

Welcome to the

Awards Meeting

July 30, 2026, 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 JEA.com, 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-Ruben** 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 July 30, 2026 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 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 Formal Purchases 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.												
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)
2	Piggyback	Network Data Center Refresh-SOCC/Cologix	Selders	Presidio Networked Solutions LLC	Capital	\$2,500,000.00	\$1,934,031.82	N/A	\$1,934,031.82	N/A	Three (3) Years w/Two (2) 1-Yr. Renewals Start:08/01/2026 End:07/31/2029	N
	For Additional Information Contact: Angel Love This purchase supports the data center refresh by replacing JEA's core network hardware with modern enterprise chassis switches. The upgrade launches a new 8–10 year lifecycle and boosts internal data center bandwidth from 40 Gbps to 400 Gbps, providing major performance and scalability improvements. The project also transitions JEA from an outdated Core Distribution Access design to a resilient Spine Leaf architecture using VXLAN. This enhances redundancy, expands segmentation from 4,094 VLANs to over 16 million, and strengthens support for future technology initiatives. The new architecture enables near real time failover between data centers, ensuring continuity even in the event of a full site outage and improving resiliency for cloud workloads. This purchase represents the first step toward long term stability, security, and resilience for JEA's technology infrastructure. To utilize FY26 funding and accommodate the short hardware lead time, JEA obtained three quotes from resellers with Presidio Network Solutions, LLC being the lowest, that all referenced a competitively bid State contracts, resulting in an average discount of 40% off list price. The hardware is a one time purchase and the software and support is for three (3) years. The referenced NASPO contract includes a survival clause that extends the contract term, including any extensions, until the expiration of any purchase order issued within the term up to one year beyond the contract end date. This contract piggybacks off of Florida NASPO Valuepoint Cisco AR3227 FL# 43220000-NASPO-19-ACS with a contract term 10/1/2026 through 09/30/2026 and has a one (1) year survivability clause that extends through 09/30/2027 to cover the full support term.											
3	Contract Increase	1411386246 IFB Hand and Power Tools for Inventory Stock	Phillips	Stuart C. Irby Company, LLC Ferguson Enterprises, LLC Vallen Distribution, Inc. Sid Tool Co., Inc., dba MSC Industrial Supply Co. Certified Slings, LLC dba Bishop Lifting Gresco Supply Inc. Anixter Inc.	Inventory	N/A	\$15,000.00 \$0 \$0 \$0 \$0 \$0 (\$15,000.00)	\$21,784.32 \$165,629.90 \$96,738.47 \$133,864.77 \$26,580.00 \$12,601.25 \$908,842.71	\$81,365.17 \$323,999.57 \$215,435.25 \$323,861.71 \$50,014.10 \$24,398.36 \$623,879.26	04/10/25 09/18/26 06/23/26 Stuart C. Irby Company, LLC \$10,186.31 \$28,361.54 \$6,033.00 Ferguson Enterprises, LLC \$143,365.88 \$15,003.79 N/A Vallen Distribution, Inc. \$118,696.78 N/A N/A MSC Industrial Supply Co. \$189,996.94 N/A N/A Certified Slings/Bishop Lifting \$15,923.65 N/A N/A Gresco Supply Inc. \$11,797.13 N/A N/A Anixter Inc. \$1,341,794.47 N/A N/A	One (1) Year w/Two (2) 1-Yr. Renewals Start: 12/05/2023 End: 12/4/2024	N
	For additional information contact: Lynn Rix / John Hernandez The purpose of this contract modification is to reallocate funds from the Anixter Inc. contract to the Stuart C.Irby Company, LLC contract. Spending on Irby items has exceeded forecasts from three years ago, requiring multiple blanket increases, while forecasted Anixter spend has lagged. With four months remaining on the contract, excess Anixter funds can efficiently offset the Irby shortfall without requesting new money. No additional funding is being requested. This action is solely to redistribute existing funds in alignment with current spending trends. Procurement is actively working with Inventory Planning and will be issuing a new Solicitation for this category in Q4.											
4	Request For Proposal (RFP)	1412175449 (RFP) Northside Generating Station (NGS) Continuous Ship Unloader (CSU) Spiral Chute Replacement	Erixton	MSIS Holdings, Inc. dba Mid-State SMS LLC	Capital	\$1,931,729.00	\$1,374,638.32	N/A	\$1,374,638.32	N/A	Project Completion Start: 08/13/2026 End: 05/31/2027	N
	Advertised: 05/27/2026 Opened: 06/30/2026 Public Evaluation Meeting: 07/15/2026 Four (4) Responses Received: Fabrication (in order of final ranking): 1 - MSIS Holdings, Inc. dba Mid-State SMS LLC: \$490,937.28 2 - Tassco: \$1,166,179.00 Installation (in order of final ranking): 1 - MSIS Holdings, Inc. dba Mid-State SMS LLC: \$883,701.04 2 - W G Yates & Sons Construction Co: \$1,643,985.00 For additional information contact: Lynn Rix This award request is for the design, fabrication, supply, and installation of one (1) spiral chute assembly for the Northside Generating Station (NGS) Continuous Ship Unloader (CSU). The scope includes the replacement of the outer cylinder, inner cylinder, segment plates, access doors, support seats, ladder rungs, shipping splices, and conduit runs. The manufacturing contractor will also be responsible for incorporating the required design modifications and ensuring the spiral chute assembly is designed for ease of field assembly at the installation location. This procurement was conducted as an evaluated bid with respondents invited to submit proposals for the fabrication scope, the installation scope, or both. Offering flexible bidding options allows for a larger supply base to participate in the project as manufacturers may not have as competitive or expertise in installation work, and some installation firms may not have manufacturing capabilities or experience. Proposals were evaluated based on price, relevant experience, project schedule, work approach and availability, and safety performance. Mid-State SMS LLC submitted the lowest-priced proposal and also achieved the highest overall evaluation across all non-price criteria. Based on the evaluation results, JEA is recommending an award to Mid-State SMS LLC for both the fabrication and installation scopes for the new spiral chute assembly.											

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	Request For Proposal (RFP)	1412180646 RFP-SOCC Video Wall Replacement-REBID	Baker	Conference Technologies Inc dba CTI	\$799,401.87	\$800,000.00	N/A	\$799,401.87	N/A	One Time Purchase	N	Motion by: Second by: Committee Decision:
	Advertised: 06/04/2026 Opened: 06/30/2026 Three (3) Proposals Received One (1) Supplier Disqualified Company Bid Amounts Conference Technologies Inc, Dba CTI: \$799,401.87 AV-Worx: \$749,216.69 Xentgra, LLC: Disqualified For Additional Information Contact: Angel Love This request is to provide a system encompassing all required overview displays, associated audiovisual components, and a new video display wall essential to real time system operations for JEA's System Operations Control Center (SOCC). The upgraded system is designed and engineered for continuous, mission critical use, supporting 24/7, year round operations with the reliability and performance necessary for JEA's SOCC. The current video wall is ten years old and is approaching the end of its service life. This upgrade is essential to ensuring the continued reliability of JEA's real time monitoring capabilities within the SOCC. Modernizing the system infrastructure will enhance operational efficiency, improve system resilience, and provide a more sustainable and manageable control environment for JEA's System Operations Control Center (SOCC).											
	DISCUSSION/ACTION: DISCUSSION/ACTION PARTICIPANTS:											
Consent and Regular Agenda Signatures												
Budget	Name/Title _____											
Awards Chairman	Name/Title _____											
Procurement	Name/Title _____											
Legal	Name/Title _____											

Award #1 - Supporting Documents 7/30/26

JEA Awards Agenda

July 23, 2026

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 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 Formal Purchases 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.

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 07/16/2026 Meeting	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	Invitation for Bid (IFB)	1412173648 RiverTown Storage Tank and Pumping System - Phase II	Zammataro	Reeves Young, LLC	Capital	\$9,247,100.00	\$7,035,000.00	N/A	\$7,035,000.00	N/A	Project Completion Start Date: 08/29/2026 End Date: 07/06/2028	N
3	Request For Proposal (RFP)	1412156846 (RFP-CCNA) Automation, Protection, and Control Engineering Services for JEA Generating Plants and Substations	Erixton	Burns & McDonnell Engineering Company, Inc. Leidos Engineering LLC Chen Moore & Associates Inc.	Capital	\$9,221,000.00	\$5,060,000.00 \$2,080,500.00 \$2,080,500.00	N/A	\$5,060,000.00 \$2,080,500.00 \$2,080,500.00	N/A	Five (5) Years w/Two (2) 1-Yr. Renewals Start Date: 08/01/2026 End Date: 07/31/2031	Y, 1st Choice Engineering, Construction, & Development LLC (5-7%) N Y, Evanlily Contracting, LLC (3%)

Award #1 - Supporting Documents 7/30/26

4	Request for Proposal (RFP)	1412129646 - Construction Management at Risk (CMAR) For General Construction Services	Zammataro	Wharton-Smith Garney Companies, Inc PC Construction The Haskell Company Baker Water, LLC	Capital	N/A	N/A	N/A	N/A	N/A	Five (5) Years w/Three (3) 1-Yr. Renewals Start: 07/30/2026 End: 08/27/2031	N																		
Advertised: 03/27/2026 Mandatory Pre-Response: 04/02/2026 Opened: 05/05/2026 Public Evaluation: 06/18/2026 Eight (8) Responses Received: <table><tr><td>Rank</td><td>Firm</td></tr><tr><td>1</td><td>Wharton-Smith</td></tr><tr><td>2</td><td>Garney Companies, Inc</td></tr><tr><td>3</td><td>PC Construction Company</td></tr><tr><td>4</td><td>The Haskell Company</td></tr><tr><td>5</td><td>Baker Water, LLC</td></tr><tr><td>6</td><td>ET Design-Build</td></tr><tr><td>7</td><td>Sawcross, Inc</td></tr><tr><td>8</td><td>SanPik, Inc</td></tr></table> For additional information contact: Marline McDonald This award request is for multiple continuing services contracts for Construction Management at Risk (CMAR) for General Construction Services. The scope of work for these contracts includes new construction, renovation, renewal, replacement, building maintenance, equipment installation, utility work and other miscellaneous projects. The estimated construction cost for each individual project in these contracts must be below the threshold for continuing contracts set in Florida Statute 287.055, as amended from time to time, which currently is at \$7,972,087.00. That estimate limit is adjusted annually in July based on June CPI-U data. Eight (8) responses were received for this RFP. JEA evaluated the responses based on company water/wastewater experience and professional staff experience. The evaluation team decided to award contracts to the top five companies based on anticipated project needs. A Master Service Agreement (MSA) will be executed with each company, and task orders will be issued for individual projects on an as needed basis. The MSAs will govern the transaction terms, with maximum indebtedness specified in the task orders. The CMAR fee for each company has been deemed reasonable compared to current projects. In accordance with the Procurement Code, any task order with a maximum indebtedness exceeding \$500,000.00 will be submitted to the Awards Committee for approval prior to work starting.													Rank	Firm	1	Wharton-Smith	2	Garney Companies, Inc	3	PC Construction Company	4	The Haskell Company	5	Baker Water, LLC	6	ET Design-Build	7	Sawcross, Inc	8	SanPik, Inc
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5	Request For Proposal (RFP)	1412175449 (RFP) Northside Generating Station (NGS) Continuous Ship Unloader (CSU) Spiral Chute Replacement	Erixton	MSIS Holdings, Inc. dba Mid-State SMS LLC	Capital	\$1,931,729.00	\$1,374,638.32	N/A	\$1,374,638.32	N/A	Project Completion Start Date: 08/03/2026 End Date (Estimated): 05/31/2027	N																		
Advertised: 05/27/2026 Opened: 06/30/2026 Public Evaluation Meeting: 07/15/2026 Four (4) Responses Received: Fabrication (in order of final ranking): 1 - MSIS Holdings, Inc. dba Mid-State SMS LLC - \$490,937.28 2 - Tassco - \$1,166,179.00 Installation (in order of final ranking): 1 - MSIS Holdings, Inc. dba Mid-State SMS LLC - \$883,701.04 2 - W G Yates & Sons Construction Co - \$1,643,985.00 For additional information contact: Lynn Rix This award request is for the design, fabrication, supply, and installation of one (1) spiral chute assembly for the Northside Generating Station (NGS) Continuous Ship Unloader (CSU). The scope includes the replacement of the outer cylinder, inner cylinder, segment plates, access doors, support seats, ladder rungs, shipping splices, and conduit runs. The manufacturing contractor will also be responsible for incorporating the required design modifications and ensuring the spiral chute assembly is designed for ease of field assembly at the installation location. This procurement was conducted as an evaluated bid with respondents invited to submit proposals for the fabrication scope, the installation scope, or both. This was done to allow for a larger supply base to participate in the project as manufacturers may not have as competitive or expertise in installation work, and some installation firms may not have manufacturing capabilities or experience. Proposals were evaluated based on price, relevant experience, project schedule, work approach and availability, and safety performance. Mid-State SMS LLC submitted the lowest-priced proposal and also achieved the highest overall evaluation across all non-price criteria. Based on the evaluation results, JEA is recommending an award to Mid-State SMS LLC for both the fabrication and installation scopes for the new spiral chute assembly.																														
6	Request For Proposal (RFP)	1412156246 (RFP) JEA St. Johns River Power Park (SJRPP) Unit 3 Combined Cycle – Generator Step-Up Transformers	Erixton	Prolec-GE Waukesha, Inc.	Capital	\$7,500,000.00	\$8,403,388.00	N/A	\$8,403,388.00	N/A	Project Completion Start Date: 08/01/2026 End Date: 03/30/2031	N																		
Advertised: 04/23/2026 Opened: 06/23/2026 Public Evaluation Meeting: 07/15/2026 Four (4) Responses Received (in order of final ranking): 1 - Prolec-GE Waukesha, Inc. - \$8,403,388.00 2 - PTI Transformers LP - \$8,828,600.00 3 - Hitachi Energy USA Inc - \$10,880,000.00 4 - Hyundai - \$14,349,137.00 For additional information contact: Jason Behr This award request is for the steam turbine generator step-up (GSU) transformer required for the St. Johns River Power Park (SJRPP) Unit 3 Combined Cycle facility. The transformer will be an oil immersed, three phase, outdoor type generator step up unit equipped with automatic, thermostatically controlled forced oil, forced air cooling, and will include all necessary accessories, spare parts, and appurtenances to ensure full operability. Delivery will be F.O.B. transformer pad, with the manufacturer responsible for offloading. This procurement is essential to support reliable power generation and maintain long-term operational stability of the unit. This solicitation was evaluated using weighted selection criteria consisting of 40% price, 40% lead time, and 20% risk profile. Only approved manufacturers were eligible to submit responses for consideration. Prolec-GE Waukesha, Inc. offered the lowest price and the shortest lead time, and their risk profile was comparable to the other qualified respondents. Based on these factors, we recommend proceeding with the award to Prolec-GE Waukesha, Inc. for the steam turbine generator step-up transformer. Please note that the solicitation also included two combustion turbine step-up transformers; however, evaluation of that portion is currently on hold while we work through necessary clarifications to ensure accurate comparison among respondents and ensuring overall project needs are met. Due to the critical nature of lead times, we are requesting approval to move forward with the steam turbine transformer award now and will return to the Awards Committee with a recommendation for the procurement of the combustion turbine GSU transformers at a later date.																														
7	Contract Increase	1410837046 Continuing Services for DOT Road Base Lime Rock and 57 Stone	Vu	Aggregate Haulers, LLC	Capital & O&M	\$1,162,864.30	\$1,162,864.30	\$2,730,000.00	\$4,165,864.30	10/06/2025 - \$273,000.00	Five (5) Years w/Two (2) 1-Yr. Renewals Start: 04/01/2023 End: 03/31/2028	N																		
Last awarded: 03/23/2023 For additional information contact: Victoria Holloway This contract increase request is to provide funds for additional supply and delivery of road base lime rock and 57 stone. The scope of work for this contract is to provide and deliver lime rock and crushed stone to a JEA primary location and also provide/deliver materials throughout JEA's service areas located within Duval, Clay, St. Johns and Nassau counties. This contract was awarded on 03/23/2023 for supply and delivery of road base lime rock and 57 stone. Since that time, the size of the average roadway restoration ticket has increased, requiring higher usage of this road base fill material. This is attributed to more planned Capital and reactive work due to system failures. The increase amount is based on current estimated usage through the end of the contract term. The unit prices have remained fixed through the contract term.																														

