

AWARDS COMMITTEE MINUTES

Awards Committee met on **March 31, 2020**, in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 02:00 p.m.

Members in attendance were Jenny McCollum as Chairperson, Laure Whitmer as Budget Representative, Lawsikia Hodges as General Counsel Representative; with John McCarthy, Joe Orfano, Shawn Eads, Deryle Calhoun, and Caren Anders as voting Committee Members.

Awards:

1. Approval of the minutes from the last meeting (03/05/2020). **APPROVED**
2. Request approval to add contract funds to Jacobus Energy LLC. for mobile fueling in the amount of \$172,698.87, for a new total not-to-exceed amount of \$5,142,519.22, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
3. Request approval for a contract renewal for the TripSaver II Cutout-Mounted Recloser product for JEA Inventory Stock in the amount of \$4,356,960.00, for a new not-to-exceed total of \$13,196,160.00, subject to the availability of lawfully appropriated funds. **APPROVED**
4. Request approval for a contract increase for Padmount Distribution Transformers for JEA Inventory Stock in the amount of \$3,902,399.08, for a new not-to-exceed total of \$13,000,132.74, subject to the availability of lawfully appropriated funds. **APPROVED**
5. **DEFERRED** - Request approval to award a change order to Wright-Pierce for additional engineering study work for the Southwest/Arlington East Service Areas Infiltration and Inflow Study and Remediation Plan in the amount of \$328,278.89, for a new not-to-exceed amount of \$2,089,672.12, subject to the availability of lawfully appropriated funds.
6. 020-20 - Request approval to award a contract to WA Chester LLC for construction services for Circuits 684 HPPF Replacement at Kennedy Substation and University Transfer Station project in the amount of \$1,045,000.00, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
7. 009-20 – Request approval to award contracts to NRC Gulf Environmental Services in the amount of \$339,542.00, Cliff Berry Inc. in the amount of \$237,679.40, and Hulls Environmental Services Inc. in the amount of \$101,862.60 for Special Waste Handling Services for Non-Hazardous Waste/Hazardous Waste, for a total not to exceed amount of \$679,084.00, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
8. 022-20 – Request approval to award a one (1) time purchase with five (5) year maintenance to Presidio for the purchase of Cisco Network Equipment in the amount of \$714,172.26, subject to the availability of lawfully appropriated funds. **APPROVED**
9. Request approval to award a change order to Xtensible for assistance with JEA’s Asset Management Solution Project in the amount of \$85,000.00, for a new not-to exceed amount of 1,280,000.00, subject to the availability of lawfully appropriated funds. **APPROVED**

10. Request approval to award a contract increase to Apogee for JEA's Residential Electric Demand Rate Pilot Customer Engagement Campaign in the amount of \$28,545.50, for a new not-to exceed amount of 328,545.50, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
11. Request approval to award a contract increase to Petticoat-Schmitt Civil Contractors Inc. (\$1,843,333.33), J.B. Coxwell Contracting Inc. (\$1,843,333.33) and Callaway Contracting Inc. (\$1,843,333.34), for construction services for Underground Water, Wastewater and Reuse Grid Repair and Installation Services in the amount of \$5,530,000.00, for a new not-to-exceed amount of \$8,620,000.00, subject to the availability of lawfully appropriated funds. **APPROVED**

Informational Item: N/A

Ratifications: N/A

Public Comments: N/A

Adjournment: 03:01 p.m.

Notes:

- Announced that the meeting was being held remotely to slow the spread of the Covid-19 virus and to encourage social distancing and that pursuant to Governor DeSantis' Executive Order 20-69, local governments were allowed to hold public meetings using communications media technology rather than in a physical location. In keeping with the Executive Order, that the JEA Awards Committee meeting was being held by virtual means via WebEx which allows interested persons to view and participate in the meeting remotely;
- Reviewed the WebEx meeting instructions;
- Reviewed how public comment would be received and taken during the meeting;
- Opened the meeting for public comment during the public comment speaking period via email, by phone and videoconference. No public comments were given.
- Jenny McCollum as Chairperson deferred Item 5
- A motion was made by Caren Anders and Seconded by Deryle Calhoun to approve Items 1-4, 6-9, and 11 as presented and to approve Item 10 with an amendment from the designation of "change order" to "contract amendment – contract increase"

The recording of this meeting as well as other relevant documents can be found at the link below:

https://www.jea.com/About/Procurement/Awards_Meeting_Agendas_and_Minutes/



Formal Bid and Award System

Award #2 March 31, 2020

Type of Award Request: CONTRACT INCREASE
Request #: 6794
Requestor Name: Roddy, Colin P.
Requestor Phone: (904) 665-8337
Project Title: JEA Fleet Services Mobile Fueling
Project Number: HEA0800
Project Location: JEA
Funds: O&M
Budget Estimate: \$172,698.87
Scope of Work:

The purpose of this agreement provides after-hours diesel fueling service for JEA vehicles and equipment at JEA service centers. This agreement also provides provisions for additional fueling resources should they be needed to support operations effectiveness during emergency recovery efforts. Mobile fueling is one of the critical purchasing strategies that enable JEA to service its water and electric customers.

