

JEA AWARDS COMMITTEE

May 14, 2020 MEETING MINUTES

The JEA procurement Awards Committee met on May 14, 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 Alan McElroy, 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 verbally presented the Committee Members the proposed May 07, 2020 minutes contained in the board packet.

MOTION: Joe Orfano made a motion to approve the May 07, 2020 minutes (Award Item 1). The motion was seconded by Shawn Eads and approved unanimously by the Awards Committee (5-0).

The Committee Members reviewed and discussed the following Awards Items 2-5:

2. 019-20 - Request approval to award a contract to Altec Industries, Inc. for JEA Aerial Bucket Truck Maintenance and Repair Services for "Tab A - Altec" and "Tab C - Miscellaneous" in the amount of \$810,389.25, and a contract to Ring Power Corporation for JEA Aerial Bucket Truck Maintenance and Repair Services for "Tab B - Terex" in the amount of \$62,998.00, subject to the availability of lawfully appropriated funds.

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

3. Request approval to award a change order to Information Services Group to purchase Preferred IT Provider Services (Source-to-Contract) services in the amount of \$116,560.00, for a new not-to-exceed amount of \$468,064.90, subject to the availability of lawfully appropriated funds.

MOTION: Caren Anders made a motion to approve Award Item 3 as presented in the board packet. The motion was seconded by Alan McElroy and approved unanimously by the Awards Committee (5-0).

4. Request approval to award a (1) one year renewal to the Dalton Agency for public affairs, issue advocacy, and stakeholder engagement in the amount of \$300,000.00, for a new not-to exceed amount of \$600,000.00, subject to the availability of lawfully appropriated funds.

MOTION: Shawn Eads made a motion to approve Award Item 4 as presented in the board packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

5. 047-20 – Request approval to award a contract to Marmon Utility LLC for circuit 679 reconductor in the amount of \$2,857,423.53, subject to the availability of lawfully appropriated funds.

MOTION: Caren Anders made a motion to approve Award Item 5 as presented in the board packet. The motion was seconded by Deryle Calhoun 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 10:39 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/](https://www.jea.com/About/Procurement/Awards_Meeting_Agendas_and_Minutes/)

AWARDS COMMITTEE AGENDA

DATE: Thursday, May 14, 2020

TIME: 10:00 A.M.

PLACE: WebEx/Teleconference
WebEx Meeting Number (access code): 474 922 168
WebEx Password: JEAAwardsMeeting

Public Comments:

Awards:

1. Approval of the minutes from the last meeting (05/07/2020).
2. 019-20 - Request approval to award a contract to Altec Industries, Inc. for JEA Aerial Bucket Truck Maintenance and Repair Services for “Tab A - Altec” and “Tab C - Miscellaneous” in the amount of \$810,389.25, and a contract to Ring Power Corporation for JEA Aerial Bucket Truck Maintenance and Repair Services for “Tab B - Terex” in the amount of \$62,998.00, subject to the availability of lawfully appropriated funds.
3. Request approval to award a change order to Information Services Group to purchase Preferred IT Provider Services (Source-to-Contract) services in the amount of \$116,560.00, for a new not-to-exceed amount of \$468,064.90, subject to the availability of lawfully appropriated funds.
4. Request approval to award a (1) one year renewal to the Dalton Agency for public affairs, issue advocacy, and stakeholder engagement in the amount of \$300,000.00, for a new not-to exceed amount of \$600,000.00, subject to the availability of lawfully appropriated funds.
5. 047-20 – Request approval to award a contract to Marmon Utility LLC for circuit 679 reconductor in the amount of \$2,857,423.53, subject to the availability of lawfully appropriated funds.

Informational Item: N/A

Open Discussion: N/A

Public Notice: N/A

General Business: N/A

SPECIAL NOTES: Copies of the above items are available in JEA Procurement, if needed for review. If a person decides to appeal any decision made by the Awards Committee, with respect to any matter considered at this meeting, that person will need a record of the proceedings, and, for such purpose, needs to ensure that a verbatim record of the proceedings is made, which record includes the evidence and testimony upon which the appeal is to be based. If you have a disability that requires reasonable accommodations to participate in the above meeting, please call 665-8625 by 8:30 a.m. the day before the meeting and we will provide reasonable assistance for you.

05-14-2020 Awards Committee

<u>Award #</u>	<u>Type of Award</u>	<u>Business Unit</u>	<u>Estimated/ Budgeted Amount</u>	<u>Amount</u>	<u>Awardee</u>	<u>Term</u>	<u>Summary</u>
1	Minutes	N/A	N/A	N/A	N/A	N/A	Approval of minutes from the 05/07/2020 meeting.
2	Invitation To Negotiate (ITN) 2 Respondents	McCarthy	759,102.44	\$810,389.25 \$62,998.00	Altec Industries, Inc. Ring Power Corporation	One (1) Year w/Two (2) – 1 Yr. Renewals	<u>JEA Fleet Services Bucket Truck Maintenance and Repair Services</u> The contract spend details are below: <ul style="list-style-type: none"> • FY20: \$327,520.22 • FY21: \$545,867.03
3	Change Order	Eads	N/A	\$116,560.00	Information Services Group	Project Completion	<u>IT Advisory Services (Change Order: Preferred Provider IT Services ITN Source to Contract) (O&M)</u> The contract spend details are below: <ul style="list-style-type: none"> • The original scope of work budget:\$300,000.00 • The original scope actual cost: \$283,834.90 • Change Order 1 and 2 budget: \$400,000.00 • Change Order 1 and 2 actual cost: \$203,980.00 • New NTE actual total cost: \$468,064.90
4	Renewal-Amended	Stewart	\$575,000.00	\$300,000.00	The Dalton Agency, Inc.	One (1) Year w/ One (1) Yr. Renewal	<u>Media/PR/Crisis Management services for Public Affairs, Issue Advocacy, and Stakeholder Engagement (O&M)</u> The contract spend details are below: <ul style="list-style-type: none"> • FY19-20: \$300,000.00 • FY20-21: \$300,000.00 • NTE: \$600,000.00
5	Invitation For Bid (IFB) 2 Respondents	Anders	\$2,916,871.00	\$2,857,423.53	Marmon Utility LLC	Project Completion	<u>69kV Circuit 679 Reconductor Lane Ave to Ellis Road</u> <ul style="list-style-type: none"> • FY20 - \$1,967,000.00 • FY21 - \$ 890,423.53
Total Award				\$4,147,370.78			



Formal Bid and Award System

Award #2 May 14, 2020

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6752
Requestor Name: Brunell, Baley
Requestor Phone: (904) 665-6403
Project Title: JEA Fleet Services Bucket Truck Maintenance and Repair Services
Project Number: 8002005
Project Location: JEA
Funds: O&M
Budget Estimate: \$759,102.44

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to solicit pricing for the maintenance and repair services for JEA's Aerial Bucket Truck Vehicles. 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. To date, there are 265 aerial assets that will be part of this program with the majority of them being of the Altec or Terex brand.

This award 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 utilization rate of our Fleet Assets.
- Financial Value – This ITN aims to reduce operating expenses through improved maintenance practices for these items.

JEA IFB/RFP/State/City/GSA#: 019-20
Purchasing Agent: Roddy, Colin
Is this a Ratification?: No

RECOMMENDED AWARDEES:

Name	Vendor Contact	Email	Address	Phone	1 Yr. Amount
ALTEC INDUSTRIES, INC.	Casey Stanton	Casey.Stanton@altec.com	P.O. Box 11407 Birmingham, AL 35246-0414	704-245-3056	\$810,389.25
RING POWER CORPORATION	Will Courtney	Will.Courtney@RingPower.com	8050 PHILIPS HWY, JACKSONVILLE, FL 32256	904-300-5143	\$62,998.00

Amount for entire term of Contract/PO: \$873,387.25
Award Amount for remainder of this FY: \$291,129.08
Length of Contract/PO Term: One (1) Year w/Two (2) – 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 06/01/2020
End Date (mm/dd/yyyy): 05/31/2021
Renewal Options: NO
JSEB Requirement: N/A - Optional

BIDDERS:

Name	Extended Amount – Altec Equipment	Altec Equipment Ranking	Extended Amount – Terex Equipment	Terex Equipment Ranking	Extended Amount – Misc. Equipment	Misc. Equipment Ranking
ALTEC INDUSTRIES, INC.	\$2,115,170.77	1	\$191,990.05	2	\$374,667.18	1
RING POWER CORPROATION	\$2,237,925.60	2	\$188,994.00	1	-	-

Background/Recommendation:

Advertised on 02/11/2020. One (1) vendor attended the optional pre-response meeting on 02/18/2020. On the bid due date on 03/03/2020, JEA received two (2) Responses.