Consent Agenda Action		
Committee Members in Attendance	Names	<u>Ted Phillip, Jordan Pope , Ricky Erixton</u>
Motion by:	Jordan Pope	
Second By:	Ricky Erixton	
Committee Decision	Award's 1-4 and 6-7 Approved. Award 5 deferred.	
Consent and Regular Agenda Signatures		
Budget	Name/Title	<u>Stephanie M. Neely</u>
Awards Chairman	Name/Title	<u>Ted Phillips</u>
Procurement	Name/Title	<u>[Signature]</u>
Legal	Name/Title	<u>[Signature]</u>



Contract #: AR3227

STATE OF UTAH COOPERATIVE CONTRACT

1. CONTRACTING PARTIES: This contract is between the Utah Division of Purchasing and the following Contractor:

Cisco Systems, Inc.

Name

170 West Tasman Dr.

Street Address

San Jose

CA

95134

City

State

Zip

Vendor # VC0000118462 Commodity Code #: 920-05 Legal Status of Contractor: For-Profit Corporation

Contact Name: Mimi Nguyen-Farr, Sr Manager Phone Number: (408) 527-2627 Email: mimnguye@cisco.com

2. CONTRACT PORTFOLIO NAME: Data Communications Products and Services.
3. GENERAL PURPOSE OF CONTRACT: Provide Data Communications Products and Services for the Award Categories provided in Attachment B – Scope of Work.
4. PROCUREMENT: This contract is entered into as a result of the procurement process on FY2018, Solicitation# SK18001.
5. CONTRACT PERIOD: Effective Date: Tuesday, October 01, 2019. Termination Date: Monday, September 30, 2024 unless terminated early or extended in accordance with the terms and conditions of this contract. Renewal Options: Two (2) one year renewal options.
6. Administrative Fee (if any): Contractor shall pay to NASPO ValuePoint, or its assignee, a NASPO ValuePoint Administrative Fee of one-quarter of one percent (0.25% or 0.0025) of contract sales no later than 60 days following the end of each calendar quarter. The NASPO ValuePoint Administrative Fee shall be submitted quarterly and is based on sales of the Services.
7. Prompt Payment Discount Details (if any): N/A.
8. ATTACHMENT A: NASPO ValuePoint Master Terms and Conditions, including the attached Exhibits
ATTACHMENT B: Scope of Services Awarded to Contractor
ATTACHMENT C: Pricing Discounts and Value Added Services
ATTACHMENT D: [Reserved]
- Any conflicts between Attachment A and the other Attachments will be resolved in favor of Attachment A.**
9. DOCUMENTS INCORPORATED INTO THIS CONTRACT BY REFERENCE BUT NOT ATTACHED:
- All other governmental laws, regulations, or actions applicable to the goods and/or services authorized by this contract.
 - Utah Procurement Code, Procurement Rules, and Contractor's response to solicitation # SK18001.
10. Each signatory below represents that he or she has the requisite authority to enter into this contract.

IN WITNESS WHEREOF, the parties sign and cause this contract to be executed. Notwithstanding verbal or other representations by the parties, the "Effective Date" of this Contract shall be the date provided within Section 5 above.

CONTRACTOR

DIVISION OF PURCHASING

August 30, 2019

Contractor's signature

Jenn Pate

Date

Authorized Signatory

Sep 4, 2019

Director, Division of Purchasing

Date

Type or Print Name and Title

APPROVED BY LEGAL


QUOTE: 2001726075101-04

DATE: 07/23/2026

PAGE: 1 of 4

TO: JEA
 Christopher Lynch
 P.O. Box 4910
 Jacksonville, FL 32232

 lyncc@jea.com
 (p) (904) 892-0001

FROM: Presidio Networked Solutions LLC
 Sylver Fair
 8647 Baypine Road
 Building 1
 Suite 100
 Jacksonville, FL 32256

 sfair@presidio.com
 (p) +1.407.409.8250

Customer#: JEAAA002

Contract Vehicle: Florida NASPO Valuepoint Cisco AR3227 FL# 43220000-NASPO-19-ACS

Account Manager: Ray Watkins

Inside Sales Rep: Sylver Fair

Title: JEA - SOCC Datacenter Refresh

Comments: Pricing only valid until August 20

#	Part #	Description	List Price	Unit Price	Qty	Discount	Ext List Price	Ext Price
N9K-C93180YC-FX3								
1	N9K-C93180YC-FX3	Nexus 9300 48p 1/10/25G, 6p 40/100G, MACsec, SyncE	\$39,914.86	\$12,772.76	19	68.00%	\$758,382.34	\$242,682.44
2	CON-L1NCD-N9KC93X3	CX LEVEL 1 8X7NCD Nexus 9300 48p 1/10/25G, 6p 40/100G, MACse	\$2,684.00	\$1,886.40	19 for 36 mo(s)	29.72%	\$152,988.00	\$107,524.80
3	NXK-AF-PI	Dummy PID for Airflow Selection Port-side Intake	\$0.00	\$0.00	19	0.00%	\$0.00	\$0.00
4	MODE-NXOS	Mode selection between ACI and NXOS	\$0.00	\$0.00	19	0.00%	\$0.00	\$0.00
5	NXK-ACC-KIT-1RU	Nexus 3K/9K Fixed Accessory Kit, 1RU front and rear removal	\$0.00	\$0.00	19	0.00%	\$0.00	\$0.00
6	NXA-FAN-35CFM-PI	Nexus Fan, 35CFM, port side intake airflow	\$0.00	\$0.00	76	0.00%	\$0.00	\$0.00
7	NXK-MEM-16GB	Additional memory of 16GB for Nexus Switches	\$3,230.87	\$809.47	19	74.95%	\$61,386.53	\$15,379.93
8	NXA-PAC-650W-PI	Nexus NEBs AC 650W PSU - Port Side Intake	\$0.00	\$0.00	38	0.00%	\$0.00	\$0.00
9	DCN-OTHER	Select if this product will NOT be used for AI Applications	\$0.00	\$0.00	19	0.00%	\$0.00	\$0.00
10	CAB-C13-CBN	Cabinet Jumper Power Cord, 250 VAC 10A, C14-C13 Connectors	\$0.00	\$0.00	38	0.00%	\$0.00	\$0.00
11	NXOS-AD-XF	NX-OS Advantage License for Nexus 9300 (10G+) Platforms	\$27,802.50	\$8,896.80	19	68.00%	\$528,247.50	\$169,039.20
12	CON-L1DS-N9SWADXF	CX LVL 1 SW DCN PERP NX-OS Advantage Lic for Nexus 9300 10G+	\$1,918.00	\$1,534.40	19 for 36 mo(s)	20.00%	\$109,326.00	\$87,460.80
13	C1-SUBS-OPTOUT	OPT OUT FOR "Default" DCN Subscription Selection	\$0.00	\$0.00	19	0.00%	\$0.00	\$0.00
14	NXOS-CS-10.6.3F	Nexus 9300, 9500, 9800 NX-OS SW 10.6.3 (64bit) Cisco Silicon	\$0.00	\$0.00	19	0.00%	\$0.00	\$0.00
							Total:	\$622,087.17
N9K-C93180YC-FX3								
15	N9K-C93180YC-FX3	Nexus 9300 48p 1/10/25G, 6p 40/100G, MACsec, SyncE	\$39,914.86	\$12,772.76	2	68.00%	\$79,829.72	\$25,545.52
16	CON-L1NCD-N9KC93X3	CX LEVEL 1 8X7NCD Nexus 9300 48p 1/10/25G, 6p 40/100G, MACse	\$2,684.00	\$1,886.40	2 for 36 mo(s)	29.72%	\$16,104.00	\$11,318.40
17	NXK-AF-PI	Dummy PID for Airflow Selection Port-side Intake	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
18	MODE-NXOS	Mode selection between ACI and NXOS	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00



QUOTE:

2001726075101-04

DATE:

07/23/2026

PAGE:

2 of 4

19	NXK-ACC-KIT-1RU	Nexus 3K/9K Fixed Accessory Kit, 1RU front and rear removal	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
20	NXA-FAN-35CFM-PI	Nexus Fan, 35CFM, port side intake airflow	\$0.00	\$0.00	8	0.00%	\$0.00	\$0.00
21	NXK-MEM-16GB	Additional memory of 16GB for Nexus Switches	\$3,230.87	\$809.47	2	74.95%	\$6,461.74	\$1,618.94
22	NXA-PAC-650W-PI	Nexus NEBs AC 650W PSU - Port Side Intake	\$0.00	\$0.00	4	0.00%	\$0.00	\$0.00
23	DCN-OTHER	Select if this product will NOT be used for AI Applications	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
24	CAB-C13-CBN	Cabinet Jumper Power Cord, 250 VAC 10A, C14-C13 Connectors	\$0.00	\$0.00	4	0.00%	\$0.00	\$0.00
25	NXOS-AD-XF	NX-OS Advantage License for Nexus 9300 (10G+) Platforms	\$27,802.50	\$8,896.80	2	68.00%	\$55,605.00	\$17,793.60
26	CON-L1DS-N9SWADXF	CX LVL 1 SW DCN PERP NX-OS Advantage Lic for Nexus 9300 10G+	\$1,918.00	\$1,534.40	2 for 36 mo(s)	20.00%	\$11,508.00	\$9,206.40
27	C1-SUBS-OPTOUT	OPT OUT FOR "Default" DCN Subscription Selection	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
28	NXOS-CS-10.6.3F	Nexus 9300, 9500, 9800 NX-OS SW 10.6.3 (64bit) Cisco Silicon	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
							Total:	\$65,482.86
C9300-24S-A								
29	C9300-24S-A	Catalyst 9300 24 GE SFP Ports, modular uplink Switch	\$34,315.81	\$17,514.22	2	48.96%	\$68,631.62	\$35,028.44
30	CON-L1NCD-C930024A	CX LEVEL 1 8X7NCD Catalyst 9300 24 GE SFP Ports modular	\$3,504.00	\$2,475.90	2 for 36 mo(s)	29.34%	\$21,024.00	\$14,855.40
31	C9300-DNA-A-24S	C9300 DNA Advantage, 24-port Fiber Term Licenses	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
32	CON-L1SWT-C93A24S	CX LEVEL 1 SW SUB C9300 DNA Advantage	\$118.00	\$94.40	2 for 36 mo(s)	20.00%	\$708.00	\$566.40
33	C9300-DNA-A-24S-3Y	C9300 DNA Advantage, 24-Port Fiber, 3 Year Term License	\$2,377.60	\$1,355.23	2	43.00%	\$4,755.20	\$2,710.46
34	TE-EMBEDDED-T	Cisco ThousandEyes Enterprise Agent IBN Embedded	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
35	TE-EMBEDDED-T-3Y	ThousandEyes - Enterprise Agents	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
36	D-DNAS-EXT-S-T	Cisco DNA Spaces Extend Term License for Catalyst Switches	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
37	D-DNAS-EXT-S-3Y	Cisco DNA Spaces Extend for Catalyst Switching - 3Year	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
38	C9300-NW-A-24	C9300 Network Advantage, 24-port license	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
39	PWR-C1-715WAC-P	715W AC 80+ platinum Config 1 Power Supply	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
40	PWR-C1-715WAC-P/2	715W AC 80+ platinum Config 1 Secondary Power Supply	\$1,528.88	\$871.46	2	43.00%	\$3,057.76	\$1,742.92
41	CAB-C15-CBN	Cabinet Jumper Power Cord, 250 VAC 13A, C14-C15 Connectors	\$0.00	\$0.00	4	0.00%	\$0.00	\$0.00
42	C9300-NM-8X	Catalyst 9300 8 x 10GE Network Module	\$3,118.92	\$1,621.84	2	48.00%	\$6,237.84	\$3,243.68
43	STACK-T1-50CM	50CM Type 1 Stacking Cable	\$122.31	\$69.72	2	43.00%	\$244.62	\$139.44
44	CAB-SPWR-150CM	Catalyst Stack Power Cable 150 CM - Upgrade	\$122.31	\$69.72	2	43.00%	\$244.62	\$139.44
45	C9300-SSD-NONE	No SSD Card Selected	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00



QUOTE:

