



AWARDS COMMITTEE MINUTES

Awards Committee met on **November 15, 2018**, in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 10:00 a.m. Members in attendance were Jenny McCollum as Chairperson, Laure Whitmer as Budget Representative, Emerson Lotzia as General Counsel Representative; with Alan McElroy, Steve McInall, Jackie Scheel, Steve Tuten, Cindy Edgar as voting Committee Members;

Lynn Rix, Jason Behr, Cecil Camacho, Joe Perez, Maurice Scarboro, Rodney Lovgren, Dan Kruck, Ken Chascin, Kenny Pearson, Larry Guevarra, Maria Benavides, Maria Betancur, Delphine Maiden, Allyssa Petersen, Brian Gaines, Hai Vu, Nathan Woyak, Jeremy Williams, Mickey Willoughby, Thaliah Smith, Rachelle Weir, Elizabeth DiMeo

Awards:

1. Approval of the minutes from the last meeting (11/08/2018). **APPROVED**
2. Request approval to award to Oracle America Inc. for Oracle Customer to Meter (C2M) Migration, Licenses, Support and Professional Services in the amount of \$9,985,966.56, subject to the availability of lawfully appropriated funds. **APPROVED**
3. **DEFERRED** - Request approval to award a contract increase to Stuart C Irby Co for the supply of Radio Controlled Switches and Controls in the amount of \$1,610,227.24, for a new total not-to-exceed amount of \$8,290,221.10 subject to the availability of lawfully appropriated funds.
4. 003-19 - Request approval to award a contract to Duval Ford for a the purchase of fifteen (15) vehicles within the medium duty vehicle class categories in the amount of \$1,433,649.00, subject to the availability of lawfully appropriated funds. **APPROVED**
5. 019-18 – Request approval to award a contract to CDM Smith Inc. for engineering services for the Norwood Water Treatment Plant High Service Pump Replacement project in the amount of \$466,929.00, subject to the availability of lawfully appropriated funds. **APPROVED**
6. 020-18 – Request approval to award a contract to CDM Smith Inc. for engineering services for the McDuff Water Treatment Plant High Service Pump Replacement project in the amount of \$710,261.00, subject to the availability of lawfully appropriated funds. **APPROVED**
7. 154-18 - Request approval to award a contract to United Brothers Development Corp. for construction services for the Baymeadows Rd – Point Meadows Rd to Old Still PUD Trans – RW project in the amount of \$321,395.36, subject to the availability of lawfully appropriated funds. **APPROVED**
8. 132-18 - Request approval to award contracts for underground water, wastewater repair services to Petticoat-Schmitt for \$1,200,000.00, JB Coxwell for \$900,000.00 and to Callaway Contracting for \$900,000.00, for a not-to-exceed amount of \$3,000,000.00, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**

9. 140-18 - Request approval to award a five (5) year contract to ThyssenKrupp Elevator for NGS Rack & Pinion Elevator Maintenance in the amount of \$949,300.00, subject to the availability of lawfully approved funds. **APPROVED w/Discussion**
10. 150-18 – Request approval to rescind the solicitation for GPS and Telematics with Mobile Hot Spot Capability Services, and reject all Responses received in anticipation of rebidding. **APPROVED w/Discussion**

Ratifications: N/A

Informational Items: N/A

Public Comments: N/A

Adjournment: 10:22 a.m.



Formal Bid and Award System

Award #2 November 15, 2018

Type of Award Request: PROPRIETARY
Request #: 6422
Requestor Name: Benavides, Maria L. - Mgr Technology Project Mgmt
Requestor Phone: (904) 665-7046
Project Title: Oracle Customer to Meter (C2M) Migration, Licenses, Support and Professional Services
Project Number: 8004943 (Capital), HEB0500 (O&M)
Project Location: JEA
Funds: Capital and O&M
Budget Estimate: \$9,985,966.56 (\$7,974,761.66 Capital, \$407,568.22 O&M Year 1, \$801,818.34 O&M Year 2, \$801,818.34 O&M Year 2)

Scope of Work:

This request is for the proprietary purchase of new licenses, one (1) year of support after installation, and professional services for the upgrade and migration of existing Customer Care & Billing (CC&B) licenses to Oracle Customer to Meter (C2M). JEA is a current Oracle Utilities Customer Care & Billing (CC&B) customer running version 2.4 and will work directly with Oracle to provide the Customer to Meter (C2M) migration to C2M v2.6 that includes replacing the eMeter meter data management application with Oracle Utilities Meter Data Management (MDM), Smart Grid Gateway (SGG), Service Order Management (SOM), Operational Device Management (ODM), and Information Lifecycle Management (ILM) among others.