In the past, JEA’s bucket truck maintenance requirements have been performed by Altec Industries, Inc. with the contract purchase agreement set to expire in June of this year. Over the past few months, the internal JEA team which included members from Procurement, Operations Support Services, and Fleet Services worked together to try to improve the service commodity as a whole by focusing on the following areas:

- Leveraging JEA’s buy through 1) grouping specific brand assets together, and 2) more accurate maintenance forecasts
- Moving to a maintenance model that incorporated more service intervals at the asset level
- Allowing the maintenance providers to assist in projected maintenance plan development

The evaluation criteria for this bid was that the lowest cost provider for each respective work scope would win as long as the vendor met the minimum qualifications. As part of the bid, there were three (3) different work scopes as it related to the Aerial Bucket Truck Maintenance, which are listed below.

- “Tab A” – This work scope represents all the corresponding corrective and preventative maintenance work as it relates to Altec brand specific equipment assets.
- “Tab B” – This work scope represents all the corresponding corrective and preventative maintenance work as it relates to Terex brand specific equipment assets.
- “Tab C” – This work scope represents all the corresponding corrective and preventative maintenance work as it relates to Miscellaneous Aerial Bucket Truck brand equipment assets.

After the evaluations were complete, both Altec Industries, Inc. and Ring Power Corporation were determined to be the Respondents that were the lowest cost to JEA for the respective work scopes included in the bid. The proposed pricing and final ranking for each respective work scope is listed below.

Tab A - Altec

Name	Three Year Price	Ranking
ALTEC INDUSTRIES INC.	\$ 2,115,170.77	1
RING POWER	\$ 2,237,925.60	2

Tab B – Terex

Name	Three Year Price	Ranking
RING POWER	\$ 188,994.00	1
ALTEC INDUSTRIES INC.	\$ 191,990.05	2

Tab C – Miscellaneous

Name	Three Year Price	Ranking
ALTEC INDUSTRIES INC.	\$ 374,667.18	1
RING POWER	-	-

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

- **Total cost difference:** \$114,026.81 (unit cost increase) = \$114,026.81
- **Total sourcing savings:** \$0.00 – No BAFO conducted

The listed cost increase of \$114,026.81, is based on awarding the contract as a one (1) year with two (2) one year renewal options. If JEA awarded as a three (3) year contract, the cost increase would have been \$401,524.63, or 17.63%. By only awarding a single year, it will allow JEA the opportunity to assess Ring Power’s service capability while also mitigating future contract increases by not having to commit to increases in the contract out years and only realizing a 15.06% increase in year one (1). The internal team will meet over the course of the initial one (1) year period to evaluate if it makes sense to exercise the viably option renewals or choose to rebid based on the market and/or performance later this year.


The award value listed below is an estimate of the new not to exceed (NTE) value. These were calculated by using the existing fleet makeup and the corresponding projected maintenance, both preventative and corrective, that will occur over the next one (1) year period. 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.

019-20 - Request approval to award a contract to Altec Industries, Inc. for JEA Aerial Bucket Truck Maintenance and Repair Services for “Tab A - Altec” and “Tab C - Miscellaneous” in the amount of \$810,389.25, and a contract to Ring Power Corporation for JEA Aerial Bucket Truck Maintenance and Repair Services for “Tab B - Terex” in the amount of \$62,998.00, 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:

 05/14/2020
Chairman, Awards Committee **Date**

 5/14/2020
Budget Representative **Date**

Tab A - Altec

Name	Extended Price	Ranking
ALTEC INDUSTRIES INC	\$ 2,115,170.77	1
RING POWER	\$ 2,237,925.60	2

Tab B - Terex

Name	Extended Price	Ranking
RING POWER	\$ 188,994.00	1
ALTEC INDUSTRIES INC	\$ 191,990.05	2

Tab C - Miscellaneous

Name	Extended Price	Ranking
ALTEC INDUSTRIES INC	\$ 374,667.18	1
RING POWER	-	-

	Altec Three Year	Altec One Year	Terex Three Year	Terex One Year	Misc. Equipment Three Year	Misc. Equipment One Year
Altec	\$ 2,115,170.77	\$ 688,709.25	\$ 191,990.05	\$ 62,740.00	\$ 374,667.18	\$ 121,680.00
Ring Power	\$ 2,237,925.60	\$ 745,975.20	\$ 188,994.00	\$ 62,998.00	-	-

Current Three Year Est Annual Spend	\$ 2,277,307.32
Total Three Year Cost	\$ 2,678,831.95
Three Year Price Increase %	17.63%
Three Year Price Increase \$	\$ 401,524.63
Current One Year Annual Spend (Calculated using current contract spend)	\$ 759,102.44

Contract Value Altec	\$ 810,389.25
Contract Value Ring Power	\$ 62,998.00
Total One Year Contract Value	\$ 873,387.25
FY20 Value (4 Months)	\$ 291,129.08
FY21 Value	\$ 582,258.17
One Year Price Increase %	15.06%
One Year Price Increase \$	\$ 114,284.81

Aerial Maintenance - Altec - Ring Power Submittal			
1. Corrective Maintenance (CM) Annual Breakout			
	Rate	Estimated Volume/Value	Year 1
Labor, Benefits, Overhead, Indirect Shop Supplies CM Labor Rate per Hour	\$ 116.00	2,000	\$ 232,000.00
CM Labor Rate per Hour After-Hours (5pm - 6am M-F, S & S, Holidays)	\$ 161.00	200	\$ 32,200.00
Cost Plus % Pricing for Parts (Not to exceed 20%)	15.00%	\$200,000	\$230,000
Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs)	\$ 128.00	400	\$ 51,200.00
After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 6am M-F, S & S, Holidays)	\$ 176.00	100	\$ 17,600.00
Year 1 Cost			\$ 563,000.00

2. Preventative Maintenance (PM) Annual Breakout			
Labor, Benefits, Overhead, Indirect Shop Supplies			Total Amounts
Cumulative PM (Carried Over from Below)			
Year 1 Cost			\$ 182,975.20

TOTAL One (1) YEAR COST			\$ 745,975.20
Sublet %	0%		

Category	QTY	PM3 - Annual Inspection w/ Dielectric Test	
		Annual Costs	
		Rate	Annual Total
Altec AT37-G	39	\$ 986.00	\$ 38,454.00
Altec AT40-G	11	\$ 986.00	\$ 10,846.00
Altec AA55E	63	\$ 1,183.20	\$ 74,541.60
Altec AA755L	3	\$ 986.00	\$ 2,958.00
Altec TA41M	1	\$ 986.00	\$ 986.00
Altec TA40	9	\$ 986.00	\$ 8,874.00
Altec AH 100	1	\$ 1,183.20	\$ 1,183.20
Altec AH125	2	\$ 1,183.20	\$ 2,366.40
Altec D2045B-TR	4	\$ 986.00	\$ 3,944.00
Altec DM47-TR	32	\$ 986.00	\$ 31,552.00
Altec D4050A-TR	2	\$ 986.00	\$ 1,972.00
Altec D4060B-TR	1	\$ 986.00	\$ 986.00
Altec DM47B-TR	2	\$ 986.00	\$ 1,972.00
Altec AC 18-70B-HL	2	\$ 780.00	\$ 1,560.00
Altec AC38-103	1	\$ 780.00	\$ 780.00

