

JEA AWARDS COMMITTEE

APRIL 16, 2020 MEETING MINUTES

The JEA procurement Awards Committee met on April 16, 2020, via WebEx

WebEx Meeting Number (access code): 474 922 168

WebEx Password: JEAAwardsMeeting.

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

Chair McCollum called the meeting to order at 10:00 a.m., introduced the Awards Committee Members, and confirmed that there was a quorum of the Committee membership present.

Chair McCollum 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. She stated 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. Additionally, Chair McCollum and Shawn Eads reviewed the WebEx meeting instructions and how public comment would be received and taken during the meeting.

Public Comments:

Chair McCollum recognized the public comment speaking period and opened the meeting floor to public comments. No public comments were provided by email, phone or videoconference.

Awards:

Chair McCollum informed the Awards Committee that Awards Item 5 (Request approval to award a contract to Power Plus Cleaning Systems, for a NGS N01 CFB HRA Impulse Cleaning System, in the amount of \$409,803.00, subject to the availability of lawfully appropriated funds) and Award Item 10 (ITN 99141-Request approval to award a 1 year contract to Presidio Network Solutions for Netmotion licenses and support for remote VPN access in the amount of \$117,921.18, subject to the availability of lawfully appropriated funds) would be deferred.

Chair McCollum verbally presented the Committee Members with amendments to the proposed April 9, 2020 minutes contained in the board packet. Lawsikia Hodges, OGC representative, proposed amendments to the April 9, 2020 minutes.

MOTION: Deryle Calhoun made a motion to defer the April 09, 2020 minutes (Award Item 1). The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

The Committee Members reviewed and discussed the following Awards Items 2-4, 6-9, and 11:

2. Request approval to award a change order to Mott Macdonald Florida, LLC for additional engineering for the 5th St. W. – Imeson Rd to Melson Ave – Trans – New Force Main project in the amount of \$102,423.00, for a new not-to-exceed amount of \$938,640.00, subject to the availability of lawfully appropriated funds.

MOTION: Deryle Calhoun made a motion to approve Award Item 2 as presented in the board packet. The motion was seconded by Caren Anders and approved unanimously by the Awards Committee (5-0).

3. 024-20 – Request approval to award a contract to TG Utility Company for construction services for the Owens Road 16-inch Water Transmission Main project in the amount of \$1,248,207.00, subject to the availability of lawfully appropriated funds.

MOTION: Deryle Calhoun made a motion to approve Award Item 3 as presented in the board packet. The motion was seconded by Shawn Eads and approved unanimously by the Awards Committee (5-0).

4. Request approval to award a contract to H. Stephen Jones & Associates Inc., for Owner’s Representative Services for Technology, Security, and Facilities Systems for the new JEA Headquarters in the amount of \$619,396.00, subject to the availability of lawfully appropriated funds.

MOTION: John McCarthy made a motion to approve Award Item 4 as presented in the board packet subject to the Office of General Counsel confirming compliance with Section 287.055, Florida Statutes, if applicable. The motion was seconded by Deryle Calhoun and approved unanimously by the Awards Committee (5-0).

6. Request approval to award a contract to Davis Tire Center, Inc. for JEA Fleet Tire Maintenance and Repair Services in the amount of \$1,101,837.50, subject to the availability of lawfully appropriated funds.

MOTION: Caren Anders made a motion to approve Award Item 6 as presented in the board packet. The motion was seconded by Deryle Calhoun and approved unanimously by the Awards Committee (5-0).

7. Request approval to award a contract to Ring Power Corporation (\$873,999.00) and Altec Industries, Inc. (\$367,235.00), for the combined purchase of four (4) vehicles within the aerial duty vehicle class categories of 223 and 226 for a total not to exceed amount of \$1,241,234.00, subject to the availability of lawfully appropriated funds.

MOTION: Shawn Eads made a motion to approve Award Item 7 as presented in the board packet. The motion was seconded by Deryle Calhoun and approved unanimously by the Awards Committee (5-0).

8. Request approval to award a contract to Ring Power Corporation for the purchase of two (2) Class 420 Trailer Mounted Four Drum P-Line Puller in the amount of \$320,030.00, subject to the availability of lawfully appropriated funds.

MOTION: Joe Orfano made a motion to approve Award Item 8 as presented in the board packet. The motion was seconded by Deryle Calhoun and approved unanimously by the Awards Committee (5-0).

9. 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 \$258,865.84, for a new not-to-exceed amount of \$2,020,259.07, subject to the availability of lawfully appropriated funds.

MOTION: Deryle Calhoun made a motion to approve Award Item 9 as presented in the board packet. The motion was seconded by Shawn Eads and approved unanimously by the Awards Committee (5-0).

11. 040-20 – Request approval to award a one (1) time purchase of new IT infrastructure equipment – F5 Chassis Blades with five (5) years maintenance to CDW in the amount of \$395,790.92, subject to the availability of lawfully appropriated funds.

MOTION: John McCarthy made a motion to approve Award Item 11 as presented in the board packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

Informational Item:

No informational items were presented to the Awards Committee.

Ratifications:

No ratifications were presented to the Awards Committee for consideration.

