

## **AWARDS COMMITTEE MINUTES**

Awards Committee met on **October 3, 2019**, in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 10:00 a.m.

Members in attendance were Jenny McCollum as Chairperson, Kristina Quarterman as Budget Representative, Miriam Hill as General Counsel Representative; with Deryle Calhoun, John McCarthy, Ted Hobson, Caren Anders, and Shawn Eads as voting Committee Members;

Lynn Rix, Jason Behr, Brad Collier, Nathan Woyak, Joe Perez, David King, Justin B. Sencer, Michael Short, Jeff Lucas, Maurice Scarboro, Galen Connell, Gabor Acs, Heather Beard, Rodney Lovgren, and Sheila Pressley

### **Awards:**

1. Approval of the minutes from the last meeting (09/19/2019). **APPROVED**
2. Request approval for a sole source award to Fiserv, Inc. for Customer eBill Distribution Implementation and Services in the amount of \$1,092,000.00, subject to the availability of lawfully appropriated funds.  
**APPROVED/W DISCUSSION**
3. 159-18 – Request approval to award a contract to Wright-Pierce Inc., for engineering services for the East Grid Pump Station Program in the amount of \$2,381,519.00, subject to the availability of lawfully appropriated funds.  
**APPROVED/W DISCUSSION**
4. 069-19 – Request approval to award a five year contract to SPE Utility in the amount of \$20,089,154.47 for Overhead Transmission & Distribution construction and repair services and a five year contract Heart Utilities in the amount of \$20,974,734.30 Transmission and Distribution construction and repair services, for a total award amount of a not to exceed amount of \$41,063,888.77 subject to the availability of lawfully appropriated funds.  
**APPROVED/W DISCUSSION**
5. 109-19 – Request approval to award a contract to T B Landmark Construction, Inc. for construction services for Collins Road Force Main Relocation - Whispering Pines Dr. to Blanding Blvd. in the amount of \$2,064,333.56, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
6. **DEFERRED** -116-19 - Request approval to award a contract to Ring Power Corporation (\$987,626.00), Sunbelt Rentals, Inc. (\$359,532.00), Beard Equipment Company (\$312,640.00),HERC Rentals, Inc. (\$302,114.00), and Global Equipment CO, Inc. (\$156,400.00) for the supply of Rental Equipment Assets for a total Not to Exceed amount of \$2,118,312.00, subject to the availability of lawfully appropriated funds.
7. Request approval to award a contract to Equipment Services for JEA Fleet Services Trailer Equipment Maintenance and Repair in the amount of \$422,362.50, subject to the availability of lawfully appropriated funds.  
**APPROVED/W DISCUSSION**
8. 097-19 – Request approval to award a one (1) contract to Alstom Grid LLC, a GE Company, the Supply of SF6 Circuit Breakers in the amount of \$4,559,300.00, subject to the availability of lawfully appropriated funds.  
**APPROVED**

**Informational Item:** N/A

**Ratifications:** N/A

**Public Comments:** N/A

**Adjournment:** 10:25 a.m.



## Formal Bid and Award System

Award #2 October 3, 2019

**Type of Award Request:** SOLE SOURCE  
**Requestor Name:** Jackson, Christopher A. - Manager Billing Support Services  
**Requestor Phone:** (904) 665-8580  
**Project Title:** Customer eBill Distribution Implementation and Services  
**Project Number:** HE40406, Expense Type 2002  
**Project Location:** O&M  
**Budget Estimate:** \$3,245,000.00 (Total Bill Print 5 Years based on FY20 Budget)  
**Scope of Work:**

JEA has negotiated a five (5) year agreement with Fiserv for eBill distribution services to maximize customer paperless bill adoption and expand customer choice. This service will allow customers to use their existing banking services eBill feature to pay their JEA bill reaching customers beyond JEA's own website to augment paperless billing options and convenience for JEA customers.

This Contract positively affects the following JEA Measures of Value:

- Customer Value: eBill will provide and additional secure and convenient paperless bill option through the bank they are already using.
- Environmental Value: Approximately 45-65K less paper bills will be printed reducing waste and reducing environmental cost mail transportation.
- Financial Value: The cost of paper billing is .65 per bill versus .28 per ebill creating lower cost for the customer and JEA.

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

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
FISERV	Laura James	<a href="mailto:laura.james@fiserv.com">laura.james@fiserv.com</a>	255 Fiserv Drive Brookfield, WI 53045	(678) 572-5532	\$1,092,000.00

**Amount for entire term of Contract/PO:** \$1,092,000.00  
**Award Amount for remainder of this FY:** \$218,400.00  
**Length of Contract/PO Term:** Five (5) Years w/ One - One (1) Yr. Renewal  
**Begin Date (mm/dd/yyyy):** 10/11/2019  
**End Date (mm/dd/yyyy):** 10/10/2024  
**Renewal Options:** One - One (1) Yr. Renewal  
**JSEB Requirement:** N/A- Sole Source

### Background/Recommendations:

Fiserv has been selected as a sole source vendor for eBill Distribution services due to a number of reasons including market monopolization strength and product capability. Fiserv is recognized as the pioneer in the digitization of bill pay solutions. Fiserv sends 94% of all bill payment ebills delivered to

U.S. financial institutions and has exclusive access to more than 4,000 financial institutions and 20 million customers. Per JEA’s procurement code there is only one justifiable source for the required Supplies or Services.