Aerial Maintenance - Altec - Altec Submittal			
1. Corrective Maintenance (CM) Annual Breakout			
	Rate	Estimated Volume/Value	Year 1
Labor, Benefits, Overhead, Indirect Shop Supplies CM Labor Rate per Hour	\$ 127.00	2,000	\$ 254,000.00
CM Labor Rate per Hour After-Hours (5pm - 6am M-F, S & S, Holidays)	\$ 127.00	200	\$ 25,400.00
Cost Plus % Pricing for Parts (Not to exceed 20%)	0.00%	200,000	\$ 200,000.00
Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs)	\$ 127.00	400	\$ 50,800.00
After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 6am M-F, S & S, Holidays)	\$ 254.00	100	\$ 25,400.00
Year 1 Cost			\$ 555,600.00

2. Preventative Maintenance (PM) Annual Breakout			
Labor, Benefits, Overhead, Indirect Shop Supplies			Total Amounts
Cumulative PM (Carried Over from Below)			
Year 1 Cost			\$ 133,109.25

TOTAL One (1) YEAR COST			\$ 688,709.25
Sublet %	8%		

Category	QTY	PM3 - Annual Inspection w/ Dielectric Test	
		Year 1 Annual Costs	
		Rate	Annual Total
Altec AT37-G	39	\$ 555.75	\$ 21,674.25
Altec AT40-G	11	\$ 555.75	\$ 6,113.25
Altec AA55E	63	\$ 760.00	\$ 47,880.00
Altec AA755L	3	\$ 760.00	\$ 2,280.00
Altec TA41M	1	\$ 760.00	\$ 760.00
Altec TA40	9	\$ 760.00	\$ 6,840.00
Altec AH 100	1	\$ 1,244.50	\$ 1,244.50
Altec AH125	2	\$ 1,244.50	\$ 2,489.00
Altec D2045B-TR	4	\$ 1,021.25	\$ 4,085.00
Altec DM47-TR	32	\$ 969.00	\$ 31,008.00
Altec D4050A-TR	2	\$ 1,021.25	\$ 2,042.50
Altec D4060B-TR	1	\$ 1,021.25	\$ 1,021.25
Altec DM47B-TR	2	\$ 969.00	\$ 1,938.00
Altec AC 18-70B-HL	2	\$ 1,244.50	\$ 2,489.00
Altec AC38-103	1	\$ 1,244.50	\$ 1,244.50

Aerial Maintenance - Terex - Ring Power Power Submittal			
1. Corrective Maintenance (CM) Annual Breakout			
	Rate	Estimated Volume/Value	Year 1
Labor, Benefits, Overhead, Indirect Shop Supplies CM Labor Rate per Hour	\$ 116.00	100	\$ 11,600.00
CM Labor Rate per Hour After-Hours (5pm - 6am M-F, S & S, Holidays)	\$ 161.00	20	\$ 3,220.00
Cost Plus % Pricing for Parts (Not to exceed 20%)	15.00%	\$20,000	\$23,000
Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs)	\$ 131.00	50	\$ 6,550.00
After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 6am M-F, S & S, Holidays)	\$ 176.00	5	\$ 880.00
Year 1 Cost			\$ 45,250.00

2. Preventative Maintenance (PM) Annual Breakout			
Labor, Benefits, Overhead, Indirect Shop Supplies			
Cumulative PM (Carried Over from Below)			Total Amounts
Year 1 Cost			\$ 17,748.00

TOTAL One (1) YEAR COST			\$ 62,998.00
Sublet %	0%		

		PM3 - Annual Inspection w/ Dielectric Test	
		Annual Costs	
Category	QTY	Rate	Annual Total
Terex TL41	8	\$ 986.00	\$ 7,888.00
Terex 55 Foot Bucket	3	\$ 986.00	\$ 2,958.00
Terex 55 Foot Material Handler	3	\$ 986.00	\$ 2,958.00
Terex C4047	2	\$ 986.00	\$ 1,972.00
Terex C5050	2	\$ 986.00	\$ 1,972.00
Comparable Costs - Year 1			\$ 55,568.00
% Increase			5.72%

Aerial Maintenance - Terex - Altec Submittal			
1. Corrective Maintenance (CM) Annual Breakout			
	Rate	Estimated Volume/Value	Year 1
Labor, Benefits, Overhead, Indirect Shop Supplies CM Labor Rate per Hour	\$ 132.00	100	\$ 13,200.00
CM Labor Rate per Hour After-Hours (5pm - 6am M-F, S & S, Holidays)	\$ 132.00	20	\$ 2,640.00
Cost Plus % Pricing for Parts (Not to exceed 20%)	20.00%	\$20,000	\$ 24,000.00
Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs)	\$ 127.00	50	\$ 6,350.00
After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 6am M-F, S & S, Holidays)	\$ 254.00	5	\$ 1,270.00
Year 1 Cost			\$ 47,460.00

2. Preventative Maintenance (PM) Annual Breakout			
Labor, Benefits, Overhead, Indirect Shop Supplies			
Cumulative PM (Carried Over from Below)			Total Amounts
Year 1 Cost			\$ 15,280.00

TOTAL One (1) YEAR COST			\$ 62,740.00
Sublet %	8%		

		PM3 - Annual Inspection w/ Dielectric Test	
		Year 1 Annual Costs	
Category	QTY	Rate	Annual Total
Terex TL41	8	\$ 800.00	\$ 6,400.00
Terex 55 Foot Bucket	3	\$ 800.00	\$ 2,400.00
Terex 55 Foot Material Handler	3	\$ 800.00	\$ 2,400.00
Terex C4047	2	\$ 1,020.00	\$ 2,040.00
Terex C5050	2	\$ 1,020.00	\$ 2,040.00
Comparable Costs - Year 1			\$ 55,120.00

Aerial Maintenance - Miscellaneous - Ring Power Bid			
1. Corrective Maintenance (CM) Annual Breakout			
	Rate	Estimated Volume/Value	Year 1
Labor, Benefits, Overhead, Indirect Shop Supplies CM Labor Rate per Hour	\$ -	400	\$ -
CM Labor Rate per Hour After-Hours (5pm - 6am M-F, S & S, Holidays)	\$ -	50	\$ -
Cost Plus % Pricing for Parts (Not to exceed 20%)	0.00%	\$20,000	\$0
Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs)	\$ -	60	\$ -
Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 6am M-F, S & S, Holidays)	\$ -	10	\$ -
Year 1 Cost			\$ -

2. Preventative Maintenance (PM) Annual Breakout			
Labor, Benefits, Overhead, Indirect Shop Supplies			
Cumulative PM (Carried Over from Below)			Total Amounts
TOTAL One (1) YEAR COST			\$ -

TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)			\$ -
Sublet %	0%		

Category	Qty	PM3 - Annual Inspection w/ Dielectric Test	
		Rate	Annual Total
Liftmoore 4000x/16	80	\$ -	\$ -
14' Stake Body Liftgate	1	\$ -	\$ -
Ramsey RCH1000	2	\$ -	\$ -
Stellar 10621	1	\$ -	\$ -

Aerial Maintenance - Miscellaneous - Altec Bid			
1. Corrective Maintenance (CM) Annual Breakout			
	Rate	Estimated Volume/Value	Year 1
Labor, Benefits, Overhead, Indirect Shop Supplies CM Labor Rate per Hour	\$ 132.00	400	\$ 52,800.00
CM Labor Rate per Hour After-Hours (5pm - 6am M-F, S & S, Holidays)	\$ 132.00	50	\$ 6,600.00
Cost Plus % Pricing for Parts (Not to exceed 20%)	20.00%	\$20,000	\$24,000
Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs)	\$ 132.00	60	\$ 7,920.00
Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 6am M-F, S & S, Holidays)	\$ 264.00	10	\$ 2,640.00
Year 1 Cost			\$ 93,960.00

