	II IVI-F, 3 & 3,	\$ 157.00	12	خ	1,884.00	\$ 280.00	12	خ	3,360
1.03	·		\$ 137.00	12	7	1,884.00	280.00	12	٦	3,300
4.06	Transportation Services Fee (*Fixed Rate per Occurenece for a One- way char of pickup or drop off location) Enter Cost Per Event	rge regardless		_			N/A	_		
1.06	Taving Camina Inhaund to Chan * Direct Dass Through *		NA	5	-		NA	5	1	
1.07	Towing Service Inbound to Shop * Direct Pass Through * Estimated Amount will be used and included for Contract Value		NA	5			NA	E		
1.07	Estimated Amount will be used and included for Contract value		IVA	subtotal	ć	106,349.00	IVA	3		
	Year 1 Cost			Subtotai	¢	106,349.00 106,349.00			Ċ	114,560
	Year 2 Cost				¢	127,618.80			<u>د</u>	137,472
	Year 3 Cost				\$	153,142.56			\$	164,966
	<u>rear 3 cost</u>				1 7	133,142.30			7	104,50
2.0	2.Preventative Mainte	nance (PM) Ar	nual Breakout							
2.0	Labor, Benefits, Over			-						
	<u></u>	read, man eac		PM3 - Annual Inspection to include Certification, as re		Test or Crane		tion to include Dielectric Test or tification, as required		
	Categroy	Туре	QTY	Rate		Year 1 nded Cost		Rate	Fx	Year 1
2.01	Terex TL41	Bucket	6	\$ 722.00		4,332.00		\$ 1,442.00		8,65
2.02	Terex 55 Foot Bucket	Bucket	2	\$ 1,045.00		2,090.00		\$ 1,442.00		2,88
2.03	Terex 55 Foot Material Handler	Bucket	3	\$ 1,045.00	_	3,135.00		\$ 1,442.00		4,32
2.04	Terex C4047	Derrick	2	\$ 1,263.00		2,526.00		\$ 2,054.00		4,10
2.05	Terex C5050	Derrick	5	\$ 1,365.00		6,825.00		\$ 2,054.00		10,27
	Year 1 Cost	20.1101	18		Ś	18,908.00		2,554100	Ś	30,24
	Year 2 Cost				Ś	22,689.600			Ś	36,28
	Year 3 Cost				\$	27,227.520			\$	43,54
	TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)				\$	455,935.48			\$	527,07
	Sublet %		8%							

Solicitation Estimate	· Ba
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Solicitation Estimate Basis								
	Estimated							
	Volume/Val		Year 1					
<u>Rate</u>	<u>ue</u>	<u> </u>	xtended Cost					
\$ 116.00	110	\$	12,760.00					
\$ 161.00	15	\$	2,415.00					
15.00%	\$55,000		\$63,250					
\$ 131.00	120	\$	15,720.00					
\$ 176.00	12	\$	2,112.00					
\$ 232.00	5	\$	2,112.00					
Fleet123	5	\$	2,112.00					
	subtotal	\$	100,481.00					
		\$	120,577.20					
		\$	144,692.64					
		\$	173,631.17					
		\$	438,901.01					

QTY	Rate	Year 1
`		Extended Cost
6	\$ 986.00	\$ 5,916.00
2	\$ 986.00	\$ 1,972.00
3	\$ 986.00	\$ 2,958.00
2	\$ 986.00	\$ 1,972.00
5	\$ 986.00	\$ 4,930.00
		\$ 17,748.00
		\$ 21,297.600
		\$ 25,557.120
	_	\$ 64,602.72

