Awards Committee met on **July 11, 2019**, in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 10:01 a.m.

Members in attendance were Jenny McCollum as Chairperson, Kristina Quarterman as Budget Representative, Jeff Close as General Counsel Representative; with John McCarthy, Ted Hobson, Caren Anders, Jesus Garcia, Deryle Calhoun as voting Committee Members;

Jason Behr, Lynn Rix, Dan Kruck, John Hurford, Cindy Edgar, Todd Mackey, Heather Beard, Rachelle Weir, Colin Roddy, Lena Caramagno, Kenny Pearson, Thaliah Smith, Maurice Scarboro, Nathan Woyak

**Awards:**

1. Approval of the minutes from the last meeting (06/27/2019). **APPROVED**

2. Request approval to award a contract to Suez Treatment Solutions Inc. for the purchase of replacement parts in the amount of $2,602,345.32, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**

3. **Deferred** - Request approval to award a change order to Anixter Power Solutions, Inc. in the amount of $242,083.28 and Stuart C. Irby CO in the amount of ($1,484,692.25) for the supply of Pole Line Hardware item carried in JEA Inventory Stock, for a new total not-to-exceed amount of $959,735.97 for Anixter Power Solutions, Inc. and $16,250,095.75 for Stuart C. Irby CO, subject to the availability of lawfully appropriated funds.

4. **Deferred** - Request approval for a change order to Gresco Supply, Inc. for the purchase of 28 KV single and three conductor cable in the amount of $32,221.56, for a new not-to-exceed total of $327,341.56, subject to the availability of lawfully appropriated funds.

5. Request approval to award a contract increase to Lindsay Precast for the supply of Concrete Manholes carried in JEA Inventory Stock in the amount of $139,868.77, for a new total not-to-exceed amount of $1,610,733.40, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**

6. 035-19 – Request approval to award a contract to CSI Geo, Inc. for the geotechnical and material field laboratory testing and inspection services in the amount of $396,682.27, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**

7. **Deferred** - Request approval to award a contract increase to Garber Chevrolet Buick GMC Truck in the amount of $111,934.65, for a new total not-to-exceed amount of $373,115.50, subject to the availability of lawfully appropriated funds.

8. 085-19 – Request approval to award a contract to Foresight Construction Group for construction services and a 4 MW generator for DES Springfield in the amount of $3,374,484.00, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
9. Request approval to award a contract increase and one (1) year contract renewal to Matrix Resources in the amount of $135,750.00, for a new not-to-exceed amount of 434,400.00, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSION**

10. **Deferred** - Request approval to award a change order to Rowe Drilling Company Inc., for additional services in the residential customer contact center in the amount of $128,161.25, for a new not to exceed amount of $617,511.25, subject to the availability of lawfully appropriated funds.

**Ratifications:** N/A

**Informational Items:** N/A

**Public Comments:** N/A

**Adjournment:** 10:13 a.m.
Formal Bid and Award System

Award #2    July 11, 2019

Type of Award Request:     OEM
Request #:    6516
Requestor Name:    Smith, Thalia D.
Requestor Phone:    (904) 665-8165
Project Title:    Suez Commodities Contract
Project Location:    JEA
Funds:    O&M (lines 168, 229, 230, 243, 244, 333, 334, 349)
Budget Estimate:    $2,697,040.99

Scope of Work:
To execute a five (5) year contract with Suez for the purchase of equipment and supplies. Suez is the manufacturer of the Ozonia Ultraviolet (UV) Disinfection Systems installed at JEA Wastewater Treatment and Reuse Facilities. Replacement parts are needed for the UV disinfection system to ensure proper operation. No aftermarket or suitable substitutes are available or acceptable at this time.

This award impacts the following JEA Measures of Value:
- Customer Value - This award ensures JEA can continue to treat customer wastewater.
- Environmental Value - This award ensures JEA can meet permit and compliance requirements for wastewater treatment.