Public Comments:

No additional public comment speaking period was taken.

Adjournment:

Chair McCollum adjourned the meeting at 11:20 a.m.

NOTE: These minutes provide a brief summary only of the Awards Committee meeting. For additional detail regarding the content of these minutes or discussions during the meeting, please review the meeting recording. 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 April 16, 2020

Type of Award Request: CHANGE ORDER
Request # 6812
Requestor Name: Betancur, Maria
Requestor Phone: (904) 665-7215
Project Title: Engineering Services for the 5th St. W. – Imeson Rd to Melson Ave – Trans – New Force Main Project
Project Number: 8004781
Project Location: JEA
Funds: Capital
Budget Estimate: N/A

Scope of Work:

This project consists of the design and engineering services during construction for the installation of approximately 18,500 feet of 16 or 20 inch sewer force main (FM), and 140 feet of 15-inch gravity sewer. This project is to provide additional capacity to dual 12-inch force mains along the project corridor, and to assess and design the removal and replacement (R&R) or retirement of the dual 12-inch lines.

Currently, the majority of the Buckman Wastewater Service area west of I-95 and north of I-10 is connected by a series of 12”/12” dual pipe and 16” single pipe force main segments to the gravity trunk sewer at the Melson/5th Street intersection. The existing force mains are at capacity, which has resulted in high head pressures. It is proposed to install a parallel 16” force main from Imeson Road to Melson Avenue to relieve current flows and accommodate future flows from the west side of the service area.

JEA IFB/RFP/State/City/GSA#: 112-18
Purchasing Agent: Kruck, Dan
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
MOTT MACDONALD FLORIDA, LLC	Leslie Samel	leslie.samel@mottmac.com	220 W. Garden Street Suite 700, Pensacola, FL 32502	(850) 484-6011	\$102,423.00

Amount of Original Award: \$820,853.00
Date of Original Award: 12/20/2018
Change Order Amount: \$102,423.00

List of Previous Change Order/Amendments:

CPA #	Amount	Date	Reason
179221	\$15,364.00	09/15/2019	Added basis of estimate report at each design phase submittal

New Not-To-Exceed Amount: \$938,640.00
Length of Contract/PO Term: Project Completion

Begin Date (mm/dd/yyyy): 01/02/2019
End Date (mm/dd/yyyy): Project Completion (Expected: July 2022)
JSEB Requirement: Five Percent (5%) Evaluation Criteria

Comments on JSEB Requirements:

Original Award

C&ES Consultants (MOT Engineering) - 10.85%
Meskel & Associates (Geotechnical) - 15.79%
ERS Corp. (Wetlands/Environmental) - 1.06%

Change Order 1

N/A

Change Order 2 (This change order)

Meskel & Associates (Geotechnical) – 44.52% (of this change order)
C&ES Consultants (MOT/TTC) – 11.3% (of this change order)

Background/Recommendations:

Originally approved by Awards Committee on 12/20/2018 in the amount of \$820,853.00 to Mott Macdonald Florida, LLC. A copy of the original award is attached as backup.

This award request is for a change order to the design contract of Mott Macdonald Florida, LLC for the 5th St. W. – Imeson Rd to Melson Ave – Trans – New Force Main project due to design changes from the original scope of work. These changes included JEA's desire to have only one discharge into the west side of the existing junction chamber to replace the existing twin 12-inch force mains, 27-inch gravity sewer and the proposed 20-inch force main. It was concluded during field visits during design that the condition of the existing junction chamber was unknown, but due to age and inaccessibility for an internal assessment, to replace it with a new, composite manhole structure, and to expand bypass pumping and piping to temporarily divert flows from the west, north and south around the junction chamber during its replacement. There is a need for additional temporary traffic control (TTC) to accommodate the bypass pumping for the junction chamber replacement along with coordination of the work with the JTA/JEA 5th Street reconstruction project immediately to the east of this project to minimize duplication of TTC implementation and roadway reconstruction. JEA also needs to provision for off gas odor control ductwork and stationary odor control equipment on the southwest corner of the 5th St. and Melson Ave intersection, which will be installed at a future date by JEA forces.

These changes in design require the additional eight tasks listed below. JEA used the original negotiated hourly rates to develop the award amount for this new scope of work. The change order quote is attached as backup. A budget trend is not required at this time, however, one will be performed once the 90% design is completed.

1. To more clearly define the limits and quantities of soils in the project area unsuitable for bedding and backfilling the proposed 20-inch PVC force main
2. Combine the discharge from the existing dual 12-inch force mains with the proposed 20-inch force main into a single, manifold 30-inch or 36-inch PVC gravity sewer that will discharge to a new 8-foot diameter (min.) composite manhole from which a 36-inch PVC gravity sewer will flow to the replaced junction manhole at the intersection of 5th Street W and Melson Avenue
3. Divert the flow from the existing 27-inch VC gravity sewer to the new composite manhole and add an odor control conduit to the south side of 5th Street W for future odor control equipment
4. Remove the existing junction manhole at the intersection of 5th Street W and Melson Avenue and replace with a composite manhole
5. Revise the project contract documents to include sewage bypass pumping and piping for the new manhole installation and existing manhole removal and replacement