JEA IFB/RFP/State/City/GSA#: 005-16
Purchasing Agent: Roddy, Colin Patrick
Is this a Ratification?: No

RECOMMENDED AWARDEES:

Name	Vendor Contact	Email	Address	Phone	Amount
JACOBUS ENERGY LLC	Harry Merlo	harrymerlo@jacobusenergy.com	11815 W. Bradley Rd., Milwaukee, WI 53224	(704) 363-2661	\$172,698.87

Amount for original term of Contract/PO: \$2,264,760.00
Date of Original Award: 11/12/2015
New Not-To-Exceed Amount: \$5,142,519.22
Length of Contract/PO Term: Three (3) Years w/Two (2) – 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 12/10/2015
End Date (mm/dd/yyyy): 12/09/2020
Renewal Options: N/A
JSEB Requirement: JSEB Optional

List of Previous Change Orders/Contract Renewals

CPA	Amount	Date
149849	\$226,476.00	03/08/2018
149849	\$584,000.00	04/05/2018
149849	\$1,442,782.50	10/04/2018
149849	\$451,801.85	10/14/2019

Background/Recommendation:

Originally bid and approved by the Awards Committee on 11/12/2015 to Quick Fuel Fleet Services, LLC in the amount of \$2,264,760.00. The original award item is attached for reference. In 2019, Quick Fuel Fleet Services, LLC was changed to Jacobus Fleet Services LLC and then to Jacobus Energy LLC.

On 03/8/2018, a change order was approved for \$226,476.00. An additional change order was approved by the Awards Committee on 04/5/2017 in the amount of \$584,000.00 to extend funding to cover the remaining original term of the agreement. A contract renewal was approved by the Awards Committee on 10/04/2018, which executed the first one (1) year renewal option and added funds in the amount of \$1,442,782.50. A subsequent change order was approved for \$451,801.85 on 10/14/2019. The change orders and contract renewal are attached for reference.

Since inception of the original agreement, two (2) factors have played into a shift in spending relative to projections driving the proposed Contract Increase:

- The original contract amount was determined five (5) years ago and based on forecast pricing at that time
- The total number of vehicles being serviced under this agreement has increased by 10% since the beginning of the agreement


Based on these factors, this request is to add contract funds in the amount of \$172,698.87 to cover the forecasted requirements received from the Fleet team in order to get JEA through the current formal bid solicitation in process. The award amount was calculated by using what our realized spend per day is under the entire contract which is \$3,114.79. It is estimated that funding will run out on 4/22/2020, leaving 55 days of funding that we need to get us to 06/17/2020, which equals \$172,698.87.

JEA's price for Diesel Fuel is based on the Oil Price Information Service (OPIS) No. 2 Distillate Gross Prices for Ultra Low Sulfur (ULS) as published in the OPIS Newsletter for the close of business on Thursday of each week for the Jacksonville, Florida Rack location. The anticipated date of performance starting under the new agreement(s) has been targeted as 06/17/2020, at which performance under this agreement will cease.

Request approval to add contract funds to Jacobus Energy LLC. for mobile fueling in the amount of \$172,698.87, for a new total not-to-exceed amount of \$5,142,519.22 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:

 03/31/2020

Chairman, Awards Committee **Date**

Kristina Quarterman Type text here 3/31/2020

Budget Representative **Date**



Formal Bid and Award System

Award #3 March 31, 2020

Type of Award Request: RENEWAL
Request #: 6795
Requestor Name: Keeler, Jessica
Requestor Phone: (904) 665-6403
Project Title: TripSaver II Cutout-Mounted Recloser for JEA Inventory Stock
Project Number: Various
Project Location: JEA
Funds: Inventory Blanket
Budget Estimate: \$4,356,960.00
Scope of Work:

The purpose of this agreement is to purchase the TripSaver II Cutout-Mounted Recloser carried in JEA's inventory stock. This solicitation included one item (RECTS002) that is for use on the Distribution Automation (DA) and Smart Grid Deployment project to reduce JEA's System Average Interruption Duration Index (SAIDI) metric and improve overall customer service.

JEA IFB/RFP/State/City/GSA#: 110-18
Purchasing Agent: Roddy, Colin P.
Is this a Ratification?: No

RECOMMENDED AWARDEES:

Name <small>Type text here</small>	Vendor Contact	Email	Address	Phone	Amount
STUART C. IRBY CO.	Erich Ewoldt	ewoldt@irby.com	38 Skyline Drive, Lake Mary, FL 32746	(407) 415-6268	\$4,356,960.00

Amount for original term of Contract/PO: \$8,839,200.00
Date of Original Award: 06/21/2018
Renewal Amount: \$4,356,960.00
New Not-To-Exceed Amount: \$13,196,160.00
Length of Contract/PO Term: Two (2) Years w/One (1) – One (1) Yr. Renewal
Begin Date (mm/dd/yyyy): 07/01/2018
End Date (mm/dd/yyyy): 06/30/2021
Renewal Options: N/A

Background/Recommendation:

Originally bid and approved by the Awards Committee on 06/21/2018 to Stuart C. Irby Co. in the amount of \$8,839,200.00, which covered FY19 and FY20. The original award item is attached for reference.

The TripSaver II Cutout-Mounted Recloser product is a part of the Distribution Automation and Smart Grid Deployment project that supports the long term advanced development of JEA's DA system, with the primary goal of reducing the SAIDI metric and improving the customer experience. The primary

focus of the project is the deployment of supervisory control and data acquisition (SCADA) controlled and line monitoring devices to provide information to grid operators to quickly identify feeder problem areas and dispatch crews accordingly. This will reduce the amount of time to investigate the problem area and as a result reduce the system SAIDI.