JEA IFB/RFP/State/City/GSA#:    OEM
Purchasing Agent:    Kruck, Daniel R.
Is this a Ratification?:    NO

RECOMMENDED Awardee(S):

<table>
<thead>
<tr>
<th>Name</th>
<th>Contact Name</th>
<th>Email</th>
<th>Address</th>
<th>Phone</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>SUEZ TREATMENT</td>
<td>Richard</td>
<td>richard.keller@suez-</td>
<td>8007 Discovery Drive, Richmond, VA 23229</td>
<td>(201) 676-2525</td>
<td>$2,602,345.32</td>
</tr>
<tr>
<td>SOLUTIONS INC.</td>
<td>Keller</td>
<td>na.com</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Amount for entire term of Contract/PO:    $2,602,345.32
Award Amount for remainder of this FY:    $127,000.00
Length of Contract/PO Term:    Five (5) Years w/ Two (2) – 1 Yr. Renewals
Begin Date (mm/dd/yyyy):    07/01/2019
End Date (mm/dd/yyyy):    07/01/2024
Renewal Options:    Yes – Two (2) – 1 Yr. Renewals
JSEB Requirement:    N/A - OEM

BIDDER:

<table>
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<tbody>
<tr>
<td>SUEZ TREATMENT SOLUTIONS INC.</td>
<td>$2,602,345.32</td>
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</table>
Background/Recommendations:
The average historical spend with Suez for the past three full fiscal years has been $420,000.00. JEA has seen an increase in FY19 due to the Blacksford Water Reclamation Facility (WRF) coming online. Based on past spend and current projections for maintenance, JEA Water/Wastewater is estimated to spend about $508,000.00 with Suez Treatment Solutions Inc. for replacement parts for UV systems used in JEA Treatment & Reuse Facilities. Future spend may have to be increased in FY23 when the new Greenland WRF goes online if the plant UV system uses equipment from Suez Treatment Solutions Inc.

The negotiated pricing is consistent with past pricing. By entering into a multi-year contract JEA can limit future increases to a Consumer Price Index (CPI) adjustment. A price list is attached as backup. The unit pricing for this award is fixed for the three (3) years, and may be adjusted by a CPI in years four (4) and five (5). The projected spend has an estimated CPI adjustment included in the award amount.

Estimated spend is shown below:
- Year 1: $508,000.00
- Year 2: $508,000.00
- Year 3: $508,000.00
- Year 4: $523,240.00
- Year 5: $555,105.32

Request approval to award a contract to Suez Treatment Solutions Inc. for the purchase of replacement parts in the amount of $2,602,345.32, subject to the availability of lawfully appropriated funds.

Manager:  Weaver, Daniel S. - Mgr Wastewater Treatment and Reuse - East Grid  
Director: Vu, Hai X. - Dir W/WW & Reuse Treatment  
VP: Calhoun Jr.; Deryle I. – VP/GM Water Wastewater Systems

APPROVALS:  
__________________________  7/11/19  
Chairman, Awards Committee  
__________________________  7/11/2019  
Manager, Capital-Budget Planning  
__________________________  
Operating Budgets  
Date
Formal Bid and Award System

Award #5    July 11, 2019

Type of Award Request: CONTRACT INCREASE
Request #: 6657
Requestor Name: Keeler, Jessica – Manager Procurement Inventory Control
Requestor Phone: (904) 665-6403
Project Title: Concrete Manholes for JEA Inventory Stock
Project Number: Various
Project Location: JEA
Funds: Inventory Blanket
Budget Estimate: $1,337,150.57

Scope of Work:
This agreement provides Concrete Manholes, carried in JEA’s inventory. The current agreement includes fifty-three line items utilized throughout the electric system with average annual spend of $535,918.24 dollars. The current inventory balance for the items found in this solicitation is $22,427.12 with the average current lead-time of six weeks depending upon the item.