6. Coordinate with the JTA 5th Street W reconstruction and JEA utility upgrade project to provide a sewage bypass pumping pipe within its project area with discharge to an existing manhole on the 36-inch Buckman WWTP trunk sewer
7. Revise the MOT/TTC plan to include road closures and detours to bypass pump sewage around the 3rd, 5th and 6th Street and Melson Avenue intersections
8. Attend additional project coordination meetings with JEA staff

The project budget details are below:

- Route Study 10% Budget: \$12,553,977.00
 - Engineering Budget: \$836,217.00
 - Construction Budget: \$11,174,800.00
 - Internal JEA Costs: \$542,960.00
- Estimate at Completion (as of 60% Design): \$12,893,315.00
 - Engineering Budget: \$938,640.00 (Mott MacDonald, CPA 179221, This Award)
 - Construction Budget: \$11,391,368.00
 - Internal JEA Costs: \$563,307.00
- Original Project Schedule:
 - Engineering Completion: February 2020
 - Construction Completion: August 2021
- Revised Schedule:
 - Engineering Completion: July 2020
 - Construction Completion: July 2022


Major Changes/Issues

Design changes, as described above, lengthened the schedule and increased the cost of engineering services. The projected construction schedule has been extended to 18 months to accommodate the updated design.

Request approval to award a change order to Mott Macdonald Florida, LLC for additional engineering for the 5th St. W. – Imeson Rd to Melson Ave – Trans – New Force Main project in the amount of \$102,423.00, for a new not-to-exceed amount of \$938,640.00, subject to the availability of lawfully appropriated funds.

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

APPROVALS:

 _____ 04/16/2020

Chairman, Awards Committee **Date**

 _____ 4/16/2020

Budget Representative **Date**



Formal Bid and Award System

Award #3 April 16, 2020

Type of Award Request: BID (IFB)
Request #: 6738
Requestor Name: McDermet, David S.
Requestor Phone: (904) 665-4626
Project Title: Owens Road 16-inch Water Transmission Main
Project Number: 8004942
Project Location: JEA
Funds: Capital
Budget Estimate: \$1,566,000.00

Scope of Work:

The work consists of the installation of approximately 3,960 linear feet of 16-inch PVC water main via open cut and 1,890 linear feet of 18-inch HDPE water main via horizontal drill along Owens Road between Ranch Road and Max Legget Parkway in Duval County. This project will increase redundancy in the North Grid in the Jacksonville International Airport service territory.

JEA IFB/RFP/State/City/GSA#: 024-20
Purchasing Agent: King, David
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
T.G. UTILITY COMPANY	Alvaro Rios	estimating@tgutility.com	526 Stockton Street, Jacksonville, FL 32204	(904) 394-7222	\$1,248,207.00

Amount for entire term of Contract/PO: \$1,248,207.00
Award Amount for remainder of this FY: \$600,000.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 05/13/2020
End Date (mm/dd/yyyy): Project Completion (Expected: February 2021)
JSEB Requirement: Five Percent (5%) Goal
Comments on JSEB Requirements:
 Donna J. Hamilton, Inc. (Pipe, Valves and Fittings) – 5%

BIDDERS:

Name	Amount
T.G. UTILITY COMPANY	\$1,248,207.00
DB CIVIL CONSTRUCTION	\$1,303,999.00
JAX UNDERGROUND UTILITIES	\$1,354,749.19
T B LANDMARK CONSTRUCTION	\$1,373,333.00
GARNEY CONSTRUCTION	\$1,490,674.00
JAX UTILITIES MANAGEMENT	\$1,660,022.50
CALLAWAY CONTRACTING	\$1,899,977.00
J. B. COXWELL CONTRACTING	\$2,164,982.00

Background/Recommendations:

Advertised on 02/14/2020. Sixteen (16) prime contractors attended the mandatory pre-bid meeting held on 02/25/2020. At Bid opening on 03/31/2020, JEA received eight (8) Bids. TG Utility Company is the lowest responsible Bidder. A copy of the Bid Form and Workbook are attached as backup.

The award amount of \$1,248,207.00 is approximately twenty percent (20%) lower than the current budget estimate due primarily to a lower unit cost for the pipe material and installation for the horizontal directional drill, and in reductions in material unit costs for pipe fittings, valves and other appurtenances; and is deemed reasonable.


The project details are below:

- Project Budget at time of Bid (100% Design): \$1,859,406.00
 - Engineering Budget (Firm: Mott MacDonald, CPA 157509): \$202,235.00
 - Construction Budget: \$1,565,298.00
 - Internal JEA Costs: \$55,992.00
- Estimate at Completion: \$1,695,430.00
 - Engineering Budget: \$202,235.00
 - Construction Budget: \$1,248,207.00 (**This Award**)
 - Internal JEA Costs: \$244,988.00
- Original Project Schedule:
 - Engineering Completion: May 2019
 - Construction Completion: Dec 2020
- Revised Schedule:
 - Engineering Completion: May 2019
 - Construction Completion: February 2021

024-20 – Request approval to award a contract to TG Utility Company for construction services for the Owens Road 16-inch Water Transmission Main project in the amount of \$1,248,207.00, subject to the availability of lawfully appropriated funds.