In the past and with this agreement, this item has only been purchased through Stuart Irby, who is the sole authorized Distributor of the approved S&C Electric Company product who is the only manufacturer approved for this item (JEA Standard).

This request is for a contract renewal to add additional funding in the amount of \$4,356,960.00, to cover the additional one (1) year term and the final planned units as part of the SAIDI program with is estimated to be 1,237 units for Fiscal Year 2021 (FY21) broken out in quarterly shipments within the FY. Fifteen (15) additional units will also be included in this amount for unplanned maintenance needs for a total of 1,252 TripSaver units included as part of this contract renewal. Unit pricing will remain unchanged at a cost of \$3,480.00 dollars per unit.

Request approval for a contract renewal for the TripSaver II Cutout-Mounted Recloser product for JEA Inventory Stock in the amount of \$4,356,960.00, for a new not-to-exceed total of \$13,196,160.00, 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:

 03/31/2020

Chairman, Awards Committee **Date**

 3/31/2020

Budget Representative **Date**



Formal Bid and Award System

Award #4 March 31, 2020

Type of Award Request: CONTRACT INCREASE
Request #: 6800
Requestor Name: Keeler, Jessica
Requestor Phone: (904) 665-6403
Project Title: Padmount Distribution Transformers for JEA Inventory Stock
Project Number: Various
Project Location: JEA
Funds: Inventory Blanket
Budget Estimate: \$3,902,399.08
Scope of Work:

The purpose of this agreement is to purchase Padmount Distribution Transformers carried in JEA's inventory stock. This agreement includes nineteen (19) different Transformers with the primary application of supporting underground distribution to JEA's energy customers.

JEA IFB/RFP/State/City/GSA#: 007-16
Sr. Purchasing Agent: Roddy, Colin P.
Is this a Ratification?: No

RECOMMENDED AWARDEES:

Name	Vendor Contact	Email	Address	Phone	Amount
GRESKO SUPPLY INC.	Chris Therien	christopher.therien@gresco.com	6421 County RD 219, Wildwood, FL 34785	352-446-7536	\$3,902,399.08

Amount of original Award: \$7,562,412.63
Date of Original Award: 01/21/2016
Contract Increase Amount: \$3,902,399.08
New Not-To-Exceed Amount: \$13,000,132.74
Length of Contract/PO Term: Five (5) Years w/One (1) – One (1) Yr. Renewal
Begin Date (mm/dd/yyyy): 03/08/2016
End Date (mm/dd/yyyy): 03/07/2021
Renewal Options: One (1) – One (1) Yr. Renewal

List of Previous Change Orders

BPA #	Amount	Date
151778	\$708,254.33	01/25/2016
151778	\$827,066.70	09/06/2019

Background/Recommendation:

Originally bid and approved by the Awards Committee on 01/21/2016 to Gresco Supply, Inc. in the amount of \$7,562,412.63. The original award item is attached for reference.

On 01/25/2016, briefly after the original award, a change order was approved for \$708,254.33 due to a change in technical specification of the awarded transformers. An additional change order was approved on 09/06/2019 through Procurement in the amount of \$827,066.70 to increase funding.

Since inception of the original agreement, two (2) factors have played into a shift in spending relative to projections driving the proposed contract increase:

- Utilizing bi-annual pricing adjustments based on the Producers Price Index (PPI) for Electric Power and Specialty Transformer Manufacturing, overall pricing has increased 16.28% since the original award. This unforeseen increase was not factored into the original award amount.
- Estimated usage for the nineteen (19) contracted transformers on average is 23.51% higher than originally forecasted.

Based on these factors, this request is to add contract funds in the amount of \$3,902,399.08 to cover the forecasted requirements received from the Planning team in order to get JEA through the end of the current agreement which expires on 03/07/2021. Later this Fall, a solicitation will be released that will govern the procurement of not only these pad-mounted distribution transformers, but it will also include pole mounted and three phase transformers.

Request approval for a contract increase for Padmount Distribution Transformers for JEA Inventory Stock in the amount of \$3,902,399.08, for a new not-to-exceed total of \$13,000,132.74, 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:

 03/31/2020

Chairman, Awards Committee **Date**

 3/31/2020

Budget Representative **Date**



Formal Bid and Award System

Award #6 March 31, 2020

Type of Award Request: BID (IFB)
Requestor Name: Jason Rinehart
Requestor Phone: (904) 665-7380
Project Title: Circuits 684 High-Pressure Fluid Filled (HPFF) terminations Replacement at Kennedy Substation and University Transfer Station
Project Number: 8004837
Project Location: JEA
Funds: Capital
Budget Estimate: \$1,129,000.00

Scope of Work:

The work includes, but is not limited to, the supply of materials and installation of the HPFF pipe type terminations. The terminations will be installed at JEA's Kennedy Substation and University Transfer Station.

The planned outage for circuit will start October 30, 2020 – November 20, 2020. Date may vary due to material availability and operational needs of JEA.

This project will positively affect JEA Measures of Value:

- Customer Value: Grid maintenance and upgrades, provide right sized system improvements which minimize cost to the customer, while maintaining service levels, increasing overall value of the utility to the customer.
- Community Value: Improved operational reliability and flexibility of the substation and grid improves the level of service and positively impacts the community.
- Financial Value: Correctly planned & timed maintenance, make the best use of capital resources, while keeping the grid at operating within design limitations, which provides a better return on investment and creates financial value.