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46	TE-C9K-SW	TE agent for IOSXE on C9K	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
47	C9K-ACC-RBFT	RUBBER FEET FOR TABLE TOP SETUP 9200 and 93xx	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
48	C9K-ACC-SCR-4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
49	CAB-GUIDE-1RU	1RU CABLE MANAGEMENT GUIDES 9200 and 9300	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
50	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
51	SC9300UK9-1718	CAT9300/9400/9500/9600 UNIVERSAL	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
							Total:	\$58,426.18
C9300-48T-E								
52	C9300-48T-E	Catalyst 9300 48-port data only, Network Essentials	\$13,057.89	\$6,528.94	14	50.00%	\$182,810.46	\$91,405.16
53	CON-L1NCD-C930048E	CX LEVEL 1 8X7NCDCatalyst 9300 48port data only Network	\$1,333.59	\$942.36	14 for 36 mo(s)	29.34%	\$56,010.78	\$39,579.12
54	C9300-DNA-E-48	C9300 DNA Essentials, 48-Port Term Licenses	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
55	CON-L1SWT-C93E48	CX LEVEL 1 SW SUB C9300 DNA Essentials	\$66.00	\$52.80	14 for 36 mo(s)	20.00%	\$2,772.00	\$2,217.60
56	C9300-DNA-E-48-3Y	C9300 DNA Essentials, 48-port - 3 Year Term License	\$1,324.83	\$755.15	14	43.00%	\$18,547.62	\$10,572.10
57	C9300-NW-E-48	C9300 Network Essentials, 48-port license	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
58	SC9300UK9-1718	CAT9300/9400/9500/9600 UNIVERSAL	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
59	PWR-C1-350WAC-P	350W AC 80+ platinum Config 1 Power Supply	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
60	PWR-C1-350WAC-P/2	350W AC 80+ platinum Config 1 Secondary Power Supply	\$795.02	\$453.16	14	43.00%	\$11,130.28	\$6,344.24
61	CAB-C15-CBN	Cabinet Jumper Power Cord, 250 VAC 13A, C14-C15 Connectors	\$0.00	\$0.00	28	0.00%	\$0.00	\$0.00
62	C9300-SSD-NONE	No SSD Card Selected	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
63	C9300-STACK-NONE	No Stack Cable Selected	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
64	C9300-SPWR-NONE	No Stack Power Cable Selected	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
65	C9K-ACC-RBFT	RUBBER FEET FOR TABLE TOP SETUP 9200 and 93xx	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
66	C9K-ACC-SCR-4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
67	CAB-GUIDE-1RU	1RU CABLE MANAGEMENT GUIDES 9200 and 9300	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
68	C9300-NM-8X	Catalyst 9300 8 x 10GE Network Module	\$3,118.92	\$1,621.84	14	48.00%	\$43,664.88	\$22,705.76
69	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
							Total:	\$172,823.98
QSFP-40G-SR4=								
70	QSFP-40G-SR4=	40GBASE-SR4 QSFP Transceiver Module with MPO Connector	\$3,825.06	\$1,338.77	36	65.00%	\$137,702.16	\$48,195.72
							Total:	\$48,195.72

Total List Price:

\$2,337,380.67



QUOTE: 2001726075101-04

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PAGE: 4 of 4

		Sub Total:	\$967,015.91
		Grand Total:	\$967,015.91
THIS QUOTE IS GOVERNED BY THE TERMS AND CONDITIONS OF NASPO VALUEPOINT CISCO CONTRACT AR3227 FLORIDA 43220000-NASPO-19-ACS. This quote is valid for acceptance for the earlier of (i) a period of fourteen (14) days from the quote date, or (ii) such shorter period as established by any applicable third-party vendor for items included in this quote. PURSUANT TO THIS CONTRACT YOUR PO MUST REFLECT THE FOLLOWING CONTRACT: NASPO VALUEPOINT CISCO CONTRACT AR3227 FLORIDA 43220000-NASPO-19-ACS.. Tax ID# 58-1667655; Size Business: Large; CAGE Code: 0KD05; DUNS#15-405-0959 Credit: Net 30 days (all credit terms subject to prior Presidio credit department approval) Delivery: FOB Terms Destination			

No signed quote. PO required.


QUOTE: 2001726074855-04

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TO: JEA
 Christopher Lynch
 P.O. Box 4910
 Jacksonville, FL 32232

 lyncc@jea.com
 (p) (904) 892-0001

FROM: Presidio Networked Solutions LLC
 Sylver Fair
 8647 Baypine Road
 Building 1
 Suite 100
 Jacksonville, FL 32256

 sfair@presidio.com
 (p) +1.407.409.8250

Customer#: JEAAA002

Contract Vehicle: Florida NASPO Valuepoint Cisco AR3227 FL# 43220000-NASPO-19-ACS

Account Manager: Ray Watkins

Inside Sales Rep: Sylver Fair

Title: JEA - Cologix Datacenter Refresh

Comments: Pricing only valid until August 20

#	Part #	Description	List Price	Unit Price	Qty	Discount	Ext List Price	Ext Price
N9K-C93180YC-FX3								
1	N9K-C93180YC-FX3	Nexus 9300 48p 1/10/25G, 6p 40/100G, MACsec, SyncE	\$39,914.86	\$12,772.76	19	68.00%	\$758,382.34	\$242,682.44
2	CON-L1NCD-N9KC93X3	CX LEVEL 1 8X7NCD Nexus 9300 48p 1/10/25G, 6p 40/100G, MACse	\$2,684.00	\$1,886.40	19 for 36 mo(s)	29.72%	\$152,988.00	\$107,524.80
3	NXK-AF-PI	Dummy PID for Airflow Selection Port-side Intake	\$0.00	\$0.00	19	0.00%	\$0.00	\$0.00
4	MODE-NXOS	Mode selection between ACI and NXOS	\$0.00	\$0.00	19	0.00%	\$0.00	\$0.00
5	NXK-ACC-KIT-1RU	Nexus 3K/9K Fixed Accessory Kit, 1RU front and rear removal	\$0.00	\$0.00	19	0.00%	\$0.00	\$0.00
6	NXA-FAN-35CFM-PI	Nexus Fan, 35CFM, port side intake airflow	\$0.00	\$0.00	76	0.00%	\$0.00	\$0.00
7	NXK-MEM-16GB	Additional memory of 16GB for Nexus Switches	\$3,230.87	\$809.47	19	74.95%	\$61,386.53	\$15,379.93
8	NXA-PAC-650W-PI	Nexus NEBs AC 650W PSU - Port Side Intake	\$0.00	\$0.00	38	0.00%	\$0.00	\$0.00
9	DCN-OTHER	Select if this product will NOT be used for AI Applications	\$0.00	\$0.00	19	0.00%	\$0.00	\$0.00
10	CAB-C13-CBN	Cabinet Jumper Power Cord, 250 VAC 10A, C14-C13 Connectors	\$0.00	\$0.00	38	0.00%	\$0.00	\$0.00
11	NXOS-AD-XF	NX-OS Advantage License for Nexus 9300 (10G+) Platforms	\$27,802.50	\$8,896.80	19	68.00%	\$528,247.50	\$169,039.20
12	CON-L1DS-N9SWADXF	CX LVL 1 SW DCN PERP NX-OS Advantage Lic for Nexus 9300 10G+	\$1,918.00	\$1,534.40	19 for 36 mo(s)	20.00%	\$109,326.00	\$87,460.80
13	C1-SUBS-OPTOUT	OPT OUT FOR "Default" DCN Subscription Selection	\$0.00	\$0.00	19	0.00%	\$0.00	\$0.00
14	NXOS-CS-10.6.3F	Nexus 9300, 9500, 9800 NX-OS SW 10.6.3 (64bit) Cisco Silicon	\$0.00	\$0.00	19	0.00%	\$0.00	\$0.00
							Total:	\$622,087.17
N9K-C93180YC-FX3								
15	N9K-C93180YC-FX3	Nexus 9300 48p 1/10/25G, 6p 40/100G, MACsec, SyncE	\$39,914.86	\$12,772.76	2	68.00%	\$79,829.72	\$25,545.52
16	CON-L1NCD-N9KC93X3	CX LEVEL 1 8X7NCD Nexus 9300 48p 1/10/25G, 6p 40/100G, MACse	\$2,684.00	\$1,886.40	2 for 36 mo(s)	29.72%	\$16,104.00	\$11,318.40
17	NXK-AF-PI	Dummy PID for Airflow Selection Port-side Intake	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
18	MODE-NXOS	Mode selection between ACI and NXOS	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00



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19	NXK-ACC-KIT-1RU	Nexus 3K/9K Fixed Accessory Kit, 1RU front and rear removal	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
20	NXA-FAN-35CFM-PI	Nexus Fan, 35CFM, port side intake airflow	\$0.00	\$0.00	8	0.00%	\$0.00	\$0.00
21	NXK-MEM-16GB	Additional memory of 16GB for Nexus Switches	\$3,230.87	\$809.47	2	74.95%	\$6,461.74	\$1,618.94
22	NXA-PAC-650W-PI	Nexus NEBs AC 650W PSU - Port Side Intake	\$0.00	\$0.00	4	0.00%	\$0.00	\$0.00
23	DCN-OTHER	Select if this product will NOT be used for AI Applications	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
24	CAB-C13-CBN	Cabinet Jumper Power Cord, 250 VAC 10A, C14-C13 Connectors	\$0.00	\$0.00	4	0.00%	\$0.00	\$0.00
25	NXOS-AD-XF	NX-OS Advantage License for Nexus 9300 (10G+) Platforms	\$27,802.50	\$8,896.80	2	68.00%	\$55,605.00	\$17,793.60
26	CON-L1DS-N9SWADXF	CX LVL 1 SW DCN PERP NX-OS Advantage Lic for Nexus 9300 10G+	\$1,918.00	\$1,534.40	2 for 36 mo(s)	20.00%	\$11,508.00	\$9,206.40
27	C1-SUBS-OPTOUT	OPT OUT FOR "Default" DCN Subscription Selection	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
28	NXOS-CS-10.6.3F	Nexus 9300, 9500, 9800 NX-OS SW 10.6.3 (64bit) Cisco Silicon	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
							Total:	\$65,482.86
C9300-24S-A								
29	C9300-24S-A	Catalyst 9300 24 GE SFP Ports, modular uplink Switch	\$34,315.81	\$17,514.22	2	48.96%	\$68,631.62	\$35,028.44
30	CON-L1NCD-C930024A	CX LEVEL 1 8X7NCD Catalyst 9300 24 GE SFP Ports modular	\$3,504.00	\$2,475.90	2 for 36 mo(s)	29.34%	\$21,024.00	\$14,855.40
31	C9300-DNA-A-24S	C9300 DNA Advantage, 24-port Fiber Term Licenses	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
32	CON-L1SWT-C93A24S	CX LEVEL 1 SW SUB C9300 DNA Advantage	\$118.00	\$94.40	2 for 36 mo(s)	20.00%	\$708.00	\$566.40
33	C9300-DNA-A-24S-3Y	C9300 DNA Advantage, 24-Port Fiber, 3 Year Term License	\$2,377.60	\$1,355.23	2	43.00%	\$4,755.20	\$2,710.46
34	TE-EMBEDDED-T	Cisco ThousandEyes Enterprise Agent IBN Embedded	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
35	TE-EMBEDDED-T-3Y	ThousandEyes - Enterprise Agents	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
36	D-DNAS-EXT-S-T	Cisco DNA Spaces Extend Term License for Catalyst Switches	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
37	D-DNAS-EXT-S-3Y	Cisco DNA Spaces Extend for Catalyst Switching - 3Year	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
38	C9300-NW-A-24	C9300 Network Advantage, 24-port license	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
39	PWR-C1-715WAC-P	715W AC 80+ platinum Config 1 Power Supply	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
40	PWR-C1-715WAC-P/2	715W AC 80+ platinum Config 1 Secondary Power Supply	\$1,528.88	\$871.46	2	43.00%	\$3,057.76	\$1,742.92
41	CAB-C15-CBN	Cabinet Jumper Power Cord, 250 VAC 13A, C14-C15 Connectors	\$0.00	\$0.00	4	0.00%	\$0.00	\$0.00
42	C9300-NM-8X	Catalyst 9300 8 x 10GE Network Module	\$3,118.92	\$1,621.84	2	48.00%	\$6,237.84	\$3,243.68
43	STACK-T1-50CM	50CM Type 1 Stacking Cable	\$122.31	\$69.72	2	43.00%	\$244.62	\$139.44
44	CAB-SPWR-150CM	Catalyst Stack Power Cable 150 CM - Upgrade	\$122.31	\$69.72	2	43.00%	\$244.62	\$139.44
45	C9300-SSD-NONE	No SSD Card Selected	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00



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46	TE-C9K-SW	TE agent for IOSXE on C9K	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
47	C9K-ACC-RBFT	RUBBER FEET FOR TABLE TOP SETUP 9200 and 93xx	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
48	C9K-ACC-SCR-4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
49	CAB-GUIDE-1RU	1RU CABLE MANAGEMENT GUIDES 9200 and 9300	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
50	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
51	SC9300UK9-1718	CAT9300/9400/9500/9600 UNIVERSAL	\$0.00	\$0.00	2	0.00%	\$0.00	\$0.00
							Total:	\$58,426.18
C9300-48T-E								
52	C9300-48T-E	Catalyst 9300 48-port data only, Network Essentials	\$13,057.89	\$6,528.94	14	50.00%	\$182,810.46	\$91,405.16
53	CON-L1NCD-C930048E	CX LEVEL 1 8X7NCDCatalyst 9300 48port data only Network	\$1,333.59	\$942.36	14 for 36 mo(s)	29.34%	\$56,010.78	\$39,579.12
54	C9300-DNA-E-48	C9300 DNA Essentials, 48-Port Term Licenses	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
55	CON-L1SWT-C93E48	CX LEVEL 1 SW SUB C9300 DNA Essentials	\$66.00	\$52.80	14 for 36 mo(s)	20.00%	\$2,772.00	\$2,217.60
56	C9300-DNA-E-48-3Y	C9300 DNA Essentials, 48-port - 3 Year Term License	\$1,324.83	\$755.15	14	43.00%	\$18,547.62	\$10,572.10
57	C9300-NW-E-48	C9300 Network Essentials, 48-port license	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
58	SC9300UK9-1718	CAT9300/9400/9500/9600 UNIVERSAL	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
59	PWR-C1-350WAC-P	350W AC 80+ platinum Config 1 Power Supply	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
60	PWR-C1-350WAC-P/2	350W AC 80+ platinum Config 1 Secondary Power Supply	\$795.02	\$453.16	14	43.00%	\$11,130.28	\$6,344.24
61	CAB-C15-CBN	Cabinet Jumper Power Cord, 250 VAC 13A, C14-C15 Connectors	\$0.00	\$0.00	28	0.00%	\$0.00	\$0.00
62	C9300-SSD-NONE	No SSD Card Selected	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
63	C9300-STACK-NONE	No Stack Cable Selected	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
64	C9300-SPWR-NONE	No Stack Power Cable Selected	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
65	C9K-ACC-RBFT	RUBBER FEET FOR TABLE TOP SETUP 9200 and 93xx	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
66	C9K-ACC-SCR-4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
67	CAB-GUIDE-1RU	1RU CABLE MANAGEMENT GUIDES 9200 and 9300	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
68	C9300-NM-8X	Catalyst 9300 8 x 10GE Network Module	\$3,118.92	\$1,621.84	14	48.00%	\$43,664.88	\$22,705.76
69	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	\$0.00	\$0.00	14	0.00%	\$0.00	\$0.00
							Total:	\$172,823.98
QSFP-40G-SR4=								
70	QSFP-40G-SR4=	40GBASE-SR4 QSFP Transceiver Module with MPO Connector	\$3,825.06	\$1,338.77	36	65.00%	\$137,702.16	\$48,195.72
							Total:	\$48,195.72

Total List Price:

\$2,337,380.67

**QUOTE:** 2001726074855-04

DATE: 07/23/2026

PAGE: 4 of 4

		Sub Total:	\$967,015.91
		Grand Total:	\$967,015.91
THIS QUOTE IS GOVERNED BY THE TERMS AND CONDITIONS OF NASPO VALUEPOINT CISCO CONTRACT AR3227 FLORIDA 43220000-NASPO-19-ACS. This quote is valid for acceptance for the earlier of (i) a period of fourteen (14) days from the quote date, or (ii) such shorter period as established by any applicable third-party vendor for items included in this quote. PURSUANT TO THIS CONTRACT YOUR PO MUST REFLECT THE FOLLOWING CONTRACT: NASPO VALUEPOINT CISCO CONTRACT AR3227 FLORIDA 43220000-NASPO-19-ACS.. Tax ID# 58-1667655; Size Business: Large; CAGE Code: 0KD05; DUNS#15-405-0959 Credit: Net 30 days (all credit terms subject to prior Presidio credit department approval) Delivery: FOB Terms Destination			

No signed quote. PO required.