503,503.73

	Aerial Maintenand	e - Versali	ft								
Item #	С	mpany Name	: Altec Industri	es, Inc.		Ring Power					
1.0	1.Corrective Maintenance (CM) Annual Breakout			_							
				<u>Year 1</u>			Year 1				
		<u>Rate</u>	Estimated Volume/Value	Extended Cost	<u>Rate</u>	Estimated Volume/Value	Extended Cost		Solicitation	Estimate B	asis
	Labor, Benefits, Overhead, Indirect Shop Supplies										
1.01	CM Labor Rate per Hour	\$ 157.00	100	\$ 15,700	00 \$ 160	. <mark>00</mark> 100	\$ 16,000.00	\$ 132.0	100	\$	13,200.
	CM Labor Rate per Hour After-Hours							_			
1.02	(5pm - 7am M-F, S & S, Holidays)	\$ 157.00		\$ 1,570			\$ 2,400.00	\$ 132.0		\$	1,320.
1.03	Cost Plus % Pricing for Parts (Not to exceed 20%)	20.00%	\$50,000	\$60,000	20.00%	\$50,000	\$ 60,000.00	20.00%	\$50,000) \$	60,000.
1.04	Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Excluor of Maintenance Costs Performed as that is Covered in Above Costs)	sive \$ 157.00	25	\$ 3,925	00 \$ 200	.00 25	\$ 5,000.00	\$ 132.0	00 25	٤	3,300.
1.04	After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive		23	3,323	200	25	3,000.00	y 132.0	23	- ,	3,300.
	Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 7am M-F, S &										
1.05	Holidays)	\$ 157.00	5	\$ 785	00 \$ 280	.00 5	\$ 1,400.00	\$ 264.0	5	\$	1,320.
1.03	· ·	,	<u> </u>	703	200	3	7 1,400.00	y 204. 0	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		1,320.
	Transportation Services Fee (*Fixed Rate per Occurenece for a One- way charge regard	less									
1.06	of pickup or drop off location) Enter Cost Per Event	NA	5		NA	5		\$ 264.0	00 5	\$	1,320.
	Towing Service Inbound to Shop * Direct Pass Through *		<u>-</u>					y =5			
1.07	Estimated Amount will be used and included for Contract Value	NA	5		NA	5		\$ 225.0	<mark>00</mark> 5	\$	1,320.
			subtotal	\$ 81,980					subtota	al \$	81,780.
	Year 1	Cost		\$ 81,980			\$ 84,800.00			\$	98,136.
	Year 2			\$ 98,376			\$ 101,760.00			\$	117,763.
	Year 3			\$ 118,051			\$ 122,112.00			\$	141,315.
				\$ 298,407						\$	357,215.
				,						·	,
2.0	2.Preventative Maintenance (Pl	1) Annual Breakou	ıt								
	Labor, Benefits, Overhead, Indi	ect Shop Supplies									
			PM3 - Annual Inspection to includ	e Dielectric Test or C	ane						
			Certification, as r								
				Year 1			Year 1				
	Categroy	QTY	Rate	Extended Cost		Rate	Extended Cost	_			
2.01	* VERSALIFT - SST-40-EIH Bucke	t 16	\$ 736.00	\$ 11,776	00	\$ 1,442.00	\$ 23,072.00	16	\$ 1,000	<mark>0.00</mark> \$	16,000
2.02	** VERSALIFT - VO-355X-MHI Bucket	t 3	\$ 998.00	\$ 2,994	00	\$ 1,442.00	\$ 4,326.00	3	\$ 1,000	<mark>0.00</mark> \$	3,000.
2.03	*** VERSALIFT - VN-555-MHI Bucke	t 2	\$ 936.00	\$ 1,872	00	\$ 1,442.00	\$ 2,884.00	2	\$ 1,000	<mark>0.00</mark> \$	2,000.
	Year 1 Cost	21		\$ 16,642	00		\$ 30,282.00			\$	21,000.
	Year 2 Cost			\$ 19,970.4	00		\$ 36,338.40			\$	25,200.0
	Year 3 Cost			\$ 23,964.4	80		\$ 43,606.08			\$	30,240.0
				\$ 60,576	88					\$	76,440.
	TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE										
	FORM)			\$ 358,984	08		\$ 418,898.48			Ś	433,655.
	Sublet %	8%		, 333,304			+			7	.55,555
	Judice 70	070									

^{* 5} units active, 11 coming w/I next 12 months

		subtotal	\$ \$	81,780.00 98,136.00
	225.00	5	\$	1,320.00
	264.00	5	\$	1,320.00
	264.00	5	\$	1,320.00
	132.00	25	\$	3,300.00
20.00%		\$50,000	\$	60,000.00
	132.00	10	\$	1,320.00

16	\$ 1,000.00	\$ 16,000.00
3	\$ 1,000.00	\$ 3,000.00
2	\$ 1,000.00	\$ 2,000.00
		\$ 21,000.00
		\$ 25,200.000
		\$ 30,240.000
		\$ 76,440.00