2. Preventative Maintenance (PM) Annual Breakout			
Labor, Benefits, Overhead, Indirect Shop Supplies			
Cumulative PM (Carried Over from Below)			Total Amounts
TOTAL One (1) YEAR COST			\$ 27,720.00

TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)			\$ 121,680.00
Sublet %	0%		

Category	Qty	PM3 - Annual Inspection w/ Dielectric Test	
		Rate	Annual Total
Liftmoore 4000x/16	80	\$ 330.00	\$ 26,400.00
14' Stake Body Liftgate	1	\$ 330.00	\$ 330.00
Ramsey RCH1000	2	\$ 330.00	\$ 660.00
Stellar 10621	1	\$ 330.00	\$ 330.00



Formal Bid and Award System

Award #3 May 14, 2020

Type of Award Request: CHANGE ORDER
Request #: N/A
Requestor Name: Van Den Heuvel, Sharon - Dir ERP Systems
Requestor Phone: (904) 665-4063
Project Title: IT Advisory Services (Change Order: Preferred Provider IT Services ITN Source to Contract)
Project Number: HEB0000
Project Location: JEA
Funds: O&M
Budget Estimate: N/A

Scope of Work:

This request is for advisory services in support of JEA's Technology Services (TS) Service Delivery Transformation. JEA is embarking on a Service Delivery Transformation program for the technology services it delivers to JEA's business "customers of IT". The primary drivers for this transformation are:

- Become more cost competitive with Technology Services (TS) being among the controllable cost levers
- Free up resources from current state operations to create opportunities to fund JEA growth initiatives
- Establish workforce capacity, both in scale and skills, to provide the ability to expand to support JEA growth while improving IT service quality through the selective use of external technology service providers

The required areas of the original ITN scope are:

Part 1 (Required) - Establish Business Case for Sourcing Strategy

Respondent shall describe any tools or models that are currently utilized in the development of a board-ready business case to support a finalized sourcing strategy. Respondent shall perform a current state assessment, develop a service delivery scenario, and provide a roadmap of recommendations to create an actionable plan for the achievement of JEA's objectives. The sourcing roadmap recommendations should be highly data driven using a combination of quantitative and qualitative facts coupled with a collaborative approach to meet the individual needs of JEA. It should balance key factors such as costs, performance, and quality of services.

Part 2A (Required) – Preferred IT Provider Services (Go-to-Market ITN)

The Respondent shall describe any tools that are utilized in the development of an Invitation to Negotiate (ITN) for applicable IT services which will include but not be limited to the following:

- Assist JEA develop a detailed scope of requirements around services related to
- Application development and integration services
- Infrastructure projects services
- Assist JEA in the creation of ITN documents and evaluation criteria based on respondents templates and market knowledge
- Assist JEA identify a set of prequalified service providers

Part 3A (Required) - Workplace Services (Go-to-Market ITN)

The Respondent shall describe any tools that are utilized in the development of an Invitation to Negotiate (ITN) for applicable workplace services which will include but not be limited to the following:

- Assist JEA with the requirements for Workplaces services - to include Service Desk, PC Support, NOC and SOC.
- Assist JEA create the outline of an ITN using Respondent's templates and market knowledge

- Identify JEA’s workplace services data needed for ITN and assist JEA in developing a structured approach for collecting and inventorying the data
- Define appropriate workplaces service level metrics and target levels using Respondent research and market knowledge
- Write the initial draft of the workplace services ITN
- Assist JEA in reviewing, modifying, and finalizing the workplace services ITN
- Develop target list of workplace services sourcing providers using Respondent research and market knowledge
- Provide Service Provider selection strategy

This purchase impacts the following JEA measure of value:

Customer Value: This engagement is to provide TS the ability to deliver more growth initiatives to our customers through freeing up existing TS resources and providing flexible resourcing capabilities.

Financial Value: This engagement is to reduce the cost of IT operations with no impact to service delivery to business and ultimately provide most cost effective services to our customers.

JEA IFB/RFP/State/City/GSA#: ITN 98077
Purchasing Agent: Dambrose, Nick
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
INFORMATION SERVICES GROUP (ISG)	Lisa Graver	lisa.graver@isg-one.com	2187 Atlantic Street Stamford, Hartford, CT 06902	(303) 919-9489	\$116,560.00

Amount of the Original Award: \$283,834.90
Date of the Original Award: 11/01/2019
Change Order Amount: \$116,560.00

List of Previous Change Orders / Amendments:

CPA #	Amount	Date
185758	\$57,670.00	01/30/2020
185758	\$10,000.00	03/05/2020

Length of Contract: Project Completion (6-8 week Engagement)
New Not to Exceed Amount: \$468,064.90
End Date (mm/dd/yyyy): Project Completion (Change Order Scope Est. 07/31/2020, 6-8 week Engagement)
JSEB Requirement: N/A - Optional

Background/Recommendations:

Competitively bid and informally awarded on 11/01/2019, in the amount of \$283,834.90 which includes required Part 1, Part 2A, and Part 3A original scope stated above. Three (3) companies attended the optional pre-response meeting on 10/18/2019. One (1) Respondent ISG submitted a response and was the highest evaluated Respondent. Two (2) companies McKinsey and Plante Moran submitted no bid responses

due to lack of current resources. A copy of the original scoring summary and pricing workbook are attached as backup.

On 01/30/2020, a change order for \$57,670.00 was approved by awards committee for additional scope, beyond what was as included in the original procurement. It included 5 weeks of Services to add Part 4A – Application Maintenance and Support Services (Go-to-Market ITN). On 03/05/2020 an increase of \$10,000.00 was done for additional hours needed for the Preferred Provider (Go-to-Market ITN). The previous awards are attached as backup.

This change order request is for additional scope, which was included as an optional item in the original procurement, for the cost of up to \$116,560.00 for 6-8 weeks of Services to add Part 2B – Preferred IT Provider Services (Source-to-Contract). The \$116,560.00 request is for the high end 8 week estimate (6 weeks, \$87,420.00). If the engagement is shorter we would not use the full amount. The hourly rates for these services will remain the same as the original rates and deemed reasonable as average rates for a high end level of industry experience through a comparison with Gartner’s key labor rates study attached as backup. Also attached is backup is a copy of the original workbook which contains this scope as an optional item. The specialist advisory services will include but not be limited to the following:

- Assist JEA with checking minimum qualification references and qualifying respondents
- Assist JEA with questions and answers raised during the ITN by Preferred Provider respondents
- Assist JEA with conducting intensive half-day likely onsite Collaboration and Alignment Session Solution Preview (CAS-SP) workshops with all respondents that meet the minimum qualifications. These detailed sessions will include:
 - Allow providers to “test drive” their solution direction and governance approach, identify any gaps for closure – to enable the provider to produce their best possible response.
 - Assessment of cultural fit and provider proposed delivery team.
 - Gauge provider understanding of the ITN and help clarify any misalignment with JEA’s requirements and sourcing objectives.
 - Identify “Top 3 capabilities/strengths” and “Top 3 areas for improvement or gaps” in relation to JEA’s requirements.
 - Experience provider problem solving skills and interactive styles while accomplishing real work.
- Assist JEA with evaluating first responses and preparing due diligence for negotiation strategy
- Assist JEA with solution walkthrough/due diligence, updating evaluation report, and down select or shortlist if required
- Assist JEA with final negotiation, Best and Final Offer (BAFO), and final respondent approval or intent to award. ISG has provided a very detailed onshore and offshore rate sheet response workbook for the ITN in which JEA will need assistance in evaluating. JEA expects using ISG’s expertise in rate negotiations especially in offshore rate negotiations will at minimum return the cost of the engagement to JEA in the form of lower rates throughout the term of the contract.
- Assist JEA with developing, releasing, negotiating, and executing the up to five (5) agreements with the awarded preferred provider respondents.

As a result of this ITN JEA intends to award a three (3) to five (5) year contract to qualify up to five (5) national and/or international preferred provider respondents to cover a wide range of technology specialties to meet JEA current and future technology needs. When JEA needs to execute a complex technology implementation and/or upgrade, JEA would solicit a statement of work (SOW) from some or all of the qualified preferred providers throughout the term.