PROPOSAL

Date: June 30, 2026

Quote: 2605-504MS0

Project Name: Replace Continuous Ship Unloader (CSU) Spiral Chute

Customer: Jacksonville Electric

Location: Northside Generating Station Jacksonville, FL.

Attention: ZYCUS

SMS Industrial Services is pleased to offer this proposal for the project referenced above as follows:

Scope of Work

1. Fabrication SOW:
 - a. Scan unit and develop drawings for JEA approval. We would request a (1) week approval turnaround.
 - b. Procurement of materials.
 - c. Fabricate from approved drawings.
 - d. Test fit unit to ensure proper fit up.
 - e. Disassemble units and ship to jobsite.
2. Field Installation Scope of Work:
 - a. Mobilize, stage materials & equipment.
 - b. Remove and replace CSU Spiral Chute as outlined in attached Work Plan.
 - c. Clean up & demobilize.

Pricing

SMS Firm Pricing for the above Work Scope is: \$1,374,638.32

Schedule

1. Please allow (16) weeks A.R.O. for material procurement and fabrication.
2. Field work to be performed Monday through Sunday, excluding holidays, (10) hours per shift one shift per day.

Clarifications

1. All quotations are valid for **48 hours only due to material cost volatility**. Material prices and lead times are subject to change based on market fluctuations, mill increases, and availability. If an order is not received within the 48-hour validity period, pricing and lead times must be reviewed and reconfirmed and may be adjusted accordingly upon receipt of the order.
2. Permits to be ready by 7AM each shift with free & clear access to the work areas.
3. Pricing includes costs for indirect labor i.e., project management, safety, administration, etc.
4. Pricing includes cost for Bid / P&P Bond as required in RFP.
5. No provisions or acknowledgement are included in this proposal for Liquidated Damages since no information was provided in Bid Package.
6. This proposal acknowledges the following Addenda:
 - a. Addendum 1
 - b. Addendum 2
 - c. Addendum 3



Customer Provided Services – *To minimize costs, SMS assumed JEA (NGS) shall provide the following:*

1. Designated technical and commercial contact
2. Permitting as required
3. Site specific safety training and access requirements, in addition to the (2) hours per man included in this proposal. If other training is required, it is considered an extra, chargeable on a time and material basis.
4. Staging area for SMS trailer close to work area.
5. Proper lighting in all work areas.
6. 480V / 100 amp / 3-phase power close to work area as required.
7. 110V/single-phase power as required close to work area (SMS distribution panels, office, tool trailer).
8. All electrical and instrumentation requirements (connect and disconnect).
9. Unobstructed access to the work area.
10. All hazardous material abatement and disposal including but not limited to:
 - a. Asbestos
 - b. Hexavalent chromium
 - c. Lead paint
 - d. Cadmium, mercury, heavy metals
 - e. Radioactive materials
 - f. PCB's
11. Engineering design and support as required.
12. Dumpster close to work area and the removal and disposal of all debris generated on the job site.
13. Pre and post-weld heat treatment as required, (local pre-heat is included if required).
14. Painting and coatings as required, (touch-up painting is included).

Subcontractors

1. HJC
2. United Site Services
3. NDT

Equipment

1. (1) Tool Trailer
2. (2) Welding Machines
3. (1) 275ton crane.
4. (2) Barges
5. (1) 9k Forklift
6. (3) 135ft manlifts
7. (2) Mig Welders.

Qualifications

1. MSI ISN rating is "A".
2. Milestone payment terms to be negotiated.
3. **Unless notified in writing, applicable sales tax will be added to the invoice.**

Thank you for the opportunity to bid on your requirements. We look forward to working with you on this project. Should you have any questions or comments please feel free to contact us.

Respectfully Submitted,

Stacy Power

Stacy Power
Account Manager



PROPOSED WORK PLAN

Date: June 30, 2026

Quote: 2605-504-MS0

Project Name: JEA - Jacksonville, FL - (RFQ) 1412175446 Replace Continuous Ship Unloader Spiral Chute at NGS

Customer: JEA

Location: Jacksonville, FL

WORK PLAN

Provide for removal and replacement of Continuous Ship Unloader (CSU) Spiral Chute. Utilizing a barge mounted crane and aerial lifts.

PRE-OUTAGE ACTIVITIES

Material Receiving and Laydown

Mobilize an advance crew to support pre-outage loading and staging equipment and materials on the barge at the barge rental company located in Jacksonville, FL.

Activities include:

- Receive crane, rigging, equipment, and tool trailers
 - Establish and organize laydown and staging areas
 - Set counterweights, verify attachment points.
-

Pre-Outage Site Preparation

Prior to the outage, crews will return to site to complete preparatory activities including:

- Coordination meetings with JEA NGS to confirm:
 - Safety requirements
 - Schedule and milestones
 - Quality and documentation expectations
 - Work sequencing
- Coordination of meetings with subcontractor



- Receive remaining outage equipment
 - Fabricate rigging attachments and lifting beams.
 - Stage welding machines, power supplies, leads, airlines, and lighting
 - Establish tool crib, break areas.
-

OUTAGE ACTIVITIES

Outage Period

- Perform LOTO as directed following JEA de-term of electrical and hydraulic lines.
- Install and preload counterweight.
- Remove movable chute.
- Install pad eyes and rigging to secure chute pieces during demolition and removal.
- Provide rigging points for removal of spiral chute pieces.
- All temporary rigging points welded to the CSU will be engineered for load capacity. All welds will be visually inspected by our CWI and dye penetrant tested.
- After determining cut lines secure pieces to remain after first pieces is to be removed.
- After following confined space procedure enter spiral chute unbolt/cut at seam of inner tube section along predetermined cut line.
- Remove platforms identified as obstructing removal and replacement of spiral chute.
- Rig crane to first piece.
- Cut outer shell and inner liner plates along established cut line and lower first piece to the ground.
- Following steps outlined for removal of the first piece and remove remaining pieces.
- Install replacement spiral chute pieces in reverse order of removal.
- Bolt together seams at each piece and seal weld.
- Install and bolt interior liner plate at seam locations.
- Install moveable chute.
- Install platforms removed for chute removal and replacement.
- Remove all temporary supports and rigging attachments.
- Apply touch up paint to areas disturbed during chute replacement.
- Following JEA final approval and testing remove all tools, equipment, materials and clean work area.

Notes:

This work plan represents proposed means and methods based on current drawings and specifications.



JEA RFQ - 1412175446

**REPLACE CONTINUOUS SHIP UNLOADER (CSU) SPIRAL CHUTE
AT NORTHSIDE GENERATING STATION (NGS)**

PRELIMINARY CPM SCHEDULE

2605-504 - Jacksonville Electric JEA - Jacksonville, FL - JEA _ (RFQ) 1412175446 Replace			MSI Classic					30-Jun-26 11:53									
#	Activity ID	Activity Name	Start	Finish	Original uration	Activity % Complete	lendar										
								2026			2027						
								Oct	Nov	Dec	Jan	Feb	Mar	Apr	May		
1	2605-504 - Jacksonville Electric JEA - Jacksonville, FL - JEA _ (I		01-Oct-26	18-Mar-27	169d			18-Mar-27, 2605-504 - Jacksonville Electric JEA - J									
2	SHOP FABRICATION		01-Oct-26	10-Feb-27	95d		5x10	10-Feb-27, SHOP FABRICATION, 0%									
3	A1000	SCAN & DEVELOP DRAWINGS	01-Oct-26	21-Oct-26	15d	0%	5x10	SCAN & DEVELOP DRAWINGS									
4	A1010	Customer review and approval of drawings	22-Oct-26	26-Oct-26	3d	0%	5x10	Customer review and approval of drawings									
5	A1020	Update approval notes / revise drawings	27-Oct-26	29-Oct-26	3d	0%	5x10	Update approval notes / revise drawings									
6	A1030	Procurement of materials	30-Oct-26	05-Nov-26	5d	0%	5x10	Procurement of materials									
7	A1040	Fabricate from approved drawings	06-Nov-26	28-Jan-27	60d	0%	5x10	Fabricate from approved drawings									
8	A1050	Test fit unit to ensure proper fit-up	29-Jan-27	04-Feb-27	5d	0%	5x10	Test fit unit to ensure proper fit-up									
9	A1060	Disassemble units and prepare for shipment	05-Feb-27	09-Feb-27	3d	0%	5x10	Disassemble units and prepare for shipment									
10	A1070	Ship to jobsite	10-Feb-27	10-Feb-27	1d	0%	5x10	Ship to jobsite									
11	FIELD INSTALLATION		11-Feb-27	18-Mar-27	36d		7x10	18-Mar-27, FIELD INSTALLATION, 0%									
12	A1080	Sites / Safety	11-Feb-27	12-Feb-27	2d	0%	7x10	Sites / Safety									
13	A1090	Pre-Outage	13-Feb-27	16-Feb-27	4d	0%	7x10	Pre-Outage									
14	A1100	Demolition	17-Feb-27	24-Feb-27	8d	0%	7x10	Demolition									
15	A1110	Installation Activities	25-Feb-27	12-Mar-27	16d	0%	7x10	Installation Activities									
16	A1120	Touch-Up Painting	13-Mar-27	15-Mar-27	3d	0%	7x10	Touch-Up Painting									
17	A1130	Demobilization	16-Mar-27	18-Mar-27	3d	0%	7x10	Demobilization									
Project Baseline Bar Actual Work Remaining Work Critical Remaining Work Milestone % Complete Summary			2605-504 - Jacksonville Electric JEA - Jacksonville, FL - JEA _ (RFQ) 1412175446 Replace Continuous Ship Unloader (CSU) Spiral Chute at Northside Generating Station (NGS) PRELIMINARY PROJECT SCHEDULE Data Date:01-Oct-26 Printed Date:30-Jun-26												EST. 1973 50 MS MID-STATE INDUSTRIAL MAINTENANCE ★ ★ ★ ★ ★ © Oracle Corporation		



JEA RFQ - 1412175446

**REPLACE CONTINUOUS SHIP UNLOADER (CSU) SPIRAL CHUTE
AT NORTHSIDE GENERATING STATION (NGS)**

APPENDIX B - JEA BID FORM PACKAGE

Award #3 - Supporting Documents 07/30/26

1412175449 Appendix B - Bid Forms

RFP Replace Continuous Ship Unloader (CSU) Spiral Chute at Northside Generating Station (NGS)

Submit the Response an electronic pdf in accordance with the procedures in the solicitation

Company Name: MID-STATE INDUSTRIAL MAINTENANCE

Company's Address: 2730 MINE & MILL ROAD, LAKELAND, FL 33801

License Number: GCL - CGC1527578 ECL - EC13012819

Phone Number: (863) 665-6233 FAX No: _____ Email Address: spower@msindustrialcorp.com

BID SECURITY REQUIREMENTS

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

TERM OF CONTRACT

- ☐ One Time Purchase
☐ Term
☒ Other, Specify - Project Completion

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

CONTACT INFO FOR PROCESSING PURCHASE ORDERS

Name: Stacy Power Email: spower@msindustrialcorp.com

Item No.	ENTER YOUR BID FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES:	TOTAL BID PRICE
1	Lump Sum Price for Design, Fabrication and Supply	\$ <u>490,937.28</u>
2	Lump Sum Price for Removal and Installation	\$ <u>883,701.04</u>
3	Lump Sum Price for Entire Scope of Work	\$ <u>1,374,638.32</u>

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

BIDDER 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

1 through 3

Zach Miller

Digitally signed by Zach Miller
DN: C=US, E=zmill@midstatefl.com, O=MSI, OU=Executive,
CN=Zach Miller
Reason: I have reviewed this document
Date: 2026.06.30 11:11:20 -0400

Handwritten Signature of Authorized Officer of Company or Agent

06/30/2026

Date

Zach Miller, Chief Commercial Officer

Printed Name and Title

THE MINIMUM QUALIFICATIONS SHALL BE SUBMITTED ON THIS FORM. IN ORDER TO BE CONSIDERED A QUALIFIED BIDDER BY JEA YOU MUST MEET THE MINIMUM QUALIFICATIONS LISTED BELOW, AND BE ABLE TO PROVIDE ALL THE SERVICES LISTED IN THIS SOLICITATION.

THE BIDDER MUST COMPLETE THE BIDDER INFORMATION SECTION BELOW AND PROVIDE ANY OTHER INFORMATION OR REFERENCE REQUESTED. THE BIDDER MUST ALSO PROVIDE ANY ATTACHMENTS REQUESTED WITH THIS MINIMUM QUALIFICATIONS FORM.

BIDDER INFORMATION

COMPANY NAME: Mid-State Industrial Maintenance

BUSINESS ADDRESS: 2730 Mine & Mill Road

CITY, STATE, ZIP CODE: Lakeland, FL 33801

TELEPHONE: (863) 665-6233

FAX: N/A

E-MAIL: spower@msindustrialcorp.com

PRINT NAME OF AUTHORIZED REPRESENTATIVE: Zach Miller

SIGNATURE OF AUTHORIZED REPRESENTATIVE: Zach Miller

Digitally signed by Zach Miller
DN: c=US, e=zcmiller@midstatefl.com, o=MSI, ou=Executive,
cn=Zach Miller
Reason: I have reviewed this document
Date: 2025.08.30 11:11:45-0400

NAME AND TITLE OF AUTHORIZED REPRESENTATIVE: Zach Miller, Chief Commercial Officer

MINIMUM QUALIFICATIONS:

Respondent must meet the following Minimum Qualifications to be considered eligible to have its Response evaluated by JEA. Respondent must complete and submit the Minimum Qualification Form provided in this Solicitation. Respondents that are working or have worked for JEA in the past 2 years involving similar work must submit JEA as a reference. JEA reserves the right to ask for additional back up documentation or additional reference projects to confirm the Respondent meets the requirements stated above.

