

## **AWARDS COMMITTEE MINUTES**

Awards Committee met on **September 19, 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, Laure Whitmer as Budget Representative, Emerson as General Counsel Representative; with Deryle Calhoun, Jesus Garcia, John McCarthy, Ted Hobson, and Gabor Acs as voting Committee Members;

Lynn Rix, Jason Behr, Dan Kruck, Brad Collier, Arthur Bides, Galen Connell, Elaine Selders, Colin Roddy, Nathan Woyak, Kenny Pearson, Landon Todd, Brandon Traub, Jordan Pope, Thaliah Smith, Beth DiMeo

### **Awards:**

1. Approval of the minutes from the last meeting (09/12/2019). **APPROVED**
2. Request approval to award a change order to Jacobs Engineering, Inc. for engineering and geotechnical services for the Main Street 30" Raw WM and 36" SIPS WM Project in the amount of \$20,018.00, for a new not-to-exceed amount of \$1,227,278.80, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
3. Request approval for a change order to J. Collins Engineering Associates, LLC for additional design services for Spring Park Road Pump Station Rehabilitation project in the amount of \$63,914.00, for a new not to exceed price of \$523,322.00, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
4. Request approval of purchase from Mary L. Williams for the subject property - Real Estate Purchase in the amount of \$325,000.00, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
5. 117-19 - Request approval to award a contract to ACE Pole Company (\$4,131,112.00) for the supply of Wood Utility Poles carried in JEA's inventory stock, subject to the availability of lawfully appropriated funds. **APPROVED**
6. Request approval to award a contract to Motorola Solutions, Inc., for radio refresh and three (3) year warranty for in the amount of \$3,693,538.89, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
7. Request approval to piggyback off of the State of Florida Purchasing Card Agreement, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
8. 091-19 – Request approval to award a three (3) year contract to Accurate Utility Services, Inc., for services for Process Tank and Class IV Lift Station Cleaning in the amount of \$2,383,527.00, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**

**Informational Item:** N/A

**Ratifications:** N/A

**Public Comments:** N/A

**Adjournment:** 10:24 a.m.



## Formal Bid and Award System

Award #2 September 19, 2019

**Type of Award Request:** CHANGE ORDER

**Request:** 6689

**Requestor Name:** Bides, Arthur R.

**Requestor Phone:** (904) 665-8515

**Project Title:** Geotechnical and Engineering Services for Main St. WTP- 36" Water Transmission Main, 30" Raw Water Main, 16" Water Main Replacement, Galvanized WM Replacement, and 8" Gravity Sewer Relocation

**Project Number:** 8004199, 8004200

**Project Location:** JEA

**Funds:** Capital

**Budget Estimate:** N/A

**Scope of Work:**

Provide geotechnical engineering services for preliminary design, final detailed design, permitting and bid phase services for the Main St WTP – 1st St to Franklin St Water Main Project and E 1st St – Main St to E 4th St – Raw Water Project.

This project impacts the following JEA Measures of Value:

- **Customer Value:** 400 LF section of Gravity Sewer was found to have several severe deficiencies that was unknown previous to the CCTV inspection. Large chunks of pipe is missing, deformation of VC pipe, holes in pipe, abandoned service connections, large root balls in pipe and multiple cracks throughout the gravity sewer.
- **Community Impact Value:** Stopping Infiltration and Inflow (I&I), and preventing possible road collapse from severely structurally deficient gravity sewer pipe.
- **Environmental Value:** Reducing Stormwater I&I into the wastewater system, preventing possible future SSOs.
- **Financial Value:** The gravity sewer runs parallel to the 36" and 30" water mains JEA is installing. There is a high risk of the gravity sewer collapsing while excavating next to it to install the 36" and 30" WMs. JEA is being proactive with the replacement of the gravity sewer that will save time and money by taking advantage of the current projects' survey/SUE, pavement restoration, erosion control, and MOT to replace approximately 400 linear feet of existing 8-inch gravity sewer main.