The budget details include the following:

The original scope of work budget: \$300,000.00
The original scope actual cost: \$283,834.90
Change Order 1 and 2 budget: \$400,000.00
Change Order 1 and 2 actual cost: \$203,980.00
New NTE actual total cost: \$468,064.90

Request approval to award a change order to Information Services Group to purchase Preferred IT Provider Services (Source-to-Contract) services in the amount of \$116,560.00, for a new not-to-exceed amount of \$468,064.90, subject to the availability of lawfully appropriated funds.

Director: Van Den Heuvel, Sharon - Dir ERP Systems
VP: Eads, Shawn W. - VP & Chief Information Officer

APPROVALS:

 05/14/2020

Chairman, Awards Committee **Date**

 5/4/2020

Budget Representative **Date**

98077 IT Advisory Services
Appendix B - Response Workbook

SECTION 1.0 Required Deliverables
The following weekly rates shall apply to successfully complete all of the deliverables of the IT Advisory Services as described in 1.1.1 SCOPE OF WORK. All bid prices shall include all travel, parts, tools and materials to complete the service. No additional fees shall apply.

Part 1 (Required) - Establish Business Case for Sourcing Strategy
The following rates shall be applied to any billable hours for the successful delivery of the Part 1 (Required) - Establish Business Case for Sourcing Strategy deliverable.

ITEM NO.	TITLE OF TEAM MEMBER	HOURS PER WEEK	HOURLY RATE	NUMBER OF WEEKS	TOTAL COST
1.1.1	Senior Engagement Partner	2.0	\$385.00	5	\$ 3,850.00
1.1.2	Engagement Lead	37.5	\$345.00	5	\$ 64,687.50
1.1.3	Principal Analyst	37.5	\$266.00	5	\$ 49,875.00
1.1.4	SME - Target Operating Model	40.0	\$261.56	1	\$ 10,462.40
1.1.5	Total Cost Part 1 (Required) - Establish Business Case for Sourcing Strategy				\$ 128,874.90

Part 2A (Required) - Preferred IT Provider Services (Go To Market ITN)
The following rates shall be applied to any billable hour for the successful delivery of the Part 2A (Required) - Preferred IT Provider Services (Go To Market ITN) deliverable.

ITEM NO.	TITLE OF TEAM MEMBER	HOURS PER WEEK	HOURLY RATE	NUMBER OF WEEKS	TOTAL COST
1.1.6	Senior Engagement Partner	2	\$385.00	4.00	\$ 3,080.00
1.1.7	Engagement Lead	40	\$345.00	4.00	\$ 55,200.00
1.1.8	Consultant	20	\$240.00	4.00	\$ 19,200.00
1.1.9	Role 4 - <<insert Job Role Here>>	<<insert hours per week here>>	<<insert hourly rate here>>	<<insert number of weeks here>>	This cell will autopopulate.
1.1.10	Total Cost Part 2A (Required) - Preferred IT Provider Services (Go To Market ITN)				\$ 77,480.00

Part 3A (Required) - Workplace Services (Go-to-Market ITN)
The following rates shall be applied to any billable hour for the successful delivery of the Part 3A (Required) - Workplace Services (Go-to-Market ITN) deliverable.

ITEM NO.	TITLE OF TEAM MEMBER	HOURS PER WEEK	HOURLY RATE	NUMBER OF WEEKS	TOTAL COST
1.1.11	Senior Engagement Partner	2	\$385.00	4.00	\$ 3,080.00
1.1.12	Engagement Lead	40	\$345.00	4.00	\$ 55,200.00
1.1.13	Consultant	20	\$240.00	4.00	\$ 19,200.00
1.1.14	Role 4 - <<insert Job Role Here>>	<<insert hours per week here>>	<<insert hourly rate here>>	<<insert number of weeks here>>	This cell will autopopulate.
1.1.15	Total Part 3A (Required) - Workplace Services (Go-to-Market ITN)				\$ 77,480.00
1.1.16	TOTAL BID PRICE				\$ 283,834.90
Transfer this Amount to Page 1 of Appendix B - Response Form					

SECTION 2.0 OPTIONAL ITEMS
The following weekly rates shall apply to successfully complete all of the deliverables of the IT Advisory Services as described in 1.1.1 SCOPE OF WORK. All bid prices shall include all travel, parts, tools and materials to complete the service. No additional fees shall apply. JEA is soliciting pricing for the optional items contained in this Section. Pricing for the optional items below will not be included in the evaluation of the Quotation of Rates.

Optional Item Part 2B (Optional) - Preferred IT Provider Services (Source-to-Contract)
The following rates shall be applied to any billable hour for the successful delivery of the Part 2B (Optional) - Preferred IT Provider Services (Source-to-Contract) deliverable.

ITEM NO.	TITLE OF TEAM MEMBER	HOURS PER WEEK	HOURLY RATE	NUMBER OF WEEKS	TOTAL COST
2.1	Engagement Lead	38	\$345.00	14.00	\$ 181,125.00
2.2	Principal Analyst	20	\$266.00	12.00	\$ 63,840.00
2.3	Consultant	20	\$190.00	14.00	\$ 53,200.00
2.4					\$ -
2.5	Total Cost Part 2B (Optional) - Preferred IT Provider Services (Source-to-Contract)				\$ 298,165.00

Optional Item Part 3B (Optional) - Workplace Services ITN to Source-to-Contract
The following rates shall be applied to any billable hour for the successful delivery of the Part 3B (Optional) - Workplace Services ITN to Source-to-Contract deliverable.

ITEM NO.	TITLE OF TEAM MEMBER	HOURS PER WEEK	HOURLY RATE	NUMBER OF WEEKS	TOTAL COST
2.6	Senior Engagement Partner	2	\$385.00	12.00	\$ 9,240.00
2.7	Engagement Lead	40	\$345.00	12.00	\$ 165,600.00
2.8	Principal Analyst	20	\$266.00	10.00	\$ 53,200.00
2.9	Consultant	20	\$240.00	12.00	\$ 57,600.00
2.10	Total Cost Optional Item Part 3B (Optional) - Workplace Services ITN to Source-to-Contract				\$ 285,640.00

Optional Item Part 3B (Optional) Part 3C (Optional) - Workplace Services Transition Approach
The following rates shall be applied to any billable hour for the successful delivery of the Part 3C (Optional) - Workplace Services Transition Approach deliverable.

ITEM NO.	TITLE OF TEAM MEMBER	HOURS PER WEEK	HOURLY RATE	NUMBER OF WEEKS	TOTAL COST
2.11	Senior Engagement Partner	1	\$385.00	5.00	\$ 1,925.00
2.12	Engagement Lead - Transition specialist	40	\$360.00	16.00	\$ 230,400.00
2.13	Role 3 - <<insert Job Role Here>>	<<insert hours per week here>>	<<insert hourly rate here>>	<<insert number of weeks here>>	This cell will autopopulate.
2.14	Role 4 - <<insert Job Role Here>>	<<insert hours per week here>>	<<insert hourly rate here>>	<<insert number of weeks here>>	This cell will autopopulate.
2.15	Total Cost Optional Item Part 3B (Optional) - Workplace Services ITN to Source-to-Contract				\$ 232,325.00