- I. The Company shall have successfully completed or be in the performance of three (3) similar projects or service contracts of equal complexity within the past five (5) years ending on 6/1/2026. Each reference project shall have been equal to or exceeded \$600,000.00 of work. If quoting both scopes of work, provide three (3) references for each scope for a total of six (6).
- II. The Respondent shall comply with the technical and commercial specifications for this solicitation.
- III. Respondent must not be on the State of Florida Convicted Vendor List, State of Florida's Suspended Vendor List, the City of Jacksonville's Disqualified Vendor List, have their bidding privileges actively suspended by JEA, been debarred by JEA, or have had a contract with JEA was terminated for default within the last two (2) years.

REVIEW SECTION 1.33 TO ENSURE ALL REQUIRED DOCUMENTS ARE ATTACHED.

Award #3 - Supporting Documents 07/30/26

1412175449 Appendix B - Bid Forms

RFP Replace Continuous Ship Unloader (CSU) Spiral Chute at Northside Generating Station (NGS)

REFERENCE for Design, Fabrication and Supply 1 of 3

Reference Name Timothy Byrnes

Reference Phone Number (964) 665-7623

Reference Company Name JEA Northside

Address of Work JEA Northside

Reference E-Mail Address _____

Dates of Work/\$ Amount	\$8,700,000.00
-------------------------	----------------

Description of Work Provided upon request.

[illegible]

Award #3 - Supporting Documents 07/30/26

1412175449 Appendix B - Bid Forms

RFP Replace Continuous Ship Unloader (CSU) Spiral Chute at Northside Generating Station (NGS)

REFERENCE for Design, Fabrication and Supply 2 of 3

Reference Name Alan McMillan

Reference Phone Number (803) 609-8194

Reference Company Name Dominion Cope Station

Address of Work Cope Station

Reference E-Mail Address _____

Dates of Work/\$ Amount	\$2,623,735.00
-------------------------	----------------

Description of Work To be provided upon request.

[illegible]

Award #3 - Supporting Documents 07/30/26

1412175449 Appendix B - Bid Forms

RFP Replace Continuous Ship Unloader (CSU) Spiral Chute at Northside Generating Station (NGS)

REFERENCE for Design, Fabrication and Supply 3 of 3

Reference Name E.R. Jahna Green BayReference Phone Number To be provided upon Request

Reference Company Name E. R. Jahna

Address of Work To be provided upon Request

Reference E-Mail Address To be provided upon Request

Dates of Work/\$ Amount \$1,100,000.00

Description of Work To be provided upon Request

Award #3 - Supporting Documents 07/30/26

1412175449 Appendix B - Bid Forms

RFP Replace Continuous Ship Unloader (CSU) Spiral Chute at Northside Generating Station (NGS)

REFERENCE for Removal and Installation 1 of 3

Reference Name Timothy Byrnes

Reference Phone Number (964) 665-7623

Reference Company Name JEA Northside

Address of Work JEA Northside

Reference E-Mail Address _____

Dates of Work/\$ Amount	\$8,700,000.00
-------------------------	----------------

Description of Work Provided upon request.

Award #3 - Supporting Documents 07/30/26

1412175449 Appendix B - Bid Forms

RFP Replace Continuous Ship Unloader (CSU) Spiral Chute at Northside Generating Station (NGS)

REFERENCE for Removal and Installation 2 of 3

Reference Name Alan McMillanReference Phone Number (803) 609-8194Reference Company Name Dominion Cope Station

Address of Work Cope Station

Reference E-Mail Address

Dates of Work/\$ Amount \$2,623,735.00

Description of Work To be provided upon request.

This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and extend across the width of the page. There are no margins, text, or other markings on the paper.

Award #3 - Supporting Documents 07/30/26

1412175449 Appendix B - Bid Forms

RFP Replace Continuous Ship Unloader (CSU) Spiral Chute at Northside Generating Station (NGS)

REFERENCE for Removal and Installation 3 of 3

Reference Name E.R. Jahna Green Bay

Reference Phone Number To be provided upon Request

Reference Company Name E. R. Jahna

Address of Work To be provided upon Request

Reference E-Mail Address To be provided upon Request

Dates of Work/\$ Amount \$1,100,000.00

Description of Work To be provided upon Request

VENDOR CONFLICT OF INTEREST DISCLOSURE FORM INSTRUCTIONS

Vendors shall not try to gain an unfair competitive advantage or influence the ability of JEA officers and employees to make impartial and objective decisions on behalf of JEA.

All vendors interested in conducting business with JEA must complete and return the Vendor Conflict of Interest Disclosure Form found on the following page in order to be eligible to be awarded a contract with JEA. Please note that all vendors are subject to comply with JEA's conflict of interest policies provided below.

1. No JEA officer (e.g., JEA Board member and elected City official) or employee has an ownership interest of more than 5% in vendor's company.
2. No JEA officer or employee is an officer, director, partner or proprietor of vendor's company.
3. No JEA officer or employee is employed by or being considered for employment by vendor's company.
4. No JEA officer or employee work as a consultant or has a contractual relationship with vendor's company.
5. No JEA officer or employee will derive a personal financial gain or loss from this contract.
6. No relative of a JEA officer or employee will derive a personal financial gain or loss from this contract. (Relatives include a father, mother, son, daughter, husband, wife, brother, sister, father-in-law, mother-in-law, son-in-law, or daughter-in-law.)

If a vendor has one or more relationships with a JEA officer or employee or a relative of a JEA officer or employee that meets the criteria described above, then the vendor shall disclose the information by completing the Conflict of Interest Form on the following page.

1412175449 Appendix B - Bid Forms
RFP Replace Continuous Ship Unloader (CSU) Spiral Chute at Northside Generating Station (NGS)



CONFLICT OF INTEREST DISCLOSURE FORM

Disclosing a potential conflict of interest does not disqualify vendors. In the event vendors do not disclose potential conflicts of interest, and they are detected by JEA, vendor may be **disqualified** from doing business with JEA.

Questions about this form? Contact (JEA, Buyer)

JEA Bid/Solicitation/Contract Number: 1412175446	Name of JEA Employee(s) Working on Vendor's Current Contract(s) with JEA:	
Vendor Name: MID-STATE INDUSTRIAL MAINTENANCE	Vendor Phone: (863) 665-6233	
Vendor's Authorized Representative Name and Title: Zach Miller, Chief Commercial Officer	Authorized Representative's Phone: (863) 665-6233	
NAME(S) OF JEA EMPLOYEE(S) / PUBLIC OFFICER(S) WITH POTENTIAL CONFLICT OF INTEREST		
Name of JEA public officer(s), employee(s), or relatives with whom there may be a potential conflict of interest. If more than five, attach a second form.	Relationship of JEA public officer(s)/employee(s) and/or relative(s) to vendor's company from list above (e.g. 1(a), 2, etc.). Please list all that apply:	
1.		
2.		
3.		
4.		
5.		
☒ Vendor has no conflict of interest to report. ☒ Vendor hereby declares it has not and will not provide gifts or hospitality of any dollar value or any other gratuities to any JEA officer or employee to obtain or maintain a contract. ☒ I certify that this Conflict of Interest Disclosure has been examined by me and that its contents are true and correct to my knowledge and belief and I have the authority to so certify on behalf of the Vendor.		
Vendor's Authorized Representative Signature: Zach Miller	Date: June 30, 2026	

Digitally signed by Zach Miller
DN: cn=US, o=msmiller@midstateil.com, ou=MSI,
c=US, email=Zach.Miller@midstateil.com
Reason: I have reviewed this document
Date: 2026.06.30 11:13:09-0400

Award #3 - Supporting Documents 07/30/26

1412175449 Appendix B - Bid Forms

RFP Replace Continuous Ship Unloader (CSU) Spiral Chute at Northside Generating Station (NGS)

FOR JEA USE ONLY IF CONFLICT NOTED

This form has been reviewed by:

Name of JEA Ethics Officer:	Signature:	Date:
Note:		



JEA RFQ - 1412175446

**REPLACE CONTINUOUS SHIP UNLOADER (CSU) SPIRAL CHUTE
AT NORTHSIDE GENERATING STATION (NGS)**

BID BOND

BID BOND

Bond No.53517-Skyward-26-02

STATE OF FLORIDA

COUNTY OF: Duval

KNOW ALL PERSONS BY THESE PRESENTS, That we, Mid State Industrial Maintenance (hereinafter called "Principal"), and Great Midwest Insurance Company as Surety (hereinafter called "Surety"), are held and firmly bound unto the JEA of the City of Jacksonville, Florida (hereinafter called the "JEA"), in the sum of \$ See Below, lawful money of the United States of America, for the payment which sum well and truly to be made, we bind ourselves, our heirs, executors, administrators, and successors, jointly and severally, firmly by these presents: Five Percent of the Attached Bid (5%)

WHEREAS, the Principal contemplates submitting or has submitted a Bid to the JEA for:

Solicitation For Participation in Replace Continuous Ship Unloader (CSU) Spiral Chute at Northside

Generating Station (NGS) for JEA Jacksonville, FL Solicitation Number 1412175449

WHEREAS, it was a condition precedent to the submission of said Bid that a certified check or Bid Bond in the amount of See Below be submitted with said Bid as a guaranty that the Principal would, if awarded the contract, enter into a written contract with the JEA and furnish a Section 255.05 Florida Statutes Contract Bond in an amount equal to 100% for the performance of said contract, within ten consecutive calendar days after written notice being given of acceptance by the JEA. Five Percent of the Attached Bid (5%)

NOW, THEREFORE, THE CONDITIONS OF THIS OBLIGATION ARE SUCH, that if the Bid of the Principal herein be accepted and said Principal, within ten consecutive calendar days after written notice being given of such acceptance, enters into a written contract with the JEA, and furnishes a Section 255.05, Florida Statutes Contract Bond in an amount equal to 100% satisfactory to the JEA, then this obligation shall be void; otherwise, the sum herein stated shall be due and payable to the JEA, and the Surety herein agrees to pay said sum immediately upon demand of said JEA, in good and lawful money of the United States of America; as liquidated damages for failure thereof of said Principal.

IN WITNESS WHEREOF, the said Principal and the said Surety have duly executed this bond the 25th day of June, 2026.

ATTEST:

Signature

Type/Print Name

Signature

Type/Print Name

Signed, Sealed and Delivered
in the Presence of:


Signature

April D. Perez
Type/Print Name

Signature

Annette Audinot
Type/Print Name

Countersigned:

By Olga Iglesias 
Resident Agent
State of Florida

Name of Firm: 830 Brickell Plaza, Suite 3300

Address: Miami, FL 33131

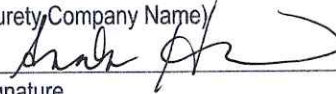
Mid State Industrial Maintenance
(Principal Company Name)

Signature

Type/Print Name

Title
AS PRINCIPAL

Great Midwest Insurance Company
(Surety Company Name)


Signature

Amanda Harvin
Type/Print Name
Attorney-In-Fact

Title FL Non-Resident License: W197910
AS SURETY

Name of Agent: Amanda Harvin

Address: 445 South Street, Suite 210

Morristown, NJ 07960

Form Approved:

Assistant General Counsel

POWER OF ATTORNEY

Great Midwest Insurance Company

KNOW ALL MEN BY THESE PRESENTS, that **GREAT MIDWEST INSURANCE COMPANY**, a Texas Corporation, with its principal office in Houston, TX, does hereby constitute and appoint: April D. Perez, Jessica Iannotta, Annette Audinot, Kelly O'Malley, Kimberly Leonard, Amanda Harvin, Allison Perez

its true and lawful Attorney(s)-In-Fact to make, execute, seal and deliver for, and on its behalf as surety, any and all bonds, undertakings or other writings obligatory in nature of a bond.

This authority is made under and by the authority of a resolution which was passed by the Board of Directors of **GREAT MIDWEST INSURANCE COMPANY**, on the 1st day of April, 2025 as follows:

Resolved, that the President, or any officer, be and hereby is, authorized to appoint and empower any representative of the Company or other person or persons as Attorney-In-Fact to execute on behalf of the Company any bonds, undertakings, policies, contracts of indemnity or other writings obligatory in nature of a bond not to exceed One-Hundred Million dollars (\$100,000,000.00), which the Company might execute through its duly elected officers, and affix the seal of the Company thereto. Any said execution of such documents by an Attorney-In-Fact shall be as binding upon the Company as if they had been duly executed and acknowledged by the regularly elected officers of the Company. Any Attorney-In-Fact, so appointed, may be removed in the Company's sole discretion and the authority so granted may be revoked as specified in the Power of Attorney.

Resolved, that the signature of the President and the seal of the Company may be affixed by electronic mail on any power of attorney granted, and the signature of the Secretary, and the seal of the Company may be affixed by electronic mail to any certificate of any such power and any such power or certificate bearing such electronic signature and seal shall be valid and binding on the Company. Any such power so executed and sealed and certificate so executed and sealed shall, with respect to any bond of undertaking to which it is attached, continue to be valid and binding on the Company.

IN WITNESS THEREOF, **GREAT MIDWEST INSURANCE COMPANY**, has caused this instrument to be signed by its President, and its Corporate Seal to be affixed this 8th day of April, 2025.



GREAT MIDWEST INSURANCE COMPANY

BY Mark W. Haushill
Mark W. Haushill
President

ACKNOWLEDGEMENT

On this 8th day of April 2025, before me, personally came Mark W. Haushill to me known, who being duly sworn, did depose and say that he is the President of **GREAT MIDWEST INSURANCE COMPANY**, the corporation described in and which executed the above instrument; that he executed said instrument on behalf of the corporation by authority of his office under the By-laws of said corporation.



BY Christina Bishop
Christina Bishop
Notary Public

CERTIFICATE

I, the undersigned, Secretary of **GREAT MIDWEST INSURANCE COMPANY**, A Texas Insurance Company, DO HEREBY CERTIFY that the original Power of Attorney of which the foregoing is a true and correct copy, is in full force and effect and has not been revoked and the resolutions as set forth are now in force.

Signed and Sealed at Houston, TX this 25th Day of June 2026.



BY Patricia Ryan
Patricia Ryan
Secretary

"WARNING: Any person who knowingly and with intent to defraud any insurance company or other person, files and application for insurance of claim containing any materially false information, or conceals for the purpose of misleading, information concerning any fact material thereto, commits a fraudulent insurance act, which is a crime and subjects such person to criminal and civil penalties.

