

## **AWARDS COMMITTEE MINUTES**

Awards Committee met on **November 14, 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, Allyssa Petersen as Budget Representative, Lynne Rhode as General Counsel Representative; with Deryle Calhoun, John McCarthy, Steve Tuten, Caren Anders, and Jesus Garcia as voting Committee Members;

Lynn Rix, Jason Behr, Maurice Scarboro, Nick Dambrose, Lisa Pleasants, Nathan Woyak, Elaine Selders, Landon Todd, Carl Becker, Elizabeth Moore, Brandon Edwards, and Matt Summers.

### **Awards:**

1. Approval of the minutes from the last meeting (11/07/2019). **APPROVED**
2. 037-19 - Request approval to award a contract to Armstrong Fence Co. in the amount of \$2,627,479.00, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
3. **DEFERRED** Request approval to award a one (1) year renewal to Presidio Network Solutions for Cisco SmartNet - Equipment Support and Maintenance of JEA's Cisco Infrastructure in the amount of \$575,000.00, for a new not-to-exceed amount of \$2,173,138.62 subject to the availability of lawfully appropriated funds.
4. Request approval to award a one (1) year contract renewal to Blue Cross Blue Shield of Florida Inc. for Group Medical ASO with PBM services and Stop-Loss Insurance for the employees and retirees of JEA in the amount of \$30,838,606.30, with a new not-to-exceed amount of \$94,826,740.02, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
5. **DEFERRED** Request approval to award a contract increase as a ratification to Sunbelt Rentals Inc. for the rental of vehicles and specialty equipment, in the amount of \$39,250.00, for a new not-to-exceed total of \$433,422.36, subject to the availability of lawfully appropriated funds.
6. Request approval to award a six (6) month contract extension to CTI Path LLC. for Cisco Contact Center & Phone System Managed Services in the amount of \$87,582.00, for a not-to-exceed amount of \$422,648.00, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
7. **DEFERRED** Request approval to award a contract to Beck Autosales, Inc. (\$1,447,079.00), Duval Ford (\$699,305.00), and Garber Fleet Sales (\$2,042,504.00), for the combined purchase of seventy-five (75) vehicles within the light and medium duty vehicle class categories of 115, 116, 117, 119, 122+, 123 and 130, for a total not to exceed amount of \$4,188,888.00, subject to the availability of lawfully appropriated funds.
8. **DEFERRED** Request approval to award a change order to Altec Industries, Inc. in the amount of \$2,661,505.00, for a new total not-to-exceed amount of \$5,576,165.00, subject to the availability of lawfully appropriated funds.

**Informational Item:** N/A

**Ratifications:** N/A

**Public Comments:** N/A

**Adjournment:** 10:11 a.m.



## Formal Bid and Award System

Award 2 November 14, 2019

**Type of Award Request:** INTENT TO NEGOTIATE (ITN)  
**Request #:** 6453  
**Requestor Name:** Summers, Matt K.  
**Requestor Phone:** (904) 665-7285  
**Project Title:** Repair and Installation of Security Fencing  
**Project Number:** Multiple  
**Project Location:** JEA  
**Funds:** Capital and O&M  
**Award Estimate:** \$3,290,000.00

**Description of Request:**

The scope of this contract is to secure the services of a qualified contractor which will provide procurement, installation, and maintenance of security fencing and gates at various JEA facilities and sites. The security fencing and gates will consist of multiple compositions including, but not limited to, ornamental metal, galvanized, wood, and black vinyl chain link. In addition, this work may include trenching, excavation, ground clearing, and concrete work.