55.04

^{** 3} units coming w/I next 9 months

^{*** 2} units coming w/I next 9 months

	Aerial Main	tenance	- Stellar					
em #	Com		Ring Power					
1.0	1.Corrective Maintenance (CM) Annual Breakout							
		Rate	Estimated Volume/Value		Year 1 Extended Cost	Rate	Estimated Volume/Value	Year 1 Extended Cost
	Labor, Benefits, Overhead, Indirect Shop Supplies							
1.01	CM Labor Rate per Hour	\$ 157.00	50		\$ 7,850.00	\$ 185.00	50	\$ 9,250.00
	CM Labor Rate per Hour After-Hours							
1.02	(5pm - 7am M-F, S & S, Holidays)	\$ 157.00	5		\$ 785.00		5	\$ 1,390.00
1.03	Cost Plus % Pricing for Parts (Not to exceed 20%)	20.00%	\$10,000		\$ 12,000.00	20.00%	\$10,000	\$ 12,000.00
	Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of							
1.04	·	\$ 157.00	55		\$ 8,635.00	\$ 235.00	55	\$ 12,925.00
	After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of							
1 05	Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 7am M-F, S & S,	\$ 157.00	F		\$ 785.00	\$ 328.00	5	\$ 1,640.00
1.05	Holidays)	\$ 157.00	5		\$ 765.00	\$ 326.00	3	\$ 1,040.00
	Transportation Services Fee (*Fixed Rate per Occurenece for a One- way charge regardless of							
1.06	pickup or drop off location) Enter Cost Per Event	NA	5			NA	5	
2.00	Towing Service Inbound to Shop * Direct Pass Through *	1071	J			1471	<u> </u>	
1.07	Estimated Amount will be used and included for Contract Value	NA	5			NA	5	
			subtotal		\$ 30,055.00			
	Year 1 Cost				\$ 30,055.00	1		\$ 37,205.00
	Year 2 Cost				\$ 36,066.00	1		\$ 44,646.00
	Year 3 Cost				\$ 43,279.20			\$ 53,575.20
2.0								
	<u>Labor, Benefits, Ove</u>	rhead, Indirect S	Shop Supplies		1		T	•
			PM3 - Annual Inspection to	Assessed Constitution of the C		PM3 - Annual	A	
			include Dielectric Test, as	Annual Gear Inpsection & Certification		Dielectric Test, as	Annual Gear Inpsection & Certification	
			required	certification		required	& certification	
	Cottonia	OTY.	Dotto.	Dete	Year 1	·	Data	Year 1
	Categroy Type	QTY	Rate	Rate	Extended Cost	Rate	Rate	Extended Cost
2.01		1	\$ 440.00					
2.02	STELLAR 7621 CRANE Crane	51	\$ 440.00					
2.03	STELLAR Crane Crane	1	\$ 440.00	\$ 360.00				
2.04	STELLAR EC4000 Crane	1	\$ 440.00	\$ 360.00			\$ 525.00	
	Year 1 Cost	54			\$ 43,200.00			\$ 48,330.00
	Year 2 Cost	 			\$ 51,840.000			\$ 57,996.00
	Year 3 Cost				\$ 62,208.000			\$ 69,595.20
					\$ 157,248.00			\$ 175,921.20
	TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE							
	FORM)				\$ 266,648.20			\$ 311,347.40
	<u>Sublet %</u>	8%						

	Solicitation Estimate Basis									
4	100.00		_	5 500 00						
\$	132.00	50	\$	6,600.00						
\$	132.00	5	\$	660.00						
2	0.00%	\$10,000	\$	12,000.00						
ć	122.00		<u> </u>	7 260 00						
\$	132.00	55	\$	7,260.00						
\$	264.00	5	\$	1,320.00						
\$	264.00	5	\$	1,320.00						
\$	225.00	5	\$	1,320.00						
		subtotal	\$	30,480.00						
			\$	36,576.00						
			\$	43,891.20						

1	\$ 330.00	\$ 330.00
51	\$ 1,000.00	\$ 51,000.00
1	\$ 1,000.00	\$ 1,000.00
1	\$ 1,000.00	
		\$ 52,330.00
		\$ 62,796.000
		\$ 75,355.200
_		\$ 190,481.20

\$ 323,617.84

\$ 52,669.44

FORM)