**JEA IFB/RFP/State/City/GSA#:** 070-17

**Purchasing Agent:** Kruck, Daniel R.

**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
JACOBS ENGINEERING GROUP INC.	James Wallace	Jamey.Wallace@jacobson.com	245 Riverside Ave Ste 300, Jacksonville FL 32202	(904) 636-5432	\$20,018.00

**Amount of Original Award:** \$896,853.80

**Date of Original Award:** 07/20/2017

**Change Order Amount:** \$20,018.00

**List of Previous Change Order/Amendments:**

CPA #	Amount	Date
167842	\$208,971.00	08/21/2018
167842	\$59,835.00	03/29/2019
167842	\$41,601.00	07/12/2019

**New Not-To-Exceed Amount:** \$1,227,278.80

**Length of Contract/PO Term:** Project Completion

**Begin Date (mm/dd/yyyy):** 06/25/2017

**End Date (mm/dd/yyyy):** Project Completion (Expected: April 2022)

**JSEB Requirement:** Ten Percent (10%) Evaluation Criteria

**Comments on JSEB Requirements:**

Original Award

J. Collins Engineering Associates, LLC (Engineering Support) – 15.98%

C&ES (MOT, Civil/Permitting) – 10.1%

CSI Geo, Inc. (Geotechnical) – 3.25%

Change Order 1:

C&ES (MOT/Civil/Permitting) – 4%

Change Order 2

N/A

Change Order 3:

C&ES (Traffic Control Study) – 82%

This Change Order

CSI Geo, Inc. (Geotechnical) – 29.9%

**Background/Recommendations:**

Originally approved by Awards Committee on 07/20/2017 in the amount of \$896,853.80 to Jacobs Engineering Group, Inc. A copy of the original award and subsequent change orders are attached as backup.

On 08/21/2018, the contract was increased by \$208,971.00 for additional design services for the 16” WM replacement that was identified in need of replacement by the Large Diameter Pipe program, replacement of the galvanized water mains along the project route.

On 03/29/2019, the contract was increased by \$59,835.00 for additional engineering services for more Survey and SUE work on the Main St. WTP site and along the project route to locate existing utilities for the completion of the design of the Raw WM, Transmission WM, 16” WM, Gravity sewer relocation, and galvanized pipe replacement. On 07/12/2019 the contract was increased by \$41,601.00 for perform Traffic Study along project route required by COJ Traffic Department as part of conditions of receiving a city permit.

Jacobs requested the 8” gravity sewer on E. 1st Street on the project route to be CCTV’d in May 2019 to confirm the material of the gravity sewer, and number and location of laterals also to see what was active or not. The CCTV crew completed the survey at the beginning of July after the 90% design meeting was held at the end of June. During JEA’s CCTV inspection of the 8-inch gravity sewer on E 1st Street JEA discovered that a portion of the existing gravity sewer east of Manhole 348866 showed significant deterioration and needs replacement. This section of gravity sewer was not shown in JEA GIS and there were no as-builts on this section therefore not including in the design. Jacobs is requesting a change

order of \$15,409.00 for the additional engineering and design to replace and relocate this 8" gravity sewer.

Jacobs is also requesting additional geotechnical exploration consisting of two (2) 26-foot deep Standard Penetration Test (SPT) borings at either end of the proposed Pilot Tube Guided Auger Bore crossing at Arlington Expressway as requested by FDOT during the pre-application meeting in July 2019. The SPT borings will be performed with continuous sampling until the boring termination depth of 26 feet below existing grades. Jacobs is requesting a change order of \$4,609.00 for the additional geotechnical exploration, for a total request of \$20,018.00.


The project details are below:


- Planning Project Budget (2016): \$6,172,756.00
  - Engineering Budget: \$617,824.00
  - Construction Budget: \$4,440,610.00
  - Internal JEA Costs: \$1,114,322.00
- Revised Project Budget (Engineering Award): \$7,699,028.80
  - Engineering Budget (Jacobs Engineering): \$896,853.80
  - Construction Budget: \$6,222,850.00
  - Internal JEA Costs: \$579,325.00
- Estimate at Completion: \$9,804,533.72
  - Engineering Budget: \$1,227,278.80
  - Construction Budget: \$7,741,899.00
  - Internal JEA Costs: \$835,355.92
- Original Project Schedule:
  - Engineering Completion: August 2018
  - Construction Completion: April 2020
- Revised Schedule:
  - Engineering Completion: December 2019
  - Construction Completion: April 2022

Request approval to award a change order to Jacobs Engineering, Inc. for engineering and geotechnical services for the Main Street 30" Raw WM and 36" SIPS WM Project in the amount of \$20,018.00, for a new not-to-exceed amount of \$1,227,278.80, subject to the availability of lawfully appropriated funds.

