

AWARDS COMMITTEE MINUTES

Awards Committee met on **August 8, 2019**, in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 10:03 a.m.

Members in attendance were Heather Beard as Chairperson, Allyssa Petersen as Budget Representative, Jeff Close as General Counsel Representative; with John McCarthy, Deryle Calhoun, Shawn Eads, Ted Hobson, and Caren Anders as voting Committee Members;

Lynn Rix, John Bustamante, David King, Dan Kruck, Rachelle Weir, Maurice Scarboro, Elaine Selders, Chrissy Nunziato, Elizabeth DiMeo, Thaliah Smith, Olivier Joseph, Brian Phillips, Jaclyn Vu, Brooke Garland, Maria Betancur, Nick Dambrose, Maria Benavides, Melanie Newton-Green, Howard Thurman, and Arthur Bides

Awards:

1. Approval of the minutes from the last meeting (08/01/2019).
2. 029-19 – Request approval to award a contract to Freedom Landscape and Lawn Maintenance, Inc. for landscape maintenance and chemical spraying for a total not-to-exceed amount of \$1,478,254.80, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
3. 112-19 – Request approval to award a contract to JAX Underground Utilities Inc. for construction services for Construction Services for Emory Circle Water Main - From Cornell Rd along Rollins Ave and Tulane Ave to Emory Circle in the amount of \$1,629,239.47, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
4. Request approval to award a change order to TB Landmark Construction, Inc., for construction services in the amount of \$111,450.00, for a new not-to-exceed amount of \$554,869.00, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
5. Request approval to award a change order to PVS Technologies, Inc., in the amount of \$98,000.00, for a new not-to-exceed amount of \$398,000.00, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
6. 123-19 – Request approval to award a one (1) year contract to Netsync for the purchase of HP 3 Par storage equipment and maintenance and support in the amount of \$663,611.20, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
7. 122-19 – Request approval to award a one (1) year contract to CDW for the purchase of HP 3 Par storage equipment and maintenance and support in the amount of \$1,367,542.79, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
8. 092-19 – Request approval to award a contract to Williams Industrial Services, Inc. for construction services for JEA Nassau Regional WTP Wellhead No. 3 and Water Main Improvements in the amount of \$1,804,630.00, subject to the availability of lawfully appropriated funds. **APPROVED**

Informational Item: **N/A**

Ratifications: N/A

Public Comments: N/A

Adjournment: 10:21 a.m.

**Formal Bid and Award System**

Award #2 August 8, 2019

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6443
Requestor Name: Dunning, Shawn T. & Vu, Jaclyn M. (KGS)
Requestor Phone: (904) 665-6184
Project Title: Facilities Landscaping Maintenance-Open Market
Project Number: 30801 & HED0101 (KGS)
Project Location: JEA
Funds: O&M
Budget Estimate: \$2,209,965.00 & \$17,000.00 for KGS (FY 2020)

Scope of Work:

It is the intent of this solicitation to secure economical pricing for basic landscape maintenance and chemical spraying of all JEA facilities. These services must be performed in a safe manner, and the results must be aesthetically pleasing as these facilities represent JEA to our customers. The specifications also ensure that the Contractor performs these maintenance activities with skilled personnel in a safe and professional manner adhering to all JEA, City, County and State regulations and requirements. Work will be performed at approximately 845 JEA facilities located in Duval, Nassau, St. Johns and Clay Counties in Florida as listed in Appendix B - Response Workbook. These locations include exteriors of buildings, lots, lift stations, electric substations, wells, water treatment plants, waste water treatment plants, communication towers, road access, fences, area around electric power lines, highway, exterior of generating plants, and trails.

This award will impact the following Measures of Value:

- Community Impact Value: This contract will maintain and provide an aesthetically pleasing landscape at JEA facilities.

JEA IFB/RFP/State/City/GSA#: 029-19
Purchasing Agent: Selders, Elaine L.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
FREEDOM LANDSCAPE AND LAWN MAINTENANCE, INC.	Zakee Farquan	Zakee0126@gmail.com	7372 Smyrna Street, Jacksonville FL 322108	(904) 343-9714	\$1,478,254.80

Amount for entire term of Contract/PO: \$1,478,254.80
Award Amount for remainder of this FY: \$148,099.00 & \$1,250.00 (KGS)
Length of Contract/PO Term: One (1) Year w/Two (2) – Two (2) Yr. Renewals
Begin Date (mm/dd/yyyy): 09/01/2019
End Date (mm/dd/yyyy): 08/31/2020
Renewal Options: YES - Two (2) - Two (2) Yr. Renewals

JSEB Requirement:

Forty Percent (40%) Evaluation Criteria

Comments on JSEB Requirements:

Freedom Landscape and Lawn Maintenance, Inc. is a JSEB.