JEA IFB/RFP/State/City/GSA#: 020-20
Purchasing Agent: Rodney Lovgren
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
WA Chester LLC	Dan Plecki	dplecki@wachester.com	4200 Parliament Place, Suite 400, Lanham MD 20706	(240)487-1940	\$1,045,000.00

Amount for entire term of Contract/PO: \$1,045,000.00
Award Amount for remainder of this FY: \$0.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): (04/01/2020)
End Date (mm/dd/yyyy): Project Completion (Expected: December 2020)
JSEB Requirement: N/A: Optional

Comments on JSEB Requirements:

BIDDERS:

Name	Amount	Comment
WA CHESTER LLC	\$1,045,000.00	
UTEC CONSTRUCTORS	\$1,510,393.50	
PRYSMIAN CABLE & SYSTEM USA LLC	N/A	Disqualified - Not on RBL

Background/Recommendations:


Advertised on 1/24/2020. Two (2) prime contractors attended the optional pre-bid meeting held on 1/30/2020. At Bid opening on 2/25/2020, JEA received three (3) Bids. Prysmian is not on JEA's Responsible Bidder's List (RBL) category EG8 (Underground Transmission Construction over 69kV - HPFF Pipe-Type Cable), and was disqualified. WA Chester is the lowest responsive and responsible Bidder. A copy of the Bid Form is attached as backup.

The award amount of \$1,045,000.00 is approximately eight percent (8.0%) lower than the budget estimate and is deemed reasonable. Any excess capital funds will be returned to the capital project holding accounts, after project completion.

020-20 - Request approval to award a contract to WA Chester LLC for construction services for Circuits 684 HPFF Replacement at Kennedy Substation and University Transfer Station project in the amount of \$1,045,000.00, subject to the availability of lawfully appropriated funds.

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

APPROVALS:

 03/31/2020

Chairman, Awards Committee **Date**

 3/31/2020

Budget Representative **Date**



Formal Bid and Award System

Award #7 March 31, 2020

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6730
Requestor Name: Bianchi, Jacob (Jake) J. – Mgr. Environmental Incident Response
Requestor Phone: (904) 665-6762
Project Title: Special Waste Handling Services for Non-Hazardous Waste/Hazardous Waste
Project Number: HE3072, HE30801, HED0202, HWD30140, HWD0120, HWD0300, R12X30203, R12X30402, R12X30403
Project Location: JEA
Funds: O&M
Budget Estimate: \$679,084.00

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor that can provide special waste (non-hazardous waste/hazardous waste) handling, transportation and disposal services for JEA electric facilities and field operations while providing the best value to JEA (the "Work" or "Services").

JEA's electric facilities, field operations, generating facilities and transformers produce non-hazardous waste and hazardous waste material on a daily basis that requires spill response, handling, disposal and transport services on an as-needed basis. In addition, there may be the need to clean up in or near electrical energized areas.

The services will include, but are not limited to the following:

- Handling, transportation, and disposal of oily wastewater and used oil
- Handling, transportation, and disposal of hazardous and non-hazardous waste including solid oily waste

Providing twenty-four (24) hour spill response services for hazardous and non-hazardous waste including solid oily waste at electric facilities, other sites and around transformers (non-PCB & PCB).

This award will impact the following Measures of Value:

- Community Impact Value: This contract will allow JEA to manage both emergency and non-emergency waste disposal quickly and responsibly.
- Environmental Impact Value: This contract will allow JEA to demonstrate Stewardship by safe and prompt disposal of all waste while meeting Environmental Regulatory Requirements.
- Financial Impact Value: This contract will allow JEA to manage disposal costs by bidding jobs out to the qualified Vendors to leverage competitive pricing.

JEA IFB/RFP/State/City/GSA#: 009-20
Purchasing Agent: Selders, Elaine L.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
NRC GULF ENVIRONMENTAL SERVICES	Nicholas Soucy	nsoucy@nrcc.com	5803 W 5 th St, Jacksonville, FL 32254	(727) 351-1544	\$339,542.00
CLIFF BERRY INC.	Ron Chandler	rchandler@cliffberryinc.com	1518 Talleyrand Ave, Jacksonville FL	(904) 356-5516	\$237,679.40
HULLS ENVIRONMENTAL SERVICE INC.	Larry Hall	lhall@hullsenvironmental.com	251 Levy Rd, Atlantic Beach FL 32233-0569	(904) 241-2200	\$101,862.60

Amount for entire term of Contract/PO: \$679,084.00
Award Amount for remainder of this FY: \$113,180.67
Length of Contract/PO Term: Three (3) Years w/Two (2) – One (1) Yr. Renewals
Begin Date (mm/dd/yyyy): 04/01/2020
End Date (mm/dd/yyyy): 03/31/2023
Renewal Options: YES - Two (2) - One (1) Yr. Renewals
JSEB Requirement: Evaluation Criteria – (5% Goal)
Comments on JSEB Requirements: JSEB percentages not submitted.