This contract increase impacts the following two (2) JEA Measures of Value:

- Customer Value – This contract increase ensures JEA can continue to efficiently and effectively operate the electric network grid through storm season
- Community Impact Value – This contract increase will minimize network outages by ensuring a consistent flow of materials from strategic supply chain partners

JEA IFB/RFP/State/City/GSA#: 092-16
Purchasing Agent: Roddy, Colin P.
Is this a ratification?: NO

RECOMMENDED AWARDEE(S):

<table>
<thead>
<tr>
<th>Name</th>
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<th>Phone</th>
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<tbody>
<tr>
<td>LINDSAY PRECAST</td>
<td>David Rendek</td>
<td><a href="mailto:drendek@lindsayprecast.com">drendek@lindsayprecast.com</a></td>
<td>13365 Southern Precast Dr., Alachua, FL 32615</td>
<td>800-669-2278</td>
<td>$139,868.77</td>
</tr>
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Amount of Original Award: $1,337,150.57
Date of Original Award: 09/22/2016
Contract Increase Order Amount: $139,868.77

List of Previous Change Orders:

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<td>158382</td>
<td>$133,714.06</td>
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</table>

New Not-To-Exceed Amount: $1,610,733.40
Length of Contract/PO Term: Five (5) Years w/One (1) - 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 10/01/2016
End Date (mm/dd/yyyy): 09/28/2021
Renewal Options: Yes – One (1) – 1 Yr. Renewal
JSEB Requirement: N/A – Optional

Background/Recommendations:
Originally bid and approved by the Awards Committee on 09/22/2016 to Lindsay Precast in the amount of $1,337,140.57. The original award item is attached for reference. On 12/18/2018, a change order was approved in the amount of $133,714.06.

This request is to add funding in the amount of $139,868.77 to cover the forecasted requirements for a fifteen (15) week period while a re-bid of this commodity is completed. Currently, the agreement is tracking 82% higher than originally estimated back in 2016 caused by increased demand from the Energy department from robust new developments in the JEA network. Because of this, there is only $14,747.11 of funds remaining or roughly ten days of inventory requirements. The amount of this change order was created by utilizing demand estimates from the Inventory Planning Group, in order for the team to conduct a new and thorough solicitation for these items. A solicitation will soon be released with planned contract performance starting in late October 2019.

<table>
<thead>
<tr>
<th>Contract Year</th>
<th>Material Usage</th>
<th>Budgeted Amount</th>
<th>Actual Invoiced Amount</th>
<th>Percent Over Budgeted Amount</th>
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<td>Year 1</td>
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<td>Year 2</td>
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<td>$267,428.11</td>
<td>$465,905.00</td>
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<td>Year 3</td>
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<td>Year 4</td>
<td>-</td>
<td>$315,325.68</td>
<td>-</td>
<td>-</td>
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<tr>
<td>Year 5</td>
<td>-</td>
<td>$315,325.68</td>
<td>-</td>
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<tr>
<td>Totals</td>
<td>899</td>
<td>$1,470,854.63</td>
<td>$1,285,202.00</td>
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Request approval to award a contract increase to Lindsay Precast for the supply of Concrete Manholes carried in JEA Inventory Stock in the amount of $139,868.77, for a new total not-to-exceed amount of $1,610,733.40, 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:

[Signature] 7/11/19
Chairman, Awards Committee  Date

[Signature] 7/11/2019
Manager, Capital Budget Planning, Operating Budget  Date
Formal Bid and Award System

Type of Award Request: PROPOSAL (RFP)
Request #: 6430
Requestor Name: Sencer, Justin
Requestor Phone: (904) 665-6826
Project Title: Geotechnical and Material Field Laboratory Testing and Inspection Services
Project Number: Various
Project Location: JEA
Funds: Capital
Budget Estimate: $450,000.00

Scope of Work:
The JEA is seeking to engage a qualified Consultant to perform Professional Geotechnical and Material Field Laboratory Testing and Inspection Services, on an as-required and on-call basis, for various construction and maintenance projects within JEA’s service area. The consultant must have the ability to provide complete testing services as defined in the Scope of Work, by both qualified personnel and equipment in the field and laboratory, for construction materials testing through their company. The firm must be able to perform testing services that conform to the Florida Department of Transportation, County and other governing agencies.