RESPONDENTS:

Name	First Round	BAFO	Rank	Score
FREEDOM LANDSCAPE AND LAWN MAINTENANCE, INC.	\$1,581,090.50	\$1,478,254.80	1	91.03
J&D MAINTENANCE AND SERVICES	\$2,046,263.90	\$1,866,248.90	2	83.69

Background/Recommendations:

Advertised on 12/14/2018. Seven (7) prime contractors attended the optional pre-response meeting held on 12/19/2018. At response opening on 01/15/2019, JEA received two (2) Responses. JEA evaluated the companies on price, professional experience and quality metrics. J&D Maintenance and Services of North Florida LLC and Freedom Landscape and Lawn Maintenance, Inc. were short-listed and invited to submit Best and Final Offers (BAFO). Freedom Landscape and Lawn Maintenance, Inc. was deemed the highest ranked Responsive and Responsible Respondent. JEA made the decision to modify the term of this contract to one (1) year initially with renewal options due to the onboarding of a new vendor. A copy of the Response Form and Workbook are attached as backup.

When comparing the price between the current contract and the new contract, it resulted in a 32% savings, or \$279,460.76, for the one (1) year term after normalizing the cuts and sites. The award amount of \$1,478,254.80 is within the forecasted budget estimate, which accounts for a fifty percent (50%) increase in the number of cuts per year. The previous contract only allowed for fifteen (15) cuts per year for the majority of the sites, which created a number of defects so the decision was made to return to the old cut schedule of thirty (30) cuts per year per site. The Kennedy Generating Station (KGS) site was added to this solicitation as it was previously bid out separately. The quantity of services for the KGS site are unique and require different frequencies. When comparing the price between the current KGS contract and the new KGS pricing, it resulted in a 63% savings, or \$17,080, for the one (1) year term. The unit prices are fixed for the term of the contract.

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 cost difference: \$296,540.76 (Calculated by comparing the average cost per site in 2016 for cuts to the cost of 2019, normalizing the sites and cuts to match 2016.)

029-19 – Request approval to award a contract to Freedom Landscape and Lawn Maintenance, Inc. for landscape maintenance and chemical spraying for a total not-to-exceed amount of \$1,478,254.80, subject to the availability of lawfully appropriated funds.

Manager: Crane, Christopher T. - Manager, Facilities Operations
Director: McElroy, Alan D. - Dir, Operations Support Services
VP: McCarthy, John P. - Dir, Supply Chain Management

APPROVALS:

Hend 8/8/19

Chairman, Awards Committee

Date

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Financial Analyst, Manager, Capital Budget Planning

Date _____

**Formal Bid and Award System**

Award #3 August 8, 2019

Type of Award Request: BID (IFB)
Request #: 6634
Requestor Name: Betancur, Maria A.
Requestor Phone: (904) 665-6960
Project Title: Construction Services for Emory Circle Water Main - From Cornell Rd along Rollins Ave and Tulane Ave to Emory Circle
Project Number: 8004886
Project Location: JEA
Funds: Capital
Budget Estimate: \$1,286,336.00 (Construction Budgeted for this work)

Scope of Work:

This project is to replace approx. 7,100 linear feet (LF) of aging 6-inch cast iron water mains with 5,400 LF of 8-inch and 1,700 LF of 6-inch along Emory Cir., Vassar Rd., Tulane Ave. and Rollins Ave. This area has had multiple customer complaints concerning poor pressures and repeated maintenance issues.

This project will impact the following Measures of Value:

- **Customer/Community Value:** This project will address pressure drops, bad odors and dirty water as reported from customers due to tuberculated, old and undersized cast iron water mains, as well as help improving safety by adding fire hydrants to the area.