JEA IFB/RFP/State/City/GSA#: N/A
Purchasing Agent: Woyak, Nathan
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

| Name | Contact Name | Email | Address | Phone | Amount |
|---------------------|-----------------------------------|--|---|-----------------------------------|----------------|
| ORACLE AMERICA INC. | Daniel Matthews, Robert Szadek | daniel.mathews@oracle.com robert.szadek@oracle.com | 500 Oracle Parkway Redwood Shores, CA 94065 | (214)-500-4397, (803) 361 4350 | \$9,985,966.56 |

Amount for the Entire Contract: \$9,985,966.56
Award Amount for the remainder this FY: \$6,039,101.99 (\$2,582,329.88 for licenses/support + \$3,456,772.11 Professional Services)
Length of Contract/PO Term: Project Completion- (24 month Implementation, and Three (3) year Support Term through 11/18/2021)
Begin Date (mm/dd/yyyy): 11/12/2018
End Date (mm/dd/yyyy): Project Completion
JSEB Requirement: N/A- Proprietary

Background/Recommendation

In 2007, JEA started using Oracle Customer Care & Billing (CC&B) which included \$7M in implementation cost and \$521,000.00 in annual support and upgraded in 2014. In 2017 Oracle introduced bundled Customer Information System (CIS) and Meter Data Management (MDM) products (integrated on the same database), called Customer to Meter (C2M). C2M is market-leading customer CIS and meter data management system (MDMS) in one complete solution. C2M offers a variety of prepackaged versions to meet specific needs of different utility types. C2M is now positioned as the new rebranded and re-architected Oracle CIS solution that will replace the CC&B offering. JEA's Technology Project Committee (TPC) approved this on 10/15/2018 and 11/15/2018, and the complete business case is attached as backup.

JEA's current MDM cannot handle the increase data management needed for smart meters, field data, and the need for new functionality. The C2M MDM migration will allow better centralized management of data from smart meters and connection to more than just meters on the grid including internet of things (IoT) to better integrate thermostats, home devices sensors, products and services behind the meter. Field data will be processed more efficiently to allow successful demand rate rollout and billing. Moving programming from the meter to leading MDM within C2M reduces meter errors, allows quicker programming for new rates and programs and increases consistency for JEA's customers. C2M provides these benefits through the ability to identify faulty meters, meter tampering, meter health, transformer load management, and advanced outage management support including outage and restoration notification. C2M supports complex billing needs with an advanced pre-billing engine in a single application, single user interface, single database, and eliminates integrations. It will allow the streamline of data management and all meter-to-cash business processes and eliminate complex meter-to-cash integrations.

In addition to the Oracle Utilities Meter Data Management (MDM) improvements above, C2M contains all modules below in the single platform with the following benefits:

Smart Grid Gateway Overview (SGG): Designed to be a single point of connection between applications and devices acts as a messaging broker to communicate with meters and other devices using a common interface. This allows the system to hide much of the background complexity that can occur when multiple head end or meter data collection systems are used.

Service Order Management (SOM): Delivers a new approach to handling the most common customer service order use cases for smart metering technology and traditional metering. Rather than generating specific field activity tasks, Oracle Utilities CCB triggers field activity requests that are based on the classic customer scenarios: start service, stop service, disconnect for non-payment, reconnect service, etc. Oracle Utilities (C2M) SOM receives these requests and determines whether the installed device technology can support electronic commands (sending messages via Oracle Utilities SGG), or not (meaning that a field visit is required to complete necessary tasks).

Operational Device Management (ODM): Provides functionality to handle large volumes of assets and to manage the receipt, installation, maintenance, tracking and removal of those assets.

ILM – Information Lifecycle Management: Automated data management and archiving to drastically reduce data storage costs while taking business requirements into account.

PM – Program Management: Module designed to drive more effective, successful customer programs ranging from promotional programs to conservation or energy efficiency.

AMP – Application Management Pack: Automating operational tasks of application lifecycle management, taking advantage of the power of management from Oracle Enterprise Manager.

OUA – Oracle Utility Analytics: Platform with Pre-built dashboards, embedded analytics based on industry best practices. Customer Analytics. Revenue Analytics, Credit & Collections, Meter Data Analytics, Device Analytics

The total C2M migration cost of \$8,382,329.88 is high; however, migration to C2M is in alignment with JEA trends required to support JEA’s critical business drivers, future ready capabilities and innovation. The licensing and support cost of \$2,582,329.88 includes a 90% discount off Oracle list price on the new and migrated licenses, and rates are fixed for six (6) years for any future customer growth. Following the first year of support included with this agreement, support will be co-termed and added to JEA’s existing support contract for all other JEA Oracle Support. The \$5,500,000.00 fixed fee for professional services for implementation and migration includes a twenty-four (24) month project duration with detailed payment milestones. In addition \$300,000.00 of estimated travel expense according to JEA’s travel policy has been included in the award. Some implementation costs will be recovered via efficiency gains in field, call center, and back office support. JEA negotiated the following cost reductions from the initial offer: \$2.5M for professional services, \$200,000.00 estimated travel expense, \$50,420.16 license and support, and \$48,830.74 for removing the 3% support uplift for support in years two (2) and three (3). JEA’s current annual expenses of \$407,568.22 to maintain the prior CC&B software shall be migrated to C2M’s comprehensive suite of support products and support costs for C2M shall remain fixed through fiscal year 2021. The pricing agreements for licensing and support and professional services are attached as backup.

The budget for this project is \$9,985,966.56 (\$7,974,761.66 Capital, \$407,568.22 O&M Year 1, \$801,818.34 O&M Year 2, \$801,818.34 O&M Year 2). In FY19 JEA anticipates paying Oracle \$6,039,101.99 (\$2,582,329.88 for licenses/support + \$3,456,772.11 Professional Services) and \$2,343,227.89 for professional services in FY20. JEA will pay \$801,818.34 in support in both FY20 and FY21.