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

**APPROVALS:**

 9/19/19  
\_\_\_\_\_  
**Chairman, Awards Committee** **Date**

 9/19/19  
\_\_\_\_\_  
**Manager, Capital Budget Planning** **Date**



# Formal Bid and Award System

Award #3 September 19, 2019

**Type of Award Request:** CHANGE ORDER  
**Request #:** 6687  
**Requestor Name:** Connell, Galen L.  
**Requestor Phone:** (904) 665-4704  
**Project Title:** Engineering Services for the 4511 Spring Park Road Pump Station Rehabilitation  
**Project Number:** 8002427  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** N/A

**Scope of Work:**

The scope of work to be performed consists of preliminary design, final detailed design, bid phase, engineering support services during construction, and acceptance testing for the 4511 Spring Park Road Pump Station Rehabilitation.

The Spring Park Road wastewater pump station was built in the mid-1970s and is nearing the end of its useful life. Various options of replacement/rehabilitation were evaluated to upgrade the pump station. The selected option was the partial rehabilitation of the pump station which included major electrical upgrades and the rehabilitation of the existing pumps, which will allow continued use of this pump station.

This change order will impact the following JEA Measures of Value:

- Customer Value: This rehabilitation project will allow JEA customers to continue to be provided wastewater services.
- Environmental Value: The resiliency upgrades in this project will reduce the sanitary sewer overflows (SSOs) that may happen.

**JEA IFB/RFP/State/City/GSA#:** 067-15  
**Purchasing Agent:** Kruck, Daniel Robert (Dan)  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
J. COLLINS ENGINEERING ASSOCIATES, LLC	John Collins	john@jcollinsengineering.com	12412 San Jose Blvd., Suite 204 Jacksonville, FL 32223	(904) 262-4121	\$63,914.00

**Amount of Original Award:** \$297,703.00  
**Date of Original Award:** 09/08/2016  
**Change Order Amount:** \$63,914.00

**List of Previous Change Order/Amendments:**

CPA #	Amount	Date
158033	\$161,705.00	09/13/2018

**New Not-To-Exceed Amount:** \$523,322.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 09/09/2016  
**End Date (mm/dd/yyyy):** Project Completion [Expected: June 2021]  
**JSEB Requirement:** Five Percent (5%) Goal

**Comments on JSEB Requirements:**

The consultant is a JSEB.

**Background/Recommendations:**

Originally approved by Awards Committee on 09/08/2016 to J. Collins Engineering Associates, LLC in the amount of \$297,703.00. On 09/13/2018 the Awards Committee approved a change order for preliminary odor control design and additional resiliency requirements, including a diesel pump and generator. A copy of the previous awards are attached as backup.

This award request is for a change order in the amount of \$63,914.00 to add a dual electrical feed, and final odor control design. The addition of the dual feed electric supply with increase this the resiliency of this station. After the previous change order on this project to add the preliminary ground connection design requirements for the odor control system, JEA decided to have the consultant finalize the complete odor control design and include it in the construction of this project. A budget trend has been approved to cover this change order. The change order quote is attached as backup.

The project details are below:

- Planning Project Budget (2014): \$3,638,340.00
  - Engineering Budget: \$295,800.00
  - Construction Budget: \$2,958,000.00
  - Internal JEA Costs: \$384,540.00
- Revised Project Budget (Engineering Award): \$4,106,349.00
  - Engineering Budget (J. Collins Engineering & Associates): \$294,703.00
  - Construction Budget: \$3,529,755.00
  - Internal JEA Costs: \$278,891.00
- Estimate at Completion: \$6,464,511.00
  - Engineering Budget: \$523,322.00 (This award)
  - Construction Budget: \$5,578,619.00
  - Internal JEA Costs: \$362,570.00
- Original Project Schedule:
  - Engineering Completion: September 2015
  - Construction Completion: January 2017
- Revised Schedule:
  - Engineering Completion: December 2019
  - Construction Completion: June 2021

Request approval for a change order to J. Collins Engineering Associates, LLC for additional design services for Spring Park Road Pump Station Rehabilitation project in the amount of \$63,914.00, for a new not to exceed price of \$523,322.00, subject to the availability of lawfully appropriated funds.