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

APPROVALS:

 04/16/2020

Chairman, Awards Committee **Date**

Laure A Whitmer 4/16/2020

Budget Representative **Date**



Formal Bid and Award System

Award #4 April 16, 2020

Type of Award Request: GSA CONTRACT
Request #: N/A
Requestor Name: Edwards, Brandon L.
Requestor Phone: 904-665-6584
Project Title: Owner's Representative Services for Technology, Security, and Facilities Systems for new JEA Headquarters
Project Number: 8005628
Project Location: JEA
Funds: O&M
Budget Estimate: \$625,654.00

Scope of Work:

JEA is requesting to retain H. Stephen Jones (HSJ) to provide Design, Coordination, Project Management, Owner's Representation and Construction Administration services for the Technology, Security, and Facilities systems associated with the new JEA headquarters. These services include, but are not limited to, the following:

- Openings, doors, frame and door hardware
- Telecommunications systems
- Electronic safety and security systems
- Building automation systems
- Architectural and MEP coordination for low-voltage technology and security systems supporting Owner's requirements and building systems
- Coordination of Architectural components, low-voltage, AHJ / UL product verification services, IT product coordination and support, AHJ inspection support and all related AHJ final inspection processes

This award will impact the following JEA Measures of Value:

- Financial Value – Utilization of third party representatives for industry specific expertise assists JEA in receiving the best value solution on proposed projects, improving delivery and overall project cost, thereby providing financial value to JEA and the community.

JEA IFB/RFP/State/City/GSA#: GSA # Schedule 84, 47QSWA19D007N (6/12/19-6/11/2024)

Purchasing Agent: Lovgren, Rodney D.

Is this a ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
H. STEPHEN JONES AND ASSOCIATES INC.	Steve Jones	Steve_jones@hsjtech.com	11945 San Jose Boulevard, STE. 201, Jacksonville, FL 32223	904-260-0024	\$619,396.00

Amount for entire term of Contract/PO: \$619,396.00

Award Amount for remainder of this FY: \$216,738.00

Length of Contract/PO Term: Project Completion

Begin Date (mm/dd/yyyy): 04/30/2020

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

JSEB Requirement: N/A – GSA Contract

Background/Recommendations:

JEA is in the process of designing and constructing of a new corporate downtown headquarters building. This project includes the design, coordination, and installation of numerous advanced security, facilities, and technology services systems. In addition, the project requires the integration of existing JEA systems to ensure the operational functionality and long term supportability by the respective JEA departments.

Based on the types of systems and standards employed by JEA, and the desire to enhance their level of integration in the new facility, JEA requires the services of an owner’s representative that specializes in low-voltage system development, integration, and installation. The use of a specialized owner’s representative will ensure all JEA standards are met, system interoperability is achieved, and all potential cost savings are realized in the project.

H. Stephen Jones & Associates is a Jacksonville based firm with a GSA contract that has established rates for the services identified in this request. The GSA Contract is 47QSWA19D007N and the period covered by Contract is June 12, 2019 - June 11, 2024. In addition, H. Stephen Jones & Associates in particular has been a JEA contractor for facilities and security services for many years with unique knowledge of JEA’s security and infrastructure and protocols making them well positioned to ensure JEA receives their desired outcome in this project.

- o The fiscal year expected cash flows are as follows:

- FY20 - \$216,788.00
- FY21 - \$201,304.00
- FY22 - \$201,304.00

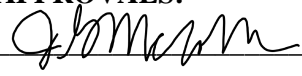
Request approval to award a contract to H. Stephen Jones & Associates Inc., for Owner’s Representative Services for Technology, Security, and Facilities Systems for the new JEA Headquarters in the amount of \$619,396.00, subject to the availability of lawfully appropriated funds.

Director: Kilgo, Nancy A. - Dir Special Projects

Director: Edwards, Brandon – Director Security

VP: Vineyard, Herschel T. – Chief Administrative Officer

APPROVALS:

 04/16/2020

Chairman, Awards Committee **Date**

Laure A Whitmer 4/16/2020

Budget Representative **Date**



Formal Bid and Award System

Award #6 April 16, 2020

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6753
Requestor Name: Brunell, Baley
Requestor Phone: (904) 665-6403
Project Title: JEA Fleet Tire Maintenance and Repair Services
Project Number: OSC2005
Project Location: JEA
Funds: O&M
Budget Estimate: \$1,237,756.00

Scope of Work:

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

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

- Customer Value – Ensures JEA can continue to efficiently and effectively operate the energy 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 through improved maintenance practices for these items.

