

AWARDS COMMITTEE MINUTES

Awards Committee met on **July 18, 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, Allyssa Petersen as Budget Representative, Jeff Close as General Counsel Representative; with John McCarthy, Ted Hobson, Caren Anders, Stephen Datz, Sean Conner as voting Committee Members;

Jason Behr, Lynn Rix, Timothy Meyers, David King, Lisa Pleasants, Baley Brunell, Joe Perez, Jason Rinehart, Jonathan Maywood, Elaine Selders, Kenny Pearson, Dan Kruck, Maurice Scarboro, Jacob Bianchi, Brian Phillips, Allan Boree, Colin Roddy, Rachelle Weir, Lena Caramagno, Shannon Tremain, Olivier Joseph, Steve McNall, Heather Beard, Nathan Woyak, Gabor Acs, Rodney Lovgren

Awards:

1. Approval of the minutes from the last meeting (07/11/2019). **APPROVED**
2. Request approval to award a change order to Anixter Power Solutions, Inc. in the amount of \$245,076.11 and Stuart C. Irby CO in the amount of (\$16,734.72) for the supply of Pole Line Hardware item carried in JEA Inventory Stock, for a new total not-to-exceed amount of \$962,728.80 for Anixter Power Solutions, Inc. and \$17,718,053.28 for Stuart C. Irby CO, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
3. 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 amount of \$327,341.56, subject to the availability of lawfully appropriated funds. **APPROVED**
4. 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. **APPROVED W/DISCUSSION**
5. Request approval to award a change order to Rowe Drilling Company Inc., for construction services 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. **APPROVED**
6. Request approval for an emergency award to The Lake Doctors, Inc. for stormwater remediation services in the amount of \$11,908.00, subject to the availability of lawfully appropriated funds. **APPROVED**
7. Request approval to award a contract extension to Power Costs Inc. (PCI) for three (3) years of PCI software, hosting, and service maintenance fees in the amount of \$326,853.00, for a new not-to-exceed amount of \$1,457,653.58, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**

8. 075-19 – Request approval to award a contract to Sages Networks, Inc. for the provision, implementation, and support of JEA’s Electronic Plan Submittal/Review and File Digitization Project for a total not-to-exceed amount of \$694,785.00, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
9. Request approval to award a change order to Worley Parsons for supplemental design for transmission and substation engineering services in the amount of \$900,000.00, for a new not-to-exceed amount of \$1,725,000.00, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
10. 104-19 – Request approval to award a contract to Mechanical Dynamics & Analysis for Combustion Turbine No. 6 Major, HGP and Compressor Inspection and Repair in the amount of \$751,245.00, subject to the availability of lawfully appropriated funds. **APPROVED**

Informational Item: Yes – Alternative W/WW Procurement Methods Presentation

Ratifications: N/A

Public Comments: N/A

Adjournment: 10:40 a.m.



Formal Bid and Award System

Award #2 July 18, 2019

Type of Award Request: CHANGE ORDER
Request #: 6644
Requestor Name: Keeler, Jessica – Manager Procurement Inventory Control
Requestor Phone: (904) 665-6403
Project Title: Pole Line Hardware for JEA Inventory Stock
Project Number: Various
Project Location: JEA
Funds: Inventory Blanket
Budget Estimate: \$265,998.00 (Current Inventory Value for Single Item)

Scope of Work:

The agreements with Anixter Power Solutions, Inc and Stuart C. Irby CO (Irby) provide a wide range of Pole Line Hardware items, carried in JEA's inventory. The current agreements combine to include five hundred and ninety-nine (599) items utilized throughout the electric system. The current inventory balance for the items found in this solicitation is \$155,413.94 with the average current lead-time of eleven (11) weeks for Anixter Power Solutions, Inc. and the current inventory balance for Irby is \$2,741,652.65 with the average current lead-time of eight weeks for depending upon the item.

This change order impacts the following two (2) JEA Measures of Value:

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

JEA IFB/RFP/State/City/GSA#: 036-18
Purchasing Agent: Roddy, Colin P.
Is this a ratification?: NO

RECOMMENDED AWARDEE(S):

| Name | Vendor Contact | Email | Address | Phone | Amount |
|-------------------------------|----------------|--------------------------|--|--------------|--------------|
| ANIXTER POWER SOLUTIONS, INC. | Renee Lackey | renee.lackey@anixter.com | 3381 Old Winter Garden Road, Orlando, FL 32805 | 407-204-7227 | \$245,076.11 |
| STUART C. IRBY CO | Erich Ewoldt | ewoldt@irby.com | 38 Skyline Drive, Lake Mary, FL 32746 | 407-415-6268 | -\$16,734.72 |

Amount of Original Anixter Award: \$717,652.69
Amount of Original Irby Award: \$17,734,788.29
Date of Original Awards: 02/01/2018

| | |
|--|--|
| Anixter Change Order Amount: | \$245,076.11 |
| Irby Change Order Amount: | -\$16,734.72 |
| Anixter New Not-To-Exceed Amount: | \$962,728.80 |
| Irby New Not-To-Exceed Amount: | \$17,718,053.28 |
| Length of Contract/PO Term: | Three (3) Years w/One (1) - 1 Yr. Renewals |
| Begin Date (mm/dd/yyyy): | 03/01/2018 |
| End Date (mm/dd/yyyy): | 02/28/2021 |
| Renewal Options: | Yes – One (1) – 1 Yr. Renewal |
| JSEB Requirement: | N/A – Optional |

Background/Recommendations:

Originally bid and approved by the Awards Committee on 03/01/2018 to Anixter Power Solutions, Inc. in the amount of \$717,652.69. The original award item is attached for reference.