Request approval to award to Oracle America Inc. for Oracle Customer to Meter (C2M) Migration, Licenses, Support and Professional Services in the amount of \$9,985,966.56, subject to the availability of lawfully appropriated funds.

Director: Edgar, Cindy L. - Dir Eng Systems & PMO
VP: Cosgrave, Paul J. - VP & Chief Information Officer

APPROVALS:



Chairman, Awards Committee **Date** 11/15/18



Manager, Capital Budget Planning **Date** 11/15/18



Formal Bid and Award System

Award # 4 November 15, 2018

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6368
Requestor Name: Roddy, Colin
Requestor Phone: (904) 665-8337
Project Title: JEA FY19 Medium Duty Vehicle Procurement Acquisition
Project Number: 8005056, 8005066, 8005261
Project Location: JEA
Funds: Capital
Budget Estimate: \$1,433,649.00

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to solicit pricing for the purchase of fifteen medium duty vehicles within class categories of 123 and 136 for JEA's FY19 requirements. This purchase is for planned and budgeted replacement and expansion of JEA's Fleet electric and water assets (Water Replacement – 12 units, Water Expansion – 2 units, and Electric Replacement – 1 unit) and have been approved as part of the FY19 Fleet Capital Procurement Plan. This agreement will leverage not only many different styles of vehicles it is also intended to leverage volumes of future vehicles.

JEA IFB/RFP/State/City/GSA#: 003-19
Purchasing Agent: Roddy, Colin
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

| Name | Contact Name | Email | Address | Amount |
|------------|--------------|--|--|----------------|
| DUVAL FORD | Bambi Darr | Bambi.Darr@duvalfleet.com | 1615 Cassat Ave., Jacksonville, FL 32210 | \$1,433,649.00 |

Amount for entire term of Contract/PO: \$1,433,649.00
Award Amount for remainder of this FY: \$1,433,649.00
Length of Contract/PO Term: One (1) Year w/One (1) Yr. Renewal
Begin Date (mm/dd/yyyy): 10/01/2018
End Date (mm/dd/yyyy): 09/30/2019
Renewal Options: One (1) – 1 Yr. Renewal
JSEB Requirement: N/A – No JSEBs available

BIDDERS:

| SUPPLIER | Bid Type | Group 1: ONE TON, STANDARD, DIESEL DUALY, 4X2, UTILITY TRUCKS | Group 2: ONE TON, EXTENDED CAB, DIESEL DUALY, 4X2, UTILITY TRUCKS | Group 3: ONE TON, DIESEL STANDARD CAB, DUALY 4X4, STAKE BODY / LIFT GATE TRUCK | Total |
|----------------------|----------|---|---|--|----------------|
| DUVAL FORD | Original | \$1,004,265.00 | \$362,648.00 | \$66,736.00 | \$1,433,649.00 |
| | BAFO | \$1,004,265.00 | \$362,648.00 | \$66,736.00 | \$1,433,649.00 |
| BECK AUOTSALES, INC. | Original | \$1,080,193.34 | \$407,582.60 | \$74,465.46 | \$1,562,241.40 |
| | BAFO | \$1,059,460.50 | \$402,112.60 | \$72,401.70 | \$1,533,974.80 |
| COGGIN FORD | Original | \$1,177,081.66 | \$402,334.88 | \$73,280.05 | \$1,652,696.59 |
| | BAFO | \$1,155,103.66 | \$395,415.88 | \$72,364.30 | \$1,622,883.84 |
| MAUDLIN | Original | \$1,057,840.00 | - | \$74,119.00 | \$1,131,959.00 |
| | BAFO | \$1,012,840.00 | - | \$69,619.00 | \$1,082,459.00 |

Background/Recommendations:

Advertised 09/26/2018. Six (6) companies attended the mandatory pre-response meeting on 10/04/2018. At the Response opening on 10/23/2018, JEA received four (4) Responses.

On 10/30/2018, negotiation meetings were held for price with the four (4) shortlisted companies, Duval Ford, Beck Autosales, Inc., Coggin Ford, and Maudlin International. Best and Final Offers (BAFO) were submitted on 11/12/2018, and one (1) shortlisted company was deemed the lowest responsible and responsive Respondent for all of the vehicle groupings.

JEA intended to award to the lowest Respondent for each of the three (3) vehicle groupings of the medium duty vehicle classes, and suppliers were encouraged to bid multiple groupings for efficiency purposes. In previous years, the three (3) vehicle groupings were purchased through multiple solicitations or through already existing Government contracts, with each year bidding out that respective year's purchase plan. In an effort to leverage our requirements and gain department efficiencies, the Fleet Procurement team elected to funnel all of the requirements into a single solicitation for FY19 and an option for FY20. A copy of the proposed award breakout by vehicle grouping is included below.