RESPONDENTS:

Name	First Round	BAFO	Rank	Score
NRC GULF ENVIRONMENTAL SERVICES	\$689,048.25	\$689,048.25	1	91.33
CLIFF BERRY INC.	\$780,147.00	\$770,292.00	2	81.53
HULLS ENVIRONMENTAL SERVICE INC.	\$790,920.00	\$790,920.00	3	80.92
HEPACO LLC	\$800,970.00	\$800,970.00	4	78.31
MORAN ENVIRONMENTAL RECOVERY, LLC	\$825,027.00	\$825,027.00	5	77.61

Background/Recommendations:

Advertised on 12/30/2019. Seven (7) prime contractors attended the optional pre-response meeting held on 01/06/2020. At response opening on 01/28/2020, JEA received five (5) Responses. JEA evaluated the companies on price, company experience, design approach, safety and JSEB criteria. All five (5) companies were invited to submit Best and Final Offers (BAFO) but only one (1) reduced their pricing. JEA intends to award three (3) contracts based on the budget estimate as follows: fifty percent (50%) of the award amount to the highest evaluated company, thirty-five percent (35%) to the second highest ranked company, and fifteen percent (15%) to the third ranked company. NRC Gulf Environmental Services, Cliff Berry Inc. and Hulls Environmental Services Inc. were deemed the highest ranked Responsive and Responsible Respondents. A copy of the Response Forms and Workbooks are attached as backup.

An accurate price comparison between the current contract and the new contract could not be completed due to workbook item changes. The workbook was modified and improved after auditing invoices to increase pricing transparency and to capture items that were not included in the past. In the previous solicitation, the services were broken out by types of waste. Upon analysis of invoices, it was decided to categorize the rates and equipment by Emergency and Non-Emergency Waste disposal. Because the bid

criteria was changed so dramatically, a normalized comparison would not have shown an accurate cost comparison. The rates will remain fixed for the three (3) year contract term.

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

- Total sourcing savings: \$9,855.00

009-20 – Request approval to award contracts to NRC Gulf Environmental Services in the amount of \$339,542.00, Cliff Berry Inc. in the amount of \$237,679.40, and Hulls Environmental Services Inc. in the amount of \$101,862.60 for Special Waste Handling Services for Non-Hazardous Waste/Hazardous Waste, for a total not to exceed amount of \$679,084.00, subject to the availability of lawfully appropriated funds.

Manager: Bianchi, Jacob J. - Mgr. Environmental Incident Response
Director: Young, Orrin W. - Director, Response & Environmental Programs
VP: Steinbrecher, Paul K. - VP & Chief Environmental Svcs Officer

APPROVALS:

 _____ 03/31/2020

Chairman, Awards Committee **Date**

 _____ 3/31/2020

Budget Representative **Date**



Formal Bid and Award System

Award #8 March 31, 2020

Type of Award Request: INVITATION TO NEGOTIATE (ITN)

Request #: 6760

Requestor Name: Benavides, Maria L. - Mgr Technology Project Mgmt

Requestor Phone: (904) 665-7046

Project Title: 2020 Cisco Network Equipment Purchase- Refresh and Replace and Professional Services for Deployment

Project Number: 8006023, 8005850

Project Location: JEA

Funds: Capital

Budget Estimate: \$500,000.00

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor that can provide Cisco Equipment, which includes EOS switches, 9400 Series switches, 9404 switches, equipment support and professional services to assist with deployment. Technology Services needs to purchase this new Cisco equipment, to refresh the setups at five Substations as well as replace obsolete Wireless access points to maintain the effectiveness of the JEA network infrastructure.

This purchase impacts the following JEA Measures of Value:

- Customer Value: This purchase enables JEA to upgrade the reliability of the JEA network infrastructure. The upgrade provides employees with the latest technology and increase productivity enabling them to do their jobs faster and more efficiently.

JEA IFB/RFP/State/City/GSA#: 022-20

Purchasing Agent: Dambrose, Nick

Is this a ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
PRESIDIO NETWORKED SOLUTIONS, LLC	JOHN BEHEE	JBEHEE@PRESIDIO.COM	8647 BAYPINE ROAD BUILDING 1 SUITE 100	(904) 638- 5610	\$714,172.26

Amount for entire term of Contract/PO: \$714,172.26

Award Amount for remainder of this FY: \$714,172.26

Length of Contract/PO Term: One-Time Purchase w/ Five (5) Year Maintenance

Begin Date (mm/dd/yyyy): 03/16/2020

End Date (mm/dd/yyyy): One-Time Purchase w/ Five (5) Year Maintenance

JSEB Requirement: N/A - Optional

RESPONDENTS:

Name	Original Amount	Original Rank	Disqualified?	BAFO Amount	BAFO Rank
PRESIDIO NETWORKED SOLUTIONS LLC	\$1,140,754.78	2	No	\$714,172.26	1
CDW GOVERNMENT, LLC	\$1,235,148.64	3	No	\$769,130.80	2
PERSEUS INFORMATION SECURITY	\$1,482,168.57	6	No	\$778,885.52	3
A3 COMMUNICATIONS, INC.	\$1,411,009.61	4	No	\$829,302.79	4
B&H FOTO & ELECTRONICS CORP	\$1,449,752.31	5	No	\$884,869.62	5
IMPERIUM DATA NETWORKS LLC	\$890,167.36	1	Yes	N/A	N/A

Background/Recommendations:

Advertised on 01/30/2020. At Response opening on 02/11/2020, JEA received six (6) Responses. Presidio, CDW, Perseus, A3 Communications, and B&H Foto were short-listed and invited to submit Best and Final Offers (BAFO). Imperium Data Networks withdrew their bid upon determination of failure to meet the minimum qualifications of being a certified Cisco partner. The minimum qualifications specified that the Respondent must be a certified Cisco partner to ensure that all equipment purchased is eligible for support. JEA evaluated the companies on price only and Presidio Networked Solutions LLC is deemed the lowest responsive and responsible Respondent. Lead times for on-time delivery of the Cisco Equipment were also validated for each proposal. A copy of the Response Form and Workbook are attached as backup.