This award impacts the following JEA’s Measures of Value:

- Customer Value - Provides increased project management capacity and project controls services for delivery of W/WW infrastructure projects over the next five years that are critical to meeting customer demand and improve system reliability.
- Financial Value - Increased project management capacity will enable more aggressive management and delivery of W/WW capital projects in order to meet capital spending targets. Provides quality control services to reduce the risk of failure at pipe and roadway installations.

JEA IFB/RFP/State/City/GSA#: 035-19
Purchasing Agent: Kruck, Daniel R.
Is this a Ratification?: NO

RECOMMENDED Awardee(S):

<table>
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<tr>
<th>Name</th>
<th>Contact Name</th>
<th>Email</th>
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</thead>
<tbody>
<tr>
<td>CSI GEO, INC.</td>
<td>William Price</td>
<td><a href="mailto:wprice@csi-geo.com">wprice@csi-geo.com</a></td>
<td>2394 St. Johns Bluff Road, South, Suite 200, Jacksonville, FL 32246</td>
<td>(904) 641-1993</td>
<td>$396,682.27</td>
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</tbody>
</table>

Amount for entire term of Contract/PO: $396,682.27
Award Amount for remainder of this FY: $30,000.00
Length of Contract/PO Term: Three (3) Years w/Two (2) - 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 07/25/2019
End Date (mm/dd/yyyy): 07/24/2022
Renewal Options: Yes – Two (2) – 1 Yr. Renewals
JSEB Requirement: 
Ten Percent (10%) Evaluation Criteria

Comments on JSEB Requirements:
CSI Geo, Inc. is a JSEB

PROPOSERS:

<table>
<thead>
<tr>
<th>Name</th>
<th>Amount</th>
<th>Rank</th>
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<tbody>
<tr>
<td>CSI GEO, INC.</td>
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<td>1</td>
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<tr>
<td>ECS FLORIDA, LLC</td>
<td>N/A</td>
<td>2</td>
</tr>
<tr>
<td>WOOD ENVIRONMENT &amp; INFRASTRUCTURE SOLUTIONS, INC.</td>
<td>N/A</td>
<td>3</td>
</tr>
<tr>
<td>UNIVERSAL ENGINEERING SCIENCES, INC.</td>
<td>N/A</td>
<td>4</td>
</tr>
<tr>
<td>TERRACON CONSULTANTS, INC.</td>
<td>N/A</td>
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</table>

Background/Recommendations:
Advertised on 01/28/2019. Seven (7) prime companies attended the mandatory pre-proposal meeting held on 02/06/2019. At proposal opening on 02/26/2019, JEA received five (5) Proposals. The public evaluation meeting was held on 04/09/2019 and JEA deemed CSI Geo, Inc. most qualified to perform the work. A copy of the evaluation matrix and negotiated rates are attached as backup.

Negotiations with CSI Geo, Inc. were successfully completed. The monthly invoices will be matched to the appropriate capital budget project. The negotiated rates were compared to current rates for geotechnical services through current contracts and projects and deemed reasonable. The proposed rates are slightly lower than those currently in place for these services, resulting in a cost savings of approximately $21,000.00 over the term of the contract. The rates are fixed for the first year of the contract, and then may be increased via a CPI adjustment annually.

Contract Budget Details:

- Estimated Contract Spend: $396,682.27
- Contract Year 1 Spend: $128,338.76
- Contract Year 2 Spend: $132,188.92
- Contract Year 3 Spend: $136,154.59

035-19 – Request approval to award a contract to CSI Geo, Inc. for the geotechnical and material field laboratory testing and inspection services in the amount of $396,682.27, subject to the availability of lawfully appropriated funds.
Manager: Chasin, Kenneth J., - Mgr W/WW Reuse Delivery & Coll Maint Planning & Eng
Director: Scheel, Jackie B., - Dir W/WW Reuse Delivery & Collection
VP: Calhoun, Derylle I. - VP/GM Water Wastewater Systems

APPROVALS:

[Signature] 7/11/19
Chairman, Awards Committee  Date

[Signature] 7/11/2019
Manager, Operating Budgets  Date
**Formal Bid and Award System**

*Type of Award Request:* BID (IFB)  
*Request #:* 6566  
*Requestor Name:* Hurford, John W.  
*Requestor Phone:* (904) 665-7314  
*Project Title:* District Energy System (DES) Springfield 4 MW Emergency Generator  
*Project Number:* 8003931  
*Project Location:* JEA  
*Funds:* Capital  
*Budget Estimate:* $2,433,970.00 (Revised Construction Budget)  

**Scope of Work:**
This project will provide and install a new four (4) MW emergency generator as part of the resiliency upgrade of the DES Springfield Chilled Water Plant.

This is a request to procure a qualified contractor to purchase and install the new generator. Work will include general site preparation, installation of a separate standalone fuel tank, concrete pads, switchgear and high power buried conduit/cable.

This award positively impacts the following JEA Measures of Value:
- **Customer Value:** Improve customer service by increasing the emergency backup power to allow for the operation of up to 6,000 tons of cooling capacity during any unstable power events
- **Community Value:** Provide more reliable/resilient plant operations at the Springfield Plant, which provides cooling to the UF Shands Hospital Complex
- **Financial Value:** Provide more reliable/resilient plant operations during unstable power events, which will allow for less exposure to equipment failure/damage.

**JEA IFB/RFP/State/City/GSA#:** 085-19  
**Purchasing Agent:** King, David  
**Is this a Ratification?:** NO

**RECOMMENDED Awardee(S):**

<table>
<thead>
<tr>
<th>Name</th>
<th>Contact Name</th>
<th>Email</th>
<th>Address</th>
<th>Phone</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>FORESIGHT CONSTRUCTION GROUP</td>
<td>Juan Segarra</td>
<td><a href="mailto:jsegarra@foresightcigi.com">jsegarra@foresightcigi.com</a></td>
<td>9717 NW 97th Blvd, Gainesville, FL 32609</td>
<td>(352) 335-6352</td>
<td>$3,374,484.00</td>
</tr>
</tbody>
</table>

**Amount for entire term of Contract/PO:** $3,374,484.00  
**Award Amount for remainder of this FY:** $460,000.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 07/01/2019  
**End Date (mm/dd/yyyy):** Project Completion (Expected: March 2020)
JSEB Requirement: N/A - Optional

BIDDERS:

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<th>Amount</th>
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<tr>
<td>SAWCROSS, INC.</td>
<td>$3,624,000.00</td>
</tr>
<tr>
<td>PETTICOAT-SCHMITT CIVIL CONTRACTORS, INC.</td>
<td>$3,825,778.00</td>
</tr>
<tr>
<td>EAU GALLIE ELECTRIC</td>
<td>$4,379,000.00</td>
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Background/Recommendations:
Advertised on 04/16/2019. One (1) prime contractor attended the optional pre-bid meeting held on 04/22/2019. At Bid opening on 05/21/2019, JEA received four (4) Bids. Foresight Construction Group is the lowest responsive and responsible Bidder. A copy of the Bid Form and estimate are attached as backup.

This project is part of the resiliency upgrade of the DES Springfield Chilled Water Plant. This generator upgrade will ensure that the UF Shands Hospital complex will be supplied with chilled water during a power outage in the area. JEA Facilities as well Sims Engineering provided input and recommendations for this project.

The award amount of $3,374,484.00 is approximately 38.6% higher than the budget estimate amount of $2,433,970.00. The cost of electrical equipment; motor control centers (MCCs) and breakers, was higher than expected due to market conditions and availability. A cost analysis was performed to estimate any potential savings by having JEA directly purchase the generator and the MCC/breakers (see attached cost comparison). The overall cost of the project could be reduced by $124,800.00 (3.7% of total bid), however, due to the complexity of the installation, and increased risk and liability of such a large job, it is recommended the job be awarded to the general contractor in order to mitigate any risks associated with the installation and startup of the generator. The Budget has been adjusted to match the award amount.