Increasing electronic billing and paperless adoption to increase customer satisfaction and reduce cost has been an objective at JEA and in the utility industry for numerous years. Cost reduction is achieved by eliminating printing, postage, and lockbox processing and improves customer satisfaction by offering choice and convenience. Approximately twenty-six percent (26%) of JEA’s bills are currently delivered electronically and JEA customers made more than 60,000 payments at participating Fiserv financial institutions in January 2019. JEA has the opportunity to grow electronic billing participation and reduce paper bills by nearly 45,000-65,000 accounts. Studies show forty-nine percent (49%) of U.S. households prefer to pay their bills at a single, consolidated bill pay financial institution site rather than visiting multiple biller websites such as jea.com. Fiserv can reach these customers by distributing JEA’s bills electronically to online bill pay financial institution websites.

Fiserv will partner with JEA to enable paper bill suppression and will support JEA with the changes needed enable Bill Discovery & Alerts functionality, which will improve the ease of eBill enrollment and activation for JEA’s customers. The alerts function ensures on-time and accurate payments and continued engagement within the channel. This will allow JEA to advertise this channel and significantly grow adoption, compound savings, provide a better customer experience for JEA’s customers and reduced processing cost and risk.

As a further benefit, Fiserv will provide full marketing support and tools like eBill Easy Activation™ or “try before they buy”, which helps provide customers with a 90 day trial period to opt in/out of paperless billing. Twenty (20%) of consumers who currently pay bills online at consolidated websites reported they were more likely to consider paperless billing if they were offered a trial period in which they would receive both ebills and paper bills which Easy Activation allows. The Fiserv process for selecting which customers to enroll in a trial period has increased ebill activation by more than 230% and results in over 75% of customers choosing to turn paper off for the first time. Through this process JEA is able to influence customers who have been reluctant to try electronically billing in the past. Mobile wallet will also be offered as a benefit to allows JEA customers to add their bill to their smartphone wallet (Apple and Android), receive bill notifications and the option to pay using Apple Pay, Android Pay \*or other supported payment types.

JEA estimates 45,000-65,000 customer accounts will enroll in eBill which will be billed at \$0.28 per ebill monthly compared to an existing \$0.65 cost per monthly paper bill. This will drive savings of approximately \$0.37 per ebill or up to a \$24,050 monthly cost reduction with 65,000 accounts. Taking into account a conservative one (1) year ramp up period to reach 65,000 accounts this equates to a \$1,154,400.00 paper bill cost difference savings over the final four (4) years of the term. JEA negotiated all of the fees per eBill down \$0.04 for each tier using public record requests of comparable contracts from other municipalities netting a savings of \$2,600.00 per month or \$156,000.00 over five (5) years. The per ebill rate is fixed for three (3) years and subject to a CPI based adjustment in years 4 and 5 upon request. With a five (5) year contract JEA has also negotiated Fiserv to cover a \$50,000.00 (500 hours x \$100/hr, 90-120 days) implementation fee through a \$50,000 credit that will be applied to JEA’s account upon contract execution. It should be noted that all funding for this purchase is coming from the budget for bill print as JEA expects to reduce the budget for bill print by the amount of this purchase at minimum. Fiserv assess the eBilling fees only when customers have enrolled in online billing and elect to receive their billing documents through the bank channel. Below is a table of eBill tiers of pricing and JEA’s estimated spend:

<b>Per eBill Fee (eBill distribution volume is measured on a monthly basis and resets each month)</b>			
Monthly eBill Tiers:	Fee Per eBill:	Number of Account Examples	5 Year eBill Fees Examples
1 – 5,000	\$0.32	5000	\$300,019.20
5,001 – 25,000	\$0.30	25,000	\$450,000.00
<b>25,001 – 75,000</b>	<b>\$0.28</b>	<b>65,000</b>	<b>\$1,092,000.00</b>







## Formal Bid and Award System

Award #3 October 03, 2019

**Type of Award Request:** PROPOSAL (RFP)  
**Request #:** 6294  
**Requestor Name:** Connell, Galen L.  
**Requestor Phone:** (904) 665-4704  
**Project Title:** Engineering Services for the East Grid - Pump Station (PS) Upgrade Program  
**Project Number:** 8005001, 8005002, 8005004, 8005005, 8005656  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$2,062,299.00

### Scope of Work:

JEA is soliciting Proposals for the professional design and services during construction for the East Grid Pump Station Upgrade Program. The Scope of Work to be performed under this contract consists of the preliminary design, final detailed design, bid phase support, services during construction, and acceptance testing of the pump stations. Each pump station will be constructed via the design-bid-build method individually.