**Manager:** Collier, Bradley W. - Mgr WW Plants & Pump Stations  
**Director:** Conner, Sean – Dir W/WW Project Engineering & Construction  
**VP:** Calhoun, Deryle I., Jr. - VP/GM Water Wastewater Systems

**APPROVALS:**

 \_\_\_\_\_ 9/19/19

**Chairman, Awards Committee** **Date**

 \_\_\_\_\_ 9/19/19

**Manager, Capital Budget Planning** **Date**





# Formal Bid and Award System

Award #4 September 19, 2019

**Type of Award Request:** MISCELLANEOUS  
**Request #:** 6694  
**Requestor Name:** Traub, Brandon L. – Real Estate Coordinator  
**Requestor Phone:** 904-665-6581  
**Project Title:** Williams Property Sale to JEA - Real Estate Purchase  
**Project Number:** 8004757 / Universal Solar  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** N/A

**Scope of Work:**

JEA intends to acquire approximately five (5) acres of land to support the future Beaver Street Solar Center also known as the Miller Tract in Jacksonville, Florida. The property is being purchased to support solar generation.

This project will positively affect JEA Measures of Value:

- Customer Value – To provide high quality and reliable solar power to rate payers.
- Community Value - To provide high quality and reliable solar power to Jacksonville.
- Environmental Value – To provide high quality solar power meeting environmental regulatory requirements.
- Financial Value – This project will provide revenue through sales of solar power.

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

**RECOMMENDED AWARDEE(S):**

Name	Address	Amount
MARY L. WILLIAMS	14279 Old Plank Rd., Jacksonville, FL 32220	\$325,000.00

**Amount for entire term of Contract/PO:** \$325,000.00  
**Award Amount for remainder of this FY:** \$325,000.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 09/19/2019  
**End Date (mm/dd/yyyy):** Project Completion (at closing)  
**JSEB Requirement:** N/A

**Background/Recommendations:**

The JEA Procurement Code Exemptions in Section 2-201 includes purchases of Real Estate. The Real Estate Services Procurement Directive requires Awards Committee approval for Real Estate purchases of \$50,000.00 to \$500,000.00.

This award is for the Real Estate acquisition of an approximately five (5) acre site to support Solar generation. A third party independent Real Estate Appraiser valued the subject property at \$240,000.00. The subject property is 100% surrounded by JEA fee owned real property. Acquisition of the five (5) acres interior of the JEA property would eliminate the need to expand the solar footprint further west on the Miller Tract to an area isolated by a large wetland. This purchase eliminates greater environmental impact, wetland impacts, wetland crossings, and the need to maintain public roadway access. It would also result in the Solar farm being a more compact and contiguous site which reduces maintenance costs. The difference between the purchase amount and the appraised value is consistent with JEA's cost avoidance procedures related to real property transactions where condemnation and additional project costs are mitigated. The property appraisal, agreement and map have been attached as back-up.

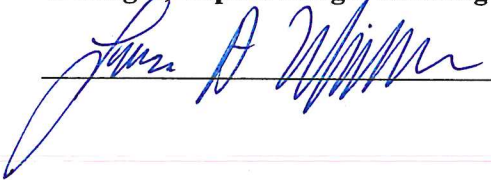
Request approval of purchase from Mary L. Williams for the subject property - Real Estate Purchase in the amount of \$325,000.00, subject to the availability of lawfully appropriated funds.

**Director:** Pope, Jordan A. - Dir Economic Development and Real Estate  
**VP:** McNall, Steven G. - VP & Chief Energy & Water Planning

**APPROVALS:**

 9/19/19  
**Chairman, Awards Committee** **Date**

**Manager, Capital Budget Planning** **Date**

 9/19/19



# Formal Bid and Award System

Approved by the JEA Awards Committee

Date 9-19-19 Item# 5

Award #5 September 19, 2019

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 6546  
**Requestor Name:** Keeler, Jessica  
**Requestor Phone:** (904) 665-6403  
**Project Title:** Wood Utility Poles for JEA Inventory Stock  
**Project Number:** Various  
**Project Location:** JEA  
**Funds:** Inventory Blanket Account  
**Budget Estimate:** \$4,101,170.83

**Scope of Work:**

The purpose of this Invitation to Negotiate (ITN) is to solicit pricing for Wood Utility Poles for JEA's inventory stock. The primary use of these items is to supporting overhead power lines and various other materials such as electrical cable, fiber optic cable, transformers and streetlights within our network system and is utilized by the Electric department. During 2018, the annual spend for these items was \$717,745.00. At the time of bid release, our current inventory balance for the items found in this solicitation was \$88,932.35, with the average current lead-time of over twenty four to forty eight hours depending upon the item.