JEA IFB/RFP/State/City/GSA#: 018-20
Purchasing Agent: Roddy, Colin
Is this a Ratification?: No

RECOMMENDED AWARDEES:

Name	Vendor Contact	Email	Address	Phone	Amount
DAVIS TIRE CENTER, INC.	Becky Davis	becky@davis-tirecenter.com	5971 West Beaver Street, Jacksonville, FL 32254	904-503-3424	\$1,101,837.50

Amount for entire term of Contract/PO: \$1,101,837.50
Award Amount for remainder of this FY: \$153,032.99
Length of Contract/PO Term: Three (3) Years w/ No Renewals
Begin Date (mm/dd/yyyy): 05/04/2020
End Date (mm/dd/yyyy): 05/03/2023
Renewal Options: NO

JSEB Requirement:

N/A - Optional

BIDDERS:

Name	Original Extended Amount	Initial Ranking	BAFO Amount	BAFO Ranking
DAVIS TIRE CENTER, INC.	\$1,111,837.50	1	\$1,101,837.50	1
BOULEVARD TIRE	\$1,141,694.20	2	\$1,117,204.20	2
CALLAGHAN TIRE	\$1,249,415.15	3	\$1,227,580.00	3

Background/Recommendation:

Advertised on 01/27/2020. Three (3) vendors attended the optional pre-response meeting on 02/10/2020. On the bid due date on 03/03/2020, JEA received three (3) Responses.

The evaluation criteria for this bid was that the lowest cost provider would win as long as the vendor met the minimum qualifications. The pricing structure was based on a percentage discount beyond what is found for the physical tires in FSA, GSA, and Sourcwell agreements, along with the services provided by the vendor. After the evaluations were complete, Davis Tire Center was determined to be the vendor that was the lowest cost Respondent to JEA for this work scope. It should be noted that the new vendor is locally owned and operated, and will be servicing JEA from road call truck servicing, yard visits, along with two different physical locations. Numerous shop locations was not a requirement as it would have been restrictive to Bidders, but provides additional operational efficiency over the current service provider which only has a single shop location.

Procurement tracks two different types of savings. The total cost difference is comparing the current pricing with the proposed pricing (+/-), which includes a \$10,000 BAFO reduction. The total sourcing savings is determined by negotiations and value added savings. Below is the breakdown:

- **Total cost difference:** \$43,787.50 (unit cost savings) = \$43,787.50
- **Total sourcing savings:** \$0.00

The award value is an estimate of the new not-to-exceed (NTE) value. These were calculated by using the existing fleet tire makeup and the corresponding projected maintenance, both preventative and corrective, that 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 Davis Tire Center, Inc. for JEA Fleet Tire Maintenance and Repair Services in the amount of \$1,101,837.50, 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:


_____ 04/16/2020
Chairman, Awards Committee **Date**

Laure A Whitmer
_____ 4/16/2020
Budget Representative **Date**



Formal Bid and Award System

Award #7 April 16, 2020

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6737
Requestor Name: Brunell, Baley
Requestor Phone: (904) 665-6992
Project Title: JEA FY21 Aerial Long Lead Time Procurement Acquisition
Project Number: 8006019 & 8006020
Project Location: JEA
Funds: Capital
Budget Estimate: \$1,355,000.00

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to solicit pricing for the purchase of four (4) aerial equipment vehicles approved by the budget committee within the class categories of 223 and 226 for JEA's FY 21 requirements for replacement and expansion for the Energy department.

- Energy Replacement – Three (3) Units
- Energy Expansion – One (1) Unit

Working with the end-using group and the Fleet team, we are projecting an estimated contract spend of \$1,355,000.00. This agreement will leverage not only many different styles of vehicles it is also intended to leverage volumes of future vehicles. This solicitation will be structured for one year with a JEA discretion one year option with pricing to increase only by manufacturer suggested Retail Pricing increase level with a not to exceed amount equal to the Producers Price Index (PPI) by Industry: Automobile, Light Truck and Utility Vehicle Manufacturing (PCU336110336110).

The exact number of vehicles by vehicle class to be purchase by JEA is located below.

Group 1: Class 223 – Three (3) Three (3) Ton Digger Derrick Trucks

Group 2: Class 226 – One (1) Five (5) Ton Derrick Underdeck Winch Truck

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

- Customer Value – Ensures JEA can continue to efficiently operate the energy network grid.
- Community Impact Value – Minimize network outages by ensuring a high the availability of Fleet Assets.
- Financial Value –Reduce capital expenditures through aggregation of assets for these fleet needs.

JEA IFB/RFP/State/City/GSA#: 023-20

Purchasing Agent: Roddy, Colin

Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Amount
RING POWER CORPORATION	Will Courtney	Will.Courtney@RingPower.com	8050 PHILIPS HWY, JACKSONVILLE, FL 32256	\$873,999.00
ALTEC INDUSTRIES, INC.	Chuck Martin	Chuck.Martin@altec.com	PO BOX 11407 BIRMINGHAM, AL 35246-0414	\$367,235.00

Amount for entire term of Contract/PO: \$1,241,234.00

Award Amount for remainder of this FY: \$0.00

Length of Contract/PO Term: One (1) Year w/One (1) Yr. Renewal

Begin Date (mm/dd/yyyy): 04/02/2020

End Date (mm/dd/yyyy): 04/01/2021

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

JSEB Requirement: N/A – No JSEBs available

BIDDERS:

Name	Original Amount	Initial Groupings to be Awarded	BAFO Amount	BAFO Groupings to be Awarded
ALTEC INDUSTRIES INC.	\$1,290,748.00	1	\$1,249,748.00	1
RING POWER CORPORATION	\$1,276,000.00	1	\$1,256,721.00	1

Background/Recommendations:

Advertised 01/30/2020. Two (2) companies attended the pre-response meeting on 02/10/2020. At the Response opening on 02/25/2020, JEA received two (2) Responses.