The projects directly impact the following JEA Measures of Value:

- Customer Value: Upgrading the stations will provide reliable service to customers.
- Financial Value: The new stations will reduce the maintenance hours required to keep the older equipment in working condition.
- Community Impact Value: The new stations will allow for future growth and eliminate the undersized stations.
- Environmental value: The new stations will provide more reliable and resilient stations, and lessen the probability of future sanitary sewer overflows.

**JEA IFB/RFP/State/City/GSA#:** 159-18  
**Purchasing Agent:** Kruck, Daniel R.  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
WRIGHT-PIERCE INC.	Steven Hallowell	steve.hallowell@wright-pierce.com	11 Bowdoin Mill Island Suite 140, Topsham ME 04086	(407) 710-9259	\$2,381,519.00

**Amount for entire term of Contract/PO:** \$2,381,519.00  
**Award Amount for remainder of this FY:** \$396,919.83  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 10/01/2019  
**End Date (mm/dd/yyyy):** Project Completion (Expected: September 2024)  
**JSEB Requirement:** Ten Percent (10%) Evaluation Criteria

### Comments on JSEB Requirements:

RE Holland & Associates, Inc (Survey) – 11.3%  
 Meskel & Associates Engineering (Geotechnical) – 5.59%

**PROPOSERS:**

Name	Amount	Rank
WRIGHT-PIERCE INC.	\$2,381,519.00	1
CONSTANTINE ENGINEERING INC.	N/A	2
STANTEC CONSULTING SERVICES INC.	N/A	3

**Background/Recommendations:**

Advertised on 09/27/2018. Eleven (11) prime companies attended the mandatory pre-proposal meeting held on 10/11/2018. At proposal opening on 11/08/2019, JEA received three (3) proposals. The public evaluation meeting was held on 02/01/2019 and JEA deemed Wright-Pierce Inc. most qualified to perform the work. A copy of the evaluation matrix and negotiated fees are attached as backup.

This program includes the replacement/building of one force main replacement and five pump stations, which are funded from five (5) capital projects. A brief description of each design project is listed below.

1. 8751 Bayleaf Drive PS Force Main Replacement

This proposed project will consist of installing approximately 3,300 linear feet (LF) of new 12-inch PVC diameter force main from the Bayleaf Drive PS to the Cypress Green PS. A portion of the new force main will be installed under I-95 via horizontal directional drilling (HDD).

2. 3254 Townsend Boulevard PS

This proposed project will consist of upgrading the existing PS with a new Class III triplex submersible PS that will have a rated capacity of approximately 1,000 gallons per minute (GPM). The new triplex submersible PS will be located adjacent to the existing station and require changing the force main route by installing approximately 1,600 LF of new 12-inch diameter PVC pipe from Merrill Road to Gaillardia Road South and connect to the existing 16-inch PVC diameter force main that travels to the Monterey Water Reclamation Facility (WRF). The proposed PS and force main improvements will be performed in a single contract.

3. 5838 Pompano Drive PS

This proposed project will consist of upgrading the existing PS with a new Class III triplex submersible PS. The new triplex submersible pump station will be located adjacent to the existing station and have a rated capacity of approximately 1,050 GPM.

4. 7732 Merrill Road PS

This proposed project will consist of upgrading the existing PS with a new Class III duplex submersible PS. The new duplex submersible PS will be located adjacent to the existing station and have a rated capacity of approximately 1,000 GPM. The increase in the Merrill Road and Townsend Blvd PS's pumping capacities will impact the pumping rate at the 2530 Mayapple PS. To match its current pumping rate of approximately 350 GPM, the Mayapple PS's two existing submersible pumps, piping, valves, electrical controls and electrical service entrance will need to be replaced with new submersible pumps, valves and piping, electrical controls and electrical service entrance.

5. 8331 Princeton Square Boulevard PS

The proposed project will consist of upgrading the existing PS with a new Class III triplex submersible station. The new triplex submersible PS will be located on the adjacent the existing station and have a rated capacity of approximately 1,780 GPM. The project will also include:



- The installation of approximately 3,600 LF of new 12-inch PVC diameter force main that will connect to the existing 8-inch diameter PVC Paseo Corridor PS force main that will travel from Paseo Drive East, down Paseo Drive South, to Baymeadows Circle, under Baymeadows Road (FDOT), to the Princeton Square PS. Two segments of the new force main will be installed via HDD under the contaminated area along Paseo Drive South and FDOT SR 152 Baymeadows Road.
- The Paseo Corridor PSs (total of three) will be upgraded with new submersible pumps, electrical service, controls, instrumentation and emergency generator.
- Installation of approximately 2,000 LF of new 12-inch PVC diameter force main from Princeton Square Pump Station to Western Way Booster Station.
- Rehabilitate approximately 1,800 LF of existing 10-inch diameter Vitrified Clay gravity sewer pipe on Baymeadows Road with cured-in-place-pipe.