ISG Transaction Methodology & CAS-SP

PREPARED FOR: JEA

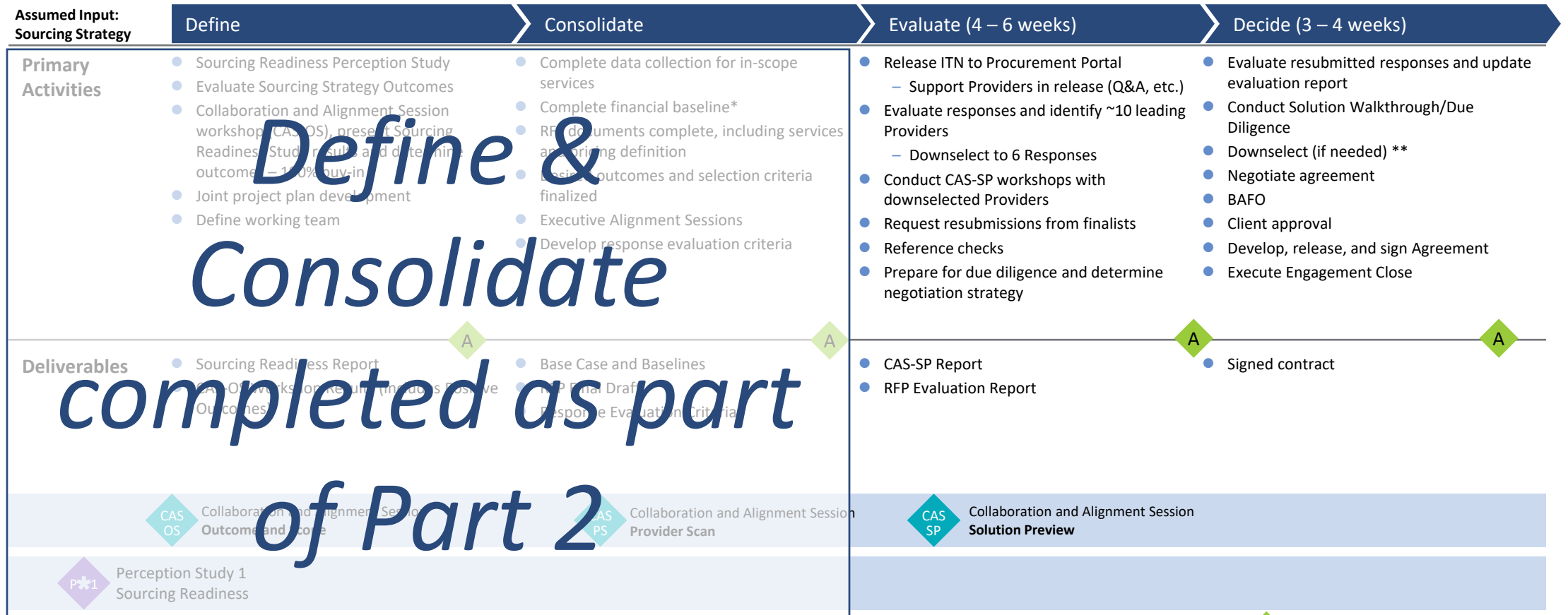
Lisa Graver
March 12, 2020

imagine your future®

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The ISG FutureSource™ Transaction Methodology – Option 1

Our clients benefit from the standard, proven approach which reduces overall efforts while ensuring they get high-quality results.



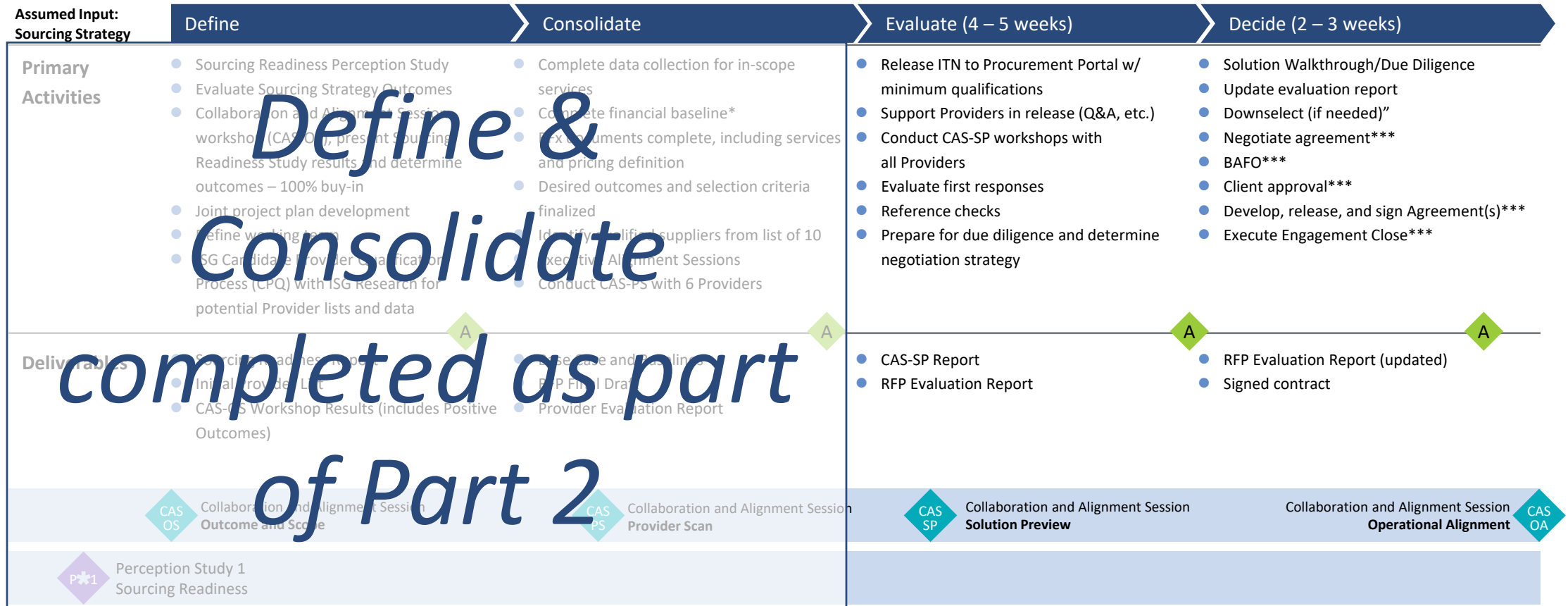
*Financial base case will use ISG global standard DaaS taxonomy

** End of ISG proposed engagement

*** To be executed by JEA

The ISG FutureSource™ Transaction Methodology – Option 2

Our clients benefit from the standard, proven approach which reduces overall efforts while ensuring they get high-quality results.



*Financial base case will use ISG global standard DaaS taxonomy

** End of ISG proposed engagement

*** To be executed by JEA

A Executive stage approval

Pricing – Options 1 and 2

Part 2B Option 1: Preferred IT Provider Services (Source-to-Contract Support)

The following rates shall be applied to any billable hour for the successful delivery of the Part 2B (Optional) - Preferred IT Provider Services (Source-to-Contract).

ITEM NO.	TITLE OF TEAM MEMBER	HOURLY RATE	HOURS (7 – 10 weeks)	TOTAL COST
2.1	Senior Engagement Partner	\$385.00	14.00 – 20.00	\$5,390 - \$7,700
2.2	Engagement Lead	\$345.00	280.00 – 400.00	\$96,600 – \$138,000
2.5	Estimated Cost Range Part 2B (Option 1) -			\$101,990 – 145,700

Part 2B Option 2: Preferred IT Provider Services (Source-to-Contract Support)

The following rates shall be applied to any billable hour for the successful delivery of the Part 2B (Optional) - Preferred IT Provider Services (Source-to-Contract).

ITEM NO.	TITLE OF TEAM MEMBER	HOURLY RATE	HOURS (6 – 8 weeks)	TOTAL COST
2.1	Senior Engagement Partner	\$385.00	12.00 – 16.00	\$4,620 - \$6,160
2.2	Engagement Lead	\$345.00	240.00 – 320.00	\$82,800 – \$110,400
2.5	Estimated Cost Range Part 2B (Option 2) -			\$87,420 – 116,560

CAS-SP Workshop

Collaboration &
Alignment Session

**Solution
Preview**

CAS
SP

Typical CAS-SP Workshop Agenda

Times	Activity	Duration	Duration	Start	End
8:15 – 8:30	Arrive	15 min.	0:15	8:15 AM	8:30 AM
8:30 – 8:45	Introductions and JEA Context Setting	15 min.	0:15	8:30 AM	8:45 AM
8:45 – 9:30	Provider Overview Presentation	45 min.	0:45	8:45 AM	9:30 AM
9:30 – 10:20	Activity 1a – Solution: Application Development	50 min.	0:50	9:30 AM	10:20 AM
	Activity 1b – Solution: Infrastructure Projects				
10:20 – 10:30	Breakout Session Readouts	10 min.	0:10	10:20 AM	10:30 AM
10:30 – 10:40	Break	10 min.	0:10	10:30 AM	10:40 AM
10:40 – 11:20	Activity 2 – Governance	40 min.	0:40	10:40 AM	11:20 AM
11:20 – 11:40	Wrap Up and JEA Closing Remarks	20 min.	0:20	11:20 AM	11:40 PM
11:40 – 11:55	COMPANY XYZ Evaluation and Discussion	15 min.	0:15	11:40 PM	11:55 PM

CAS-SP – Target Outcomes



Allow providers to “test drive” their solution direction and governance approach, identify any gaps for closure – to enable the provider to produce their best possible response.