**JEA IFB/RFP/State/City/GSA#:** 037-19  
**Purchasing Agent:** Moore, Elizabeth Ann Ellis  
**Is this a ratification?:** NO  
**If yes, explain:**

**RECOMMENDED AWARDEE(S):**

| Name                | Contact Name | Email                       | Address                                    | Phone          | Amount         |
|---------------------|--------------|-----------------------------|--|----------------|----------------|
| ARMSTRONG FENCE CO. | DON MILLER   | DMILLER@ARMSTRONG-FENCE.COM | 3226 TALLEYRAND AVE, JACKSONVILLE FL 32206 | (904) 356-2333 | \$2,627,479.00 |

**Amount for entire term of Contract/PO:** \$2,627,479.00  
**Award Amount for remainder of this FY:** \$437,913.20  
**Length of Contract/PO Term:** Five (5) Years, Two (2) - 1 Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 11/30/2019  
**End Date (mm/dd/yyyy):** 11/29/2024  
**Renewal Options:** YES - Two (2), 1 Yr. Renewals

**JSEB Requirement:** 10%

**Comments on JSEB Requirements:**

The Goodly Group of Northeast Florida Inc





## Formal Bid and Award System

Award #4 November 14, 2019

**Type of Award Request:** RENEWAL  
**Request #:** 6718  
**Requestor Name:** Becker, Carl R. - Manager Benefits Services  
**Requestor Phone:** (904) 665-7850  
**Project Title:** Group Medical ASO, PBM and Stop-Loss Plan  
**Project Number:** A0102 Self-Insured Fund  
**Project Location:** JEA  
**Funds:** Self-Insured Fund  
**Budget Estimate:** N/A

**Scope of Work:**

The services are to provide Administrative Services Only (ASO) with network access, Pharmacy Benefits Management (PBM) services and Stop-Loss Insurance to administer various medical plans for the employees and retirees of JEA. These services will continue to include integrated self-insured funding arrangements, medical network access and a claims administration program that includes disease management and utilization review services that adheres to federal regulations and industry standards.

**JEA IFB/RFP/State/City/GSA#:** 043-17  
**Purchasing Agent:** Selders, Elaine Lynn  
**Is this a ratification?:** NO

**RECOMMENDED AWARDEE(S):**

| Name                                   | Address   | Phone          | Amount          |
|--|---|----------------|-----------------|
| BLUE CROSS BLUE SHIELD OF FLORIDA INC. | 4800 DEERWOOD CAMPUS PKWY, CCR DCC 100, JACKSONVILLE FL 32246 | (904) 905-8068 | \$30,838,606.30 |

**Amount of Original Award:** \$32,300,594.00  
**Date of Original Award:** 08/17/2017  
**Change Order Amount:** \$30,838,606.30

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

| CPA #  | Amount          | Date       |
|--------|-----------------|------------|
| 167613 | \$31,687,539.72 | 12/20/2018 |

**New Not-To-Exceed Amount:** \$94,826,740.02  
**Length of Contract/PO Term:** One (1) Year w/Four (4) - 1 Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 01/01/2018  
**End Date (mm/dd/yyyy):** 12/31/2020  
**Renewal Options:** Yes - Two (2) - 1 Yr. Renewals



**JSEB Requirement:**

N/A - Optional

**Background/Recommendations:**

Competitively bid and awarded to Blue Cross Blue Shield of Florida Inc. on 08/17/2017 for one (1) year, with four (4) - 1-yr. renewal options. The first one (1) year renewal was approved by the Awards committee on 12/20/2018. The original and renewal awards are attached as back-up.

This request is to execute the second one (1) year renewal. The price for the administrative fee was established for each of the five (5) years of the contract if JEA chooses to renew each year. For 2020, the fee is \$44.22 per employee per month (PEPM), with a \$5.00 increase over the 2019 rate. The decision was made to renew at this higher rate as JEA will receive increased pharmacy rebates and discounts which should ultimately lower costs. The award calculation sheet is attached for back-up and contains details for additional years.