JEA IFB/RFP/State/City/GSA#: 112-19
Purchasing Agent: King, David
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
JAX UNDERGROUND UTILITIES, INC.	Giovanni Nozzolillo	juu@bellsouth.net	2260 St. Johns Bluff Rd. South, Jacksonville, FL 32246	(904) 726-1963	\$1,629,239.47

Amount for entire term of Contract/PO: \$1,629,239.47
Award Amount for remainder of this FY: \$140,000.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 09/12/2019
End Date (mm/dd/yyyy): Project Completion (Expected: 03/2020)
JSEB Requirement: Ten Percent (15%) Goal

Comments on JSEB Requirements:

Donna J Hamilton (Mechanical Materials) – 13.4%
R. E. Holland & Associates (Surveying) – 2%
ABC Cutting Contractors Inc. (Saw Cutting) – 1%

BIDDERS:

Name	Amount
JAX UNDERGROUND UTILITIES, INC.	\$1,629,239.47
KIRBY DEVELOPMENT, INC.	\$1,677,436.42
T B LANDMARK CONSTRUCTION, INC.	\$1,743,792.00
GRIMES UTILITIES	\$1,861,007.62
UNITED BROTHERS DEVELOPMENT CORPORATION	\$1,942,658.20
JAX UTILITIES MANAGEMENT, INC.	\$1,995,007.30
T.G. UTILITIES COMPANY, INC.	\$2,129,947.00

Background/Recommendations:

Advertised on 06/21/2019. Nine (9) prime contractors attended the mandatory pre-bid meeting held on 06/28/2019. At Bid opening on 07/23/2019, JEA received seven (7) Bids. JAX Underground Utilities Inc. is the lowest responsive and responsible Bidder. A copy of the Bid Form and workbook are attached as backup.

The project details are below:

- Original Project Budget: \$1,296,953.00
 - Engineering Estimate: \$184,930.00
 - Construction Estimate: \$1,024,907.00
 - Internal JEA Costs: \$87,116.00
- Revised Budget: \$1,505,075.00 (100% Design)
 - Revised Engineering Cost: \$127,739.00 (CPH, 12% of Estimated Construction Costs)
 - Revised Construction Cost: \$1,286,336.00
 - Revised Internal JEA Costs: \$91,000.00
- Estimate at Completion: \$1,896,175.42
 - Engineering Cost: \$127,739.00
 - Actual Construction Cost: \$1,677,436.42
 - Internal JEA Costs: \$91,000.00
- Original Project Schedule:
 - Engineering Completion: November 2018
 - Construction Completion: April 2019
- Revised Project Schedule:
 - Engineering Completion: September 2019
 - Construction Completion: March 2020

Major Changes/Issues:

JEA received several questions from bidders asking for clarification of quantities and case types. The Project Manager did a full review of the drawings and workbook to respond to the bidders. An updated workbook was issued with Addendum 2. Quantities increased due to JEA's quantities verification QA/QC of final design drawings for: Replacement of asphalt per COJ standards, number of water meter replacements or reconnecting, length of abandoning of existing 6-in water pipe, number of fire hydrants needed to be replaced or installed new, removal of driveways, asphalt milling and overlaying, water meter boxes replacement, and 6-in and 8-in gate valves. Additionally, JEA saw unit price cost increases from 100% design estimate for the 8-in and 6-in restraints, removal of curb and gutter, abandoning of 4-in

existing water pipe, and general conditions percentage. The engineering firm missed these items and a performance review meeting was held to address these design issues.


Schedule Delays:

Survey completion took two months instead of one, 60% design was rejected three times, 90% design was rejected twice due to design issues. This was indicated to the design firm during a performance review meeting. This project was designed under the small diameter pipe contract, which has now expired and rebid, with different engineering firms.

112-19 – Request approval to award a contract to JAX Underground Utilities Inc. for construction services for Construction Services for Emory Circle Water Main - From Cornell Rd along Rollins Ave and Tulane Ave to Emory Circle in the amount of \$1,629,239.47, subject to the availability of lawfully appropriated funds.


Manager: DiMeo, Elizabeth A. - 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:

 8/8/19

Chairman, Awards Committee

Date

 08/08/2019

Financial Analyst,

Manager, Capital Budget Planning

Date

**Formal Bid and Award System**

Award #4 August 8, 2019

Type of Award Request: CHANGE ORDER
Requestor Name: Bides, Arthur R.
Requestor Phone: 904-665-8515
Project Title: Main Street Horizontal Directional Drilling (HDD) Force Main
Project Number: 8003022
Project Location: JEA
Funds: Capital
Budget Estimate: N/A
Scope of Work:

This project includes the installation of approximately 80 linear feet (LF) of 16-inch Restrained Joint PVC wastewater force main and 364 LF of 18-inch HDPE wastewater force main via HDD along with associated fittings and appurtenances, along Main Street under the CSX railroad to connect the new 16" force main sections.