#### 6. 8751 Bayleaf Drive Pump Station

This proposed project will consist of upgrading the existing PS with a new Class III triplex submersible PS. The new triplex submersible PS will be located adjacent to the existing station and have a rated capacity of approximately 1,550 GPM.

Negotiations with Wright-Pierce Inc. were successfully completed for each project. Budget for each project will be updated once construction award is made.

The project details are below:

- Planning Project Budget: \$18,196,748.00
  - Engineering Budget: \$2,062,299.00
  - Construction Budget: \$14,989,080.00
  - Internal JEA Costs: \$1,145,369.00
- Revised Project Budget: \$18,515,968.00
  - Engineering Budget (Engineering Firm Wright-Pierce Inc., this award): \$2,381,519.00
  - Construction Budget: \$14,989,080.00
  - Internal JEA Costs: \$1,145,369.00
- Original Project Schedule:
  - Engineering Completion: September 2022
  - Construction Completion: September 2023
- Revised Schedule:
  - Engineering Completion: September 2024
  - Construction Completion: September 2025

#### Major Changes/Issues

Engineering costs increased due to the need to add electrical engineering work at Mayapple Road PS to tie into the Merrill Road PS project. Project schedule was stretched to meet capital funding requirements. During negotiations, JEA withdrew one of the original proposed PSs and replaced it with another PS project. This resulted in an extended negotiation schedule.

159-18 – Request approval to award a contract to Wright-Pierce Inc., for engineering services for the East Grid Pump Station Program in the amount of \$2,381,519.00, subject to the availability of lawfully appropriated funds.



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

**APPROVALS:**

 10/3/19  
**Chairman, Awards Committee** **Date**

 10/3/19  
**Manager, Operating Budgets** **Date**



## Formal Bid and Award System

Award #4 October 3, 2019

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 6514  
**Requestor Name:** Gordon, Joshua E. - Mgr Energy Contract Management  
**Requestor Phone:** 904-665-5149  
**Project Title:** Overhead Transmission & Distribution and Underground Distribution Construction and Maintenance Services  
**Project Number:** 20422, 8005992  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$44,000,000.00

**Scope of Work:**

The purpose of this Invitation to Negotiate (the "ITN") is to solicit pricing and select up to two (2) companies that can provide overhead and underground distribution and transmission maintenance, construction and repair services at the best value and lowest cost to JEA.

Companies may bid on overhead services or underground services or both. The award will be made on a lowest price for each scope of services. Each scope of work is briefly defined below as:

**Overhead distribution and maintenance:** The scope of work includes pole removal, pole delivery, neighborhood overhead to underground conversion projects, pole maintenance, pole replacement, voltage conversion, and new line construction. Work includes projects that will restore electricity and increase reliability. Immediate response in emergencies and hurricanes is required. JEA will provide all standard materials. Contractor may provide miscellaneous materials. Contractor may be required to work alongside JEA's own work forces or other contractor's work forces.

**Underground distribution and maintenance:** The scope of work includes construction and maintenance of distribution facilities of pre-cast and cast-in-place reinforced manholes, reinforced concrete duct banks and open trenched or directional drilled conduit. The work also includes the installation and removal of primary and secondary cables, street lights, and street light cables associated with an underground electrical distribution system. Work will also include projects that will restore electricity and increase system reliability. An immediate response in emergencies and hurricanes is required.

Work may be assigned by the following methods:

- Lump Sum Bidding by the contract holders
- Time and Materials or Unit Work on a Task Authorization method.

Individual Task Authorizations associated with this Contact will be limited to a maximum value of \$750,000.00 for all **maintenance & repair** projects for any business unit.

Individual Task Authorizations for **new construction or improvement projects** will be limited to a maximum value of \$75,000.00, pursuant to Florida Statutes.

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

**JEA IFB/RFP/State/City/GSA#:** 069-19  
**Purchasing Agent:** Lovgren, Rodney D.  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
SPE UTILITY CONTRACTORS FD, LLC	Sven Steuber	steuber@spepowerfd.com	8494 South County Road 39, Plant City, FL 33567	(813) 326-1099	\$20,089,154.47 (Overhead)
HEART UTILITIES OF JACKSONVILLE INC	Scott Barry	scottbarry@heartutilities.com	1180 Lane Avenue S. Jacksonville, FL 32205	(904) 695-3385	\$20,974,734.30 (Underground)

**Amount for entire term of Contract/PO:** \$41,063,888.77  
**Award Amount for remainder of this FY:** \$6,159,583.26  
**Length of Contract/PO Term:** Five (5) Years, Two (2) – 1 Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 01/01/2020 (SPE); 10/30/2019 (Heart)  
**End Date (mm/dd/yyyy):** 12/31/2024 (SPE); 10/29/2024 (Heart)  
**Renewal Options:** Two (2), 1 Yr. Renewals  
**JSEB Requirement:** N/A - Optional