Stop loss insurance coverage is generally written for a twelve (12) month period. This insurance is based on JEA demographics, large claim history, large claimant diagnosis and treatment projections, as well as, the overall experience of the covered population and loss ratio for the current Plan Year. Florida Blue provided several options of stop loss deductible limits for 2020 which alter the annual premium with risk sharing on the part of JEA (for example: \$250,000, \$275,000 and \$300,000 to include Medical and RX claims). Due to the high volume of catastrophic claims in 2019 and the ongoing potential of high dollar claims for 2020, the best financial outcome based on the forecasted analysis performed is to accept Florida Blue's option for \$250,000 Specific Deductible policy for Plan Year 2020. In addition to the premiums for the total covered JEA population, there are two (2) very large claimants that required a laser from Florida Blue at a higher Specific Deductible.

Blue Cross Blue Shield of Florida Inc. will be paid the annual administrative fee of \$1,258,678.08, and the annual stop-loss fee of \$1,402,266.96. The remaining award amount of \$28,177,661.26 is a pass through from Blue Cross Blue Shield of Florida Inc. to medical providers to cover claims throughout the year. If claims are less than the projected amount then the funds will carry over to 2021. The full award amount of \$30,838,606.30 represents a shared cost to JEA, Employees and Retirees. The overall award drop of \$848,933.42 is due to a number of factors including fewer employees and retirees and pharmacy plan changes which increased the projected prescription rebate amount. The award calculation sheet attached as back-up provides a breakdown of the costs.

Request approval to award a one (1) year contract renewal to Blue Cross Blue Shield of Florida Inc. for Group Medical ASO with PBM services and Stop-Loss Insurance for the employees and retirees of JEA in the amount of \$30,838,606.30, with a new not-to-exceed amount of \$94,826,740.02, subject to the availability of lawfully appropriated funds.

**Manager:** Becker, Carl R. - Mgr Benefits Services  
**Director:** Maillis, Patricia L. - Dir, Employee Services  
**VP:** Kendrick, Jonathan A. - VP & Chief Human Resources Officer

**APPROVALS:**

  
\_\_\_\_\_  
**Chairman, Awards Committee** 11/14/19  
Date

  
\_\_\_\_\_  
**Financial Analyst, Capital Budget Planning** 11/14/19  
Date



## Formal Bid and Award System

Award #6 November 14, 2019

**Type of Award Request:** CONTRACT EXTENSION  
**Request #:** 6717  
**Requestor Name:** Todd, Landon M.  
**Requestor Phone:** (904) 665-7914  
**Project Title:** Cisco Contact Center & Phone System Managed Services  
**Project Number:** 6244  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** 200,000.00 (Line 1773)

**Scope of Work:**

The managed Services company CTI Path provides comprehensive Cisco contact center & phone system managed services to support JEA's Unified Contact Center Enterprise environment (UCCE) platform(s) and Interactive Voice Response (IVR) applications. CTI Path provides base support and regular patch and upgrade services along with real-time Network Monitoring System (NMS) and log monitoring for both the telephony infrastructure and IVR applications. The support provided ensures JEA's system is capable of operating twenty-four (24) hours per day / seven (7) days per week / 365 days per year with a Service Level Agreement component of 99.99%.

This award will impact the following JEA Values:

Customer Value: The maintenance and support of JEA's telephony and IVR applications makes JEA's communication with its customers more reliable.

**JEA IFB/RFP/State/City/GSA#:** 101-18  
**Purchasing Agent:** Woyak, Nathan J.  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

| Name         | Contact Name | Email             | Address  | Amount      |
|--------------|--------------|-------------------|--|-------------|
| CTIPATH LLC. | Alan Knox    | AKNOX@CTIPATH.COM | 8480 Honeycutt Rd, Suite 200<br>Raleigh NC 27615 | \$87,582.00 |

**Amount of Original Award:** \$314,066.00  
**Date of Original Award:** 08/09/2018  
**Change Order Amount:** \$87,582.00



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

| CPA # | Amount      | Date      |
|-------|-------------|-----------|
| 17623 | \$21,000.00 | 9/26/2019 |