CTI Proposal Response
JEA RFP 1412180646



PREPARED BY:

SHANE VEGA
CTI
STRATEGIC DESIGN CONSULTANT
(718) 924-4179
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JULY 20, 2026

PREPARED FOR:

ANGEL LOVE
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PROFILE AT A GLANCE

Corporate Name:	Conference Technologies, Inc.®
D.B.A.	CTI
Date of Establishment:	October 11, 1988
Type of Organization:	Privately Held Corporation (S-Corp)
Headquarter Address:	11653 Adie Road, Maryland Heights, MO 63043
Website:	www.CTI.com
Locations:	37 offices in 24 states
Number of Employees:	935+ full and part-time
Armed Forces Veterans:	47+
Founder(s):	Jane & Dennis Woodhouse (1988-2011)
Owner(s):	Mary Laughlin (51%) / John Laughlin (49%) (2011-Present)
Industry:	Audiovisual/Technology/Telecommunications/B2B
NAICS	334290
CSI:	Division 27 (10,11,13,15,40,41,42,51) — Communications
	Division 28 — Electronic Safety and Security
Contracts Vehicles Approved:	GSA (GS-03F-0124Y)/NAICS

2023 Largest Contract \$8,417,102**Completed more than 3,150 projects in 2023.****Average Contract for 2023 \$53,048****Completed more than 11,000 Projects Worldwide****St. Louis Office had the most projects in 2023****Completed projects in over 25 different countries.****CTI added over 1,189 New Clients in 2023****Supporting more than 1,750 Service Contracts****2023 Box Sales more than \$80,000,000****58% of Fortune 100 Companies are our clients.****2023 End of year projects in progress 1391 (WIP)****43% of Fortune 500 Companies are our clients.**

SECTION 1: PROPOSAL RESPONSE

COVER LETTER

July 20, 2026

ATTN: Angel Love

SUBJECT: JEA RFP 1412180646

Thank you for the opportunity to partner with JEA on the upgrade of your Service Support Center Control Room.

Having read through the details of the documentation provided as part of this RFP – it is abundantly clear that the team at JEA has done your due diligence in preparation for this project. It shows just how committed JEA is to the success of this project. It is our hope that this proposal will highlight the level of commitment and expertise CTI intends to bring to this engagement.

CTI has been designing, deploying and supporting control rooms for over **24 years** and continues to invest in a **dedicated group of experts** for these mission critical environments.

In addition to our dedicated group of mission critical experts, CTI continues to build upon its global footprint comprised of dozens of local offices - enabling seamless resource augmentation to meet the demands of large, complex projects. As a result, CTI continues to be a **trusted partner** for control rooms **globally**. We are widely recognized for our design expertise, quality of integration and deployment, and post-installation service and support.

CTI's approach centers on **partnership**. We treat the success of every project with the highest level of ownership, accountability, and commitment.

We fully acknowledge that the success of this important project will require **intentional** forethought and **planning**. As such, we will leverage our resource planning to minimize installation delays, maintain clear and consistent communication, ensure visibility into milestones, and drive proactive procurement, fabrication, and acceptance readiness.

CTI's **proven ability** to manage large-scale, technically complex projects allows JEA to trust in a partner capable of delivering a successful deployment of this scale.

In summary, here are some key differentiators I would like you to consider as you prepare to read through our proposal response:

- **Past Performance:** CTI has delivered complex solutions within mission critical environments for over 24 years and continues to maintain long-term partnerships through proven performance and reliability.
- **Expertise:** In addition to our global resources, CTI has an entire dedicated office of certified experts in mission critical technologies. This team has extensive global experience in the design, build, and support of mission critical environments in every vertical market, including energy utilities.
- **Resource Flexibility:** CTI's global delivery model enhances its local team of experts by providing a deep bench of deployable technical resources - ensuring the capacity and agility required for a project of this scale.

- **Industry Certified:** CTI maintains the highest-level certifications in the industry required for these mission critical environments – including **Barco Gold Certifications**.
- **Security:** In order to provide the level of support to customers within these mission critical environments, CTI works collaboratively with our customers to maintain the highest security and safety standards including:
 - DISA screening
 - OSHA training
 - Monthly cyber security training courses
 - Maintaining robust Information Security Management System
- **Mission Critical Support:** CTI provides 24/7/365 support to ensure rapid response and immediate escalation capabilities to meet the demanding reliability requirements of mission-critical environments.
- **Partnership Focused:** True partnership business model that is centered around our customers' unique needs and requirements. When you partner with CTI, you are choosing a team that is invested in your success.

CTI is excited about the opportunity to align with JEA to help support your short term and long-term goals. I look forward to working with you on this critical project.

Sincerely,

Shane Vega

Shane Vega
Strategic Design Consultant
CTI
718-924-4179
shane.vega@cti.com

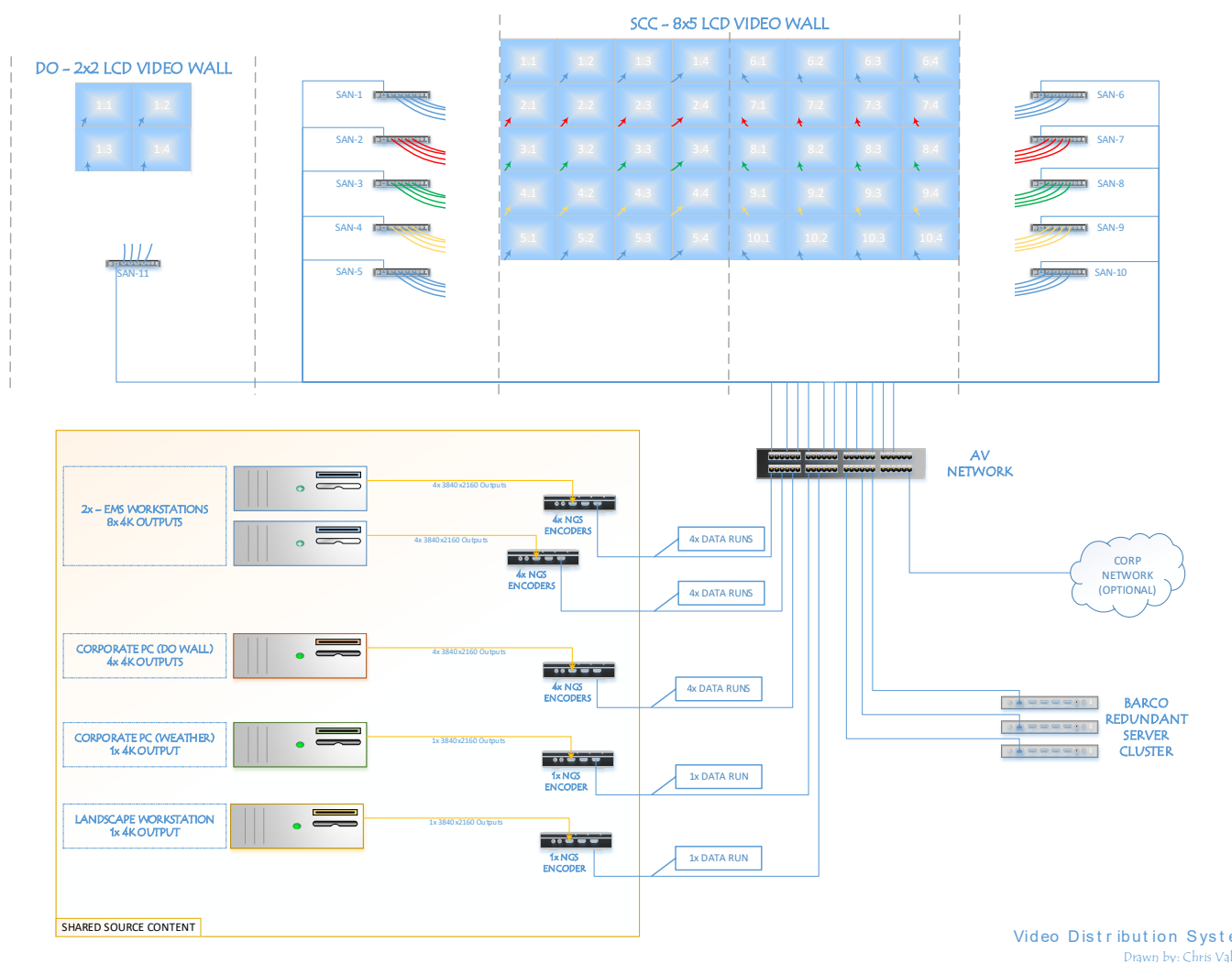
DESIGN ELEMENTS

CTI has developed a custom-tailored solution based on the requirements that were highlighted throughout this RFP process. The following design meets or exceeds the specifications provided by JEA.

BASIS FOR DESIGN: SUMMARY

JEA is looking to upgrade their current Systems Operation Center (SOC). This center will require a solution that is purpose built for the monitoring and management of JEA's energy and utility infrastructure. The solution has been developed around industry best practices for 24/7/365 environments.

CTI has ensured that this solution is one that is intuitive, scalable, flexible, and built for high availability. In addition to the technical requirements that will be highlighted throughout this proposal, CTI has designed this command center for high availability uptime.

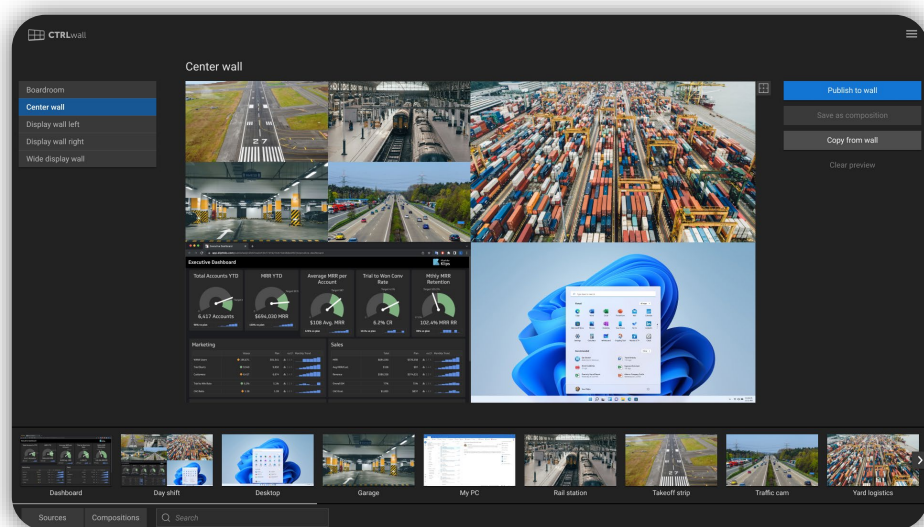


INTEGRATED CENTRALIZED MONITORING AND CONTROL SOLUTION:

Based on the Requirements, the Barco CTRL Platform is the basis of design for the management and control of your various sources. Barco CTRL is an innovative, scalable software platform that simplifies workflows, deployment, and serviceability. Designed to uphold the highest levels of cybersecurity, Barco CTRL allows users to securely connect to their sources, from any location, interact with the content on any video wall, and has the optional ability to be controlled at the operator desk with ultra-low latency KVM-over-IP operations.

COMPREHENSIVE & SIMPLIFIED PLATFORM: A single platform that is used throughout the control room. It integrates the different facets of the control room operations (operator desk and videowall) into one environment. CTRL combines a powerful and complex platform with an intuitive interface – keeping the complexity hidden in the deeper layers of the solution.

In addition to the intuitiveness of the software, Barco CTRL has also simplified the architecture of the solution. The entire solution is comprised of only three types of hardware: server, encoder, and decoder.

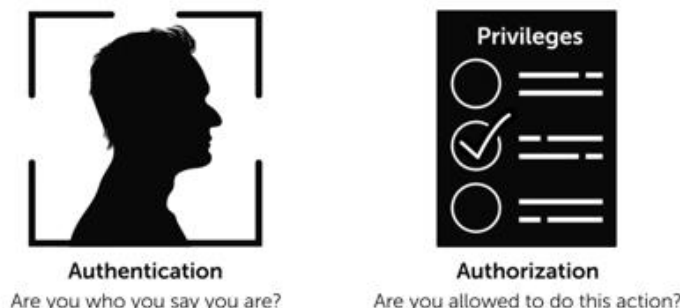


SECURITY BY DESIGN: Barco CTRL implements security by design as the foundation of its platform, recognizing control rooms as critical networked environments that demand robust cybersecurity. From the outset, CTRL was built with a "Security by Design" approach, incorporating best practices like 'Shift Left' to proactively embed security at every stage of development.

Its architecture includes identity management for zero trust environments, certificate-based communication protection (TLS 1.2/1.3), full system protection from boot to updates, audit logging for accountability, and media protection during transit. Developed by a trusted industry leader with over 30 years of experience, CTRL is supported by a dedicated product security team that ensures compliance with evolving cybersecurity regulations and enables swift system updates.

The platform is also engineered for high reliability, featuring redundancy for critical components, containerized services to isolate failures, and comprehensive health monitoring—ensuring security without compromising usability or uptime.

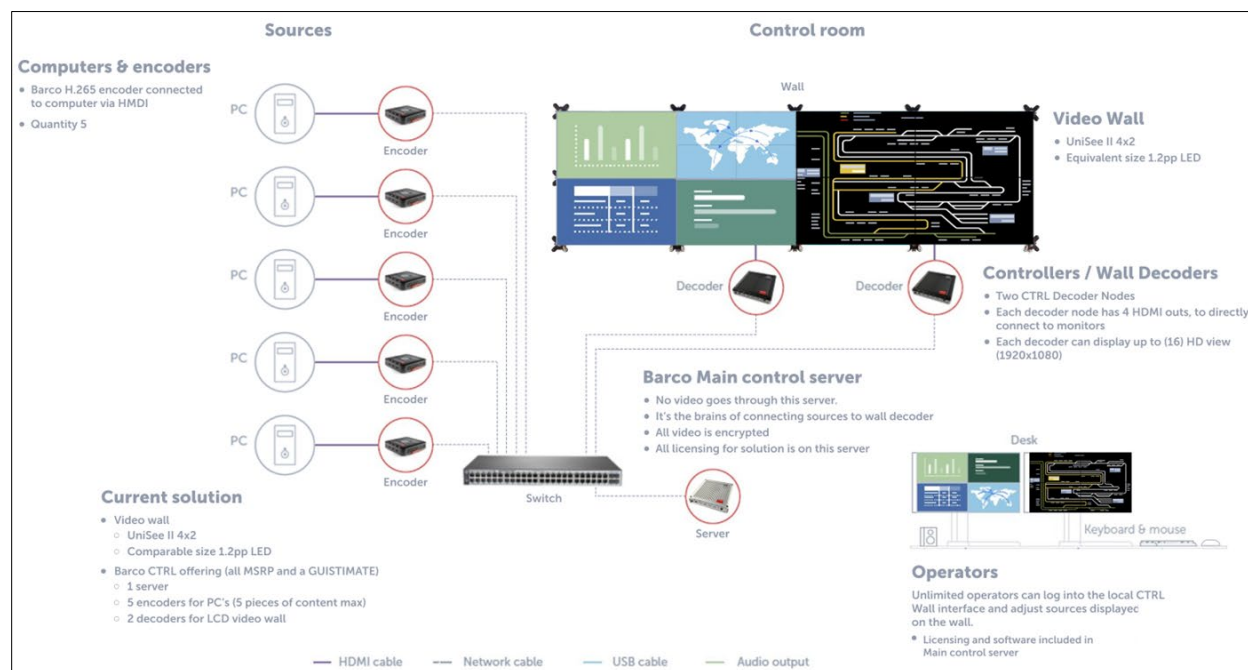
Ready to be deployed in zero trust policy environments



SCALABLE & FLEXIBLE PLATFORM: Barco CTRL is built with scalability and flexibility at its core, making it easy to grow or adapt to your needs over time. Whether expanding within a single site or across multiple locations, CTRL's streamlined architecture—featuring just one type of encoder, decoder, and server—makes it easy to scale without complexity.