Sublet %

	Aerial Mai	ntenanc	e - Misce	ellaneous Brands					
Item #	Company Name: Altec Industries, Inc.							Ring Power	
1.0	1.Corrective Maintenance (CM) Annual Breakout								
						Year 1			Year 1
			Rate	Estimated Volume/Value		Extended Cost	<u>Rate</u>	Estimated Volume/Value	Extended Cost
	Labor, Benefits, Overhead, Indirect Shop Supplies								
1.01	CM Labor Rate per Hour		\$ 157.00	450		\$ 70,650.00	\$ 185.00	450	\$ 83,250.00
	CM Labor Rate per Hour After-Hours								
1.02	(5pm - 7am M-F, S & S, Holidays)		\$ 157.00	45		\$ 7,065.00	\$ 278.00	45	\$ 12,510.0
1.03	Cost Plus % Pricing for Parts (Not to exceed 20%)		20.00%	\$25,000		\$30,000	20.00%	\$25,000	\$ 30,000.0
	Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per Inciden	t - Exclusive of							
1.04	Maintenance Costs Performed as that is Covered in Above Costs)		\$ 157.00	105		\$ 16,485.00	\$ 235.00	105	\$ 24,675.0
	After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident -	Exclusive of							
	Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 7ar	n M-F, S & S,							
1.05	Holidays)		\$ 157.00	10		\$ 1,570.00	\$ 328.00	10	\$ 3,280.0
	Transportation Services Fee (*Fixed Rate per Occurenece for a One- way charg	e regardless of							
	pickup or drop off location) Enter Cost Per Event	e regardiess of							
1.06	pickup of drop off location) Effet Cost Fel Event		NA	5			NA	5	
	Towing Service Inbound to Shop * Direct Pass Through *								
1.07	Estimated Amount will be used and included for Contract Value	!	NA	5			NA	5	
				subtotal		\$ 125,770.00		subtotal	
	Year 1 Cost					\$ 125,770.00			\$ 153,715.0
	Year 2 Cost					\$ 150,924.00			\$ 184,458.00
	Year 3 Cost					\$ 181,108.80			\$ 221,349.60
2.0	<u>2.Pre</u>	ventative Mair	ntenance (PM)	Annual Breakout			1		
	Labo	or, Benefits, Ov	erhead, Indirec	t Shop Supplies					
				DNA2 Annual Inspection to include	Annual Coor Innecetion 9		Pivis - Annual	Annual Coor Innecession 9	
				PM3 - Annual Inspection to include Dielectric Test, as required	Annual Gear Inpsection & Certification		Inspection to include Dielectric Test, as	Annual Gear Inpsection & Certification	
				Dielectric Test, as required	Certification		required	Certification	
	Categroy	Туре	QTY	Rate		Year 1	Rate		Year 1
2.01	Liftmoore 4000x/16	Crane	41	\$ 440.00	\$ 360.00	Extended Cost \$ 32,800.00	\$ 370.00	\$ 525.00	\$ 36,695.0
2.02	,	Crane	1	\$ 440.00			\$ 370.00		
2.03	· ·	Crane	2	\$ 440.00	<u> </u>		\$ 370.00	-	\$ 1,790.0
2.03	·	Crane	1	\$ 440.00	<u> </u>				-
2.05		Crane	1	\$ 440.00	<u> </u>				\$ 5,665.0
2.06		Derrick	3	\$ 440.00		\$ 1,320.00		-	\$ 6,162.0
2.07		Bucket	2	\$ 440.00		\$ 880.00			\$ 2,884.00
2.07	Year 1 Cost	Zaonot	51	7.0.00		\$ 39,000.00	7 2,442.00		\$ 63,321.00
	Year 2 Cost		71	+		\$ 46,800.000			\$ 75,985.20
	Year 3 Cost					\$ 56,160.000			\$ 91,182.24
	<u>1001 3 0031</u>	l				\$ 141,960.000			\$ 230,488.440
						\$ 141,960.000			\$ 250,488.44P
	TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE	l							
	FORM)					¢ 500.763.80			ć 700 011 0

599,762.80

Solicitation Estimate Basis									
\$ 132.00	450	\$	59,400.00						
7 132.00	430	7	33,400.00						
\$ 132.00	45	\$	5,940.00						
20.00%	\$25,000	\$	30,000.00						
\$ 132.00	105	\$	13,860.00						
\$ 264.00	10	\$	2,640.00						
\$ 264.00	5	\$	2,640.00						
\$ 225.00	5	\$	2,640.00						
	subtotal	\$	117,120.00						
		\$	140,544.00						