**BIDDERS:**

**OVERHEAD**

Name	First Round	BAFO	Rank
SPE UTILITY CONTRACTORS	\$20,089,491.01	\$20,089,154.47	1
PIKE ELECTRIC	\$21,455,705.98	\$21,455,705.98	2
SUMTER UTILITIES	\$23,393,283.20	\$23,393,240.60	3
C AND C POWERLINE	\$25,960,826.60	\$25,854,477.48	4
PRIMORIS T&D	\$26,229,962.55	N/A	5
WHITE ELECTRICAL	\$26,671,310.25	N/A	6
HOOPER CORPORATION	\$27,794,042.56	N/A	7
HENKELS & MCCOY	\$28,765,488.00	N/A	8
THE L.E. MEYERS CO.	\$29,593,024.24	N/A	9
EXTREME POWERLINE	\$25,000,000.00	DQ – MIN QUALS	DQ

**UNDERGROUND**



## UNDERGROUND

Name	First Round	BAFO	Rank
HEART UTILITIES OF JACKSONVILLE	\$20,747,993.25	\$20,974,734.30*	1
INFRATECH CORPORATION	\$25,551,750.74	\$24,297,911.34	2
C AND C POWERLINE	\$26,902,188.36	\$24,701,472.51	3
HENKELS & MCCOY	\$27,686,388.00	N/A	4
PRIMORIS T&D	\$32,215,718.64	N/A	5

\*Heart Utilities Final Revised BAFO increased due to a JEA Forecast correction. Their initial submitted BAFO was less than their first round bid price.

### Background/Recommendations:

Advertised on 04/09/2019. Twenty-three (23) companies attended the mandatory pre-response meeting held on 04/25/2019. At response opening on 05/14/2019, JEA received ten (10) Responses for overhead services and five (5) Responses for underground services. Four (4) overhead Respondents and three (3) underground Respondents were shortlisted. The shortlisted Respondents were invited to submit Best and Final Offers (BAFOs). JEA evaluated the companies on price and SPE Utilities (overhead) and Heart Utilities (underground) are deemed the lowest responsive and responsible Respondents. A copy of the Response Forms and Workbooks are attached as backup.

This award is the result of a Cascade Savings Initiative Project aimed at looking at specific areas with significant spend and potential for savings. Procurement worked the Electric System Construction & Maintenance group and identified the unit price contracts for Overhead and Underground Transmission and Distribution as an area of opportunity. It was noted that the last time these services were bid out, it had relatively low participation (four bidders for overhead, three bidders for underground), and had used a hard bid format with construction cost factors, in which JEA provided unit cost and vendors bid a cost multiplier. This time, JEA decided to use a workbook format with estimated quantities based on historical usage. JEA also used an ITN format to allow for clarifications and negotiations with short-listed Respondents. Procurement benchmarked the industry and developed a solicitation approach in line with current markets. The result is a significant savings, in a labor market that has been increasing over past three years.

Rather than cut FY20 Capital budgets, the business unit will perform capital budget reviews periodically and make adjustment as business needs change through the performance of the contract.

Contract prices will remain firm through the first year of the Contract. The Contractor must request a Consumer Price Increase (CPI) annually. Unless the Contractor and JEA make other agreements, the annual price adjustment for the Contract shall be in accordance with the Consumer Price Index for all urban consumers published monthly by the U.S. Department of Labor, Bureau of Labor Statistics.

The total cost difference is comparing the current pricing with the proposed pricing (+/-). The total sourcing savings is determined by negotiations, BAFO savings and result for this award:

- Overhead forecast savings: \$1,057,166.03 (Average 5% reduction compared to current pricing)
- Underground forecast savings: \$2,054,012.40 (Average 8.9% reduction compared to current pricing)
- Total Cost Difference Savings: \$3,111,178.43



069-19 – Request approval to award a five year contract to SPE Utility in the amount of \$20,089,154.47 for Overhead Transmission & Distribution construction and repair services, and a five year contract Heart Utilities in the amount of \$20,974,734.30 Transmission and Distribution construction and repair services, for a total award amount of a not to exceed amount of \$41,063,888.77 subject to the availability of lawfully appropriated funds.

**Manager:** Gordon, Joshua E. - Mgr Energy Contract Management  
**Director:** Mathews, Jeremy K. - Dir Energy Distribution  
**Sr. Director:** Erixton, Ricky D. - Sr. Dir Transmission & Distribution  
**VP:** Anders, Caren B. - VP/GM Energy

**APPROVALS:**

  
\_\_\_\_\_  
**Chairman, Awards Committee**                      **Date**                      10/3/19

  
\_\_\_\_\_  
**Manager, Operating Budgets**                      **Date**                      10/3/19



## Formal Bid and Award System

Award #5 October 3, 2019

**Type of Award Request:** EMERGENCY  
**Request #:** 6630  
**Requestor Name:** Sencer, Justin B.  
**Requestor Phone:** (904) 665-6826  
**Project Title:** Collins Road Force Main (FM) Relocation - Whispering Pines Dr. to Blanding Blvd.  
**Project Number:** 8004925  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$2,208,590.00 (Construction Budgeted for this work)

### Scope of Work:

This request is to procure construction services for the installation of approximately 5,200 linear feet (LF) of 12-inch wastewater FM including 184 LF of flanged 316L stainless steel bridge-mounted river crossing with associated bridge hangers and approximately 5,016 LF of 12-inch DR-18 PVC FM with associated fittings and appurtenances.