This request is for a change order to cover the forecasted requirements of adding an additional inventory item to the scope of the Anixter's Pole Line Hardware agreement and remove this same item from the Irby agreement. Based on results of extensive research and field trial, Hubbell's 18kV Optisil HD Arrester was approved in November 2017 for item ARRLI003. At the time, the internal team thought this arrester would be comparable to the Cooper Power Systems arrester JEA had successfully been utilizing for years. Because of this, the Hubbell item was contracted under Irby Pole Line Hardware agreement at a much lower cost compared to the Cooper Power Systems product.

The Hubbell arrester has been monitored/discussed at the Energy Standards Overhead (OH) Committee meetings for the last one and a half years to measure item performance. During the April OH Standards meeting, the committee decided to remove this arrester from Standards for the following reasons.

- The arrester screws apart, not one solid piece.
- Bottom washer pushes #4 solid wire jumper out when tightened.
- Washer nuts are NOT stainless steel and are eroding much quicker, as a result.
- Existing universal animal guard caps do NOT fit Hubbell arrester properly.
- Arresters have been shown to cause radio interference for Comcast.

Due to these issues, the Arrestor was bid out again among the current Pole Line Hardware vendors (as well as any other potential vendors) with the Cooper Power Systems product being the only approved part number suppliers would be able to quote. After analyzing the received quotes, Anixter will be winning supplier at \$45.54 per unit, which is, 47% higher compared to the price of the Hubbell item. This will equate to an estimated \$125,732.00 in increased costs over the remaining two (2) year period. The award amount is based on the 21.5 month demand estimate received from the JEA planning group of 8569 unit through the term of the contract. The estimated value of the Cooper Power Products item under the Anixter Pole Line Hardware agreement will be \$391,644.00. The demand was determined by the current JEA inventory of 1,201 Hubbell units (which will be issued out first to use up the remaining stock), the current average usage of 338 units per month, and an estimate of 600 per year for storm season, which will need to cover both FY20 and FY21 orders. Lastly, there is a current demand signal for 609 pieces showing (projects in the system) which brings us to 8569 pieces needed between now and the end of the contract. While we do have 1201 items on hand, we did not subtract those from our usage needs as that would put us at contract end with 0 pieces in inventory, and instead we wanted the inventory level at the end of the contract to remain at the current level or slightly higher in preparation for possibly having a new vendor and new lead-times.

To incorporate these changes into the new not-to-exceed value of the existing agreements, a contract value true-up was done. Anixter is trending 20.42% below their current contract value, which will leave

an estimated \$146,567.89 in funding left on the agreement at the end of the initial term. By incorporating the Cooper Arrestor through this change order of \$391,644.00, it would leave a contract-funding shortfall of \$245,076.11.


Irby is trending 1.41% above their current contract value, which will leave a funding shortfall of \$249,262.28 at the end of the initial term. By removing the Hubbell Arrestor through this change order of \$265,998.00, it would leave a contract amount of \$16,734.72 to be deducted from the total contract value.

Request approval to award a change order to Anixter Power Solutions, Inc. in the amount of \$245,076.11 and Stuart C. Irby CO in the amount of -\$16,734.72 for the supply of Pole Line Hardware item carried in JEA Inventory Stock, for a new total not-to-exceed amount of \$962,728.80 for Anixter Power Solutions, Inc. and \$17,718,053.28 for Stuart C. Irby CO, 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:

 7/18/19
Chairman, Awards Committee Date

 07/18/2019
Financial Analyst, Capital Budget Planning Date



Formal Bid and Award System

Award #3 July 18, 2019

Type of Award Request: CONTRACT INCREASE
Request Number 6655
Requestor Name: Keeler, Jessica
Requestor Phone: (904) 665-6403
Project Title: Primary Cable Acquisition – Spot Buy
Project Number: Inventory
Project Location: JEA
Funds: Inventory Blanket
Budget Estimate: \$295,120.00

Scope of Work:

This material request was to procure 28 KV single (70,000 ft.) and three (21,000 ft.) conductor cable for JEA's Inventory account. This spot buy purchase was needed in order to supplement JEA's existing orders because of increased user demand and market place supply and demand issues.

JEA IFB/RFP/State/City/GSA#: 97928

Purchasing Agent: Richardson, Linda

Is this a Ratification?: YES

RECOMMENDED AWARDEE(S):

| Name | Contact Name | Address | Phone | Amount |
|--------------------|---------------|--|--------------|-------------|
| GRESKO SUPPLY INC. | Chris Therien | 6421 County RD 219, Wildwood, FL 34785 | 352-446-7536 | \$32,221.56 |

Amount of Original Award: \$295,120.00
Date of Original Award: 05/14/2019
Change Order Amount: \$32,221.56
Award Amount for remainder of this FY: \$32,221.56
Length of Contract/PO Term: One-Time Purchase
Begin Date (mm/dd/yyyy): 05/15/2019
End Date (mm/dd/yyyy): One-Time Purchase
JSEB Requirement: N/A

Background/Recommendations:

Originally, bid and approved as an informal spot buy on 05/14/2019 in the amount of \$295,120.00 to Gresco Supply Inc. for a one-time inventory material purchase. JEA received a total of five (5) bids as a result of the informal spot buy. A copy of the original spot buy documentation is attached as back-up.

On 05/15/2019, JEA released to the field all remaining single conductor cable in stock and all but 5,340 ft. for the three-conductor cable from Inventory. On average, JEA utilizes 68,336 ft. of single conductor and 20,432 ft. of three-conductor cable per month, putting JEA in a significant material

support concern. Significant pulls from Inventory had eliminated all on-hand from both JEA and Gresco's warehouse inventory, with our next material delivery with Prysmian though Gresco expected to arrive the first week of June. This created an immediate need to bring in additional 28 KV single (CAICL001) and 28 KV three (CAICL002) conductor cable to support JEA's inventory account.