On 03/17/2020, negotiation meetings were held with the two (2) shortlisted companies, Altec Industries, Inc. and Ring Power Corporation and Best and Final Offers (BAFO) were submitted on 03/23/2020, and the two (2) shortlisted companies were deemed the lowest responsible and responsive Respondent for certain vehicle groupings.

JEA intended to award to the lowest respondent for each of the two (2) vehicle groupings of the aerial duty vehicle classes, and suppliers were encouraged to bid multiple groupings for efficiency purposes. A copy of the detailed bid analysis is attached as back up and the proposed award breakout by vehicle grouping is identified below.

Group	Description	Proposed Awardee	FY21 Requirements	Proposed Unit Pricing	Proposed Awarded Value
Group 1	Class 223 Three (3) Ton Digger Derrick Truck	Ring Power Corporation	3	\$291,333.00	\$873,999.00
Group 2	Class 226 Five (5) Ton Derrick Underdeck Winch Truck	Altec Industries	1	\$367,235.00	\$367,235.00

When comparing JEA's previous pricing for similar vehicles to the proposed winning supplier of Group 1, JEA's FY21 purchase price will be 6.32% lower (\$19,667.00 per unit) than what JEA paid in 2018. For Group 2, JEA's FY21 purchase price will be 24.52% higher (-\$72,324.00 per unit) compared to when the vehicle asset was purchased in 2017.

For Groups 1 and 2, there are several reasons contributing to the proposed increase, these are:

- The lifting capacity of the new unit will be between 15,000 lbs. and 16,000 lbs providing a range close to 5,000 lbs. higher than previous purchased unit.
- The unit has a longer length boom attachment of fifty (50) feet instead of forty seven (47) feet.

JEA should see the following benefits from these additions:

- The longer and increased capacity boom allows additional flexibility and functionality in field operations allowing the Energy group to set up farther away at the jobsite if needed and the ability to set heavier utility poles or place heavier transformers without locking out the booms.
- The ability for the Energy department to utilize less crane rentals derived from the ability to have JEA employees to complete the work.

The primary reason pricing has decreased for the Group 1 unit, despite the changes listed above and why the award is less than the budget estimate, is that the FY21 units will not have the EZ TRAC Front Drive System. This feature costs approximately \$35,000 per unit. Electing to not have this equipment upfit with this feature offset all cost increases in this grouping.

Procurement tracks two different types of savings. The total cost difference is comparing the current pricing with the proposed pricing (+/-), which includes a \$22,001.00 BAFO reduction. The total sourcing savings is determined by negotiations, BAFO savings and value added savings. Below is the breakdown:


- **Total cost difference:** \$13,323.00 (unit price increases) = (\$13,323.00)
- **Total sourcing savings:** \$22,001.00

This agreement will be structured for one (1) year with a JEA discretion one (1) year option with pricing to increase only by the vehicle's Manufacturer Suggested Retail Pricing (MSRP). However, if the MSRP increase exceeds the Producer Price Index by Industry: Automobile, Light Truck and Utility Vehicle Manufacturing (PCU336110336110) index, JEA will elect to rebid.

Request approval to award a contract to Ring Power Corporation (\$873,999.00) and Altec Industries, Inc. (\$367,235.00), for the combined purchase of four (4) vehicles within the aerial duty vehicle class categories of 223 and 226 for a total not to exceed amount of \$1,241,234.00, 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:

 04/16/2020

Chairman, Awards Committee **Date**

Laure A Whitmer 4/16/2020

Budget Representative **Date**



Formal Bid and Award System

Award #8 April 16, 2020

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6793
Requestor Name: Brunell, Baley
Requestor Phone: (904) 665-6992
Project Title: Trailer Mounted Four Drum P-Line Puller
Project Number: 8006019
Project Location: JEA
Funds: Capital
Budget Estimate: \$280,000.00

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to solicit pricing for the purchase of two (2) Trailer Mounted Four Drum P-Line Pullers approved by the budget committee within the vehicle class category of 420 for JEA's FY 20 requirements for expansion and planned and budgeted replacement for the Energy department.

- Energy Expansion – 1 Unit
- Energy Replacement – 1 Unit

This solicitation and agreement(s) will be structured for one year with a JEA discretion one year option with pricing to only increase or decrease with the manufacturer suggested retail pricing (MSRP) with a not to exceed amount equal to the Producers Price Index (PPI) by Industry: Automobile, Light Truck and Utility Vehicle Manufacturing (PCU336110336110).

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

- Customer Value – Ensures JEA can continue to efficiently and effectively operate the energy network grid.
- Community Impact Value – Minimize network outages by ensuring a high the availability of Fleet Assets.
- Financial Value – This ITN aims to reduce capital expenditures through aggregation of assets for these fleet needs.