Project Budget and Schedule Details:
- Original Project Budget Estimate (February 2016): $2,640,228.00
  - Engineering Estimate: $126,922.00
  - Construction Estimate: $2,464,000.00
  - Internal JEA Costs: $49,306.00
- Revised Budget Estimate: $2,725,218.00
  - Engineering Estimate: $126,922.00
  - Construction Estimate: $2,433,970.00
  - Internal JEA Costs: $164,326.00
- Estimate at Completion: $3,665,732.00
  - Engineering Cost: $126,922.00 (3.7% of construction costs - Jacobs)
  - Construction Cost: $3,374,484.00
  - Internal JEA Costs: $164,326.00
- Original Project Schedule:
Engineering Completion: April 2018
Construction Completion: January 2019

Revised Project Schedule:
Engineering Completion: February 2019
Construction Completion: March 2020

Major Changes/Issues:
The addition of engineering allowances for project management, services during construction, increased JEA’s indirect costs. The overall schedule slipped due to several changes in scope and the overall delivery time of the generator and MCC panels (approx. 24 to 30 weeks).

Although JEA’s internal and engineers’ estimates were consistent, both estimates were significantly low the following items: MCC circuit breakers ($786,000.00), foundation slabs ($146,000.00, and miscellaneous electrical items like conduits and conductors ($167,000.00). Reasons include rise in costs due to the market conditions since estimates were completed, rise in demand and availability of supplies.

085-19 – Request approval to award a contract to Foresight Construction Group for construction services and a 4 MW generator for DES Springfield in the amount of $3,374,484.00, subject to the availability of lawfully appropriated funds.

Manager: Mackey, Todd D. - Manager Development
Director: Vu, Hai Xuan - Dir W/WW & Reuse Treatment
VP: Calhoun, Deryle I. - VP/GM Water Wastewater Systems

APPROVALS:

[Signature] 7/11/19
Chairman, Awards Committee Date

[Signature] 7/11/2019
Manager, Operating Budgets Date
Formal Bid and Award System

Award #9  July 11, 2019

Type of Award Request:  RENEWAL
Requestor Name:  Edgar, Cindy L.
Requestor Phone:  (904) 665-7653
Project Title:  Agile Enterprise Training Classes, Coaching and Consulting 20700, 30910, 30903, and most recently B0500. We will use B0000 for this change order of $135,750.00.
Project Number:  
Project Location:  JEA
Funds:  O&M
Budget Estimate:  $434,400.00
Scope of Work:
Matrix Resources provides Enterprise level training, on-site coaching and consultative services on Agile development methodologies. The services provided are specific to JEA’s unique environment with no ‘out of the box’ training.
Agile Enterprise Training and coaching benefits the following areas of value:
Financial and Customer Value: Agile development Methodologies increase delivery of product, with higher quality and faster ROI of JEA initiatives.

JEA IFB/RFP/State/City/GSA#:  RFP 93575
Purchasing Agent:  Dambrose, Nick
Is this a Ratification?:  No

RECOMMENDED AWARDEE(S):

<table>
<thead>
<tr>
<th>Name</th>
<th>Contact Name</th>
<th>Email</th>
<th>Address</th>
<th>Phone</th>
<th>Amount</th>
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<tbody>
<tr>
<td>MATRIX RESOURCES, INC.</td>
<td>Holly Carman</td>
<td><a href="mailto:Holly.Carman@Matrixres.com">Holly.Carman@Matrixres.com</a></td>
<td>4720 SALISBURY ROAD STE 134, JACKSONVILLE, FL 32256</td>
<td>(904)705-7847</td>
<td>$135,750.00</td>
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Amount of Original Award:  $171,500.00
Date of Original Award:  04/23/2018
Change Order Amount:  $135,750.00

List of Previous Change Order/Amendments:

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New Not-To-Exceed Amount:  $434,400.00
Length of Contract/PO Term:  One (1) Year w/ Two One (1) Yr. Renewals
Begin Date (mm/dd/yyyy): 04/01/2018
End Date (mm/dd/yyyy): 09/30/2020
JSEB Requirement: None – No JSEBs Available

Background/Recommendations:

Competitively bid and informally awarded on 04/23/2018, in the amount of $171,500.00. Two (2) proposers submitted and Matrix Resources was the highest evaluated Proposer. A copy of the original scoring summary is attached as backup.