Currently these items are sourced through Gresco Supply Inc. under the Primary Wire and Cable blanket purchase agreement in which Gresco has partnered with Prysmian Cable as the original equipment manufacturer to support JEA's needs. Gresco quoted Hendrix as the original equipment manufacturer through the RFQ process because of the favorable lead-time offered which is four (4) weeks vs. the twelve (12) weeks by Prysmian. The pricing for the Hendrix material however is unfavorable to the Prysmian brand and will total \$70,938.00, or a 32%, cost increase from current contracted rates. In order to mitigate these costs, the quantity of CAICL001 and CAICL002 was reduced to the minimum amount to cover the shortfall.

This change order is to cover, an additional 5,472 ft. of CAICL001 and 3,270 ft. of CAICL002 shipped and received as part of the manufacturing and receiving tolerances in JEA's wire and cable specifications. Gresco has offered to keep pricing fixed from the initial May order helping JEA's cost containment. The estimated total cost for this material will be an additional \$32,221.56 in costs.

In order to mitigate these issues from occurring in the future, the internal team has started to work directly with both Gresco and Prysmian on a material slotting program to ensure consistent material supply. With this program in place, JEA will be able to reserve manufacturing times with Prysmian based on demand and project and maintenance estimates. With open lines of communication with our supply chain partners, JEA will have flexibility to on and off ramp requirements in a more proactive and strategic manner.

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 amount of \$327,341.56, subject to the availability of lawfully appropriated funds.

Manager: Keeler, Jessica. - Manager, Procurement Inventory Control
Director: McCollum, Jenny - Director Procurement Services
VP: McCarthy, John - VP & Chief Supply Chain Officer

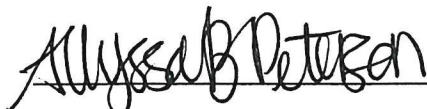
APPROVALS:



Chairman, Awards Committee

7/18/19

Date



Financial Analyst, Capital Budget Planning

07/18/2019

Date



Formal Bid and Award System

Award #4 July 18, 2019

Type of Award Request: CONTRACT INCREASE
Request #: 6660
Requestor Name: Brunell, Baley – Manager Fleet Services & Business Operations
Requestor Phone: (904) 665-6992
Project Title: JEA Chevrolet Bolt Vehicle Procurement Acquisition
Project Number: 8005261
Project Location: JEA
Funds: Capital
Budget Estimate: \$101,000.00

Scope of Work:

The purpose of this Agreement was to solicit pricing for the purchase of seven (7) Class 112 Chevrolet Bolt Electric Vehicle. This additional purchase is for planned and budgeted replacement of JEA's Fleet Electric assets (Electric Replacement – 3 units) and have been approved as part of the FY20 Fleet Capital Procurement Plan. The original plan was to purchase one Electric Vehicle and two F-150's, but the business case supports the replacement of the F-150s with the three bolts for the Motor Pool Lot.

This contract increase impacts the following three (3) JEA Measures of Value:

- Environmental Value – Ensures JEA can continue to efficiently and effectively operate the energy and water network grid while being a good steward to the Environment through using zero emission electric vehicles
- Community Impact Value – Minimizes network outages by ensuring a high utilization rate of our Fleet Assets.
- Financial Value – Aims to reduce long term operating expenses through replacing older more inefficient and unreliable equipment along with moving to an electric vehicle which should bring lower energy costs.

JEA IFB/RFP/State/City/GSA#: 97386
Purchasing Agent: Roddy, Colin P.
Is this a ratification?: No

RECOMMENDED AWARDEE(S):

| Name | Vendor Contact | Email | Address | Phone | Amount |
|---|----------------|--|---|--------------|--------------|
| GARBER CHEVROLET BUICK GMC TRUCK | Todd Brandt | tbrandt@garberautomall.com | 3340 Highway 17, Green Cove Springs, FL 32043 | 904-264-2442 | \$111,934.65 |

Amount of Original Award: \$261,180.85
Date of Original Award: 05/31/2019

Contract Increase Amount: \$111,934.65
New Not-To-Exceed Amount: \$373,115.50
Length of Contract/PO Term: One (1) Year w/One (1) - 1 Yr. Renewal
Begin Date (mm/dd/yyyy): 05/31/2019
End Date (mm/dd/yyyy): 05/30/2020
Renewal Options: Yes – One (1) – 1 Yr. Renewal
JSEB Requirement: N/A – No JSEBs available

Background/Recommendations:

Originally bid and approved via an informal bid on 05/31/2019 to Garber Chevrolet Buick GMC Truck in the amount of \$261,180.85 for the purchase of seven (7) Chevrolet Bolts Electric Vehicles within vehicle class category 112. The original award item is attached for reference.

This request is to add funding in the amount of \$111,934.65 to cover additional requirements due to the Fleet team being proactive and identifying operational efficiencies that can be gained as it relates to its Fleet Motor Pool. This award will add three (3) additional electric vehicles to replace older light duty assets such as F-150 trucks that were primarily used for just personnel transportation in the Church Street Pool Lot, to increase the reliability of the fleet and minimize future operating and maintenance expenses. The separation between transport vehicles in the motor pool and work trucks will allow Fleet to formalize the Fleet Loaner Program and transition existing assets to other JEA departments to increase utilization. It is estimated that over the eight year life of the electric vehicle, the total cost (purchase price, maintenance, and fuel costs) for the asset will be \$9,808.00 lower than a 4x2 Standard Cab Ford F-150 and \$12,650.00 lower for a Ford Explorer.

| Vehicle Type | Purchase Price | Annual Maintenance Cost | Annual Fuel/Electric Costs | Total Operating Costs (8 Years) | Total Cost of Ownership (8 Years) |
|--|----------------|-------------------------|----------------------------|---------------------------------|-----------------------------------|
| Class 112 Chevrolet Bolt Electric Vehicle | \$37,311.00 | \$1,124.00 | \$550.00 | \$13,392.00 | \$50,703.00 |
| Class 116 Half Ton 4X2 Standard Cab Pickup Truck | \$28,223.00 | \$2,169.00 | \$1,867.00 | \$32,288.00 | \$60,511.00 |
| Class 115 Sport Utility Vehicle | \$33,185.00 | \$2,626.00 | \$1,145.00 | \$30,168.00 | \$63,353.00 |

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.