This project replaces a FM that has experienced multiple breaks. This award positively impacts the following JEA Measures of Value:

- Customer Value – The Customer will receive a FM that is reliable and performs as expected for the design life of the pipe system.
- Environmental Value – Replacing the existing FM should prevent future sanitary sewer overflows (SSOs).
- Financial Value – Eliminating SSOs will reduce environmental impact fines and avoid emergency response by JEA personnel and equipment.

**JEA IFB/RFP/State/City/GSA#:** 109-19  
**Purchasing Agent:** King, David  
**Is this a Ratification?:** YES

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
T B LANDMARK CONSTRUCTION, INC.	Martin Adams	estimating@tblandmark.com	11220 New Berlin Rd. Jacksonville, FL 32226	(904) 751-1016	\$2,064,333.53

**Amount for entire term of Contract/PO:** \$2,064,333.53  
**Award Amount for remainder of this FY:** \$37,000.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 09/23/2019

**End Date (mm/dd/yyyy):**

Project Completion (Expected: 02/2020)

**JSEB Requirement:**

Ten Percent (10%) Goal

**Comments on JSEB Requirements:**

Donna J. Hamilton, Inc. (Materials Supplier) - 7%

Garmon Trucking (Trucking) – 3%

**BIDDERS:**

Name	Amount
T B LANDMARK CONSTRUCTION, INC	\$2,064,333.56
CALLAWAY CONTRACTING, INC.	\$2,079,970.00
PETTICOAT-SCHMITT CIVIL CONTRACTORS, INC	\$2,097,351.00
J. B COXWELL CONTRACTING, INC.	\$2,426,861.00
DB CIVIL CONSTRUCTION LLC	\$3,721,809.60

**Background/Recommendations:**

Advertised on 08/20/2019. Due to the emergency nature of this project, the advertising period was shortened to 21 days (including an extension due to Hurricane Dorian). Florida Statue 255.0525 requires advertising for 30 days for construction projects over \$500,000. Twelve (12) prime contractors attended the mandatory pre-bid meeting held on 08/26/2019. At Bid opening on 09/10/2019, JEA received five (5) Bids. T B Landmark Construction, Inc. is the lowest responsive and responsible Bidder. A copy of the Bid Form is attached as backup.

The award amount of \$2,064,333.56 is approximately 6% lower than the budget estimate and is deemed reasonable. A new budget trend will be submitted to match the award and overall project budget. Any excess capital funds will be returned to the capital project holding accounts, after project completion.

The project details are below:

- Original Project Budget: \$507,200.00
  - Engineering Estimate: \$29,100.00
  - Construction Estimate: \$416,000.00
  - Internal JEA Costs: \$62,000.00
- Revised Budget: \$2,539,149.00 (100% Design)
  - Revised Engineering Cost: \$127,000.00 (Engineer: J. Collins Engineering Associates, LLC)
  - Revised Construction Cost: \$2,208,590.00
  - Revised Internal JEA Costs: \$203,559.00
- Estimate at Completion: \$2,504,000.00
  - Engineering Cost: \$127,000.00
  - Actual Construction Cost: \$2,064,000.00
  - Internal JEA Costs: \$313,000.00
- Original Project Schedule:
  - Engineering Completion: June 2018
  - Construction Completion: April 2020
- Revised Project Schedule:
  - Engineering Completion: July 2019
  - Construction Completion: October 2019



Major Changes/Issues:

This project is being handled as an Emergency Procurement and is being brought to the Awards Committee for ratification. This project is re-routing flow away from the existing FM that has had several main breaks and SSOs, requiring vacuum truck (Vactor) crews to stage along I-295 with accompanying maintenance of traffic and police presence to minimize the SSO and clean up the site. The original planning estimate did not take into account the following:

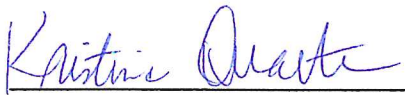
1. Construction will be 24/7, except for holidays, which was not anticipated in the original estimate
2. Incentive for every day Substantial Completion is ahead of schedule (120 days from notice to proceed), up to \$100,000
3. Over 6x asphalt replacement from the original estimate due to more work in the road (+\$540,000)
4. Grout filling the existing FM when placed out of service (+\$165,000)
5. Initial unit cost for the estimate was low, due in part to road work vs. outside of pavement, upsize of pipe from 10" to 12", additional fittings (+\$465,000 in addition to pavement figure above)
6. Actual installed length increased 240' (+\$66,000)
7. Engineering was higher (+\$100,000) because original figure based on lower estimate. Actual engineering cost is 5.75% of the construction cost.
8. Bridge Crossing (+\$143,000)

109-19 – Request approval to award a contract to T B Landmark Construction, Inc. for construction services for Collins Road Force Main Relocation - Whispering Pines Dr. to Blanding Blvd. in the amount of \$2,064,333.56, subject to the availability of lawfully appropriated funds.