This purchase of equipment for \$659,372.26 provides necessary Cisco equipment to refresh the setups at five Substations as well as replace obsolete Wireless access points to maintain the effectiveness of the JEA network infrastructure. This contract includes five (5) years of standard maintenance and support with all hardware components. This award amount also includes 400 hours at a \$137.00/hour rate or \$54,800.00 for professional services related to the deployment of the equipment to the five substations for a total of \$741,172.26.

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. During the BAFO process, JEA made significant quantity reductions to be more in line with budget including a reduction in its all EOS equipment count from 102 to 52, and five (5) year support instead of three (3) year support. These are the main reasons for the difference in pricing between the original submission and the BAFO. However, when comparing the like for like unit prices, the difference in lower BAFO rates from Presidio in comparison with the BAFO quantities account for a sourcing savings of \$31,709.72 (5%).

- Total cost difference: N/A
- Total sourcing savings: \$31,709.72

The award amount is approximately 42% or \$214,172.26 higher than the estimate. The equipment proved to be more expensive than expected and JEA decided to add \$54,800.00 in optional professional services to assist with equipment deployment. Technology Services shifted funding from Infrastructure R&R project to address the need. In addition, JEA has never purchased this specific model of equipment before, therefore, the estimate was based on prior history of lessor models and similar discounts. A new budget trend will be submitted.

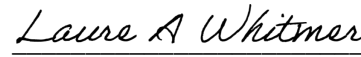
022-20 – Request approval to award a one (1) time purchase with five (5) year maintenance to Presidio for the purchase of Cisco Network Equipment in the amount of \$714,172.26, subject to the availability of lawfully appropriated funds.

Manager: Benavides, Maria L. - Mgr Technology Project Mgmt
Director: Edgar, Cindy L. - Dir Eng Systems & PMO
VP: Eads, Shawn - VP & Chief Information Officer

APPROVALS:

 03/31/2020

Chairman, Awards Committee **Date**

 3/31/2020

Budget Representative **Date**



Formal Bid and Award System

Award #9 March 31, 2020

Type of Award Request: CHANGE ORDER
Request # 6798
Requestor Name: Eaton, Michael T. - Special Project-EAM
Requestor Phone: (904) 665-7473
Project Title: Enterprise Information Management (EIM) for JEA's EAM Data - Consulting Services for Architecture and Execution Plan of Enterprise Information Management for JEA's Enterprise Asset Management
Project Number: 8005580
Project Location: JEA
Funds: Capital
Budget Estimate: \$1,270,000.00

Scope of Work:

JEA is seeking a consultant with experience in asset management processes as well as asset data design / management framework and methodologies to assist JEA with the development of a holistic strategy, architecture and approach in linking and controlling JEA's asset related data for those assets. This work will be integrated with the business excellence assessment and implementation work related the Business Excellence Assessment, so the vendor must be proficient in working in a dynamic environment. All JEA employees will have end-to-end asset visibility with integrated processes of systems and information that effectively and efficiently produce the "golden record" for all assets.

This request impacts the following JEA Measures of Value:

- Customer Value: Reduces reactionary maintenance and equipment failures (i.e., Minimize service interruption to customers)
- Community Value: Improves customer service and reliability; improves electric network system connectivity and W/WW hydraulic network system modeling for the management of utility services
- Environmental Value: Reduces the risk of environmental events due to early detection of abnormal conditions
- Financial Value: An estimated 10% improvement annually in Capital and O&M spending based on 2019 projected budget (An estimated budget reduction of \$15,000,000 for Energy Solution and \$4,200,000 annually for W/WW)

JEA IFB/RFP/State/City/GSA#: 051-17
Purchasing Agent: Woyak, Nathan J.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
XTENSIBLE SOLUTIONS, LLC DOBLE ENGINEERING	Michael Covarrubias	mcvarrubias@xtensible.net	85 Walnut St. Watertown, MA 02472	(480) 772- 7685	\$85,000.00

Amount of Original Award: \$595,600.00

Date of Original Award: 04/20/2017

Change Order Amount: \$85,000.00

List of Previous Change Order/Amendments:

CPA #	Amount	Date
164911	\$49,000.00	04/04/2018
164911	\$500,000.00	03/14/2019
164911	\$50,400.00	11/18/2019

New Not-To-Exceed Amount: \$1,280,000.00

Length of Contract/PO Term: Project Completion

Begin Date (mm/dd/yyyy): 03/31/2020

End Date (mm/dd/yyyy): Project Completion (Expected: June 2020)

JSEB Requirement: None

Background/Recommendations:

Originally bid and approved by Awards Committee on 04/20/2017 in the amount of \$595,600.00 to Xtensible. A copy of the previous awards and change orders are attached as backup.

On 04/04/2018, an increase was approved by Procurement to add \$49,000.00 in funding for JEA-requested additional assistance from Xtensible in providing support for the first set of projects to follow the EIM Architecture Project. In particular, JEA had requested assistance in the execution of the feasibility phase of the "Asset Creation" project. On 03/14/2019, a change order was approved to add \$500,000.00 in funding for further assistance from Xtensible in providing support for the second set of projects to follow the original EIM Architecture Project. JEA requested assistance in the execution of the projects related to two identified business cases Asset Creation and Asset Golden Record / 360 and Electric Meter Voltages / Load Analytics. On 11/18/2019, a second increase was approved by Procurement to add \$50,400.00 for Consulting Services for Architecture and Execution Plan of Enterprise Information Management for JEA's Enterprise Asset Management (EAM) Data.