Manager: Brunell, Baley L. – Mgr Fleet Services & Business Operation
Director: McElroy, Alan D. – Director Operations Support Services
VP: McCarthy, John P. – VP Logistics & Chief Supply Chain Officer

APPROVALS:

 7/18/19

Chairman, Awards Committee

Date

 07/18/2019

Financial Analyst, Capital Budget Planning

Date



Formal Bid and Award System

Award #5 July 18, 2019

Type of Award Request: CHANGE ORDER
Request #: 2900
Requestor Name: Boree, Allan D.
Requestor Phone: 904-665-4468
Project Title: Nassau Regional Water Treatment Plant (WTP) Well No. 3
Project Number: 8004327
Project Location: JEA
Funds: Capital
Budget Estimate: N/A

Scope of Work:

This project includes the construction of a new production well to supply raw water to the Nassau Regional WTP for treatment. It is anticipated that the well will yield approximately 2,000 gallons per minute (gpm).

This award positively impacts the following JEA Measures of Value:

- Customer Value - Ensures JEA can maintain required water system flow volume and working pressure to the Nassau County grid.
- Environmental Value - The addition of this water supply well will allow JEA O&M to expand the water withdrawal impact to the Floridan aquifer, thus creating less impact long-term to the aquifer.

JEA IFB/RFP/State/City/GSA#: 096-17
Purchasing Agent: King, David
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

| Name | Contact Name | Email | Address | Phone | Amount |
|----------------------------|--------------|----------------------|----------------------------------|-----------------|--------------|
| ROWE DRILLING COMPANY INC. | Blake Hare | lbh@rowedrilling.com | PO Box 2526, Savannah, GA, 31402 | (912) 965-03512 | \$109,445.00 |

Amount of Original Award: \$489,350.00 (Nassau Well: \$239,800.00)
Date of Original Award: 07/20/2017
Change Order Amount: \$109,445.00
New Not-To-Exceed Amount: \$598,795.00 (Nassau Well: \$349,245.00)
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 08/14/2017
End Date (mm/dd/yyyy): Project Completion
JSEB Requirement: N/A - Optional

Background/Recommendations:

Advertised on 05/19/2017. Five (5) companies attended the mandatory pre-bid meeting held on 5/30/2017. Three (3) bids were received on 6/20/2017. Rowe Drilling Company Inc. was deemed the lowest responsive and responsible Bidder. A copy of the original award is attached as backup.

The project details are below (Construction for Nassau well portion only):

- Planning Project Budget: \$400,000.00
- Revised Project Budget (at Construction bid): \$239,800.00
- Change Order Request: \$109,445.00
- Estimate at Completion: \$598,795.00 (Nassau Well: \$349,245.00)
- Original Project Schedule:
 - Construction Completion: March 2018
- Revised Schedule:
 - Construction Completion: July 2019

Major Changes/Issues:

This change order is to request additional funds of \$109,445.00 through its original project completion. The original award was for two wells (Woodmere and Nassau); this change order is only for Nassau. The reasons for the increase are to provide a small water supply well, construct an additional 36" surface casing to shore up the well due to unforeseen ground conditions, which caused a disruption to drilling activities, and to compensate the driller for project delay cost due to these unforeseen conditions. In addition, this increase will cover an incentive fee for early completion, based on the new completion date.

Request approval to award a change order to Rowe Drilling Company Inc., for construction services in the amount of \$109,445, for a new not-to-exceed amount of \$598,795.00, subject to the availability of lawfully appropriated funds.

Manager: Phillips, Brian R - Mgr W/WW Project Management
Director: Conner, Sean M. - Dir W/WW Project Engineering & Construction
VP: Calhoun, Deryle I. - VP/GM Water/Wastewater Systems

APPROVALS:

 7/18/19
Chairman, Awards Committee Date

 07/18/2019
Financial Analyst, Capital Budget Planning Date



Formal Bid and Award System

Award #6 July 18, 2019

Type of Award Request: EMERGENCY
Requestor Name: Bianchi, Jacob - Mgr Environmental Incident Response
Requestor Phone: (904) 665- 6762
Project Title: Stormwater Pond Remediation
Project Number: 8005188
Project Location: JEA
Funds: Capital
Budget Estimate: N/A
Scope of Work:
 Emergency work related to bioremediation of two (2) stormwater ponds associated with JEA-Dell Webb Nocatee, Ponte Vedra Beach, Florida.
JEA IFB/RFP/State/City/GSA#: N/A
Purchasing Agent: Selders, Elaine L.
Is this a Ratification?: YES
RECOMMENDED AWARDEE(S):

| Name | Contact Name | Address | Phone | Amount |
|------------------------|-----------------|--|--------------|-------------|
| THE LAKE DOCTORS, INC. | Caitlin Barrett | 3543 State Rd 419, Winter Springs, FL 327058 | 407-327-1080 | \$11,908.00 |

Amount for entire term of Contract/PO: \$11,908.00
Award Amount for remainder of this FY: \$11,908.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 05/24/2019
End Date (mm/dd/yyyy): Project Completion
JSEB Requirement: N/A - Emergency

BIDDER:

| Name | Amount |
|------------------------|-------------|
| THE LAKE DOCTORS, INC. | \$11,908.00 |

Background/Recommendations:

Due to a large sewer spill, water treatment of the ponds at Del Webb was necessary. Treatment includes a major application of Bactericide/Oxidizer and major application of Probiotic/Mesophilic microbes with two (2) weekly follow-up applications. Mesophilic microbes with stimulants designed to speed biological degradation of wastewater compounds.