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

- Customer Value – Ensures JEA can continue to efficiently and effectively operate the electric network grid
- Community Impact Value – Minimizes network outages by ensuring a consistent flow of materials from strategic supply chain partners
- Financial Value – Reduces operating expenses for these items and optimize the supplier portfolio for this commodity category

**JEA IFB/RFP/State/City/GSA#:** 117-19  
**Purchasing Agent:** Roddy, Colin Patrick  
**Is this a Ratification?:** No

**RECOMMENDED AWARDEES:**

Name	Vendor Contact	Email	Address	Phone	Amount
ACE POLE COMPANY	Chris Thrift	<a href="mailto:cthrift@acepole.com">cthrift@acepole.com</a>	6352 Timber Lane Blackshear, GA 21516	912-449-4011	\$4,131,112.00

**Amount for entire term of Contract/PO:** \$4,131,112.00  
**Award Amount for remainder of this FY:** \$0.00  
**Length of Contract/PO Term:** Five (5) Years  
**Begin Date (mm/dd/yyyy):** 12/01/2019  
**End Date (mm/dd/yyyy):** 03/01/2024  
**Renewal Options:** No Renewals  
**JSEB Requirement:** N/A - Optional

**BIDDERS:**

Name	First Round Total Extended Price	First Round Ranking	BAFO Total Extended Price	BAFO Ranking
ACE POLE COMPANY	\$4,131,112.00	95.10	\$4,131,112.00	94.02
KOPPERS UTILITY & INDUSTRIAL PRODCUTS	\$4,327,965.00	90.82	\$4,067,331.37	94.00
GRESKO	\$6,083,070.00	70.74	\$5,529,616.00	74.69

**Background/Recommendation:**

Advertised 07/08/2019, One (1) vendor attended the optional pre-response meeting on 07/18/2019. At Response opening on 07/30/2019, JEA received three (3) Responses.

In order to leverage JEA’s spend for Wood Utility Poles included in JEA Inventory, the internal team identified thirteen (13) items deemed to be a good fit to be included in this initiative. In the past, these items were purchased on a blanket purchase through Ace Pole Company. The current agreement with Wesco is scheduled to expire on November 30, 2019.

The basis for award for this bid was that JEA would award a contract(s) to the Respondent(s) that met the Minimum Qualifications and were deemed the highest evaluated Respondent. After the evaluations were complete, Ace Pole Company was determined to be the Respondent that was the highest evaluated for this work scope.

Even with utilizing best practices of aggregation of items and competitive bidding, JEA will still realize an estimated five (5) year cost increase via unit price increases totaling \$29,941.17, or 0.73% due to market conditions. The BAFO resulted in zero reduction. Unit pricing for the contract(s) will be adjusted annually with adjustments corresponding to the Producer Price Index by Commodity for Lumber and Wood Products: Wood Poles, Piles, and Posts.

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 breakdown:

- **Total cost difference:** \$29,941.17 (unit price increase) = (\$29,941.17)


117-19 - Request approval to award a contract to ACE Pole Company (\$4,131,112.00) for the supply of Wood Utility Poles carried in JEA's inventory stock, 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:**

 \_\_\_\_\_ 9/19/19

**Chairman, Awards Committee** \_\_\_\_\_ **Date**

 \_\_\_\_\_ 9/19/19

**Manager, Operating Budget Planning** \_\_\_\_\_ **Date**



## Formal Bid and Award System

Award #6 09/19/2019

**Type of Award Request:** CITY OF JACKSONVILLE/NASPO  
**Request #:** 6692  
**Requestor Name:** Traylor, Kymberly A. - Dir Network & Telecommunication Services  
**Requestor Phone:** 904-665-8983  
**Project Title:** FCRS Subscriber Radio Equipment Refresh Purchase  
**Project Number:** 8005790  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$3,700,000.00

**Scope of Work:**

This request is to refresh/purchase 1,458 APX 900 handheld radios and 245 APX 1500 mobile vehicle radios which are Motorola series radios operating on the First Coast Radio System (FCRS). JEA's existing platform is End of Life and End of Support and will be replaced with Motorola Solutions' latest APX™ radio platform. The Motorola APX radio platform is fully compatible with the current City of Jacksonville Motorola radio network.