This request for \$85,000.00 in additional funds and twelve (12) weeks for further consulting and assistance from Xtensible in providing support for the JEA Asset Management Mobile Solution Project in accordance with the business excellence and implementation work related to a Business Excellence Assessment completed by Deloitte. The current project scope definition includes Mobile Solution for Assets contained in Substation (electric), Pump Station (water/wastewater) and Interfaces for Asset, Work, and Inventory. In 2019, JEA implemented various Proof-of-Concept solutions related to asset management. One of these solutions was a mobile solution that allows users to manage assets and work orders. JEA has requested that the solution be implemented in a production environment. This will require additional functionality, enhanced exception handling, much more rigor and testing to ensure a production-grade solution. The JEA target EIM Architecture goal is to advance the architectural, data management, and application development architecture, as defined in the EAM EIM documents. This request is for a change order for Xtensible to provide assistance in Information/Data architecture, Industry Standards, and Architectural Guidance for JEA's Asset Management Solution Project.

The original bid and scope of work was a lump sum amount, however, all hourly rates will remain the same as the previous change order and have been deemed reasonable. The statement of work will also be based on milestone payments and details are attached as backup.


This is the final expected change order to Xtensible under this contract. For future needs, JEA intends to explore competitively bidding a general consulting term contract to qualify multiple companies to contract and be available to handle future similar project requests.

Request approval to award a change order to Xtensible for assistance with JEA's Asset Management Solution Project in the amount of \$85,000.00, for a new not-to exceed amount of 1,280,000.00, subject to the availability of lawfully appropriated funds.

Director: Selders, Steve G. - Dir IT Strategic Planning & Innovation

VP: Eads, Shawn W. - VP & Chief Information Officer

APPROVALS:

 03/31/2020

Chairman, Awards Committee **Date**

 3/31/2020

Budget Representative **Date**



Formal Bid and Award System

Award #10 March 31, 2020

Type of Award Request: CONTRACT INCREASE
Request # 6797
Requestor Name: Pippin, Brian C. - Strategic Segment Manager
Requestor Phone: (904) 665-7051
Project Title: Residential Electric Demand/Flex Rate Pilot Customer Engagement Campaign
Project Number: C0000
Project Location: JEA
Funds: O&M
Budget Estimate: \$340,000.00 (line 642 FY20)
Scope of Work:

The purpose of this ITN is to design and implement a residential demand rate pilot program for not more than 250 customers for a period of twelve (12) months. The twelve (12) month pilot program is scheduled to begin August 1, 2018 and shall investigate the five (5) objectives below.

1. Identify customer challenges in response to a demand rate implementation
2. Evaluate JEA's messaging options on a smartphone platform for implementing a demand rate.
3. Discover potential equipment, communication channels, and effective ways to communicate rate, complex demand rate and other (rate, demand response, etc.) information to JEA's customers in an informative way that is educational and empowers customer's understanding and action.
4. Evaluate customer understanding of how their usage behavior impacts energy use and customer satisfaction.
5. Assess other Digital Customer Engagement messaging and potential non-tariffed service offerings.

This request solicits funds for a change order for additional Customer Analytics and Strategic Support for JEA's Demand/Flex Rate Pilot.

This request impacts the following JEA measures of value:

- Customer Value: A demand/flex rate campaign helps to evaluate customer attitudes to the implementation of JEA's demand rate pilot.

JEA IFB/RFP/State/City/GSA#: 94779

Purchasing Agent: Woyak, Nathan J.

Is this a Ratification?: YES, On 03/19/2020, a partial ratification in the amount of \$14,577.50 was awarded to Apogee for two outstanding invoices related to this scope of work. This ratification amount is included in the award request.

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
APOGEE, INTERACTIVE, INC.	Brenda La	bla@apogee.net	100 Crescent Center Parkway, Suite 450, Atlanta, GA 30084	(678) 684-6815	\$28,545.50

Amount of Original Award: \$175,532.00

Date of Original Award: 11/28/2018

Change Order Amount: \$28,545.50

List of Previous Change Order/Amendments:

CPA #	Amount	Date
178753	\$124,468.00	04/24/2019

New Not-To-Exceed Amount: \$328,545.50

Length of Contract/PO Term: Project Completion

Begin Date (mm/dd/yyyy): 11/28/2018

End Date (mm/dd/yyyy): Project Completion

JSEB Requirement: None

Background/Recommendations:

Originally competitively bid through the informal procurement process. Advertised on 05/30/2018. Three (3) prime companies attended the mandatory pre-Response meeting held on 06/05/2018. At Response opening on 07/03/2018, JEA received two (2) Responses. The other company that attended the pre-response meeting stated they did not respond because they did not have the expertise to compete against the other attendees. The minimum qualifications specified that the Respondent must demonstrate expertise in diagnosis of energy performance for residential use, and experience with customer data analysis and communication. In addition to price, JEA evaluated the companies on Staff Experience, Past Performance, and Design Approach. Apogee and Bidgely were short-listed and invited to submit Best and Final Offers (BAFO). Apogee was deemed the lowest responsive and responsible Respondent. A copy of the Response Form, Evaluation Summary and Workbook are attached as backup.