Request approval for an emergency award to The Lake Doctors, Inc. for stormwater remediation services in the amount of \$11,908.00, subject to the availability of lawfully appropriated funds.

Manager: Bianchi, Jacob - Mgr Environmental Incident Response


Director: Young, Orrin W. - Dir Response & Environmental Programs

VP: Steinbrecher, Paul K. - VP & Chief Environmental Services Officer

APPROVALS:

 7/18/19

Chairman, Awards Committee **Date**

 07/18/2019

Financial Analyst, Capital Budget Planning **Date**



Formal Bid and Award System

Award #7

July 18, 2019

Type of Award Request: PROPRIETARY
Request #: N/A
Requestor Name: Baker, Garry W, Sr Dir Energy Operations.
Requestor Phone: (904) 665-4593
Project Title: PCI Agreements – JEA Dispatch short & long term production costing
 PCI Gen Trader Software and Maintenance
Project Number: HE30701
Project Location: JEA
Funds: O&M
Award Estimate: \$360,000.00

Scope of Work:

This request is for the continued purchase of called PCI Gen Trader optimization software package, including maintenance and annual fees, to schedule generating resources and its corresponding fuel portfolio. PCI Gen Trader is an analytical software package that is used to model JEA's generating and available purchase power resources, enforces operational and environmental constraints and optimizes JEA production costs to minimize costs and supports off system sales to other utilities. It is estimated the use of this software package saves JEA 3% of its annual production costs.

This Service Contract will impact the following JEA Measures of Value:

- **Customer and Customer Value-** The tool does not support the reliability of the grid but certainly supports the economics of the system by optimization of production costs necessary to minimize costs and support stable fuel rates.
- **Financial Value-** Planned service contracts with fixed rates, decreases need to purchase ad hoc services at higher rates and provides switching cost avoidance. It is estimated the use of this software package saves JEA 3% of its annual production costs.

JEA IFB/RFP/State/City/GSA#: CPA - 120294
Purchasing Agent: Dambrose, Nick
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

| Name | Contact Name | Email | Address | Phone | Amount |
|------------------|--------------|-----------------------|--|----------------|--------------|
| POWER COSTS INC. | Walter Hobbs | Walter@Powercosts.com | 301 David L. Boren Blvd Suite 2000 Norman, OK 73072 | (405) 801-3411 | \$326,853.00 |

Amount for entire term of Contract: \$326,853.00
Award Amount for the remainder this FY: \$108,951.00
Length of Contract/PO Term: Three (3) years
Begin Date (mm/dd/yyyy): 07/30/2019

End Date (mm/dd/yyyy): 07/29/2022
Renewal Options: NO
JSEB Requirement: N/A – Proprietary

AWARDEE:

| Name | Amount | Disqualified |
|------------------|--------------|--------------|
| POWER COSTS INC. | \$326,853.00 | NO |

Background/Recommendations:

On 03/29/2012, the Awards Committee approved a proprietary award for the purchase of Short Term & Long Term Production Costing Software from Power Costs, Inc., to manage JEA generating and market resources, for a one (1) year period. The software developed by Power Costs, Inc. is industry standard and is the only one known that meets JEA's requirements.

PCI GenTrader software is utilized across North America from large entities like FPL, Duke, Progress Energy, and Santee Cooper to smaller entities like Gainseville and OUC. The software price is based on a number of generation units, number of concurrent license users and the options configured by the software thus the price varies by utility. Utilities are paying hundreds of thousands of dollars up to the million dollar range for this software. Based on the initial cost of the software PCI charges JEA and other companies 20% of the software cost for maintenance for day service. Some entities pay 25% for 24 x 7 coverage. Based on estimate from Technology Services JEA's hosting cost is very similar to the hosting service cost of Power Costs.

This request is for a new three (3) year proprietary award from 07/30/2019 to 07/29/2022 and \$326,853.00 in funds for PCI GenTrader Support, hosting services, GenTrader multi-market module and the incremental cost for the maintenance on the additional 30 units added in a previous amendment. JEA's annual cost has increased approximately 4% from \$104,762.00 fixed for the previous three (3) year contract term, to \$108,951.00 fixed for the next three (3) year term through 07/29/2022. This cost increase is deemed reasonable in exchange for the fixed three (3) year term price.

The costs for this award are summarized in the table below.

| Software Support Services | Service Fees Due 7/30/19 | Service Fees Due 7/30/20 | Service Fees Due 7/30/21 |
|---------------------------------|-----------------------------|-----------------------------|-----------------------------|
| PCI GenTrader | \$75,251 | \$75,251 | \$75,251 |
| 12-month Hosting Services | \$25,958 | \$25,958 | \$25,958 |
| GenTrader Multi-market module | \$5,537 | \$5,537 | \$5,537 |
| Increase model size to 30 units | \$2,205 | \$2,205 | \$2,205 |
| Total Per Year | \$108,951.00 | \$108,951.00 | \$108,951.00 |
| Total | \$326,853.00 | | |

Request approval to award a contract extension to Power Costs Inc. (PCI) for three (3) years of PCI software, hosting, and service maintenance fees in the amount of \$326,853.00, subject to the availability of lawfully appropriated funds.