CTRL supports a wide range of source types—including AV, web, desktop, and camera feeds—enabling seamless integration of diverse content. Operators can view any source on any screen, whether at a desk or on a video wall, using the same hardware. This source-agnostic design, combined with support for dynamic monitor configurations and fluid system reallocation, allows Barco CTRL to adapt to evolving needs while maintaining a consistent, intuitive user experience.

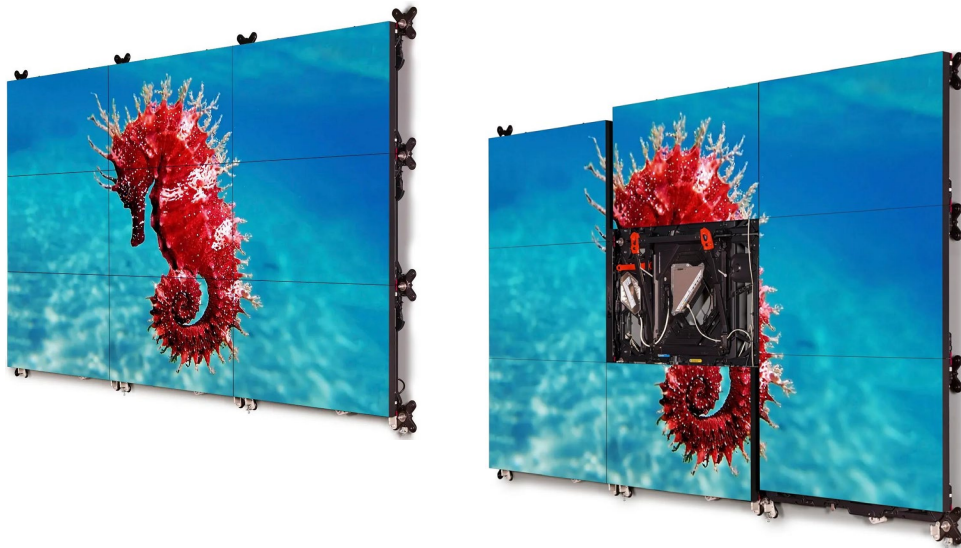
CTI has ensured that this solution is utilizing auto fail-over redundancy in addition to a distributed architecture.



UNISEE VIDEO WALLS

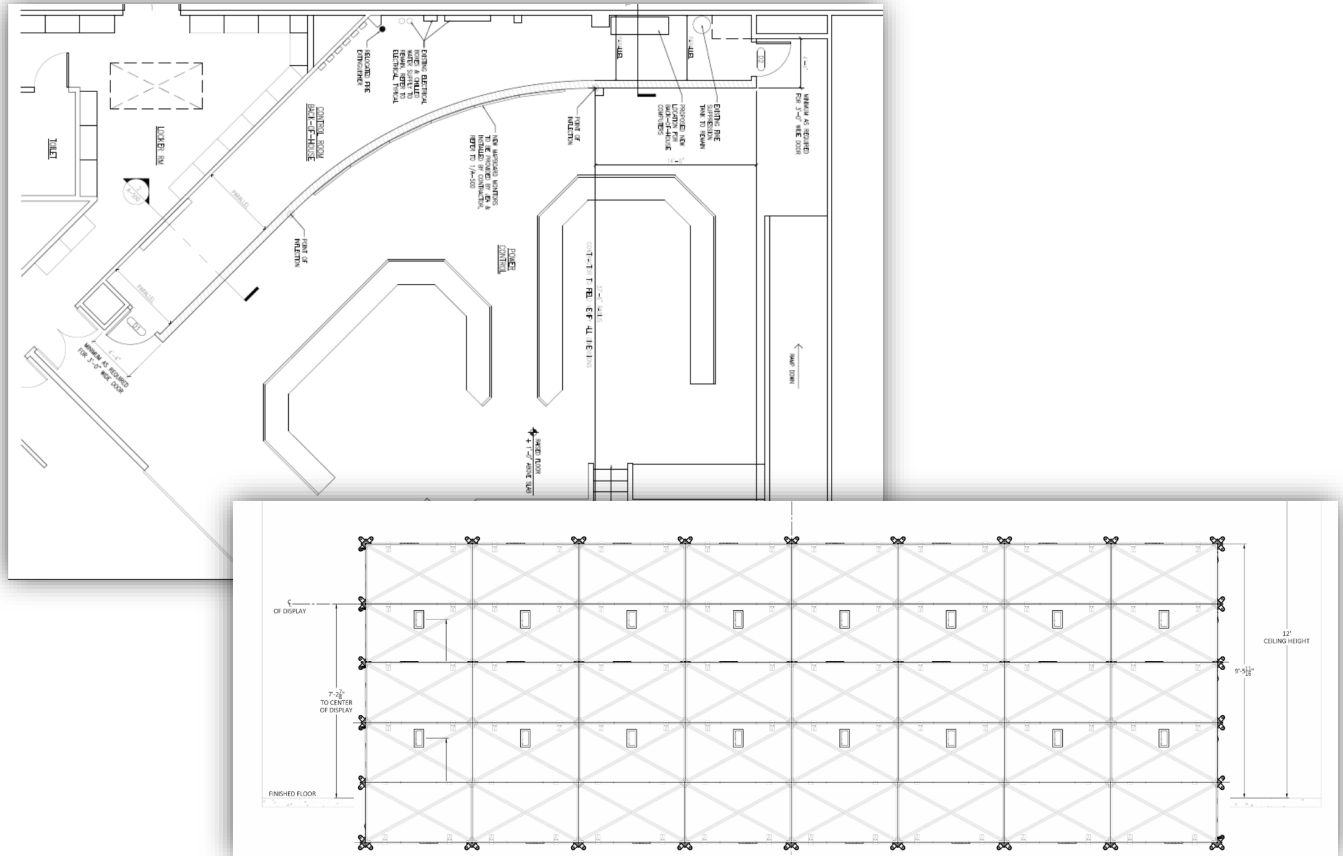
The Barco Unisee panel has been chosen as the basis of design for these video walls as they are purpose built for mission critical, 24/7 environments. The following are unique features that are only available with these types of displays:

- **Advanced Ergonomics:** Refined viewer ergonomics that further improve viewing angles to help diminish operator eye fatigue.
- **Barco Sense X:** Automatic and continuous color and brightness calibration ensures that the complete wall gives a perfectly balanced image at all times.
- **Bezel-less Displays:** A bezel-less design makes the inter-display gap barely noticeable, enabling content to be spread over multiple displays without the disruption of a disturbing black border (bezel).
- **Innovative Mounting System:** A proprietary and revolutionary mounting systems uses the power of gravity to perfectly and automatically align panels – and keeps them in place over time.



VIDEO WALLS

CTI has chosen Barco Unisee panels to comprise the two (2) video walls called out in the RFP. The primary video wall located in the Service Support Center will be comprised of forty (40) displays in an 8x5 configuration and the Distribution Ops video wall will be comprised of four (4) displays in a 2x2 configuration.



CUSTOM FLOOR MOUNTING STRUCTURE & CLADDING

CTI has included a custom floor mount structure to support the curved video wall in the Service Support Center and cladding to meet the requirements of the RFP and to ensure the final product looks beautifully finished.

Barco Unisee displays have a custom mounting solution that cannot mount natively to a curved wall. As a result, CTI has included a custom structure to support this requirement. This structure has the added benefit of avoiding the addition of a significant amount of weight and associated liability to the structure of the building. Having a separate mounting structure also allows us to be more flexible in where the video walls are placed – without having to worry about structural limitations or obstacles.

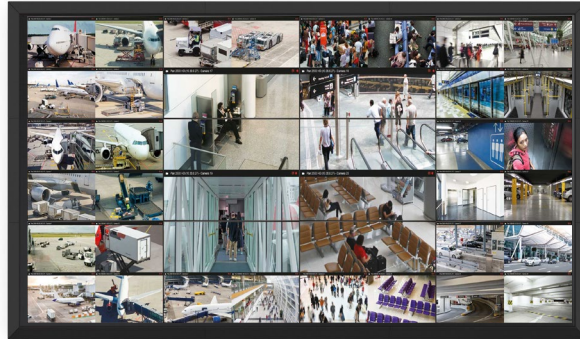
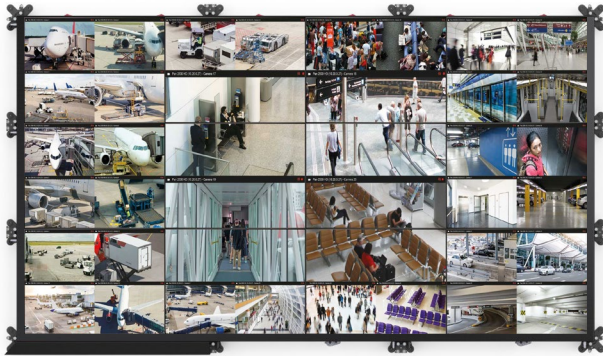
The cladding we included is to provide a trim kit that covers the mounting structure of the Barco Unisee displays as they protrude around the entire perimeter of the video wall. In addition, the cladding will provide a clean and professional cover to conceal the base of the mounting structure.

The following picture is an example of how a finished video wall looks with a custom structure:



DRAPER UNISEE VIDEO WALL MOUNT & TRIM KIT

CTI has included a custom trim from Draper for the 2x2 video wall located in Distribution Ops. This trim kit will provide an aesthetic metal frame around the Unisee video wall that can be removed easily to allow for service of the videowall.



SCOPE OF WORK

SERVICE SUPPORT CENTER VIDEO WALL

- 1.1 CTI will provide and install one (1) video wall inclusive of **forty (40)** displays comprised of an *eight (8)* wide by five (5) high array of 55" 24/7-rated bezel-less, NoGap, 800nit Barco UniSee displays. These commercial grade displays are built to withstand 24/7 use with an expected life cycle of 60,000 hours. Installation to include the mounting infrastructure needed to support the displays and all necessary cabling connections.
- 1.2 CTI will provide and install one (1) required Barco Wall Manager Edge for the management of this video wall.
- 1.3 CTI will ensure the displays are properly aligned and color balanced as part of this project.

CUSTOM MOUNTING STRUCTURE

- 1.4 CTI will provide and install one (1) custom curved, self-supporting structure that will support the Barco Unisee Service Support Center video wall. The structure will have a black powder coat finish and be fully equipped with custom cladding and millwork for a beautiful finished look.
- 1.5 CTI will provide and install the necessary trim kits to surround the entire video wall.
- 1.6 CTI will ensure the drawings are stamped by a certified structural engineer.

DISTRIBUTION OPS VIDEO WALL

- 1.7 CTI will provide and install one (1) video wall inclusive of **four (4)** displays comprised of an *two (2)* wide by two (2) high array of 55" 24/7-rated bezel-less, NoGap, 800nit Barco UniSee displays. These commercial grade displays are built to withstand 24/7 use with an expected life cycle of 60,000 hours. Installation to include the mounting infrastructure needed to support the displays and all necessary cabling connections.
- 1.8 CTI will provide and install one (1) required Barco Wall Manager Edge for the management of this video wall.
- 1.9 CTI will ensure the displays are properly aligned and color balanced as part of this project.
- 1.10 CTI will provide and install a purpose built Draper mounting interface and trim kit to provide a finished look for the Barco Unisee video wall.

BARCO CTRL PLATFORM

- 1.11 CTI will provide and install (3) Barco SAS-500 Secure Appliance Servers as the headend to be configured in a high availability design. The SAS-500 is a service node for Barco CTRL, delivering the core functionality of the networked visualization system. The SAS-500 is the upgraded and larger server option, making it ideal for serving large-scale Barco CTRL deployments and is a vital component of the system. Total CTRL licenses included are:

- 1.11.1 1 CTRL Basic License (includes 8x HD out, 16x Source View)
- 1.11.2 1 CTRL Server Redundancy License
- 1.11.3 36 additional HD out licenses
- 1.11.4 28 additional Source View licenses

NOTE: Given the information provided in the security questionnaire, we will need to have a discussion around compliance as there is another license from Barco that may be required to meet JEA's compliance requirements.

- 1.12 The video wall processing system to deliver content to the video wall and all connected displays is the Barco network-based platform, CTRL, inclusive of the following equipment:

- 1.12.1 Eleven (11) Barco SAN-050 Video Decoder Nodes. CTI will provide and install these decoders in the following locations:

1.12.1.1 Ten (10) of the nodes will reside at the 8x5 Service Support Center video wall displays. Each decoder node will drive content to four (4) flat panel displays.

1.12.1.2 One (1) of the nodes will reside at the 2x2 Distribution Ops video wall displays to drive content to the four (4) displays.

- 1.13 This proposal has accounted for hardware-encoding a total of fourteen (14) sources using Barco NGS-D440 encoders. Each encoder can support a single 4K output or up to four HD outputs. CTI will provide and install these encoders to ingest video outputs from the following sources:

- 1.13.1 **Two (2) EMS workstations** (4x4K outputs each): CTI will provide, install and configure eight (8) encoders to support the eight (8) 4K EMS workstation outputs.
- 1.13.2 **One (1) Corporate Workstation** (4x4K outputs): CTI will provide, install and configure four (4) encoders to support the four (4) 4K corporate workstation outputs.
- 1.13.3 **One (1) Corporate Workstation_Weather** (1x4K output): CTI will provide, install and configure one (1) encoders to support the one (1) 4K weather workstation output.
- 1.13.4 **One (1) Landscape Workstation** (1x4K output): CTI will provide, install and configure one (1) encoders to support the one (1) 4K landscape workstation output.

Note: All Barco hardware and software is covered for a term of 3 years, with an option to extend to 5 years.