**New Not-To-Exceed Amount:** \$422,648.00  
**Length of Contract:** One (1) Yr. w/ No Renewals  
**Begin Date (mm/dd/yyyy):** 08/09/2018  
**End Date (mm/dd/yyyy):** 04/30/2020  
**Renewals:** No  
**JSEB Requirement:** N/A

**Background/Recommendations:**

Originally approved and awarded informally on 08/09/2018. A copy of the original award and Response Form is attached as backup. A previous change order was administratively approved on 09/26/2019 to extend the term from 09/30/2019 to 10/31/2019, and add \$21,000.00 in funds to allow additional time for JEA to transition to an internal solution. JEA is no longer in position to fully transition the scope of this contract to an internal solution due to limited internal resources.

This request is for a six (6) month contract extension from 11/01/2019 to 04/30/2020 and to add \$87,582.00 in additional funds at a reduced scope. The original awarded scope included 1) Managed Services Monitoring, 2) Contact Center Backup and Disaster Recovery, 3) Maintenance and Patching, 4) Troubleshooting and Recovery, and 5) Compliance and Capacity Management. This request for a six (6) month contract extension will be for a reduced scope and only include 1) Managed Services Monitoring and 2) Contact Center Backup and Disaster Recovery for CTI Path to perform and JEA will now self-perform the remaining services. A copy of this contract extension quote is attached as backup. These changes are summarized in the table below:

CTI Path LLC - Six Month Extension Comparison

| Item                                     | Service Description                         | Original Contract |              |                      | Six Month Extension Price |              |                     | Estimated Savings   |            |
|--|---|-------------------|--------------|----------------------|---------------------------|--------------|---------------------|---------------------|------------|
|  |   | JEA               | CTI Path LLC | Price Per Month      | JEA                       | CTI Path LLC | Price Per Month     | Savings             | %          |
| 1  | Managed Services Monitoring                 |                   | X            | \$ 11,836.00         |                           | X            | \$ 11,836.00        | \$ -                | 0          |
| 2  | Contact Center Backup and Disaster Recovery |                   | X            | \$ 2,761.00          |                           | X            | \$ 2,761.00         | \$ -                | 0          |
| 3  | Maintenance and Patching                    |                   | X            | \$ 4,872.00          | X                         |              | N/A                 | \$ 4,872.00         | 100%       |
| 4  | Troubleshooting and Recovery                |                   | X            | \$ 6,253.00          | X                         |              | N/A                 | \$ 6,253.00         | 100%       |
| 5  | Compliance and Capacity Management          |                   | X            | \$ 446.00            | X                         |              | N/A                 | \$ 446.00           | 100%       |
| <b>Total Extended Price (Six Months)</b> |   |                   |              | <b>\$ 157,008.00</b> |                           |              | <b>\$ 87,582.00</b> | <b>\$ 69,426.00</b> | <b>56%</b> |

JEA estimates a \$69,426.00 (56%) reduced payment to CTI Path over the six (6) month term as a result of this scope reduction. The original quoted rates shall remain fixed on a month to month basis for the duration of the six (6) months. During the six (6) month contract extension, JEA shall put this reduced scope of services out to bid and explore other strategic alternatives such as enterprise managed services.

Request approval to award a six (6) month contract extension to CTI Path LLC. for Cisco Contact Center & Phone System Managed Services in the amount of \$87,582.00, for a not-to-exceed amount of \$422,648.00, subject to the availability of lawfully appropriated funds.

**Manager:** Todd, Landon M. - Mgr IT Infrastructure & Collaboration Platforms  
**Director:** Traylor, Kymberly A. - Dir Network & Telecommunication Services  
**VP:** Eads, Shawn W. - VP & Chief Information Officer



**APPROVALS:**

*Jermun*

**Chairman, Awards Committee**

11/14/19

**Date**

*Alyssa Peterson*

**Financial Analyst, Capital Budget Planning**

11/14/19

**Date**