Manager:

Director: Baker, W. Garry - Director Systems Operations

VP: Anders, Caren B. - VP/GM Energy

APPROVALS:

J. J. McLean 7/18/19
Chairman, Awards Committee Date

Alyssa Peterson 07/18/2019
Financial Analyst, Capital Budget Planning Date



Formal Bid and Award System

Award #8 July 18, 2019

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6547
Requestor Name: Davis, Deanna L. - Manager Development
Requestor Phone: (904) 665-8451
Project Title: Electronic Plan Submittal/Review and File Digitization Project Software Solution
Project Number: 8004944
Project Location: JEA
Funds: Capital and O&M
Budget Estimate: \$885,000.00

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor that can provide a cloud based software solution to electronically receive, review, track, comment, respond and archive new development plan and permit submittals, as-builts, and other related project documentation.

This project will impact the following JEA Measures of Value:

- **Financial and Customer-** Improving the efficiency of the review, archival, and storage of capital project documentation including but not limited to permitting, inspection documents, and as-built drawings.

JEA IFB/RFP/State/City/GSA#: 075-19
Purchasing Agent: Dambrose, Nickolas C.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

| Name | Contact Name | Email | Address | Phone | Amount |
|----------------------|----------------|----------------------------|---|-------------------|--------------|
| SAGES NETWORKS, INC. | Harish Krishna | hkrishna@sagesnetworks.com | 50 Hurt Plz, #1446Atlanta, GA 30303 | (678) 471-7392 | \$694,785.00 |

Amount for entire term of Contract/PO: \$603,435.00
Award Amount for remainder of this FY: \$33,524.17
Length of Contract/PO Term: Three (3) Years w/One (1) - One (1) Yr. Renewal
Begin Date (mm/dd/yyyy): 07/25/2019
End Date (mm/dd/yyyy): 07/24/2022
Renewal Options: YES - One (1) - One (1) Yr. Renewal
JSEB Requirement: None. No JSEBs available.
Comments on JSEB Requirements: N/A

RESPONDENTS:

| Name | First Round | Disqualified? | BAFO | Rank |
|----------------------|--------------|---------------|--------------|------|
| SAGES NETWORKS, INC. | \$635,700.00 | NO | \$603,438.00 | 1 |
| EPLAN SOFT, INC. | \$296,800.00 | YES | N/A | 2 |

Background/Recommendations:

Prior to bid solicitation, JEA completed a formal request for information (RFI) and demonstrations to gather business requirements and supplier information and received steering committee approval.

Advertised on 03/13/2019. Three (3) prime contractors attended the optional pre-Response meeting held on 03/21/2019. At response opening on 04/30/2019, JEA received two (2) Responses. In addition to price, the supplier Responses were also evaluated on Past Performance, Professional Staff Experience, Ability to Meet the Business Requirements, and the suppliers' Design Approach and Workplan. EPlan Soft and Sages Networks, Inc. were short-listed and invited to present their solutions to the evaluation team. Upon completion of the vendor presentations, it was determined that ePlan Soft's Solution did not contain all functionalities required to satisfy some of JEA's core business requirements and was subsequently disqualified from the Best and Final Offer (BAFO) solicitation. As a reason for low participation, there are very few companies that can supply the requested software. However, in addition, JEA demoed Oracle's Solution for this scope of work but later determined that Oracle's Solution does not meet JEA's business needs. Specifically, Oracle's solution is not set up for municipal plan review, but rather municipal project management. It does not have the features needed or the free access needed for unlimited outside users that JEA needs from its business solution. A copy of the Response Form and Workbook are attached as backup.

JEA's current plan review process is very manual, paper heavy, and is time consuming and laborious for vendors and JEA staff. The proposed solution will allow JEA to electronically receive, review and respond to development plan and supplemental document, such as permits, submittals. It offers excellent organization, tracking and reporting features that will be beneficial to not only JEA but to our customers and vendors. While this is a JEA W/WW driven project, the following teams within the JEA organization as well as outside partners will utilize and/or benefit from its use including W/WW Development, JEA Planning, W/WW Inspections, JEA Environmental team, DEP W/WW Permits, EQD W/WW Permits, W/WW GIS System, JEA Real Estate, JEA Water Pre-Service, and the JEA Energy Development team. This solution also has the following benefits to JEA as well as their customers:

- Time savings
- Allow for the collection of fees
- Documented comments throughout design and construction
- Electronic files-easily accessible to all JEA users as active and archived projects
- Consistency and Efficiency
- Elimination of needed space (filing, mailroom, office, etc.)
- One-Stop-Shop for all development needs
- Significant savings in paper and courier costs
- Reduced cycle time for project processing

Sages Networks submitted a BAFO that reduced their original pricing on required items by \$32,265.00 or (5%). However during the BAFO JEA decided to add scope with three (3) additional optional items to the workbook for Setup/Implementation and include them the award amount. The three optional items enable JEA to electronically send and receive permits, inspection requests, and to identify and map project requests as they are submitted. The additional cost for these three optional items increases the award amount by \$91,350.00. A copy of the Response Form and Workbook are attached as backup.

The pricing is fixed for the initial three (3) year term of the contract and a CPI based adjustment will be allowed upon request during a contract renewal. This has already been approved by Technology Projects Committee (TPC). A high level summary of the costs are explained in the table below:

| Description | Quantity | 3 Year Total Cost |
|--|--|---------------------|
| Role Specific Software Licenses Cloud Subscription Cost (3 year cost paid annually) | 27- Full access @ \$2,880.00/ license 23- No plan review access @\$1,728.00/lic | \$352,512.00 |
| Role Specific Software Licenses (Perpetual One-Time Purchase) | 27- Third party Bluebeam @ \$449.00/lic | \$12,123.00 |
| Project Setup/Implementation (One-Time Fee) | 978 hours @ \$150/hr | \$146,700.00 |
| Functional Support (3 year cost paid annually) minor configuration, business rule changes, routing changes, application form changes, etc (Tied to a SLA agreement for responsiveness) | 10 hours per month @ \$175/hr for 36 months | \$63,000.00 |
| Training (Full access user, No plan review access user and System Config and Admin user) (One-Time Fee) | 5 training sessions @ \$4,300.00/session 1 training session @ \$7600.00/session | \$29,100.00 |
| Optional Item 2 Added BAFO Scope Permitting Setup/Implementation (One-Time Fee) | 244.5 hours @\$150/hr | \$36,675.00 |
| Optional Item 3 Added BAFO Scope GIS Setup/Implementation (One-Time Fee) | 120 hours @\$150/hr | \$18,000.00 |
| Optional Item 4 Added BAFO Scope Fees Inspection Setup/Implementation (One-Time Fee) | 244.5 hours @\$150/hr | \$36,675.00 |
| TOTAL | | \$694,785.00 |