On 10/16/2018 a change order was completed for an additional 667 onsite Agile coaching hours in the amount of $100,000.00. On 5/13/2019 and additional increase was done in the amount of 27,150.00 to maintain JEA’s Agile coaching initiative.

This request is for a contract increase to Matrix Resources for $57,750.00 and 385 agile coaching hours through the remainder of FY19 and a one (1) year contract renewal from 09/30/2019 to 09/30/2020 for $78,000.00 and 520 agile coaching hours in FY20, for a total of $135,750.00. The additional hours are being requested for additional support as more JEA teams are now beginning to work under the Agile methodology. The Matrix coach supports and helps all the various work teams (each are at different maturity levels), and coordinates and assists the 3 scrum masters JEA hired to help the teams with daily work items. The Matrix coach further develops JEA’s tools being used for the Agile work groups, and helps integrate the way JEA development and infrastructure teams assign and prioritize work. The Matrix coach will be helping with how to move testing and code into JEA tools and traces the workflows. This is all O&M and not related to a specific project or department other than Technology Services and TS business partners. All hourly rates remain the same as the original award attached as backup. JEA has previously attempted to negotiate a lower hourly rate with Matrix on previous volume increases without success however we are actively negotiating again with Matrix to see if the rate can be decreased. Below is a history of usage.

<table>
<thead>
<tr>
<th>History of Work</th>
<th>Quantity Classes or Hours</th>
<th>Rate per Class or Hour</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Original Bid - included Workgroup Project Team classes for teams conducted, with business partners in each (JEA.com, ERP, GIS)</td>
<td>3 Classes</td>
<td>$10,000.00</td>
<td>$30,000.00</td>
</tr>
<tr>
<td>Original Bid - Senior Leadership Team Training (2 classes)</td>
<td>2 Classes</td>
<td>$2,500.00</td>
<td>$5,000.00</td>
</tr>
<tr>
<td>Original Bid – Onsite Agile Coach and Sr Agile Coaching</td>
<td>800 Hours</td>
<td>$150.00</td>
<td>$120,000.00</td>
</tr>
<tr>
<td>Original Bid – Onsite Agile Coach and Sr Agile Consulting</td>
<td>100 Hours</td>
<td>$165.00</td>
<td>$16,500.00</td>
</tr>
<tr>
<td>10/16/2018 Increase Extension of Agile Coach hours, and addition training (CCB team)</td>
<td>667 Hours</td>
<td>$150.00</td>
<td>$100,000.00</td>
</tr>
<tr>
<td>05/13/2019 Increase Extension of Agile Coach hours, and addition training</td>
<td>181 Hours</td>
<td>$150.00</td>
<td>$27,150</td>
</tr>
<tr>
<td>FY19 through 09/30/2019 Increase Extension of Agile Coach hours, and addition training</td>
<td>385 Hours</td>
<td>$150.00</td>
<td>$57,750.00</td>
</tr>
<tr>
<td>FY19 through 09/30/2020 Increase Extension of Agile Coach hours, and addition training</td>
<td>520 Hours</td>
<td>$150.00</td>
<td>$78,000.00</td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
<td></td>
<td><strong>$434,400.00</strong></td>
</tr>
</tbody>
</table>
Request approval to award a contract increase and one (1) year contract renewal to Matrix Resources in the amount of $135,750.00, for a new not-to-exceed amount of 434,400.00, subject to the availability of lawfully appropriated funds.

Director: Edgar, Cindy L. - Dir Eng Systems & PMO
VP: Eads, Shawn W. - VP & Chief Information Officer

APPROVALS:

Chairman, Awards Committee Date

Manager, Operating Budgets Date