| Vehicle Grouping | Proposed Awardee | Previous Pricing | Proposed FY19 Pricing |
|---|------------------|------------------|-----------------------|
| Group 1: CLASS 123 – ONE TON, STANDARD, DIESEL DUALY, 4X2, UTILITY TRUCKS (FORD F-550, RAM 5500 WITH 19,500 GVWR OR EQUAL) | DUVAL FORD | \$902,067.10 | \$1,004,265.00 |
| Group 2: ONE TON, EXTENDED CAB, DIESEL DUALY, 4X2, UTILITY TRUCKS (FORD F-550, RAM 5500 WITH 19,500 GVWR OR EQUAL) | DUVAL FORD | \$347,230.84 | \$362,648.00 |
| Group 3: ONE TON, DIESEL STANDARD CAB, DUALY 4X4, STAKE BODY / LIFT GATE TRUCK (FORD F-550, RAM 5500 WITH 19,500 GVWR OR EQUAL) | DUVAL FORD | \$63,529.00 | \$66,736.00 |


| | | | |
|--|--------|----------------|----------------|
| | Totals | \$1,312,826.94 | \$1,433,649.00 |
|--|--------|----------------|----------------|

When comparing the proposed winning supplier for each respective grouping, to JEA's last price paid for the same vehicles (excluding the cost of a Full Hydraulic Crane for Group 3), the JEA's FY19 purchase price is \$120,833.06 higher, or 9% increase. This increase can be contributed to external market pressures as well as project timeline restrictions that the vendors have accounted for from FY18. This agreement will be structured for one (1) year with an optional year renewal, with price adjustments only by the vehicle's Manufacturer Suggested Retail Pricing (MSRP). However, if the MSRP increase exceeds the Producer Price Index by Industry: Heavy Duty Truck Manufacturing: Trucks, Truck Tractors, and Bus Chassis - 14,001 to 33,000 Pounds, JEA will elect to rebid.

003-19 - Request approval to award a contract to Duval Ford for a the purchase of fifteen (15) vehicles within the medium duty vehicle class categories in the amount of \$1,433,649.00, subject to the availability of lawfully appropriated funds.

Manager: Pearson, Kenny – Procurement Category Manager
Director: McCollum, Jenny – Director, Procurement Services
VP: McCarthy, John P. – VP Logistics & Chief Supply Chain Officer

APPROVALS:

 _____ 11/15/18

Chairman, Awards Committee **Date**

 _____ 11/15/18

Manager, Capital Budget Planning **Date**



Formal Bid and Award System

Award # 5 November 15, 2018

Type of Award Request: PROPOSAL (RFP)
Request #: 4066
Requestor Name: Willoughby, Mickey L. – Water Wastewater Engineer
Requestor Phone: (904) 665-8949
Project Title: Engineering Services for the Norwood Water Treatment Plant (WTP) High Service Pump Replacement
Project Number: 8004397
Project Location: JEA
Funds: Capital
Budget Estimate: \$400,000.00

Scope of Work:

The Norwood WTP, located at 1033 Escambia Street, was constructed in the early 1950's has a capacity of 5.76 MGD. The Norwood WTP has four high service pumps that are reaching the end of their service life. The scope of this project includes renovation of the pump building, replacement of four high service pumps, new motor control center, associated piping, electrical and instrumentation & control, and variable frequency drives.

This is a request to award to an engineering firm to provide engineering services, including design, permitting and services during construction for the Norwood WTP High Service Pump Replacement project.

JEA IFB/RFP/State/City/GSA#: 019-18
Purchasing Agent: Kruck, Daniel Robert (Dan)
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

| Name | Contact Name | Email | Address | Phone | Amount |
|----------------|----------------|-----------------------|--|----------------|--------------|
| CDM SMITH INC. | PATRICK VICTOR | victorpr@cdmsmith.com | 8381 DIX ELLIS TRAIL SUITE 400, JACKSONVILLE, FL 32256 | (904) 527-6736 | \$466,929.00 |

Amount for entire term of Contract/PO: \$466,929.00
Award Amount for remainder of this FY: \$295,981.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 11/26/2018
End Date (mm/dd/yyyy): Project Completion (Expected: November 2020)
JSEB Requirement: Eight Percent (8%) Goal

Comments on JSEB Requirements:

RE Holland & Assoc. – Survey/Subsurface Utility Engineering – 5.8%
 Meskel & Associates – Geotechnical – 0.5%
 C&ES – Permitting - 1.6%
 Total JSEB Participation = 7.9%

BIDDERS:

| Name | Amount | Rank |
|-------------------------|--------------|------|
| CDM SMITH INC. | \$466,929.00 | 1 |
| MOTT MACDONALD | N/A | 2 |
| CONSTANTINE ENGINEERING | N/A | 3 |
| HAZEN AND SAWYER | N/A | 4 |
| WRIGHT-PIERCE | N/A | 5 |
| CPH | N/A | 6 |

Background/Recommendations:

Advertised on 12/01/2017. Eight (8) companies attended the mandatory pre-proposal meeting on 01/08/2018. At proposal opening on 02/06/2018, JEA received six (6) Proposals. The public evaluation meeting was held on 06/25/2018 and JEA deemed CDM Smith Inc. the most qualified to perform the work. A copy of the evaluation matrix is attached as backup.