Procurement tracks two different types of savings. The total cost difference is comparing the current pricing with the proposed pricing (+/-). The total sourcing savings is determined by negotiations, BAFO savings and value added savings. Below is the result for this award:

- Total sourcing savings: \$32,265.00 BAFO Savings

075-19 – Request approval to award a contract to Sages Networks, Inc. for the provision, implementation, and support of JEA's Electronic Plan Submittal/Review and File Digitization Project for a total not-to-exceed amount of \$694,785.00, subject to the availability of lawfully appropriated funds.

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

APPROVALS:

 7/18/19
 Chairman, Awards Committee Date

 07/18/2019
 Financial Analyst, Capital Budget Planning Date



Formal Bid and Award System

Award # 9 07/18/2019

Type of Award Request: CONTRACT INCREASE
Requestor Name: Smith, Brandy L.
Requestor Phone: (904)665-7987
Project Title: General Engineering Services for Transmission and Substation Projects
Project Number: List of CP Numbers below
Project Location: JEA
Funds: Capital
Budget Estimate: N/A

Scope of Work:

The purpose of this solicitation is to contract engineers to supplement the design process for short periods of time (approximately three (3) to six (6) months for a typical project) when JEA in-house engineering resources may not meet the urgent demands of in-service dates. Electric substation/transmission engineering is a very specialized area; therefore, JEA requires companies who have the resources and experience to execute electric substation/transmission engineering. Proposers should be proficient with the computer application Microstation.

JEA is seeking the services of an experienced multidiscipline engineering company that possesses technical expertise in the design of high voltage transmission up to 245kv and substation projects. The contract will focus on varying project scopes such as transmission line design, electrical substation design, and associated engineering services. Evaluation emphasis will focus on the company's previous project experience, quality of service, the ability to respond in a timely and cost-effective manner, and the ability to produce complete packages that are ready for construction, which may include securing of permits from county, city and state agencies. This requires the company to be familiar with all applicable codes, rules, regulations and local ordinances governing the design and construction of projects as generally outlined herein. JEA expects each company will have the expertise and resources to provide all of these services, and the adequate staff to respond within 48 hours for routine requests and within twenty-four (24) hours for emergencies.

This service contract will positively affect JEA Measures of Value:

- Customer and Community Value and Financial Value: This outsourced service contract supports variation in manpower needs allowing JEA to right size the number of direct employees, which limits future debt obligations of the Agency and City, which creates a greater Value of JEA to the customer.

JEA IFB/RFP/State/City/GSA#: 135-17
Purchasing Agent: Lovgren, Rodney
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

| Name | Contact Name | Address | Phone | Amount |
|--------------------------|----------------|--|----------------|--------------|
| WORLEYPARSONS GROUP INC. | Joe Smugeresky | 2675 Morgantown Road, Reading PA 19607 | (610) 855-2026 | \$900,000.00 |

Amount of Original Award: \$750,000.00 (Worley Parsons Only)

Date of Original Award: 12/14/2017
Change Order Amount: \$900,000.00
List of Previous Change Order/Amendments:

| CPA # | Amount | Date |
|--------|-------------|------------|
| 170881 | \$75,000.00 | 12/31/2018 |

New Not-To-Exceed Amount: \$1,725,000.00
Length of Contract/PO Term: Three (3) Years w/Two (2) – 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 12/18/2017
End Date (mm/dd/yyyy): 12/17/2020
JSEB Requirement: Optional - Evaluation Criteria (max goal 20%)

Comments on JSEB Requirements:

WorleyParsons Group, Inc.:

1. Johnson Surveying & Mapping, Inc. - 8%
2. Meskel & Associates Engineering, PLLC - 8%
3. Environmental Resource Solutions, Inc. - 4%
4. Prosser - 3%

Background/Recommendations:

Originally approved by Awards Committee on 12/14/2017 in the amounts of \$750,000.00 to Worley Parsons, \$450,000.00 to Fred Wilson & Associated and \$300,000.00 to Stantec for a not exceed total of \$1,500,000.00. A copy of the original award is attached as backup.

To Date, JEA has placed on purchase orders approximately \$205K to Fred Wilson and \$129K to Stantec. No contract increases are necessary for the 2nd or 3rd company at this time.

This award request is for a contract increase to the transmission and substation engineering services contract of Worley Parsons. JEA's capital project funding for continuing services contracts are funded by capital dollars, and typically only funded for one to two years of the contract. This award includes additional projects (predominantly solar installation project related) not identified or included in the original awarded estimate. As additional projects become funded over the remainder of the term of this contract, the need to return to the awards committee to fund these contracts will be necessary. Rates are fixed for the term of the contract.