41	\$ 330.00	\$ 13,530.00
1	\$ 330.00	\$ 330.00
2	\$ 330.00	
1	\$ 1,244.50	
1	\$ 330.00	
3	\$ 969.00	\$ 2,907.00
2	\$ 555.75	\$ 1,111.50
		\$ 17,878.50
		\$ 21,454.200
		\$ 25,745.040
		\$ 65,077.740

\$ 790,011.04

\$ 168,652.80 \$ 202,383.36

\$ 576,657.90

	APPENDIX B	- RESPONSE WORKBOOK,									
JEA Fleet Services M	aintenance ar	d Repair AdHoc Services for Aerial									
Company shall submit pricing in Column B to perform estimated one (1) year		s as described in Sections 5.1, 5.2, & 5.3 of A be used as guidelines and are not a guarant	• •	al Specifications. The							
Company Name	:	Altec Industries, Ind	Company Name: Ring Power								
	<u>5.1 Em</u>	ergency/Storm Support	5.1 Emergency/Storm Support								
	Labor, Benefits,	Overhead, Indirect Shop Supplies			Labor, Benefits, Overhead, Indirect Shop Supplies						
	<u>Rate</u>	Estimated Volume	<u>Y</u>	<u>'ear 1</u>		<u>Rate</u>	Estimated Volume		<u>Year 1</u>		
5.1.1 - Premium Hourly Service Rate (travel time not included)	\$ 262.00	336	\$	88,032.00	5.1.1 - Premium Hourly Service Rate (travel time not included)	\$ 300.00	336	\$	100,800.00		
	5.2 Emerg	gency/Mutual Aid Support			5.2 Emergency/Mutual Aid Support						
		Overhead, Indirect Shop Supplies			Labor, Benefits, Overhead, Indirect Shop Supplies						
	Rate	Estimated Volume	<u> </u>	<u>'ear 1</u>	, , ,	Rate	Estimated Volume		Year 1		
5.2.1 - Premium Hourly Service Rate	\$ 262.00	200	\$	52,400.00	5.2.1 - Premium Hourly Service Rate	\$ 300.00	200	\$	60,000.00		
							-				
		aneous Technician Support		5.3 Miscellaneous Technician Support							
	Labor, Benefits,	Overhead, Indirect Shop Supplies			Labor, Benefits, Overhead, Indirect Shop Supplies						
	<u>Rate</u>	<u>Estimated Volume</u>	<u>Y</u>	<u>'ear 1</u>		<u>Rate</u>	Estimated Volume		Year 1		
5.3.1 - Hourly Service Rate (travel time not included)	\$ 262.00	50	\$	13,100.00	5.3.1 - Hourly Service Rate (travel time not included)	\$ 160.00	50	\$	8,000.00		

TOTAL YEAR 1 COST	\$ 153,532.00
TOTAL THREE (3) YEAR COST (TRANSFER	
THIS AMOUNT TO THE RESPONSE FORM)	\$ 585,340.75

TOTAL YEAR 1 COST \$ 168,800.00 TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO \$ 643,550.00

Solicitation Estimate Basis

\$ 240.00	336	80,640.00				
<u>Rate</u>	Estimated Volume		<u>Year 1</u>			
\$ 240.00	200	\$ 48,000.00				
<u>Rate</u>	Estimated Volume	<u>Year 1</u>				
\$ 160.00	50	\$	8,000.00			

TOTAL YEAR 1 COST	\$ 163,968.00
TOTAL THREE (3) YEAR	
COST (TRANSFER THIS	\$ 625,128.00

Award #2 Supporting Documents 10/02/2025

1411219446 ITN JEA FLEET SERVICES AERIAL EQUIPMENT MAINTENANCE AND

BPA #215281/JEA11592 Altec Industries	s Inc.
Total Committed to Date	\$ 3,379,460.61
Rolling 12 Mon. Avg. Spend	\$ 135,691.87
Current NTE	\$ 3,890,286.91
Committed to Date	\$ 3,379,460.61
Current CAP Overage	\$ (510,826.30)
Forecast Spend thru 07/2026	\$ 1,641,871.60
CAP Increase	\$ 1,131,045.30
Transfer of Funds from Ring Power BPA #215464	\$ 1,200,000.00
New NTE thru 07/2026	\$ 5,090,286.91