On 04/24/2019 a change order was completed to add scope in the amount of \$124,468.00 for support in call center training, customer analytics, communication, and strategic support as requested by JEA.


This request for an additional \$28,545.50 is to continued customer analytics and strategic support for JEA's demand/flex rate pilot through covering additional support hours in call center training, customer analytics, communication, and strategic support as requested by JEA.

The original bid and scope of work was a lump sum amount however all hourly rates will remain the same as the previous change order and have been deemed reasonable and is within the FY20 Budget. This is the final expected change order to Apogee under this contract.

Request approval to award a contract increase to Apogee for JEA's Residential Electric Demand Rate Pilot Customer Engagement Campaign in the amount of \$28,545.50, for a new not-to exceed amount of 328,545.50, subject to the availability of lawfully appropriated funds.

Director: Nichols, Vicki D. - Dir Customer Solutions & Market Development
VP: Stewart, Kerri - VP & Chief Customer Officer

APPROVALS:

 03/31/2020

Chairman, Awards Committee **Date**

 3/31/2020

Budget Representative **Date**



Formal Bid and Award System

Award #11 March 31, 2020

Type of Award Request: CONTRACT INCREASE
Request #: 6803
Requestor Name: Smith, Thaliah D.
Requestor Phone: (904) 665-8165
Project Title: Underground Water, Wastewater and Reuse Grid Repair and Installation Services
Project Number: Various
Project Location: JEA
Funds: Capital
Budget Estimate: N/A

Scope of Work:

The scope of work for this contract is for a contractor to provide the personnel, equipment, and materials to complete task assignments on a time and materials or lump sum basis such as:

- Piping repairs (including valves and other appurtenances as well as vacuum and low pressure systems)
- Manhole installation & repairs (excluding liners/linings)
- Main extensions
- Service connections
- Air release valves (ARVs)
- Large meter installations

The work is being contracted out in order to supplement JEA's Water/Wastewater Delivery and Collection maintenance services during peak workload times. JEA had previously bid out these services as unit price per service and did not find the results acceptable to move forward with an award, specifically the contractors priced too much risk into their unit prices. As a result, JEA solicited the services as time and material, which provides JEA the ability to compare specific standard rates (price certainty on rates) between companies.

JEA IFB/RFP/State/City/GSA#: N/A
Purchasing Agent: Kruck, Daniel R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
PETTICOAT-SCHMITT CIVIL CONTRACTORS INC.	Aaron Browning	abrowning@petticoatschmitt.com	6380 Phillips Highway, Jacksonville, FL 32216	904-854-9204	\$1,843,333.33
J.B. COXWELL CONTRACTING INC.	Rob Paulger	robpa@jbcowell.com	6741 Lloyd Road W. Jacksonville FL 32254	904-421-4542	\$1,843,333.33

CALLAWAY CONTRACTING INC.	Jeremy Isbell	jeremy@callawaycontracting.com	10950 New Berlin Rd. Jacksonville FL 32226	904-553-0220	\$1,843,333.34
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Amount of Original Award: \$3,000,000.00

Date of Original Award: 11/15/2018

Change Order Amount: \$5,530,000.00

List of Previous Change Order/Amendments:

CPA#	Company	Amount	Date
178635	CALLAWAY CONTRACTING INC.	\$90,000.00	09/16/2019

New Not-To-Exceed Amount: \$8,620,000.00

Length of Contract/PO Term: One Year w/Two (2) – 1 Yr. Renewals

Begin Date (mm/dd/yyyy): 12/01/2018

End Date (mm/dd/yyyy): 11/30/2020

Renewal Options: One (1) – 1 Yr. Renewal

JSEB Requirement: N/A - Optional

Background/Recommendations:

Originally bid and approved by Awards Committee on 11/15/2018 in the amount of \$3,000,000.00 to the following contractors: Petticoat-Schmitt Civil Contractors Inc. (\$1,200,000.00), J.B. Coxwell Contracting Inc. (\$900,000.00) and Callaway Contracting Inc. (\$900,000.00). A copy of the original award is attached as backup.

In December of 2019, the three (3) contracts were administratively extended for one year. This contract increase request is to increase the value of the three contracts to cover work during FY20 and part of FY21. The work includes regular W/WW line work, galvanized pipe replacement and a chilled water line to the new headquarters building. The budget items are attached as backup. The award amount is the budgeted amount for construction services for these projects.


Request approval to award a contract increase to Petticoat-Schmitt Civil Contractors Inc. (\$1,843,333.33), J.B. Coxwell Contracting Inc. (\$1,843,333.33) and Callaway Contracting Inc. (\$1,843,333.34), for construction services for Underground Water, Wastewater and Reuse Grid Repair and Installation Services in the amount of \$5,530,000.00, for a new not-to-exceed amount of \$8,620,000.00, subject to the availability of lawfully appropriated funds.

Manager: Chascin, Kenneth – Mgr W/WW Reuse Delivery & Coll Maint Planning & Eng

Director: Scheel, Jackie – Dir W/WW Reuse Delivery & Collection

VP: Calhoun, Deryle – VP/GM Water/Wastewater Systems

APPROVALS:

 03/31/2020

Chairman, Awards Committee **Date**

Laure A Whitmer 3/31/2020

Budget Representative **Date**