Assessment of cultural fit and provider proposed delivery team.



Gauge provider understanding of the ITN and help clarify any misalignment with JEA’s requirements and sourcing objectives.



“Top 3 capabilities/strengths” and “Top 3 areas for improvement or gaps” in relation to JEA’s requirements.



Experience provider problem solving skills and interactive styles while accomplishing real work.

Ground Rules

- Leave title at the door.
- Be an active participant.
- Engage all team members in the discussion.
- Ask questions to clarify activities and improve outcomes.
- Respect others to ensure diversity of opinion.
- Respect timekeeper by being on time and following the agenda.
- Limit questions and discussions to the topic at hand.
- Relegate off-topic issues to the Parking Lot.
- Single conversation at all times.
- Set cell phones to stun.
- E-mails and phone calls at breaks and lunch.
- No pictures, audio or video recording of the client or ISG.
- Pictures of “posters only” can be taken by the provider.

Activity 1 – <Service Area> Solution Delivery

Overall Timeframe – 50 minutes.

- Overview of the Provider’s <infrastructure projects/applications> solution
 - Capabilities, Tools, Methods and Processes
- While Providers drive discussion, JEA records key “takeaways”
 - Provider’s approach to JEA’s <infrastructure/application> requirements
 - Provider capabilities, methodologies, processes and technical certifications
 - Areas of client concern or issues.
- Each group will report key “takeaways” to the larger group (10 minutes each).

Activity 2 – Governance Approach

Overall Timeframe – 40 minutes.

- Overview of Provider's Approach to Governance
 - Governance Structure, Account Management Processes/team, Contract Change Management, Service Level Management, Innovation
- While Providers drive discussion, JEA records key "takeaways"
 - Provider's Governance Structure, Account Management Processes and team
 - Contract Change Management
 - Service Level Management
 - Innovation
 - JEA concerns or issues



ISG (Information Services Group) (Nasdaq: III) is a leading global technology research and advisory firm. A trusted business partner to more than 700 clients, including 75 of the top 100 enterprises in the world, ISG is committed to helping corporations, public sector organizations, and service and technology providers achieve operational excellence and faster growth. The firm specializes in digital transformation services, including automation, cloud and data analytics; sourcing advisory; managed governance and risk services; network carrier services; technology strategy and operations design; change management; market intelligence and technology research and analysis. Founded in 2006, and based in Stamford, Conn., ISG employs more than 1,300 professionals operating in more than 20 countries—a global team known for its innovative thinking, market influence, deep industry and technology expertise, and world-class research and analytical capabilities based on the industry’s most comprehensive marketplace data.

[isg-one.com](https://www.isg-one.com)



Formal Bid and Award System

Award #4 May 14, 2020

Type of Award Request: RENEWAL-AMENDED
Request # 6808
Requestor Name: Ham, Melissa L. - Manager Product Marketing
Requestor Phone: (904) 665-8607
Project Title: Media/PR/Crisis Management services for Public Affairs, Issue Advocacy, and Stakeholder Engagement
Project Number: HE10400
Project Location: JEA
Funds: O&M
Budget Estimate: \$575,000.00 (O&M Line 1368)

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor that can provide JEA with Media/PR/Crisis Management services (the "Work" or "Services"). These Services shall include but not be limited to:

- 1) Strategic Counsel
- 2) Crisis Planning and Management
- 3) Media Relations and Provision of Executive Visibility
- 4) Delivery of an Editorial Road Map

The target audience for the Services shall include but not be limited to media: local, regional, state, trade, financial, engineering, consumer/lifestyle; etc. The awarded Company is expected to collaborate with JEA's existing internal communications team on the delivery of the Services.

This purchase impacts the following JEA Measures of Value:

- Customer Value: Improves information flow – especially during times of crisis – between JEA and all customer segments
- Community Value: Improves information flow between JEA and all customer segments/community stakeholders
- Environmental Value: Strategic counsel on issues related to regulatory/environmental issues facing JEA and its customers
- Financial Value: Extension of internal staff by 5 dedicated agency staff

JEA IFB/RFP/State/City/GSA#: 96644

Purchasing Agent: Woyak, Nathan J.

Is this a Ratification?: Yes, partial ratification. The renewal starts 03/01/2020 and the \$25,000.00 payment for March is a ratification

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
THE DALTON AGENCY, INC.	Michael Munz	MMunz@DaltonAgency.com	140 W Monroe St Ste 200,	(904) 333-4196	\$300,000.00

			Jacksonville, FL 32202		
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Amount for Original Term of Contract/PO: \$300,000.00
Date of Original Award: 02/28/2019
Renewal Amount: \$300,000.00
New Not-To-Exceed Amount: \$600,000.00
Length of Contract/PO Term: One (1) Year w/ One (1) Yr. Renewal
Begin Date (mm/dd/yyyy): 03/01/2019
End Date (mm/dd/yyyy): 02/28/2021
JSEB Requirement: N/A - Optional
Renewal Options: None Remaining

Background/Recommendations:

This is an Amendment to the Renewal Award recently approved by the Committee at its 04/09/2020 meeting. The Committee is being asked to approve reinstatement of the contract effective 03/1/2020, ratify all actions taken by JEA under the contract from 2/28/2020 through the date of the Award (including any payments to Dalton during this period) that are consistent with the terms of the contract, and approve a renewal term of 03/1/2020 through 02/28/2021.

Originally competitively bid through the informal procurement process. Advertised on 01/25/2019 One (1) prime company attended the optional pre-Response meeting held on 01/31/2019. At Response opening on 02/08/2019, JEA received two (2) Responses. Reasons for low participation included from other invitees include that they did not have the resources and/or expertise to compete against the other invitees. The minimum qualifications specified that the Respondent must provide two (2) contracts with annual billings of no less than \$120,000.00 per contract with experience in the four areas designated in the scope of work. One of the two responses received failed to satisfy the minimum qualifications. In addition to price, JEA evaluated the companies on Staff Experience, Past Performance, Design Approach, Proximity, and JSEB participation. The Dalton Agency was deemed the lowest responsive and responsible Respondent. A copy of the Response Form, Evaluation Summary and Workbook are attached as backup.

This request is to execute the one year renewal option from 03/01/2020 to 02/28/2021 and add funding in the amount of \$300,000.00, to maintain the existing scope of work for strategic counsel, crisis planning and management, media relations and executive visibility, and editorial road map as requested by JEA. JEA is satisfied with the work completed in the first year of the contract. JEA is charged \$25,000.00 per month (flat rate) for these services. The same rates remain for this renewal and is within the FY20 and FY21 Budget. This is the final renewal to The Dalton Agency under this contract and any future needs will be competitively bid.

Request approval to award a (1) one year renewal to the Dalton Agency for public affairs, issue advocacy, and stakeholder engagement in the amount of \$300,000.00, for a new not-to exceed amount of \$600,000.00, subject to the availability of lawfully appropriated funds.