Negotiations with CDM Smith were successfully completed. The proposed engineering fee of \$466,929.00 is 16.7% higher than initially estimated due to the need for a building condition survey, which was not anticipated by staff; as-built drawings are not available. The fee includes \$407,172.00 for engineering services and \$59,757.00 for construction inspection services, which is 15.6% and 2.3% respectively, of the estimated construction costs. Engineering fees are higher than average due to complex requirements to minimize impacts on operations (delivery of pressure to customers) which requires additional planning, communication and project phasing. A budget trend has been submitted for the increased costs. A copy of the negotiated scope and fee is attached as backup.

019-18 – Request approval to award a contract to CDM Smith Inc. for engineering services for the Norwood Water Treatment Plant High Service Pump Replacement project in the amount of \$466,929.00, subject to the availability of lawfully appropriated funds.

Manager Vu, Hai Xuan – Mgr, Water Plants E&C
Director: Conner, Sean M. - Dir, WWW Project Engineering & Construction
VP: Calhoun, Deryle I. Jr. - VP/GM Water Wastewater Systems

APPROVALS:

 11/15/18

Chairman, Awards Committee **Date**

 11/15/18

Manager, Capital Budget Planning **Date**



Formal Bid and Award System

Award #6 November 15, 2018

Type of Award Request: PROPOSAL (RFP)
Request #: 4065
Requestor Name: Willoughby, Mickey L. – Water Wastewater Engineer
Requestor Phone: (904) 665-8949
Project Title: Engineering Services for the McDuff Water Treatment Plant High Service Pump Replacement
Project Number: 8003457
Project Location: JEA
Funds: Capital
Budget Estimate: \$570,000.00

Scope of Work:

The McDuff Water Treatment Plant (WTP) is located at 1040 McDuff Avenue South, Jacksonville, Florida. This facility, constructed in the early 1940's has a capacity of 16.06 MGD. Five of the existing six High Service Pumps (HSPs) are nearing the end of their service life and need replacement. The scope of this project includes replacement of five high service pumps, vacuum piping, aerators, exhaust fans and intake ventilators, new motor control center, associated piping, electrical and instrumentation & controls, variable frequency drives, and HVAC.

This is a request to award to an engineering firm to provide engineering services, including design, permitting and services during construction for the McDuff Water Treatment Plant High Service Pump Replacement project.

JEA IFB/RFP/State/City/GSA#: 020-18
Purchasing Agent: Kruck, Daniel Robert (Dan)
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

| Name | Contact Name | Email | Address | Phone | Amount |
|----------------|----------------|-----------------------|--|----------------|--------------|
| CDM SMITH INC. | PATRICK VICTOR | victorpr@cdmsmith.com | 8381 DIX ELLIS TRAIL SUITE 400, JACKSONVILLE, FL 32256 | (904) 527-6736 | \$710,261.00 |

Amount for entire term of Contract/PO: \$710,261.00
Award Amount for remainder of this FY: \$512,068.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 11/26/2018
End Date (mm/dd/yyyy): Project Completion (Expected: February 2021)
JSEB Requirement: Eight Percent (8%) Goal
Comments on JSEB Requirements:
 RE Holland & Assoc. – Survey/Subsurface Utility Engineering – 7.4%

Meskel & Associates – Geotechnical – 0.51%
Total JSEB Participation = 7.91%

BIDDERS:

| Name | Amount | Rank |
|-------------------------|--------------|------|
| CDM SMITH INC. | \$710,261.00 | 1 |
| MOTT MACDONALD | N/A | 2 |
| CONSTANTINE ENGINEERING | N/A | 3 |
| WRIGHT-PIERCE | N/A | 4 |
| CPH | N/A | 5 |

Background/Recommendations:

Advertised on 12/01/2017. Eight (8) companies attended the mandatory pre-proposal meeting on 01/08/2018. At proposal opening on 02/06/2018, JEA received five (5) Proposals. The public evaluation meeting was held on 06/25/2018 and JEA deemed CDM Smith Inc. the most qualified to perform the work. A copy of the evaluation matrix is attached as backup.

Negotiations with CDM Smith were successfully completed. The proposed engineering fee of \$710,261.00 is 24.6% higher than initially estimated due to the need for a building condition survey, which was not anticipated by staff, and the need for a specialty subcontractor to evaluate/inspect the current underground piping in the pump station. The fee includes \$650,504.00 for engineering services and \$59,757.00 for construction inspection services, which is 17.1% and 1.57% respectively, of the estimated construction costs. Engineering fees are higher than average due to complex requirements to minimize impacts on operations and requires additional planning, communication and project phasing. A budget trend has been submitted for the increased costs. A copy of the negotiated scope and fee are attached as backup.


020-18 – Request approval to award a contract to CDM Smith Inc. for engineering services for the McDuff Water Treatment Plant High Service Pump Replacement project in the amount of \$710,261.00, subject to the availability of lawfully appropriated funds.