The executed project list for Worley Parsons against this award:

- PSI for Southern Transmission Circuits
- Phase II Circuit 909 addition
- T3 Steelbald Substation
- Brandy Branch T2 addition
- Electromagnetic Study preliminary Circuit 909

Budgeted potential future projects (subject of the change order)

- 788-01 General Substation Improvements
- 788-119 Kennedy Substation Control Cable and Protection System Replacement
- 788-124 Transmission Capacitor Bank Controls Replacement
- 788-125 230kV Breaker Replacement
- 788-131 Southside GIS 6C2 Capacitor Bank Replacement
- 788-132 Church Street HPFF Pipe Type Cable Pump Replacement
- 788-133 Mill Cove HPFF Pipe Type Cable Pump Replacement


- 788-134 Transmission and Substation Class Circuit Breaker Replacement Program
- 788-88D Substation R&R Projects - Transformer Replacements
- 789-01 General Transmission Improvements

Request approval to award a change order to Worley Parsons for supplemental design for transmission and substation engineering services in the amount of \$900,000.00, for a new not-to-exceed amount of \$1,725,000.00, subject to the availability of lawfully appropriated funds.

Manager: Short, Michael L. - Manager, Project Design
Director: Pinkstaff, Larry G. - Dir Energy Project Mgmt & Joint Assets
Sr. Director Acs, Gabor - Sr Director Engineering & Projects
VP: Anders, Caren B. – VP/GM Energy

APPROVALS:

 7/18/19
 Chairman, Awards Committee Date

 07/18/2019
 Financial Analyst, Capital Budget Planning Date



Formal Bid and Award System

Award # 10 July 18, 2019

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6615
Requestor Name: Meyer, Tim
Requestor Phone: 904-665-4871
Project Title: Combustion Turbine No. 6 Major, HGP and Compressor Inspection and Repair
Project Number: 8005639
Project Location: JEA
Funds: Capital
Budget Estimate: \$1,200,000.00

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a contractor that can provide General Electric Combustion Turbine overhaul disassembly, equipment and parts cleaning, and re-assembly of one General Electric (GE) MS-7001 Frame 7B gas turbine (CT), designated Northside CT 6, serial number 237980. The scope of work will include the disassembly of the hot gas path and compressor. Disassembly, cleaning, and assembly shall be done following the GE outage manual methods or other approved method. All inspection data (disassembly and reassembly) shall be taken in accordance with the GE Maintenance Overhaul Manual and latest OEM recommendations. The scope of work will also include a major inspection, Non-Destructive Examination (NDE) where required, and repair of all damaged components. Once the components have been NDE'd and ground out and are ready for weld repair JEA may elect to send a representative to visit the shop. All components deemed to be scrap shall be returned to JEA. All NDE shall be done on site.

The work will be planned to commence August 31, 2019 through September 30, 2019. Note, should any significant issues be found JEA may elect to extend the outage.

This project will positively affect JEA Measures of Value:

This Service Contract will positively affect JEA Measures of Value:

- Customer Value: Maintenance programs increase operational reliability and stability
- Community Impact Value: Improved operational reliability of the plant
- Environmental Value: Improved operating equipment efficiency decreases overall impact on the environment
- Financial Value: Correctly planned and timed equipment maintenance, decreases emergent repairs, downtime and need to purchase ad hoc services at higher rates

JEA IFB/RFP/State/City/GSA#: 104-19
Purchasing Agent: Lovgren, Rodney, D.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

| Name | Contact Name | Email | Address | Phone | Amount |
|--------------------------------|--------------|--------------------------|---|-------------------|--------------|
| MECHANICAL DYNAMICS & ANALYSIS | Tim Allison | tallison@mdaturbines.com | 19 British American Blvd, Latham, NY 12110 | (518) 399-3616 | \$751,245.00 |

Amount for entire term of Contract/PO: \$751,245.00
Award Amount for remainder of this FY: \$751,245.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 08/01/2019
End Date (mm/dd/yyyy): Project Completion (09/30/2019)
JSEB Requirement: Optional
Comments on JSEB Requirements:

BIDDERS:

| Bidder Name | Total Bid Price | Qualified |
|--------------------------------------|-----------------|--------------------------|
| AST TURBO | \$735,000.00 | DQ – Min. Qualifications |
| MECHANICAL DYNAMICS & ANALYSIS | \$751,245.00 | Qualified |
| HPI LLC (2 nd prebid) | \$807,385.00 | NA |
| GE INTERNATIONAL | \$825,000.00 | NA |
| ETHOSENERGY (2 nd prebid) | \$879,138.00 | NA |

Background/Recommendations:

Advertised on 05/17/2019. Five (5) prime contractors attended the mandatory pre-bid meeting held on 05/28/2019. Three (3) additional companies attended the second mandatory prebid that was held on 06/07/2019. At Bid opening on 06/18/2019, JEA received five (5) Bids. Mechanical Dynamics and Analysis is the lowest responsive and responsible Bidder. A copy of the Bid Form (and Workbook, is attached as backup.

The award amount of \$751,245.00 is approximately forty percent (40%) lower than the budget estimate. The award amount only includes the base scope of services (originally estimated at \$800K). If during inspection JEA discovers additional work (pulling turbine rotor), additional funding will be required. The estimate provides this contingency. A new budget trend will be submitted when appropriate. Any excess capital funds will be returned to the capital project holding accounts, after project completion.

104-19 – Request approval to award a contract to Mechanical Dynamics & Analysis for Combustion Turbine No. 6 Major, HGP and Compressor Inspection and Repair in the amount of \$751,245.00, subject to the availability of lawfully appropriated funds.

Manager: Akrayi, Jamila R. - Mgr Project Management
Director: Limbaugh, Margaret Z. - Dir Energy Project Management
Sr. Director: Acs, Gabor - Sr Director Engineering & Projects
VP: Anders, Caren B. - VP/GM Energy

APPROVALS:

 7/18/19
Chairman, Awards Committee Date

 07/18/2019
Financial Analyst, Capital Budget Planning Date