Continued growth within the Cedar Bay Service Area will increase the likelihood of failure of the downstream ductile iron infrastructure. The HDD in this award will connect the 3,300 LF section of 16" PVC force main that will redirect sewer flow coming from the Renne Pump Station (PS) from the aging 16" ductile iron force mains south of the Renne PS to the north for connection to the newly installed 20" PVC force main along Noah Road. The existing 16" ductile iron main has reached the end of its service life and continued usage will increase the likelihood of main pipe breakage, which could result in costly spillage of raw wastewater into the environment. There have been two force main breaks in the past 3 years that resulted in sanitary sewer overflows (SSOs).

This award positively impacts the following JEA Measures of Value:

- Customer Value: reduces likelihood of force main breaks that creates service interruptions to the customer and inconveniences to the surrounding businesses.
- Community Value: provides reliable wastewater service for the District 2 area.
- Environmental Value: reduces costly SSOs into surrounding wetlands and into Broward River
- Financial Value: the project will provide revenue through sales of wastewater services and reduce the likelihood of FDEP fines due to SSOs into water bodies.

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

RFQ 96702

Purchasing Agent:

King, David

Is this a Ratification?:

NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
TB LANDMARK CONSTRUCTION, INC.	Martin Adams	estimating@tbleandmark.com	11220 New Berlin Rd, Jacksonville, FL 32226	(904) 751-1016	\$111,450.00

Amount of Original Award:	\$443,419.00
Date of Original Award:	05/09/2019
Change Order Amount:	\$111,450.00
New Not-To-Exceed Amount:	\$554,869.00
Length of Contract/PO Term:	Project Completion
Begin Date (mm/dd/yyyy):	06/03/2019
End Date (mm/dd/yyyy):	Project Completion (Expected: January 2020)
JSEB Requirement:	N/A - Optional

Background/Recommendations:

Originally bid and approved by Awards Committee on 05/09/2019 in the amount of \$443,419.00 to TB Landmark Construction, Inc. A copy of the original award is attached as backup.

The project details are below:

- Original Project Budget: \$1,009,818.00
 - Engineering Estimate: \$189,518.00
 - Construction Estimate: \$757,937.00
 - Internal JEA Costs Estimate: \$62,363.00
- Revised Project Budget/Estimate at Completion: \$1,981,253.91
 - Engineering Cost: \$198,926.00 (Constantine Engineering) - (12.4% of Construction Costs)
 - Engineering Cost (HDD only): \$0.00 (due to constructability issues, HDD portion was re-designed at no cost to JEA)
 - Construction Cost: \$1,720,927.00
 - Original Construction Scope: \$1,018,458.00 (Callaway Contracting bid)
 - Additional Direct Costs: \$1,600.00 (JEA Supplied Labor & Materials)
 - Construction Change Order 1: \$99,000.00 (Jack & Bore second attempt including credits)
 - Construction Change Order 2: \$47,000.00 (additional maintenance of traffic)
 - HDD Construction: \$443,419.00 (TB Landmark)
 - **HDD Construction Change Order: \$111,450.00 (this award)**
 - Internal JEA Costs Estimate: \$61,400.91
- Original Project Schedule:
 - Engineering Completion, Total Project: December 2016
 - Construction Completion: February 2018
- Revised Project Schedule:
 - Engineering Completion, Original Project: February 2017
 - HDD re-design completion: December 2018
 - Construction Completion:
 - Open Cut Construction Completion: January 2019
 - HDD Construction Completion: January 2020

Major Changes/Issues:

On 07/17/2019, TB Landmark uncovered and located the 4x4 duct bank by the north HDD pit. On 07/19/2019, while drilling the HDD pilot hole, the driller hit an AT&T conduit. After further excavation, another 4x4 duct bank was discovered under the previously located duct bank. AT&T was unaware of the lower duct bank. This did not allow a clear window for the HDD drill of the 18" HDPE Force Main.

The contractor did more exploratory excavations to the north of the original HDD pit to find a clear window for the drill. A location approximately, 250 LF north of the original HDD pit was found to have

enough clearances for the drill. The original HDD length was 360 LF and the addition of the 250 LF needed will bring the total drill length to 610 LF.

The cost of the construction for the additional 250 LF of HDD length to include all materials, equipment, and labor is \$111,450.00 and the contractor has requested a contract time extension of 8 calendar days. The contractor used the line item cost of \$425.00/LF that was submitted in the original bid proposal. The additional 8 calendar days requested was for the delivery time of the additional 18" HDPE pipe. These costs are 24% over the original award of \$443,419.00. A budget trend has been submitted for this award.

Request approval to award a change order to TB Landmark Construction, Inc., for construction services in the amount of \$111,450.00, for a new not-to-exceed amount of \$554,869.00, subject to the availability of lawfully appropriated funds.