JEA IFB/RFP/State/City/GSA#: 98667
Purchasing Agent: Knox, Sean
Is this a ratification?: NO

If yes, explain:

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
RING POWER CORP.	Will Courtney	Will.Courtney@RingPower.Com	500 World Commerce Pkwy, St. Augustine, FL 32092	904-256-1790	\$320,030.00

Amount for entire term of Contract/PO: \$320,030.00
Award Amount for remainder of this FY: \$320,030.00
Length of Contract/PO Term: One (1) Year w/One (1) Yr. Renewal
Begin Date (mm/dd/yyyy): 04/23/2020
End Date (mm/dd/yyyy): 04/22/2021
Renewal Options: One (1) – 1 Yr. Renewal
JSEB Requirement: N/A

Background/Recommendations:

The initial informal bid was released on 01/06/2020. Two (2) companies attended the pre-response meeting on 01/15/2020. On the bid due date of 01/27/2020, JEA received two (2) responses.

On 02/4/2020, negotiation meetings were held with the two (2) shortlisted companies: Sherman + Reilly, Inc. and Ring Power Corporation. Best and Final Offers (BAFO) were submitted on 02/21/2020.

The purpose of the Class 420 Trailer Mounted Four Drum P-Line Puller is to pull the distribution bull line/rope on the electric distribution pullers to the distribution conductor reel. Once the distribution puller bull line/rope is pulled and in place, it is attached to the distribution conductor/cable and the distribution conductor/cable is pulled in place.

JEA intends to award to the lowest cost respondent for the one (1) vehicle grouping of the Class 420 Trailer Mounted Four Drum P-Line Pullers. After receipt of the BAFO's, it was determined that Ring Power Corporation would be the lowest cost respondent for the bid solicitation.

Name	Original Amount	Initial Groupings to be Awarded	BAFO Amount	BAFO Groupings to be Awarded
RING POWER CORPORATION	\$320,030.00	1	\$320,030.00	1
SHERMAN + REILLY	\$419,208.24	0	\$419,208.24	0

There is no direct comparison to the existing fleet, as the newer units have twice the pulling capacity of the current model (they are equipped to have a 2000 LB max pull vs the old machine has a 1000 LB max pull). For this bid, there is no BAFO savings, as neither suppliers adjusted pricing during the BAFO process.

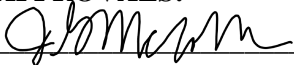
- **Total cost difference:** \$168,030.00 (cost increase)
- **Total sourcing savings:** \$0.00

This agreement will be structured for one (1) year with a JEA discretion one (1) year option with pricing to increase only by the vehicle's Manufacturer Suggested Retail Pricing (MSRP). However, if the MSRP increase exceeds the Producer Price Index by Industry: Automobile, Light Truck and Utility Vehicle Manufacturing (PCU336110336110) index, JEA will elect to rebid.

Request approval to award a contract to Ring Power Corporation for the purchase of two (2) Class 420 Trailer Mounted Four Drum P-Line Puller in the amount of \$320,030.00, subject to the availability of lawfully appropriated funds.

Manager: Pearson, Kenny – Procurement Category Manager
Director: McCollum, Jenny – Director, Procurement Services
VP: McCarthy, John – VP Logistics & Chief Supply Chain Officer

APPROVALS:

 _____ 04/16/2020

Chairman, Awards Committee

Date

Laure A Whitmer 4/16/2020

Budget Representative

Date



Formal Bid and Award System

Award #9 April 16, 2020

Type of Award Request: CHANGE ORDER
Request # 6791
Requestor Name: Hallock, Peter
Requestor Phone: (904) 665-8689
Project Title: Southwest/Arlington East Service Areas Infiltration and Inflow Study and Remediation Plan
Project Number: 8004364
Project Location: JEA
Funds: Capital
Budget Estimate: N/A

Scope of Work:

The scope of work is for engineering services for performing a hydraulic condition assessment including smoke testing, flow monitoring, closed circuit television inspection, manhole inspection and preparation of a comprehensive Infiltration and Inflow (I&I) Reduction Plan report. The study area includes over ninety (90) miles of gravity sewer lines in twenty-five (25) pump station sub-basins within the Southwest and Arlington East Service Areas.

JEA IFB/RFP/State/City/GSA#: 111-17
Purchasing Agent: Kruck, Dan
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
WRIGHT-PIERCE	Steven Hallowell	steve.hallowell@wright-pierce.com	601 South Lake Destiny Rd. Ste. 290, Maitland, FL 32751	(407) 906-1776	\$258,865.84

Amount of Original Award: \$1,688,162.00
Date of Original Award: 03/08/2018
Change Order Amount: \$258,865.84

List of Previous Change Order/Amendments:

CPA #	Amount	Date	Reason
172993	\$73,231.23	06/11/2018	Additional flow meters at JEA pump stations

New Not-To-Exceed Amount: \$2,020,259.07
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 03/16/2018
End Date (mm/dd/yyyy): Project Completion (Expected: November 2020)
JSEB Requirement: Ten Percent (10%) Evaluation Criteria

Comments on JSEB Requirements:

Original Award

Four Waters Engineering, Inc. (I&I Field Services) - 10.3%
Meskel & Associates Engineering (Piezometer Installations) - 1.5%
Total: 11.7%

Change Order 1

N/A

This Change Order

Four Waters Engineering (I&I Field Services) – 11.85% (of this change order)

Background/Recommendations:

Originally approved by Awards Committee on 03/08/2018 in the amount of \$1,688,162.00 to Wright-Pierce. A copy of the original award is attached as backup. A previous change order was approved for \$73,231.23 on 06/11/2018.