Manager Vu, Hai Xuan – Mgr, Water Plants E&C
Director: Conner, Sean M. - Dir, WWW Project Engineering & Construction
VP: Calhoun, Deryle I. Jr. - VP/GM Water Wastewater Systems

APPROVALS:

 11/15/18

Chairman, Awards Committee **Date**

 11/15/18

Manager, Capital Budget Planning **Date**



Formal Bid and Award System

Award #7 November 15, 2018

Type of Award Request: BID (IFB)
Request #: 6313
Requestor Name: Betancur, Maria A.
Requestor Phone: (904) 665-7215
Project Title: Construction Services for the Baymeadows Rd – Point Meadows Rd to Old Still PUD Trans – RW Project
Project Number: 8004699
Project Location: JEA
Funds: Capital
Budget Estimate: \$301,738.00

Scope of Work:

This request is to solicit bids for construction services to install 2,700F of 6-inch PVC DR18 reclaimed water main (RWM) by open cut method. The new reclaim water main will connect to the existing 20-inch RWM within the JEA transmission corridor west of I-295, turn east on Baymeadows Rd and continue to RG Skinner Blvd. The I-295 crossing will be completed as part of the FDOT Baymeadows Road and I-295 interchange project. This project will provide system reliability and resilience for future developments in the area.

JEA IFB/RFP/State/City/GSA#: 154-18
Purchasing Agent: Kruck, Daniel Robert (Dan)
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

| Name | Contact Name | Email | Address | Phone | Amount |
|-----------------------------------|--------------|------------------|---|----------------|--------------|
| UNITED BROTHERS DEVELOPMENT CORP. | CHARLES | charles@ubd1.com | 6924 Distribution Ave S, Jacksonville, FL 32256 | (904) 262-3227 | \$321,395.36 |

Amount for entire term of Contract/PO: \$321,395.36
Award Amount for remainder of this FY: \$321,395.36
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 12/10/2018
End Date (mm/dd/yyyy): Project Completion (Expected: June 2019)
JSEB Requirement: 10% Goal

Comments on JSEB Requirements:

Legacy Engineering – Project Testing – 1.6%
 Donna J Hamilton Inc. – Materials – 9.2%
 Total JSEB Participation = 10.8%

BIDDERS:

| Name | Amount |
|----------------------------------|--------------|
| UNITED BROTHERS DEVELOPMENT CORP | \$321,395.36 |
| T G UTILITY COMPANY INC. | \$339,085.76 |
| CALLAWAY CONTRACTING INC. | \$354,700.00 |

Background/Recommendations:

Advertised on 9/19/2018. Nine (9) companies attended the mandatory pre-bid meeting on 09/24/2018: At Bid opening on 10/30/2018, JEA received three (3) Bids. JEA held the Bids to contact the other pre-bid attendees to see why they did not submit. The companies stated current workload as the reason for not submitting. On 11/06/2018 JEA opened the three (3) Bids. United Brothers Development Corporation was the lowest responsive and responsible bidder. A copy of the Bid form and Workbook are attached as backup.

The award amount of \$321,395.36 is approximately seven percent (7%) higher than the project estimate. The primary reasons for the increase was the higher costs for sod, 8'' HDPE Horizontal Directional Drill and material and installation of 6'' DR-18 PVC pipe. A budget trend has been submitted to match the award amount.

154-18 - Request approval to award a contract to United Brothers Development Corp. for construction services for the Baymeadows Rd – Point Meadows Rd to Old Still PUD Trans – RW project in the amount of \$321,395.36, subject to the availability of lawfully appropriated funds.

- Manager** DiMeo, Elizabeth A. - Mgr Delivery & Collection E&C
- Director:** Conner, Sean M. - Dir, WWW Project Engineering & Construction
- VP:** Calhoun, Deryle I. Jr. - VP/GM Water Wastewater Systems

APPROVALS:

 _____ 11/15/18
Chairman, Awards Committee **Date**

 _____ 11/15/18
Manager, Capital Budget Planning **Date**



Formal Bid and Award System

Award #8 November 15, 2018

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6325
Requestor Name: Chascin, Ken, Mgr W/WW Reuse Delivery & Coll Maint Planning & Eng
Requestor Phone: (904) 665-6185
Project Title: Underground Water, Wastewater and Reuse Grid Repair and Installation Services
Project Number: 8005184, 8005153 (Capital 19321011, 19221006), (O&M CC 30110 Line 430)
Project Location: JEA Territory
Funds: O&M & Capital
Budget Estimate: \$3,000,000.00
Scope of Work:

The scope of work for this contract is for a contractor to provide the personnel, equipment, and materials to complete task assignments on a time and materials or lump sum basis such as:

- Piping repairs (including valves and other appurtenances as well as vacuum and low pressure systems)
- Manhole installation & repairs (excluding liners/linings)
- Main extensions
- Service connections
- Air release valves (ARVs)
- Large meter installations

The work is being contracted out in order to supplement JEA's Water/Wastewater Delivery and Collection maintenance services during peak workload times. JEA had previously bid out these services as unit price per service and did not find the results acceptable to move forward with an award, specifically the contractors priced too much risk into their unit prices. As a result, JEA solicited the services as time and material, which provides JEA the ability to compare specific standard rates (price certainty on rates) between companies.