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

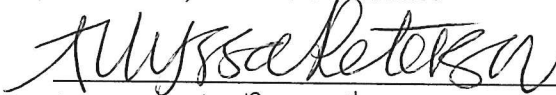
APPROVALS:



8/8/19

Chairman, Awards Committee

Date



08/08/2019

Financial Analyst,

Manager, Capital Budget Planning

Date

**Formal Bid and Award System**

Award #5 August 8, 2019

Type of Award Request: CONTRACT INCREASE
Requestor Name: Smith, Thaliah
Requestor Phone: 904-665-8165
Project Title: Ferric Chloride 37-42% for a Study in pH Reduction and Struvite Control
Project Number: Cost Center 30140 Exp. Type 1203- Chemicals and Gases
Project Location: JEA
Funds: O&M
Budget Estimate: N/A

Scope of Work:

JEA requires the services of a supplier to provide Ferric Chloride (FeCl_3) which is used for struvite control in our wastewater treatment process. Struvite, a phosphate mineral, poses a problem in the anaerobic digesters and other processes, forming scale on lines, belts, centrifuges and pumps, clogging system pipes. JEA spends approximately \$268,800.00 per year in labor costs alone from struvite issues that arise from not using an iron-based struvite control chemical.

This award positively impacts the following JEA Measures of Value:

- **Community/Environmental:** Ferric Chloride has been shown to reduce the amount of hydrogen sulfide in the biogas (methane) produced the Buckman Water Reclamation Facility (WRF). The biogas, when combusted in Buckman's flare, results in emissions of sulfur dioxide to the environment. Sulfur dioxide is a regulated and controlled emission under JEA's USEPA Title V Air Operating permit, reportable annually in tons of sulfur dioxide released. Use of Ferric Chloride during the pilot program has reduced hydrogen sulfide to record low levels and decreased sulfur dioxide emissions by over 99%.
- **Customer:** Reduced hydrogen sulfide content results in a higher quality gas and increases its commercial value, and decreases future capital and O&M costs by reducing the size of equipment needed to 'scrub' the gas prior to use or sale. It also reduces damage caused by hydrogen sulfide to equipment, tanks and structures. Hydrogen sulfide is particularly aggressive in the destruction of concrete and ferrous metals.
- **Financial:** Ferric Chloride, through binding with phosphorus in wastewater, eliminates 'free' phosphorus that when released in the Buckman WRF anaerobic digestion process combines with other constituents to form Struvite, a hard mineral deposit that occurs throughout the piping and process machinery that is difficult and costly to remove. The associated downtime and loss of production time and capacity is even more costly.

Purchasing Agent: King, David

Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
PVS TECHNOLOGIES INC.	Roshonda Gray	rgray@pvschemicals.com	10900 Harper Ave, Detroit, MI, 48213	(313) 571-1100	\$98,000.00

Amount of Original Award: \$300,000.00
Date of Original Award: 10/22/2018
Contract Increase Amount: \$98,000.00

List of Previous Contract Increases:

PO No.	Amount	Date
177829	\$36,000.00	10/22/2018
177829	\$250,000.00	01/15/2019
177829	\$14,000.00	07/26/2019

New Not-To-Exceed Amount: \$398,000.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 06/01/2019
End Date (mm/dd/yyyy): Project Completion (Expected: September 2019)
JSEB Requirement: N/A - Optional

Background/Recommendations:

Informally awarded to PVS Technologies Inc., in the amount of \$36,000.00. Quotes for a pilot were solicited from four vendors, (PVS Technologies, Sal Chemicals, Chemtrade Chemicals, Hawkins). The purpose of the pilot is to improve pH reduction and struvite control in our wastewater treatment process. Struvite can form a scale on lines and belts, in centrifuges and pumps, clog system pipes and other equipment including the anaerobic digester itself. PVS technologies was the only respondent to the request for quotes. A purchase order, not to exceed \$300,000.00 was issued. This contract increase is to provide an additional 60 days' worth of the chemical. We currently utilize 1,300 gallons/day of Ferric Chloride. The contract increase is for the same unit cost (\$1.46/gal) as the original quote. An additional \$113,880.00 is needed (\$1.46/gal x 60 days x 1,300 gallons). There is still about \$15,000.00 left on the PO, leaving approximately \$98,000.00 to cover our needs until the end of the fiscal year and the start of the new contract. Since the trials have been successful so far, JEA plans to continue utilizing these chemicals and has issued a formal bid request for ferric chloride for next fiscal year.

Request approval to award a contract increase to PVS Technologies, Inc., in the amount of \$98,000.00, for a new not-to-exceed amount of \$398,000.00, subject to the availability of lawfully appropriated funds.