BPA #215464/JEA11593 Ring Power Corporation							
Total Committed to Date	\$ 166,473.11						
Rolling 12 Mon. Avg. Spend	\$ 6,552.66						
Current NTE	\$ 1,667,265.82						
Committed to Date	\$ 166,473.11						
Current CAP Overage	\$ (1,500,792.71)						
Forecast Spend thru 07/2026	\$ 72,079.27						
CAP Increase	\$ (1,428,713.44)						
Transfer of Funds to Altec BPA #215281	\$ (1,200,000.00)						
New NTE thru 07/2026	\$ 467,265.82						

Sum of Amount	Colum	Column Labels												
Row Labels	Jan		Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Grand Total
ALTEC INDUSTRIES INC	\$	321,361.70	\$ 283,263.25	\$ 276,168.45	\$ 265,656.75	\$ 250,405.10	\$ 328,042.56	\$ 201,213.93	\$ 271,774.35	\$ 204,647.00	\$ 367,225.83	\$ 299,858.17	\$ 309,843.52	\$ 3,379,460.61
2023										\$ 24,698.06	\$ 170,634.11	\$ 165,911.48	\$ 183,783.92	\$ 545,027.5
2024	\$	178,337.74	\$ 141,879.83	\$ 165,470.98	\$ 143,332.09	\$ 111,282.26	\$ 124,621.37	\$ 120,048.39	\$ 151,104.91	\$ 109,895.88	\$ 196,591.72	\$ 133,946.69	\$ 126,059.60	\$ 1,702,571.4
2025	\$	143,023.96	\$ 141,383.42	\$ 110,697.47	\$ 122,324.66	\$ 139,122.84	\$ 203,421.19	\$ 81,165.54	\$ 120,669.44	\$ 70,053.06				\$ 1,131,861.50
Grand Total	S	321,361,70	\$ 283,263,25	\$ 276,168,45	\$ 265,656,75	\$ 250,405,10	\$ 328,042,56	\$ 201,213,93	\$ 271,774,35	\$ 204,647,00	\$ 367,225,83	\$ 299,858,17	\$ 309,843,52	\$ 3,379,460,61

Total Committed to Date	\$	3,379,460.61
Rolling 12 Mon. Avg. Spend	\$	135,691.87
Current NTE	S	3,890,286.91
Committed to Date	\$	3,379,460.61
Current CAP Overage	\$	(510,826.30)
Forecast Spend thru 07/2026	\$	1,641,871.60
CAP Increase	S	1,131,045.30
New NTE thru 07/2026	\$	5,021,332.21

Sum of Amount	Colum	Column Labels												
Row Labels	Jan		Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Grand Total
RING POWER CORPORATION	S	10,944.84	\$ 9,258.54	\$ 13,809.58	\$ 13,497.98	\$ 17,297.48	\$ 7,024.20	\$ 26,863.19	\$ 6,875.63	\$ 4,540.62	\$ 29,730.70	\$ 5,582.47	\$ 21,047.88	\$ 166,473.11
2023										\$ 770.24	\$ 12,685.40	\$ 3,215.94	\$ 3,632.38	\$ 20,303.96
2024	\$	7,782.47		\$ 8,984.90	\$ 2,262.06	\$ 16,254.11	\$ 2,020.00	\$ 24,793.45	\$ 3,718.05	\$ 2,048.20	\$ 17,045.30	\$ 2,366.53	\$ 17,415.50	\$ 104,690.57
2025	\$	3,162.37	\$ 9,258.54	\$ 4,824.68	\$ 11,235.92	\$ 1,043.37	\$ 5,004.20	\$ 2,069.74	\$ 3,157.58	\$ 1,722.18				\$ 41,478.58
Grand Total	S	10,944.84	\$ 9.258.54	\$ 13,809,58	\$ 13,497,98	\$ 17,297,48	\$ 7,024,20	\$ 26,863,19	\$ 6,875,63	\$ 4,540.62	\$ 29,730,70	\$ 5,582,47	\$ 21,047,88	S 166,473,11

Total Committed to Date	\$ 166,473.11
Rolling 12 Mon. Avg. Spend	\$ 6,552.66
Current NTE	\$ 1,667,265.82
Committed to Date	\$ 166,473.11
Current CAP Overage	\$ (1,500,792.71)
Forecast Spend thru 07/2026	\$ 72,079.27
CAP Increase	\$ (1,428,713.44)
New NTE thru 07/2026	\$ 238,552.38