JEA IFB/RFP/State/City/GSA#: 132-18
Purchasing Agent: Lovgren, Rodney
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

| Name | Contact Name | Email | Address | Phone | Amount |
|---|----------------|--------------------------------|---|--------------|----------------|
| PETTICOAT-SCHMITT CIVIL CONTRACTORS INC | Aaron Browning | abrowning@petticoatschmitt.com | 6380 Phillips Highway, Jacksonville, FL 32216 | 904-854-9204 | \$1,200,000.00 |
| J.B. COXWELL CONTRACTING INC. | Rob Paulger | robp@jbcowell.com | 6741 Lloyd Road W. Jacksonville FL 32254 | 904-421-4542 | \$900,000.00 |
| CALLAWAY CONTRACTING | Jeremy Isbell | Jeremy@callawaycontracting.com | 10950 New Berlin Rd. Jacksonville FL 32226 | 904-553-0220 | \$900,000.00 |

| | | | | | |
|------|--|--|--|--|--|
| INC. | | | | | |
|------|--|--|--|--|--|

Amount for entire term of Contract/PO: \$3,000,000.00
Award Amount for remainder of this FY: \$2,500,000.00
Length of Contract/PO Term: One Year w/ Two (2) – 1Yr. Renewals
Begin Date (mm/dd/yyyy): 12/01/2018
End Date (mm/dd/yyyy): 11/30/2019
Renewal Options: Yes - Two (2) – 1Yr. Renewals
JSEB Requirement: N/A - Optional

BIDDERS:

| Company Name | First Round | BAFO | Rank |
|--|----------------|----------------|------|
| PETTICOAT-SCHMITT CIVIL CONTRACTORS INC. | \$3,476,659.12 | \$3,359,965.65 | 1 |
| J.B. COXWELL CONTRACTING INC. | \$3,571,248.53 | \$3,571,247.52 | 2 |
| CALLAWAY CONTRACTING INC. | \$3,758,766.43 | \$3,592,012.50 | 3 |

Background/Recommendations:

Advertised on 09/10/2018. Four (4) companies attended the mandatory pre-response meeting held on 07/27/2018. At Response opening on 08/14/2018, JEA received three (3) Responses. All three (3) companies were short-listed. After negotiation meetings were held, all three (3) companies were invited to submit Best and Final Offers (BAFO). JEA evaluated the companies on price (100 points). All three (3) companies were deemed to be responsive and responsible Respondents. A copy of the Response Form and Workbook are attached as backup.

The award estimate (hours and equipment forecast used in the Bid Workbook) was based on JEA crews performing the same volume of work in one (1) year time period.

Petticoat-Schmitt lowered their price by \$116,693.47 in the BAFO round or 3.5%, and Callaway lowered their price by \$166,753.93 in the BAFO round or 4.6%, for a total BAFO savings of \$283,448.41. There is not an incumbent to compare rates to for this work; however, JEA tracks General Construction rates for various contracts and deems these rates to be reasonable.

Prices are fixed for the term of the contract. The workload is expected to be relatively balanced over the contract term. Petticoat-Schmitt was awarded a slightly higher amount as their overall rates were the lowest and the business will use them as the first contact on T&M work. Additionally, the companies may be asked to competitively lump sum bid some small maintenance and repair work with defined work scopes.

132-18 - Request approval to award contracts for underground water, wastewater repair services to Petticoat-Schmitt for \$1,200,000.00, JB Coxwell for \$900,000.00 and to Callaway Contracting for


\$900,000.00, for a not-to-exceed amount of \$3,000,000.00, subject to the availability of lawfully appropriated funds.

Director: Scheel, Jackie B – Dir W/WW Reuse Delivery & Collection
VP: Calhoun, Deryle I. – VP/GM Water Wastewater Systems

APPROVALS:

 11/15/18

Chairman, Awards Committee Date

 11/15/18

Manager, Capital Budget Planning Date



Formal Bid and Award System

Award #9 November 15, 2018

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6246
Requestor Name: Guevarra, Larry - Project Administrator Senior Construction
Requestor Phone: (904) 665-6632
Project Title: Northside Generation Station - Rack & Pinion Elevator Maintenance
Project Number: 30300 (O&M line 1196 and 1269)
Project Location: Northside Generating Station
Funds: O&M
Budget Estimate: \$1,000,000.00
Scope of Work:

The purpose of this solicitation is to establish pricing for the maintenance and repair of Rack and Pinion elevators at JEA's Northside Generating Station (NGS). The work shall include Preventive Maintenance, maintenance repairs and adjustments (including the purchase of parts/materials and subcontractor services), and the scheduling of and participation in the State Safety Inspections for eight (8) rack & pinion elevators.

JEA IFB/RFP/State/City/GSA#: 140-18
Purchasing Agent: Lovgren, Rodney
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

| Name | Contact Name | Email | Address | Phone | Amount |
|-----------------------|-------------------|------------------------------------|---|--------------|--------------|
| THYSSENKRUPP ELEVATOR | Brennan Heintzman | Brennan.heintzman@thyssenkrupp.com | 6942 Philips Pkwy Dr., Jacksonville, FL 32256 | 866-251-4213 | \$949,300.00 |

Amount for entire term of Contract/PO: \$949,300.00
Award Amount for remainder of this FY: \$175,000.00
Length of Contract/PO Term: Five Years w/ One (1) – 1Yr. Renewals
Begin Date (mm/dd/yyyy): 12/03/2018
End Date (mm/dd/yyyy): 12/02/2023
Renewal Options: Yes - One (1) – 1Yr. Renewals
JSEB Requirement: N/A - Optional