Manager: Durrett Michael E.- Mgr Wastewater Treatment and Reuse - Buckman
Director: Vu, Hai X.- Dir W/WW Project Engineering & Construction
VP: Calhoun, Deryle I. - VP/GM Water/Wastewater Systems

APPROVALS:

Chairman, Awards Committee

Date


Financial Analyst,
Manager, Capital Budget Planning

Date



Formal Bid and Award System

Award #6 August 8, 2019

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6666
Requestor Name: Benavides, Maria L.
Requestor Phone: (904) 665-7046
Project Title: Cisco Servers and One (1) Yr. Support for Oracle C2M Project
Project Number: 8004943
Project Location: JEA
Funds: Capital
Award Estimate: \$1,200,000.00

Scope of Work:

The primary goals of the Oracle C2M Project are to complete the upgrade of JEA's existing Oracle Customer Care and Billing (CC&B), from version 2.4.1 to version 2.7, replace the current eMeter's MDM 7.2 system with Oracle's solution, and implement the Service Order Manager (SOM) and Smart Grid Gateway (SGG). All of these components are part of the Oracle C2M suite of products. These new Cisco Servers will enable JEA to have a single instance CIS/MDM, streamlining many existing areas including a single browser for CC&B and MDM, a single Oracle utilities framework, as well as exception handling and reporting. The C2M suite of products will eliminate many custom point to point interfaces currently in place at JEA. The elimination of these interfaces will restructure several business processes in key areas such as Billing, Meter Services, and Meter Reading.

This Contract positively affects the following JEA Measures of Value:

- Customer Value: C2M enables increased meter knowledge to benefit JEA customers.
- Community Impact Value: Improved billing reliability.
- Financial Value: C2M streamlines processes for the business in key areas such as billing, Meter Services, and Meter Reading.

JEA IFB/RFP/State/City/GSA#: 123-19
Purchasing Agent: Dambrose, Nickolas C.
Is this a ratification?: No

RECOMMENDED AWARDEE:

Name	Contact Name	Email	Address	Phone	Amount
NETSYNC NETWORK SOLUTIONS, INC.	RANDY SCHAMBERGER	RSCHAMBERGER@NETSYNCNETWORK.COM	2500 WEST LOOP S STE 410, HOUSTON, TX 77027	813.245.1919	\$663,611.20

Amount for entire term of Contract/PO: \$663,611.20
Award Amount for remainder of this FY: \$663,611.20

Length of Contract/PO Term:

One-time purchase

Begin Date (mm/dd/yyyy):

09/01/2019

End Date (mm/dd/yyyy):

One-time purchase

JSEB Requirement:

None. No JSEBs available.

BIDDERS:

Name	Original Amount	Original Rank	BAFO Amount	BAFO Rank
NETSYNC NETWORK SOLUTIONS, INC.	\$666,651.20	1	\$663,611.20	1
PRESIDIO NETWORKED SOLUTIONS, INC.	\$698,240.16	2	\$674,019.50	2
CDW GOVERNMENT, LLC	\$735,692.96	4	\$680,569.28	3
HITEQ COMPUTER SYSTEMS	\$724,747.36	3	\$724,747.36	4
LUMBEE GROUP	\$930,157.45	5	N/A	N/A
IMPERIUM DATA NETWORKS	\$1,122,131.12	6	N/A	N/A

Background/Recommendations:

Advertised on 07/22/2019. At response opening on 07/30/2019, JEA received six (6) Responses. Netsync, Presidio, CDW and Hiteq were short-listed and invited to submit Best and Final Offers (BAFO). JEA evaluated the companies on price only and NetSync Network Solutions is deemed the lowest responsive and responsible respondent. A copy of the Response Form and Workbook are attached as backup.

This purchase provides Cisco Server infrastructure equipment necessary to implement Oracle C2M. Oracle C2M enables a higher level of meter knowledge that will be able to be shared with our customers. Additional benefits to JEA and the community include streamlined processes for the business in key areas such as billing, Meter Services, and Meter Reading. This contract includes one (1) year of standard maintenance and support with all hardware components. Upon completion of the one (1) year of standard maintenance, maintenance will be handled through JEA's existing Cisco Smartnet contract.

JEA solicited Best and Final Offers (BAFO) for this award. In their Best and Final Offer (BAFO), Netsync Network Solutions improved their initial offer by \$3,040.00 (<1%). The award amount is approximately 50% lower than the estimate. The estimate was based on prior history of purchases and discounts.