This purchase impacts the following JEA Measures of Value:

- **Customer Value** – The solution is designed to help JEA track, manage, audit and maintain the radio inventory. This ensures radios are available to JEA employees when restoring services for customers.
- **Financial Value** - A lower total cost of ownership will be realized by deploying a radio platform currently supported by the Motorola and by the City of Jacksonville Information Technologies Radio Shop. Eliminating the need to maintain equipment that is End of Support.
- **Community Value** - Safety is critical to both employees and for the community JEA serves. Motorola Solutions provides the TI-4950 standard for Hazardous Location certification and compliance testing is performed by UL (Underwriters Laboratories)
- **Environmental Value** - Motorola will protect the environment by properly disposing and recycling JEA's cancelled XTS/XTL radios through Motorola Solutions Product Take-Back program. Once complete, a Certificate of Destruction (COD) is issued and kept on file with Motorola solutions.

**JEA IFB/RFP/State/City/GSA#:** 43190000-18-NASPO-ACS-1  
**Purchasing Agent:** Woyak, Nathan  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
MOTOROLA SOLUTIONS, INC.	MICHELLE POOLE	MICHELLE.POOLE33322@MOTOROLASOLUTIONS.COM	8000 W. SUNRISE BLVD. PLANTATION, FL 33322	904.814.9938	\$3,693,538.89

**Amount for entire term of Contract/PO:** \$3,693,538.89  
**Award Amount for remainder of this FY:** \$3,693,538.89  
**Length of Contract/PO Term:** One-Time Purchase  
**Begin Date (mm/dd/yyyy):** 09/19/2019  
**End Date (mm/dd/yyyy):** One-Time Purchase  
**JSEB Requirement:** N/A

**Background/Recommendations:**

The competitively bid National Association of State Procurement Officials (NASPO) contract includes Motorola Solutions, Inc. provider for this agreement is valid from 01/01/2018 to 07/21/2020.

<https://www.naspo.valuepoint.org/portfolio/cloud-solutions/motorolasolutions-corporation/>

City of Jacksonville has made a similar single source radio purchase in 2017 for Jacksonville Sheriff's Office (JSO) under contract number SS-0341-18 using pricing under the same NASPO contract. Motorola radios are the approved supported radio currently being used by Jacksonville Sheriff, Fire Department, General Government agencies, JEA, JAA, JTA, Duval County School Board PD, Neptune and Atlantic Beach PD and UNFPD. A copy of this COJ and NASPO contract, pricelist, and Motorola Solutions, Inc. quote are attached as backup.

This request is to replace JEA's existing inventory of end-of-life radios with Motorola series 1,458 APX 900 handheld radios and 245 APX 1500 mobile vehicle radios and a three (3) year warranty. The APX 900 handheld radio is designed for public works, government services and education organizations who need essential communication at an affordable price. It delivers core features, with an efficiency-focused design and UL Certification for use in Hazardous Locations. The APX 1500 mobile vehicle radio is the ideal solution for local government and public works users who require quality P25 functionality in a compact mobile. The partnership with Motorola began with the SMARTNET simulcast trunking technology in 2000. In 2009, the FCRS was upgraded to Motorola's ASTRO 25 technology, an APCO P25 Standard based solution. The FCRS coverage area extends well past the Duval County borders into Metropolitan Jacksonville neighboring counties, aligning with JEA's service area. By purchasing the latest platform of P25 radios, JEA will leverage the investment made in 2009. All other participating agencies on the FCRS have replaced their fleet with APX or are in the process of completing their upgrade with Motorola. The existing P25 radio system also enables interdepartmental JEA communication and interagency field communication (i.e. JSO, JFRD, EOC, JTA etc.).

Through the NASPO contract, JEA receives a twenty seven percent (27%) discount off of list price. In addition, JEA is receiving \$853,724.49 of additional recycle value for the trade-in of its existing end-of life radio inventory.

The table below shows the benefits of piggybacking off the NASPO agreement for key items of this purchase.

Description	List Price	NASPO Price	JEA Price			Discount from List Price
			Qty	Unit Price	Ext Price	
<b>APX 900 Two Way Handheld Portable Radios</b>						
APX 900 7/800 MHZ Model 2 Portable	\$2,328,426.00	\$1,699,750.98	1,458	\$1,165.81	\$1,699,750.98	27%
ENH: P25 Trunking	\$1,560,060.00	\$1,138,843.80	1,458	\$781.10	\$1,138,843.80	27%