AUDIO

- 1.14 CTI will utilize the existing audio system and connect to the newly installed Barco CTRL system.
 - 1.14.1 CTI assumes the existing OFE audio system is in good working order. Should any component(s) be found to be defective, additional costs will be incurred to correct the issues.
 - 1.14.2 CTI assumes a single output zone of OFE ceiling mounted speakers.
 - 1.14.3 CTI assumes five (5) OFE sources for audio as defined in the RFP under section 2.8

HEADEND NETWORK SWITCHES AND EQUIPMENT RACKS

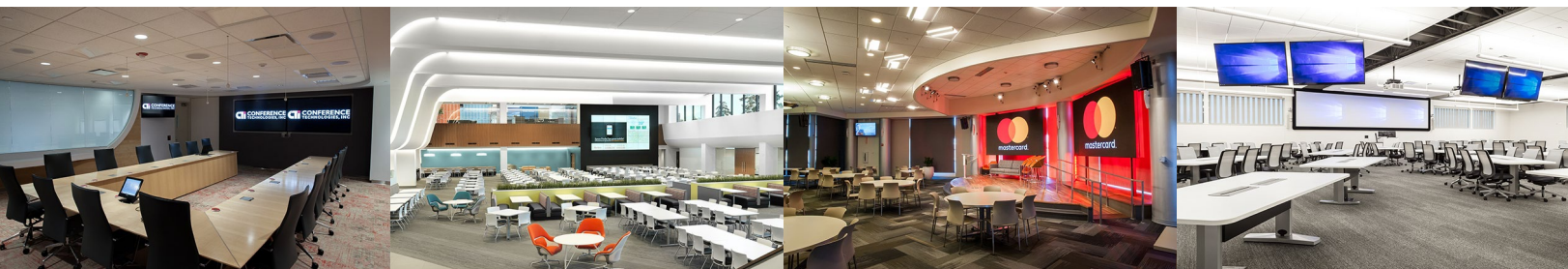
- 1.15 As part of this proposal, CTI will utilize the existing OFE equipment rack(s) and network switches. CTI will ensure that all necessary connections are made within the equipment racks and will populate the rack with the equipment outlined within this proposal.

SPARE PARTS

- 1.16 CTI will provide the follow critical spare parts to be stored onsite and used for potential service issues:
 - 1.16.1 Two (2) Barco Unisee displays
 - 1.16.2 One (1) Barco encoder
 - 1.16.3 One (1) Barco decoder

TRAINING AND SUPPORT

- 1.17 CTI will provide three (3) full days of training to relevant stakeholders. This can be done during regular business hours, after hours and/or on weekends. We will work to schedule the training with your team.
- 1.18 CTI has included a one (1) year warranty and maintenance program through our CTI Complete program (see details below).



EQUIPMENT LIST

Part Number	Description	Manufacturer	QTY
8x5 Video Wall			
R9868700B	Uni-2008 View800N US	BARCO	40
R985016B	Wall Manager Edge	BARCO	1
R9867603	Uni2.0 SMRTMNT ASSEMBLY L	BARCO	40
R9867740	U1.5 SMRTMNT INSTALL KIT CPL	BARCO	1
R9867610	UNI LANDSCAPE CURVED KIT	BARCO	27
2x2 Video Wall			
R9868700B	Uni-2008 View800N US	BARCO	4
R985016B	Wall Manager Edge	BARCO	1
R9867603	Uni2.0 SMRTMNT ASSEMBLY L	BARCO	4
R9867602	UNI1.5 SMRTMNT WALL CROSS CPL	BARCO	5
R9867740	U1.5 SMRTMNT INSTALL KIT CPL	BARCO	1
MOUNTING SYSTEM			
AMD_CRVWVWFLCD_X-PNL	Curved Self Supported Structure LCD/Cladding	AMD	1
AMD-PE/SE	Structural Engineering Study	AMD	1
AMD_LBT_M	Team Labor_ Mounting	AMD	1
AMD_LBT_Cladding	Cladding and Trim Kit Installation	AMD	1
DMI2X2G2	Draper Mount for 2x2 Barco UniSee Video Wall	Draper	1
ST2X2BG2	Draper SmartTrim for 2x2 Barco UniSee Video Wall	Draper	1

Part Number	Description	Manufacturer	QTY
BARCO CTRL SYSTEM			
R9836500	SAS-500 Secure Appliance Server XL	BARCO	3
R985000B	SAN-050 Secure Appliance Node US	BARCO	11
R9867440	NGS-D440 Secure Appliance Encoder	BARCO	14
R9833645	Basic License (incl 8x HD OUT, 16x SOURCE VIEW and 1 x Gateway Lic)	BARCO	1
R9833640	LIC Barco CTRL HD OUT	BARCO	36
R9833641	LIC Barco CTRL SOURCE VIEW	BARCO	28
R9833642	Redundant Server license	BARCO	1
R9833643	Barco CTRL 3-year Software Support		36
R986744003	NGS-D440 PSU KIT US (pack of 2)	BARCO	11
R986744093	NGS-D440 RACKMOUNT US	BARCO	11
R985099	19" RACK MOUNT KIT P50	BARCO	6
R983634099	R340/R350/R360 SLID.RAILS&CABLE MGNT ARM	BARCO	3
14647	EssentialCare 3-Year Warranty (HW)	BARCO	36
SPARE PARTS			
R9868700B	Uni-2008 View800N US	BARCO	2
R9867440	NGS-D440 Secure Appliance Encoder	BARCO	1
R985000B	SAN-050 Secure Appliance Node US	BARCO	1

CLARIFICATIONS, CONSIDERATIONS, & EXCLUSIONS**RESPONSIBILITIES MATRIX**

Description	CTI	Other	N/A
Provide engineering shop drawings including functional schematics, floor plan, wall elevations, and other drawings as required	☒	☐	☐
Provide product data submittals and finish samples as required	☒	☐	☐
Provide as-built drawings as required	☒	☐	☐
De-install existing equipment/furniture as required	☒	☐	☐
Provide and install power as required at all locations	☐	☒	☐
Provide and install conduit infrastructure, floor boxes, and back boxes as required; all conduit to be provided with pull string	☐	☒	☐
Provide specialty back boxes and/or floor boxes as defined in scope of work	☐	☒	☐
Install specialty back boxes and/or floor boxes as defined in scope of work	☐	☒	☐
Provide table / console interface boxes	☐	☐	☒
Cut table / console to accommodate interface boxes	☐	☐	☒
Provide and install all video system rack patch cables	☒	☐	☐
Provide and install all structured cabling including network cabling, audio, etc.	☒	☐	☐
Provide appropriate blocking and/or structural support for wall- or ceiling-mounted devices	☐	☒	☐

Description	CTI	Other	N/A
Provide and install field devices	☒	☐	☐
Provide and install connector plates in field	☒	☐	☐
Provide and install headend equipment, excluding racks, cabinets, etc.	☒	☐	☐
Configure network as required	☐	☒	☐
System set-up and configuration	☒	☐	☐
System programming	☒	☐	☐
System testing	☒	☐	☐
System commissioning	☒	☐	☐
Back-up and archive all configuration settings and programming	☒	☐	☐
On-site user training as required	☒	☐	☐
Off-site user training as required	☐	☐	☒
Administrative/ advanced training as required	☐	☐	☒
Online training	☐	☐	☒
Start-up/ event support (defined elsewhere)	☐	☐	☒

WARRANTY/SERVICE AGREEMENT

OVERVIEW:

CTI is pleased to offer CTI Complete, a Service Agreement to support your A/V system. For mission critical environments like yours, CTI only provides the highest level of support. The CTI Complete Service Agreement covers Display Systems, Video Systems, Audio Systems, Control Systems, Lighting Systems, Rack Accessories and Furniture, and miscellaneous cables, connectors, etc. for all equipment that has been provided and installed by CTI as part of this bid response.

This service plan provides audio/visual onsite support, remote technical support, and engineering services to ensure the maximum performance and reliability of your mission critical technology. In addition, it includes programming updates and an on-line customer service portal.

CTI COMPLETE – SLA SUMMARY:

- Labor for installed parts repair & replacement are covered for the duration of the agreement.
- Support 24/7/365
- Response within two (2) hours of initiated request.
- On-Site within Forty-eight (48) hours of initiated request.
- Any shipping/freight costs are covered within this agreement on 2-day shipping.
- Preventative Maintenance visits two (2) times a year.

Service Support Plan Includes:



On-Demand

- Field Service Repair On-site
- Extended Equipment Warranty
- Storage Workflow Updates
- Firmware and Software updates/upgrades*



CTI Care Team

- Unlimited Phone Support
- QBR
- Dedicated Customer Experience Team



Critical Meeting Support

- Health Checks
- Critical Event Support
- Event Solutions preferred pricing

*Programming and firmware updates are included upon manufacturer release and at the recommendation of the manufacturer and Conference Technologies, Inc.

FINANCIAL INVESTMENT SUMMARY

Investment Summary	
Description	Price
Equipment & Materials	\$613,916.28
Installation, Commissioning and Training	\$167,408.59
CTI Complete 1-Year Maintenance Agreement	\$18,077.00
Tax	EXEMPT
TOTAL	\$799,401.87

Optional Coverages	
Description	Price
*CTI Complete Additional Year Maintenance Agreement	\$18,077.00
Barco Extended Warranty – years 4 & 5	\$67,071.25

**Price will be honored for up to 4 additional years. Must maintain manufacturer extended warranty for this price to be honored.*

DOWN PAYMENT REQUIREMENTS

Down payment of 60% required to initiate order.

STANDARD DISCLAIMER – TERMS AND CONDITIONS

Payment Terms

Terms are NET 30 with approved credit. For orders that exceed ten thousand dollars; 60% will be billed to initiate the order, 30% upon substantial completion, and 10% upon completion. Payments made by credit card are subject to a 3.0% fee.

All applicable taxes are the responsibility of the purchaser and will be added to the final invoice. Any cancelled orders or returns are subject to manufacturer acceptance; shipping and restocking fees may apply. This proposal is valid for fourteen (14) days.

Taxes and Tariffs

Customer is responsible for all applicable taxes, including but not limited to sales tax, value-added tax (VAT), and goods and services tax (GST), as well as any import duties, tariffs, and customs fees imposed by the destination location. These charges are not included in the product price or freight and must be paid by Customer. The Seller will provide all necessary documentation for customs clearance, and both parties agree to comply with all relevant laws and regulations regarding these charges.

Installation Description and Requirements

Provided by CTI: If installation is purchased, CTI will install all A/V components. CTI will also perform all programming, alignments, and end-user training. CTI will provide A/V project management, and provide drawings as required. This install price assumes a Monday through Friday 8:00am to 5:00pm install time. Room availability must be in consecutive 8 hour blocks. Any required changes or rushes may affect the final price.

Provided by Others

Please reference the “Responsibilities Matrix” and the “Project Timeline” for details on what is provided by others.

Delivery

CTI will use its best efforts to deliver the Products in accordance with Customer’s requested delivery date subject to receipt of all necessary information from Customer. Shipping dates are approximate only, and CTI shall not be liable for delays or for failure to manufacture due to causes beyond its reasonable control or due to compliance with any government regulations.

Any delay shall extend delivery dates to the extent caused thereby. Customer shall reimburse CTI its additional expenses resulting from any delay caused by Customer.

Installation and Site Preparedness

Installation (field assembly, interconnection, equipment calibration and checkout) is to be performed by CTI's trained technical employees. CTI shall be entitled to employ sub-contractors and/or agents to assist in or carry out, in whole or in part, the installation. In the event installation by CTI employees is prevented by trade unions, Customer shall arrange with the trade unions at its own expense to complete installation. CTI is thereafter liable only for engineering supervision and commissioning of installation.

CTI shall coordinate and cooperate with Customer and other trades to facilitate satisfactory work progress. If CTI's work in progress is impeded by other trades and/or contractors (excluding CTI's own subcontractors) or by scheduling delays due to Customer, time delays in the final installation as well as additional charges including labor, travel and reasonable expenses may result.

Customer shall be responsible for preparing, at its own expense, the installation site in accordance with CTI's instructions, including the requirements specified in the Proposal. In no event shall CTI be responsible for any high voltage electrical work, ceiling modifications, structural modifications, or mechanical systems modifications.

Statement

This system proposal is the property of CTI and is delivered with the sole intent of being viewed by management of Customer for evaluation purposes only. This proposal or any part of this proposal is not to be presented to, or viewed by any other party, vendor, or CTI competitor without the written consent of CTI. Any effort to do so will be considered a violation of copyright law.

NEXT STEPS: SIGNATURE PAGE

- 1. Upon Notice to Proceed, CTI will begin executing the project plan with an internal handoff of the project to our operations team.
- 2. If you have questions about the process as we move forward, please contact me at shane.vega@cti.com or 718-924-4179.
- 3. You will be contacted by a CTI Project Manager to schedule a project kickoff meeting to review the project scope and schedule.

Total
\$799,401.87 (plus applicable taxes)

Customer Signature

CTI Signature

Printed Name

Printed Name

Title

Title

Date

Date

Regular Agenda Award #1 - Supporting Documents 7/30/26

1412180646: RFP SOCC Video Wall Replacement-REBID								
Vendor Rankings	Armondo Jackson	Desiree Rodriguez	Nick Watt			Total Average Points	Total Summation of Rank Score	Overall Rank
CONFERENCE TECHNOLOGIES, INC DBA CTI (\$799,401.87)	1	2	1			97.43	4	1
AV-WORX LLC (\$749,216.69)	2	1	2			97.00	5	2
Armondo Jackson	Quotation of Rates (25 Points)	Minimum Qualifications/Past Performance/Company Experience (25 Points)	Ability to Meet Business Requirements (25 points)	Design Approach & Workplan (25 points)	Total	Rank		
AV-WORX LLC (\$749,216.69)	25	25	22	22.5	94.5	2		
CONFERENCE TECHNOLOGIES, INC DBA CTI (\$799,401.87)	23.43	25	24	23.5	95.93	1		
Desiree Rodriguez	Quotation of Rates (25 Points)	Minimum Qualifications/Past Performance/Company Experience (25 Points)	Ability to Meet Business Requirements (25 points)	Design Approach & Workplan (25 points)	Total	Rank		
AV-WORX LLC (\$749,216.69)	25	25	25	23.5	98.5	1		
CONFERENCE TECHNOLOGIES, INC DBA CTI (\$799,401.87)	23.43	25	25	24.5	97.93	2		
Nick Watt	Quotation of Rates (25 Points)	Minimum Qualifications/Past Performance/Company Experience (25 Points)	Ability to Meet Business Requirements (25 points)	Design Approach & Workplan (25 points)	Total	Rank		
AV-WORX LLC (\$749,216.69)	25	25	24	24	98	2		
CONFERENCE TECHNOLOGIES, INC DBA CTI (\$799,401.87)	23.43	25	25	25	98.43	1		
Overall Averages	Quotation of Rates (25 Points)	Minimum Qualifications/Past Performance/Company Experience (25 Points)	Ability to Meet Business Requirements (25 points)	Design Approach & Workplan (25 points)	Total Average Points			
AV-WORX LLC (\$749,216.69)	25	25.00	23.67	23.33	97.00			
CONFERENCE TECHNOLOGIES, INC DBA CTI (\$799,401.87)	23.43	25.00	24.67	24.33	97.43			