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: \$3,040.00 BAFO Savings

123-19 – Request approval to award a one (1) year contract to Netsync for the purchase of HP 3 Par storage equipment and maintenance and support in the amount of \$663,611.20, 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:

 8/8/19

Chairman, Awards Committee

Date

 08/08/2019

Financial Analyst,

Manager, Capital Budget Planning

Date



Formal Bid and Award System

Award #7 August 8, 2019

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6666
Requestor Name: Benavides, Maria L.
Requestor Phone: (904) 665-7046
Project Title: HP 3 Par Storage and Support for Oracle C2M Project
Project Number: 8004943
Project Location: JEA
Funds: Capital
Award Estimate: \$1,700,000.00

Scope of Work:

The primary goals of the Oracle C2M project are to complete the upgrade of JEA's existing Oracle Customer Care and Billing (CC&B), from version 2.4.1 to version 2.7, replace the current eMeter's MDM 7.2 system with Oracle's solution, and implement the Service Order Manager (SOM) and Smart Grid Gateway (SGG). All of these components are part of the Oracle C2M suite of products. These new HP 3Par Storage products will enable JEA to have a single instance CIS/MDM, streamlining many existing areas including a single browser for CC&B and MDM, a single Oracle utilities framework, as well as exception handling and reporting. The C2M suite of products will eliminate many custom point to point interfaces currently in place at JEA. The elimination of these interfaces will restructure several business processes in key areas such as Billing, Meter Services, and Meter Reading.

This Contract positively affects the following JEA Measures of Value:

- Customer Value: C2M enables increased meter knowledge to benefit JEA customers.
- Community Impact Value: Improved billing reliability.
- Financial Value: C2M streamlines processes for the business in key areas such as billing, Meter Services, and Meter Reading.

JEA IFB/RFP/State/City/GSA#: 122-19
Purchasing Agent: Dambrose, Nickolas C.
Is this a ratification?: No

RECOMMENDED AWARDEE:

Name	Contact Name	Email	Address	Phone	Amount
CDW GOVERNMENT, LLC	John Vrablik	johnvra@cdwg.com	75 Remittance Drive Suite 1515 Chicago, IL 60675-1515	(877)466-6333	\$1,367,542.79

Amount for entire term of Contract/PO: \$1,367,542.79

Award Amount for remainder of this FY: \$1,367,542.79

Length of Contract/PO Term: One-time purchase
Begin Date (mm/dd/yyyy): 09/01/2019
End Date (mm/dd/yyyy): One-time purchase
Renewal Options: None
JSEB Requirement: None. No JSEBs available.

BIDDERS:

Name	Original Amount	Original Rank	BAFO Amount	BAFO Rank
CDW GOVERNMENT, LLC	1,520,685.38	2	\$1,367,542.79	1
PRESIDIO NETWORKED SOLUTIONS, INC.	1,432,290.10	1	\$1,382,793.92	2

Background/Recommendations:

Advertised on 07/22/2019. At response opening on 07/30/2019, JEA received two (2) Responses. Presidio and CDW were short-listed and invited to submit Best and Final Offers (BAFO). HP's special pricing agreement provides advantages to a small pool of suppliers which limits competition. The reason for low participation in this bid is due to JEA evaluated the companies on price only and CDW is deemed the lowest responsive and responsible respondent. A copy of the Response Form and Workbook are attached as backup.

This purchase provides Hewlett Packard 3 PAR storage infrastructure equipment necessary to implement Oracle C2M. Oracle C2M enables a higher level of meter knowledge that will be able to be shared with our customers. Additional benefits to JEA and the community include streamlined processes for the business in key areas such as billing, Meter Services, and Meter Reading. This contract includes three (3) years of standard maintenance and support with all hardware components. Upon completion of the three (3) years of standard maintenance, maintenance will be handled through JEA's existing HP support O&M contract.

JEA solicited Best and Final Offers (BAFO) for this award. In their Best and Final Offer (BAFO), CDW improved their initial offer by \$153,142.59 (10%) which resulted in \$64,747.31 in savings compared to the original low bid.

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: \$64,747.31 BAFO Savings

The award amount is approximately twenty percent (20%) lower than the estimate. The estimate was based on prior history of purchases and discounts.