**Manager:** Chascin, Kenneth J. - Mgr W/WW Reuse Delivery & Collection Maintenance Planning & Engineering  
**Director:** Scheel, Jackie B. - Director W/WW Reuse & Delivery Collection  
**VP:** Calhoun, Deryle I. - VP/GM Water Wastewater Systems

**APPROVALS:**

  
\_\_\_\_\_ 10/3/19  
**Chairman, Awards Committee**                      **Date**

  
\_\_\_\_\_ 10/3/19  
**Manager, Operating Budgets**                      **Date**





## Formal Bid and Award System

Award #7 October 3, 2019

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 6545  
**Requestor Name:** Brunell, Baley  
**Requestor Phone:** (904) 665-6403  
**Project Title:** JEA Fleet Trailer Maintenance and Repair Services  
**Project Number:** OSC2005  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$457,871.25

### Scope of Work:

The purpose of this Invitation to Negotiate (ITN) is to solicit pricing for JEA Fleet Services Trailer Equipment Maintenance and Repair. The primary purpose of these services are to oversee all fleet maintenance in order to increase productivity and asset utilization to help JEA's business run as smoothly as possible for both the Electric and Water departments. The services that will be performed under this scope will be at a minimum preventative maintenance, corrective maintenance, and road calls.

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

- Customer Value – Ensures JEA can continue to efficiently and effectively operate the electric and water network grid.
- Community Impact Value – Minimize network outages by ensuring a high utilization rate of our Fleet Assets.
- Financial Value – This ITN aims to reduce long term operating expenses along with reduce capital expenditures through improved maintenance practices for these items.

**JEA IFB/RFP/State/City/GSA#:** 118-19  
**Purchasing Agent:** Roddy, Colin  
**Is this a Ratification?:** No

### RECOMMENDED AWARDEES:

Name	Vendor Contact	Email	Address	Phone	Amount
EQUIPMENT SERVICES	Jason Duncan	<a href="mailto:jduncan@equipssves.com">jduncan@equipssves.com</a>	6825 W. 12 <sup>th</sup> Street, Jacksonville, FL 32254	904-783-0088	\$422,362.50

**Amount for entire term of Contract/PO:** \$422,362.50  
**Award Amount for remainder of this FY:** \$140,787.50  
**Length of Contract/PO Term:** Three (3) Years  
**Begin Date (mm/dd/yyyy):** 10/03/2019  
**End Date (mm/dd/yyyy):** 10/02/2022  
**Renewal Options:** NO  
**JSEB Requirement:** N/A - Optional

**BIDDERS:**

Name	Original Extended Amount	Initial Ranking	BAFO Amount	BAFO Ranking
EQUIPMENT SERVICES	\$444,037.50	1	\$422,362.50	1
MAUDLIN INTERNATIONAL TRUCK AND TRAILER	\$420,075.00	2	*\$428,550.00	2
C&S TRAILER	\$375,225.00	3	N/A	Could not meet technical requirements during clarification meeting

\*The increase for Maudlin during the BAFO resulted in JEA adjusting the bid response workbook to reflect the true work scope discovered during the Intent to Negotiate meetings.

**Background/Recommendation:**

Advertised on 07/09/2019. Three (3) vendors attended the optional pre-response meeting on 07/24/2019. On the bid due date on 08/06/2019, JEA received three (3) Responses.

In order to leverage JEA's spend for trailer maintenance, the internal team identified three hundred and ten (310) trailers deemed to be a good fit to be included in this initiative. In the past, these trailers were serviced on a blanket purchase through Hale Trailer, which expired in May of this year. Since that time, these services have been purchased through a spot buy basis. During this time, the internal JEA team which included members from Procurement, Operations Support Services, and Fleet Services worked together to improve the service commodity as a whole by focusing on the following areas:

- Leveraging JEA's buy through 1) grouping like assets together, and 2) more accurate maintenance forecasts.
- Moving to a maintenance model that incorporated more service intervals
- Allowing the maintenance providers to assist in projected maintenance plan development.

The evaluation criteria for this bid was that the highest evaluated provider would win as long as the vendor met the minimum qualifications. C&S Trailer's BAFO was not accepted due to the supplier's inability to perform both air brake repairs or after hour repairs which was clarified in the ITN. After the evaluations were complete, Equipment Services was determined to be the vendor that was the highest evaluated to JEA for this work scope which also coincided with being both the lowest cost and highest qualitative scoring as well.

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:** \$35,508.75 (unit cost savings) = \$35,508.75
- **Total sourcing savings:** BAFO savings of \$21,675.00


The award values listed below are estimates of the new not to exceed values and budgeted amounts for the respective groups. These were calculated by using the existing fleet trailer makeup and the corresponding maintenance both preventative and corrective that these assets will occur in the next three (3) years. These numbers can fluctuate depending on actual usage of the vehicle, future fleet purchases and retirements, the severity and frequency of major repairs, along with fleet plans as part of JEA growth.