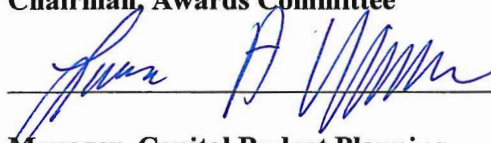
Batt Impres LiionTia4950 He Dens IP68 2900T	\$262,440.00	\$191,581.20	1,458	\$131.40	\$191,581.20	27%
ADD: Enhanced Data	\$218,700.00	\$159,651.00	1,458	\$109.50	\$159,651.00	27%
ADD: 3Y Essential IService	\$131,220.00	\$131,220.00	1,458	\$90.00	\$131,220.00	0%
APX Impres RSM W/Vol, IP 57	\$155,568.60	\$113,565.08	1,458	\$77.89	\$113,565.08	27%
ALT: Impress Li- Ion TIA 2900MAH	\$145,800.00	\$106,434.00	1,458	\$73.00	\$106,434.00	27%
<b>APX1500 Mobile Two Way Vehicle Radios</b>						
APX 1500 7/800 Mobile Radio	\$383,180.00	\$279,721.40	245	\$1,141.72	\$279,721.40	27%
ENH: P25 Trunking	\$262,150.00	\$191,369.50	245	\$781.10	\$191,369.50	27%
<b>Other</b>						
ADD: Radio Management Licenses Online	\$170,600.00	\$124,538.00	1,706	\$73.00	\$124,538.00	27%

Request approval to award a contract to Motorola Solutions, Inc., for radio refresh and three (3) year warranty for in the amount of \$3,693,538.89, subject to the availability of lawfully appropriated funds.

**Director:** Traylor, Kymberly A. - Dir Network & Telecommunication Services  
**Chief:** Eads, Shawn W. - VP & Chief Information Officer

**APPROVALS:**

 9/19/19  
 \_\_\_\_\_ Date  
**Chairman, Awards Committee**

 9/19/19  
 \_\_\_\_\_ Date  
**Manager, Capital Budget Planning**



## Formal Bid and Award System

Award #7 September 19, 2019

**Type of Award Request:** STATE OF FLORIDA  
**Request #:** 6695  
**Requestor Name:** McMillan, Naline - Manager, Accounts Payable  
**Requestor Phone:** (904) 665-6120  
**Project Title:** P-Card Program  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** N/A

**Scope of Work:**

It is the intent of this award to piggyback off of the State of Florida Purchasing Card Program managed by Bank of America. There is no fee charged to JEA for using the program. Vendors are charged a processing fee when users purchase items, which provides a revenue stream to Bank of America. JEA is entitled to a rebate based on the dollar amount of purchases made through the P-Card program.

This award will impact the following Measures of Value:

- Financial Value: This contract will allow JEA to seek an increased rebate of .02% by Piggybacking directly off of the State of Florida contract.

**JEA IFB/RFP/State/City/GSA#:** 84121500-15-01  
**Purchasing Agent:** Selders, Elaine L.  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
BANK OF AMERICA	Jeri Winkleblack	jeri.winkleblack@baml.com	1276 Metropolitan Blvd Suite 200, Tallahassee, FL 32312	850.404.6873	\$0.00

**Amount for entire term of Contract/PO:** \$0.00  
**Award Amount for remainder of this FY:** \$0.00  
**Length of Contract/PO Term:** One (1) year & Three (3) months W/One (1) – Five (5) Yr. Renewal  
**Begin Date (mm/dd/yyyy):** 10/01/2019  
**End Date (mm/dd/yyyy):** 01/04/2021  
**Renewal Options:** YES - One (1) - Five (5) Yr. Renewal  
**JSEB Requirement:** N/A



**Background/Recommendations:**

JEA previously piggybacked off of the Hillsborough County Purchasing Card agreement, which is due to expire on 10/01/2019. Upon researching options it was discovered that JEA could piggyback directly off of the State of Florida Purchasing Card Agreement at a slightly higher rebate rate of 1.65% versus 1.63% from the Hillsborough County Contract. Rebates are paid based on spend utilizing a tiered rebate platform, which is included in the back-up information. Based upon an expected spend of \$15,000,000.00 JEA expects an annual rebate of approximately \$247,500.00 or 1.65% of spend.

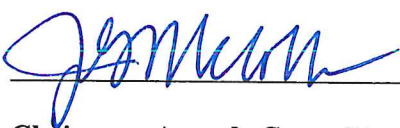
Request approval to piggyback off of the State of Florida Purchasing Card Agreement, subject to the availability of lawfully appropriated funds.