BIDDERS:

| Company Name | First Round | BAFO | Rank |
|-------------------------|----------------|----------------|------|
| THYSSENKRUPP ELEVATOR | \$949,300.00 | 949,300.00 | 1 |
| ORACLE ELEVATOR COMPANY | \$1,047,650.00 | \$1,007,800.00 | 2 |
| ALIMAK HEK INC. | \$1,294,775.00 | N/A | N/A |

Background/Recommendations:

Advertised on 08/29/2018. Three (3) companies attended the pre-response meeting held on 09/19/18. At Response opening on 10/09/2018, JEA received three (3) responses. ThyssenKrupp and Oracle Elevator were invited to submit Best and Final Offers (BAFO). JEA evaluated the companies on price only and ThyssenKrupp is deemed the lowest Responsive and Responsible Respondent. The Response Workbooks are attached as backup. This particular style elevator system is older technology and only a limited number of elevator service companies support service, maintenance and repair.

In comparing the pricing for this award vs. JEA's current rates with ThyssenKrupp for these services, fixed rate costs for inspections, labor rates and markups have decreased by a combined 1.8% overall for an estimated \$17,800.00 in savings over the five (5) year term. The contract labor rates are fixed for the first three (3) years of the contract, with a Consumer Price Index (CPI) price adjustment allowable in subsequent years. All other rates are fixed for the five (5) year term. A spreadsheet is attached as backup for the comparison of old vs. new pricing.

140-18 - Request approval to award a five (5) year contract to ThyssenKrupp Elevator for NGS Rack & Pinion Elevator Maintenance in the amount of \$949,300.00, subject to the availability of lawfully approved funds.

Manager: Limbaugh, Margaret Z. - Manager, Project Management
Director: Pineda, Joseph R. - Dir Electric Production Eng & Outage Svcs
VP: Brost, Mike J. - VP/GM Electric Systems

APPROVALS:

 _____ 11/15/18

Chairman, Awards Committee **Date**

 _____ 11/15/18

Manager, Capital Budget Planning **Date**



Formal Bid and Award System

Award #10 November 15, 2018

Type of Award Request: RESCIND
Request #: 6348
Requestor Name: Roddy, Colin P.
Requestor Phone: (904) 665-8337
Project Title: JEA Fleet Services GPS and Telematics with Mobile Hot Spot Capability
Project Number: N/A
Project Location: JEA
Funds: O&M and Capital
Award Estimate: \$2,500,000.00
Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to solicit pricing and select a vendor that can provide GPS and Telematics with Mobile Hot Spot Capability services to JEA.

JEA has been utilizing a GPS system provided by Fleet Analytics for JEA's GPS and Telematics requirements. Because of performance issues and documented concerns related to that agreement, the scope will be rebid through the ITN process. The overall goal of GPS and Telematics consists of capturing real-time and historic information regarding JEA's fleet and employees such that we (1) obtain better data on vehicle usage, condition and location; (2) are better able to manage resources and assign work; and (3) achieve lower cost of operations. In addition to the GPS and Telematics requirements, this scope will also include a requirement for a communication mechanism to be installed in JEA vehicles that provide Wi-Fi and Bluetooth for locally connected devices. The primary communication device installed in each vehicle would use cellular uplink and allow multiple devices (GPS, Phones, Laptops, Sensors, Tablets, etc.) to connect which would provide access to hosted platforms, Internet sites and JEA.

The scope of the GPS deployment will include vehicles, trailers, and equipment for the following business groups: Fleet, Electric System, Water/Sewer, Customer Relationships and Telecommunications with an estimated cost to JEA of \$2.5 Million Dollars. JEA has approximately 1,400 on-road and off-road assets that GPS will be installed during the initial 120 day implementation phase with an overall contract agreement term of three (3) years plus two (2) one (1) year options.

JEA IFB/RFP/State/City/GSA#: 150-18
Purchasing Agent: Roddy, Colin P.
Is this a Ratification?: NO

BIDDERS:

| Name | Amount |
|----------|--------|
| USAT | N/A |
| SYNOVIA | N/A |
| MARSHALL | N/A |

Background/Recommendations:

Advertised 08/24/2018. Eight (8) companies participated in the optional pre-bid meeting on 09/28/2018. At Bid opening on 09/11/2018, JEA received three (3) Responses. During the solicitation processing, JEA received no bids that were complete that could meet all requirements. The cross functional team has begun doing fact findings on the poor response rate, reviewing requirements for opportunities to further refine the technical specification, and evaluating opportunities to refine the scoring matrix to allow the next solicitation to be more robust. The team is targeting to release the next solicitation in November.

This request is to rescind, make changes to the technical specification and rebid to open up the bidding pool to receive more competition.

150-18 – Request approval to rescind the solicitation for GPS and Telematics with Mobile Hot Spot Capability Services, and reject all Responses received in anticipation of rebidding.

Manager: Pearson, Kenny – Procurement Category Manager
Director: McCollum, Jenny – Director, Procurement Services
VP: McCarthy, John P. – VP Logistics & Chief Supply Chain Officer

APPROVALS:

 11/15/18

Chairman, Awards Committee

Date

Manager, Capital Budget Planning

Date