This award request is for a change order to the engineering study contract of Wright-Pierce for the Southwest/Arlington East Service Areas Infiltration and Inflow Study and Remediation Plan. This increase is for an additional study of the Southwest Service Area. An additional change order will be required under the original contract for the engineering services to design the solutions for the issues discovered under the study.

This change order request will provide additional CCTV inspections for approximately 15,000 feet of gravity sewer lines and inspections of 221 manholes within the Southwest Service Area. The additional inspections are necessary due to an increase of I&I in the Southwest Service Area. Having Wright-Pierce perform these inspections provides time savings from soliciting another firm and will allow one design contract for the engineering solutions for I&I issues in the Southwest Service Area matching the intent of the original contract. The original contract hourly rates were used for this change order. A budget trend is not required for this change order due to less than expected billing for this project during this fiscal year.

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 \$258,865.84, for a new not-to-exceed amount of \$2,020,259.07, subject to the availability of lawfully appropriated funds.

Director: Conner, Sean M. - Dir W/WW Project Engineering & Construction

VP: Calhoun, Deryle I. - VP/GM Water Wastewater Systems

APPROVALS:

 _____ 04/16/2020

Chairman, Awards Committee **Date**

 _____ 4/16/2020

Budget Representative **Date**



Formal Bid and Award System

Award #11 April 16, 2020

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6784
Requestor Name: Benavides, Maria L. - Mgr Technology Project Mgmt
Requestor Phone: (904) 665-7046
Project Title: New F5 Equipment and Five (5) Years Support/Maintenance– IT Infrastructure Replace & Refresh
Project Number: 8005850 & HE30903
Project Location: JEA
Funds: Capital (Year 1, \$330,226.44), O&M (Years 2-5, \$65,564.48)
Budget Estimate: \$400,000.00

Scope of Work:

This purchase is for new F5 equipment blades and five (5) years support and maintenance. JEA is becoming operationally close to the maximum available compute and memory available within the current F5 environment. The F5 environment uses a shared/clustered hardware model in which adding new blades to the chassis adds the resources to the overall total capacity of the system. JEA requests to purchase an additional blade for each of the chassis in the environment to ensure that we maintain full redundancy and computing/memory availability across the JEA network.

This purchase impacts the following JEA Measures of Value:

- **Financial 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#: 040-20
Purchasing Agent: Dambrose, Nick
Is this a ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
CDW GOVERNMENT, LLC	JOHN VRABLIK	JOHNVRA@CDWG.COM	75 REMITTANCE DR STE 1515, CHICAGO IL 60675-1515	(877) 466-6333	\$395,790.92

Amount for entire term of Contract/PO: \$395,790.92
Award Amount for remainder of this FY: \$330,226.44
Length of Contract/PO Term: One-Time Purchase w/ Five (5) Years Maintenance
Begin Date (mm/dd/yyyy): 04/20/2020
End Date (mm/dd/yyyy): 04/19/2025
JSEB Requirement: N/A – Optional

RESPONDENTS:

Name	Original Amount	Original Rank	BAFO Amount	BAFO Rank
CDW GOVERNMENT, LLC	\$395,790.92	1	\$395,790.92	1
NETSYNC	\$465,921.52	2	\$465,921.52	2

Background/Recommendations:

Advertised on 03/12/2020. At Response opening on 03/31/2020, JEA received two (2) Responses. CDW and NetSync were short-listed and invited to submit Best and Final Offers (BAFO). Reasons for low participation include a competitive advantage from the F5 manufacturer of some resellers to provide F5 equipment at a higher discount and lower cost. JEA evaluated the companies on price only and CDW is deemed the lowest responsive and responsible Respondent. A copy of the Response Form and Workbook are attached as backup.

This purchase of \$395,790.92 provides necessary F5 equipment blades to maintain the effectiveness of the JEA network infrastructure. It includes five (5) years of standard maintenance and support with all hardware components. The first year of support is included in the \$330,226.44 equipment cost and the remaining four (4) years of support and maintenance are \$16,391.12 per year, for a total award amount of \$395,790.92. This is the first time JEA has bought a blade expansion of the F5 system since the original full infrastructure purchase therefore the new blade cost is not comparable to previous purchases. JEA solicited Best and Final Offer (BAFOs) that returned no changes in price from the original bid submissions. The award amount is within 1% of the budget estimate.

040-20 – Request approval to award a one (1) time purchase of new IT infrastructure equipment – F5 Chassis Blades with five (5) years maintenance to CDW in the amount of \$395,790.92, 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:

 _____ 04/16/2020

Chairman, Awards Committee **Date**

 _____ 4/16/2020

Budget Representative **Date**