**Manager:** McMillan, Naline - Manager, Accounts Payable

**Director:** Orfano, Joseph - Treasurer

**VP:** Wannamacher, Ryan – Chief Financial Officer

**APPROVALS:**

 9/19/19

Chairman, Awards Committee

Date

\_\_\_\_\_  
Manager, Capital Budget Planning

Date



# Formal Bid and Award System

Award #8 September 19, 2019

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 6564  
**Requestor Name:** Sgambettera, John J.  
**Requestor Phone:** (904) 665-8507  
**Project Title:** Process Tank and Class IV Lift Station Cleaning Services  
**Project Number:** 30131, 30132, 30133, 30135, 30140, 30142, 30143  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$2,400,000.00

**Scope of Work:**

JEA is soliciting proposals for industrial services to remove & dispose of floating and solidified fats, oils, grease (FOG), grit and other entrained debris from various Process Tanks at Water Reclamation Facilities (WRFs) and Class IV Lift Stations. Process Tanks include, but are not limited to, Wet-wells, Aeration Basins, Primary and Secondary Clarifiers and Sequential Batch Reactors and Digesters. The accumulation of these residuals in the process tanks and pump stations can become malodorous, interfere with pumping operations and exacerbate the risk of a sewage spill or overflow.

This project will positively affect the following JEA Measure of Value:

- **Environmental Value:** Removing debris in the process tanks at the WRFs, increases tank volume and improves the overall treatment process. Removing debris in the Class IV lift stations helps to keep debris from clogging pumps and binding other associated equipment, reducing the potential for Sanitary Sewer Overflows (SSOs).

**JEA IFB/RFP/State/City/GSA#:** 091-19  
**Purchasing Agent:** Kruck, Daniel R.  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
ACCURATE UTILITY SERVICES, INC	David Sherba	accurateutility@gmail.com	3060 Leon Road, Suite 105, Jacksonville FL 32246	(904) 564-5088	\$2,383,527.00

**Amount for entire term of Contract/PO:** \$2,383,527.00  
**Award Amount for remainder of this FY:** \$0.00  
**Length of Contract/PO Term:** Three (3) Years W/Two (2) – One (1) Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 10/01/2019  
**End Date (mm/dd/yyyy):** 09/30/2022  
**Renewal Options:** Yes – Two (2) – 1 Yr. Renewals  
**JSEB Requirement:** N/A - Optional  
**BIDDERS:**

Name	First Round	BAFO	Rank
ACCURATE UTILITY SERVICES, INC	\$2,537,427.00	\$2,383,527.00	1
WIND RIVER ENVIRONMENTAL OF FL, LLC (DBA METRO ROOTER PLUMBING)	\$2,548,950.00	\$2,548,950.00	2
UNIVERSAL SERVICE, INC.	\$8,558,115.00	N/A	3
U.S. SUBMERGENT TECHNOLOGIES	\$9,411,240.00	N/A	4

**Background/Recommendations:**

Advertised on 05/08/2019. Four (4) companies attended the optional pre-response meeting held on 05/22/2019. At response opening on 07/02/2019, JEA received four (4) Responses. Accurate Utility Services, Inc. and Metro Rooter Plumbing were short-listed and invited to submit Best and Final Offers (BAFO). JEA evaluated the companies on price only and Accurate Utility Services, Inc. is deemed the lowest responsive and responsible Respondent. A copy of the Response Form and Workbook are attached as backup.

The cleaning of process tanks and Class 4 lift stations will increase the performance of these items and in some cases are a requirement of permits. The award amount of \$2,383,527.00 is approximately 0.69% lower than the estimate due to clarifications during negotiations. The estimate was based on current unit pricing. The savings from current pricing is \$16,473.00 over the term of the contract. BAFO discussions resulted in price reduction of \$153,900.00. The unit prices may be increased by a CPI adjustment annually.

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: \$16,473.00
- Total sourcing savings: \$153,900.00

091-19 – Request approval to award a three (3) year contract to Accurate Utility Services, Inc., for services for Process Tank and Class IV Lift Station Cleaning in the amount of \$2,383,527.00, subject to the availability of lawfully appropriated funds.

**Director:** Vu, Hai X – Dir W/WW & Reuse Treatment

**VP:** Calhoun, Deryle I. Jr – VP/GM Water Wastewater Systems

**APPROVALS:**

 9/19/19

**Chairman, Awards Committee** **Date**

 9/19/19

**Manager, Capital Budget Planning** **Date**