Request approval to award a contract to Equipment Services for JEA Fleet Services Trailer Equipment Maintenance and Repair in the amount of \$422,362.50, subject to the availability of lawfully appropriated funds.

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

**APPROVALS:**

  
\_\_\_\_\_  
**Chairman, Awards Committee**                      **Date**                      10/3/19

  
\_\_\_\_\_  
**Manager, Operating Budgets**                      **Date**                      10/3/19





## Formal Bid and Award System

Award #8 October 3, 2019

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 6599  
**Requestor Name:** Short, Michael L. - Manager, Project Design  
**Requestor Phone:** 904-665-8165  
**Project Title:** SSF 6 Gas Circuit Breakers  
**Project Number:** 6599  
**Project Location:** JEA  
**Funds:** Capital – CP # 788-134, 788-125, 788-01  
**Budget Estimate:** \$4,800,000.00

**Scope of Work:**

The primary purpose of this Invitation to Negotiate (ITN) is to evaluate and select a vendor that can provide 145 and 245 kV SF 6 Circuit Breakers for JEA’s Operations and Maintenance and capital projects business units.

All technical requirements (approved manufacturers, materials and ratings) and service requirements are provided in Appendix B – Response Workbook and Form and Appendix A – Technical Specifications, attached hereto.

The following companies are Approved Manufacturers:

- Alstom
- Hitachi HVB Inc.
- Mitsubishi Electric Power Products Inc.

This project will positively affect JEA Measures of Value:

- \* Customer Value: Explain how this project will increase value to the customer
- \* Community Impact Value: Explain how this project will increase value to the community
- \* Environmental Value: Explain how this project will increase value to the environment
- \* Financial Value: Explain how this project will positively impact the bottom line (to JEA and/or customer)

**JEA IFB/RFP/State/City/GSA#:** 097-19  
**Purchasing Agent:** Rodney D.  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
Altom Grid, LLC	George Muchesko	<a href="mailto:Georg.muchesko@ge.com">Georg.muchesko@ge.com</a>	1 Power Lane	(724)-483-7874	\$4,559,300.00

**Amount for entire term of Contract/PO:** \$4,559,300.00  
**Award Amount for remainder of this FY:** \$1,402,255.00  
**Length of Contract/PO Term:** Five (5) Years, with two (2) – 1 Yr. Renewals



**Begin Date (mm/dd/yyyy):** 10/15/2019  
**End Date (mm/dd/yyyy):** 10/14/2024  
**Renewal Options:** Two (2) – 1 Yr. Renewals  
**JSEB Requirement:** None

**BIDDERS:**

Name	First Round	BAFO	Rank
ALSTOM GRID LLC	\$4,578,175.00	\$4,578,175.00	1
MEPPI	\$5,437,061.00	\$5,327,058.00	2

**Background/Recommendations:**

Advertised on 06/17/2019. Three (3) companies attended the mandatory pre-response meeting held on 06/25/2019. At response opening on 07/23/2019, JEA received two (2) responses. The third qualified company Hitachi declined to bid, as their company is going through an acquisition and is not certain of the future of their product lines. Both Respondents were short-listed and invited to submit Best and Final Offers (BAFO). JEA evaluated the companies on price only and Alstom Grid LLC, a GE Company was deemed the lowest responsive and responsible respondent. A copy of the Response Form is attached as backup.

The total forecast savings is comparing the current pricing with the proposed pricing (+/-).

Total five (5) year total cost difference savings: \$223,450.00

In the interest of looking at engineered productions for additional savings, Alstom has offered additional savings, should JEA standards accept the following technical specification modifications.

- 145kV & 245kV breakers we can reduce your cost by \$200 per breaker if JEA only uses 1 SF6 gauge instead of 2 as shown on Appendix II.
- 145kV breaker, if JEA will accept NEMA 3R painted steel control cabinet vs NEMA 4X Aluminum, we can reduce your cost by \$400/breaker.

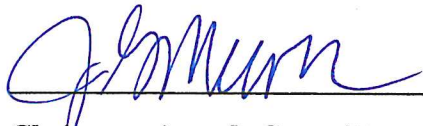
38% of the Unit Price is not subject to price adjustment and is fixed for the life of the contract. The remaining 62% of the unit price is fixed for the first year, subject to price adjustment annually thereafter, based on a weighted indices of major commodities (Stainless, Copper, Aluminum & Oil).

The Award amount is less than the Alstom Bid Amount due to removing spare parts from the Award.

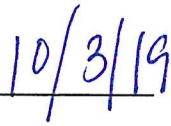
097-19 – Request approval to award a one (1) contract to Alstom Grid LLC, a GE Company, the Supply of SF6 Circuit Breakers in the amount of \$4,559,300.00, subject to the availability of lawfully appropriated funds.

**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:**



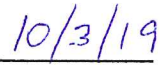
**Chairman, Awards Committee**



**Date**



**Manager, Operating Budgets**



**Date**