122-19 – Request approval to award a one (1) year contract to CDW for the purchase of HP 3 Par storage equipment and maintenance and support in the amount of \$1,367,542.79, 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:

H. Brad 8/8/19

Chairman, Awards Committee

Date

Myssa Petersen 08/08/2019

Financial Analyst,
Manager, Capital Budget Planning

Date

**Formal Bid and Award System**

Award #8 August 8, 2019

Type of Award Request: BID (IFB)
Request #: 6574
Requestor Name: Boree, Allan D.
Requestor Phone: (904) 665-4468
Project Title: JEA Nassau Regional Water Treatment Plant (WTP) Wellhead No. 3 and Water Main Improvements
Project Number: 8004327
Project Location: JEA
Funds: Capital
Budget Estimate: \$1,983,000.00

Scope of Work:

The Nassau Regional WTP is located at 96362 Piedmont Dr., Fernandina Beach, FL 32034. Its current annual average daily flow (AADF) is 1.47 MG and 12-month maximum day flow (MDF) is 2.53 MG. It is served by two 2,000 GPM wells. Since the Nassau grid is not well interconnected and other water plants cannot sustain system pressure during peak demand season if the Nassau Regional WTP is down, this plant needs to be running at capacity. A backup well is needed to ensure JEA can maintain required system pressure in the Nassau grid.

The new well is forty percent (40%) complete. The scope of this request is to construct the associated wellhead (pump discharge piping and controls) and 4,240 linear feet (LF) of water main improvements.

This award positively impacts all of JEA's Measures of Value:

- Customer Value: the system upgrades provide raw water supply redundancy which minimize system outages to the customer, while maintaining service levels, increasing overall value of the utility to the customer
- Community Impact Value: Improved operational reliability improves the level of service and positively impacts the community
- Environmental Value: The addition of one new water supply well will assist in maintaining raw water supply and water quality to the water system while minimizing the environmental impact to the existing Floridan Aquifer.
- Financial Value: Planned and timed upgrades to the water infrastructure makes the best use of capital resources, while keeping the utility operating within design limitations, which provides a better return on investment and creates financial value

JEA IFB/RFP/State/City/GSA#: 092-19
Purchasing Agent: King, David
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
WILLIAMS INDUSTRIAL SERVICES, INC.	Jason Arnett	jarnett@wisgrp.com	591 Pickettville Rd., Jacksonville, FL 32220	(904) 696-9994	\$1,804,630.00

Amount for entire term of Contract/PO: \$1,804,630.00

Award Amount for remainder of this FY: \$50,000.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 09/16/2019
End Date (mm/dd/yyyy): Project Completion (Expected: 03/2021)
JSEB Requirement: Ten Percent (5%) Goal
Comments on JSEB Requirements:
 Mac Industrial (Pipe Materials) - 5%

BIDDERS:

Name	Amount
WILLIAMS INDUSTRIAL SERVICES, INC.	\$1,804,630.00
SAWCROSS, INC.	\$2,003,524.00

Background/Recommendations:

Advertised on 06/13/2019. Four (4) prime contractors attended the mandatory pre-bid meeting held on 06/24/2019. At Bid opening on 07/30/2019, JEA received two (2) Bids. One of the no-bids indicated they were too busy to bid; the other did not meet minimum qualifications. Williams Industrial Services, Inc. is the lowest responsive and responsible Bidder. A copy of the Bid Form and workbook are attached as backup.

The award amount of \$1,804,630.00 is approximately nine percent (9%) lower than the budget estimate and deemed reasonable. Any excess capital funds will be returned to the capital project holding accounts, after project completion.

The project details are below:

- Original Project Budget: \$2,735,300.00
 - Engineering Estimate: \$475,000.00
 - Construction Estimate: \$1,938,300.00
 - Internal JEA Costs: \$322,000.00
- Revised Budget: \$2,796,050.00 (100% Design)
 - Revised Engineering Cost: \$673,553.00 (Design firm: CH2M, 35% of Estimated Construction Costs)
 - Revised Construction Cost: \$1,938,300.00
 - Revised Internal JEA Costs: \$184,197.00
- Estimate at Completion: \$2,662,380.00
 - Engineering Cost: \$673,553.00
 - **Actual Construction Cost: \$1,804,630.00 (this Award)**
 - Internal JEA Costs: \$184,197.00
- Original Project Schedule:
 - Engineering Completion: December 2017
 - Construction Completion: August 2018
- Revised Project Schedule:
 - Engineering Completion: April 2019
 - Construction Completion: March 2021

Major Changes/Issues:

Project involved the addition of a new 24 inch plant effluent main as requested by O&M and approved by JEA team. Also, this project was delayed for approximately 12 months due to Nassau County road crossing approval.

092-19 – Request approval to award a contract to Williams Industrial Services, Inc. for construction services for JEA Nassau Regional WTP Wellhead No. 3 and Water Main Improvements in the amount of \$1,804,630.00, 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:

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Date