Director: Goldberg, David M. - Director Customer & Community Engagement
VP: Stewart, Kerri - VP & Chief Customer Officer

APPROVALS:



05/14/2020

Chairman, Awards Committee

Date

Budget Representative

Date



Formal Bid and Award System

Award #3 April 9, 2020

Type of Award Request: RENEWAL
Request # 6808
Requestor Name: Ham, Melissa L. - Manager Product Marketing
Requestor Phone: (904) 665-8607
Project Title: Media/PR/Crisis Management services for Public Affairs, Issue Advocacy, and Stakeholder Engagement
Project Number: HE10400
Project Location: JEA
Funds: O&M
Budget Estimate: \$575,000.00 (O&M Line 1368)

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor that can provide JEA with Media/PR/Crisis Management services (the "Work" or "Services"). These Services shall include but not be limited to:

- 1) Strategic Counsel
- 2) Crisis Planning and Management
- 3) Media Relations and Provision of Executive Visibility
- 4) Delivery of an Editorial Road Map

The target audience for the Services shall include but not be limited to media: local, regional, state, trade, financial, engineering, consumer/lifestyle; etc. The awarded Company is expected to collaborate with JEA's existing internal communications team on the delivery of the Services.

This purchase impacts the following JEA Measures of Value:

- Customer Value: Improves information flow – especially during times of crisis – between JEA and all customer segments
- Community Value: Improves information flow between JEA and all customer segments/community stakeholders
- Environmental Value: Strategic counsel on issues related to regulatory/environmental issues facing JEA and its customers
- Financial Value: Extension of internal staff by 5 dedicated agency staff

JEA IFB/RFP/State/City/GSA#: 96644

Purchasing Agent: Woyak, Nathan J.

Is this a Ratification?: No

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
THE DALTON AGENCY, INC.	Michael Munz	MMunz@DaltonAgency.com	140 W Monroe St Ste 200, Jacksonville, FL 32202	(904) 333-4196	\$300,000.00

Amount for Original Term of Contract/PO:	\$300,000.00
Date of Original Award:	02/28/2019
Renewal Amount:	\$300,000.00
New Not-To-Exceed Amount:	\$600,000.00
Length of Contract/PO Term:	One (1) Year w/ One (1) Yr. Renewal
Begin Date (mm/dd/yyyy):	04/01/2019
End Date (mm/dd/yyyy):	03/31/2021
JSEB Requirement:	N/A - Optional
Renewal Options:	None Remaining

Background/Recommendations:


Originally competitively bid through the informal procurement process. Advertised on 01/25/2019 One (1) prime company attended the optional pre-Response meeting held on 01/31/2019. At Response opening on 02/08/2019, JEA received two (2) Responses. Reasons for low participation included from other invitees include that they did not have the resources and/or expertise to compete against the other invitees. The minimum qualifications specified that the Respondent must provide two (2) contracts with annual billings of no less than \$120,000.00 per contract with experience in the four areas designated in the scope of work. One of the two responses received failed to satisfy the minimum qualifications. In addition to price, JEA evaluated the companies on Staff Experience, Past Performance, Design Approach, Proximity, and JSEB participation. The Dalton Agency was deemed the lowest responsive and responsible Respondent. A copy of the Response Form, Evaluation Summary and Workbook are attached as backup.

This request is to execute the one year renewal option and add funding in the amount of \$300,000.00 for a new term ending 03/31/2021, to maintain the existing scope of work for strategic counsel, crisis planning and management, media relations and executive visibility, and editorial road map as requested by JEA. JEA is satisfied with the work completed in the first year of the contract. JEA is charged \$25,000.00 per month (flat rate) for these services. The same rates remain for this renewal and is within the FY20 and FY21 Budget. This is the final renewal to The Dalton Agency under this contract and any future needs will be competitively bid.

Request approval to award a (1) one year renewal to the Dalton Agency for public affairs, issue advocacy, and stakeholder engagement in the amount of \$300,000.00, for a new not-to exceed amount of \$600,000.00, subject to the availability of lawfully appropriated funds.

Director: Goldberg, David M. - Director Customer & Community Engagement
VP: Stewart, Kerri - VP & Chief Customer Officer

APPROVALS:

 _____ 04/09/2020

Chairman, Awards Committee **Date**

Laure A Whitmer _____ 4/9/2020

Budget Representative **Date**

#96644 APPENDIX B - RESPONSE FORM
Public Affairs, Issue Advocacy and Stakeholder Engagement

Respondent shall complete and email this form to Nickolas Dambrose at dambnc@jea.com by the Response due date contained within the Solicitation document.

Company Name: Dalton Agency

Company's Address 140 W. Monroe Street, Jacksonville, FL 32202

Phone Number: 904-398-5222 FAX No: 904-398-5220 Email Address: mmunz@daltonagency.com

<u>BID SECURITY REQUIREMENTS</u> <input checked="" type="checkbox"/> None required <input type="checkbox"/> Certified Check or Bond Five Percent (5%)	<u>TERM OF CONTRACT</u> <input type="checkbox"/> One-Time Purchase <input checked="" type="checkbox"/> Defined Dates – One (1) Year w/ one (1) 1 Year Renewal <input type="checkbox"/> Other, Specify - Project Completion
--	--

<u>SAMPLE REQUIREMENTS</u> <input checked="" type="checkbox"/> None required <input type="checkbox"/> Samples required prior to Response Opening <input type="checkbox"/> Samples may be required subsequent to Bid Opening	<u>SECTION 255.05, FLORIDA STATUTES CONTRACT BOND</u> <input checked="" type="checkbox"/> None required <input type="checkbox"/> Bond required 100% of Bid Award
---	---

<u>QUANTITIES</u> <input type="checkbox"/> Quantities indicated are exacting <input checked="" type="checkbox"/> Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.	<u>INSURANCE REQUIREMENTS</u> <p align="center">Insurance required</p>
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PAYMENT DISCOUNTS
 1% 20, net 30
 2% 10, net 30
 None Offered
 Other _____

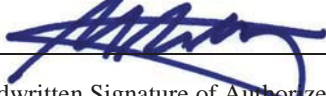
ENTER YOUR BID FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES Public Affairs, Issue Advocacy and Stakeholder Engagement	Quantity	(x)	Price	(=)	TOTAL BID PRICE
TOTAL BID PRICE	12	(x)	\$25,000	(=)	\$300,000

I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".

RESPONDENT CERTIFICATION

By submitting this Response, the Respondent certifies that it has read and reviewed all of the documents pertaining to this Solicitation, that the person signing below is an authorized representative of the Respondent Company, that the Company is legally authorized to do business in the State of Florida, and that the Company maintains in active status an appropriate contractor's license for the work (if applicable). The Respondent also certifies that it complies with all sections (including but not limited to Conflict Of Interest and Ethics) of this Solicitation.

We have received addenda _____ 2/7/19



Handwritten Signature of Authorized Officer of Company or Agent Date

_____ 1 through _____

Michael R. Munz, Partner/President PR and Social Media Group

Printed Name and Title

ITN# 96644 - Crisis Management

Overall Average Vendor Scores	Appendix B - Quotation of Rates (30 Points)	Professional Staff Experience (15 Points)	Past Performance (15 Points)	Ability to Meet the Project Requirements (25 Points)	Proximity to JEA (10 Points)	JSEB (5 Points)	Total	Rank
The Dalton Agency	30.00	15.0	14.0	23.5	10.0	4.0	96.50	1
Boyce, Gerri	Appendix B - Quotation of Rates (30 Points)	Professional Staff Experience (15 Points)	Past Performance (15 Points)	Ability to Meet the Project Requirements (25 Points)	Proximity to JEA (10 Points)	JSEB (5 Points)	Total	Rank
The Dalton Agency	30.00	15.0	14.0	24.0	10.0	4.0	97.00	1
Goldberg, David	Appendix B - Quotation of Rates (30 Points)	Professional Staff Experience (15 Points)	Past Performance (15 Points)	Ability to Meet the Project Requirements (25 Points)	Proximity to JEA (10 Points)	JSEB (5 Points)	Total	Rank
The Dalton Agency	30.00	15.0	14.0	23.0	10.0	4.0	96.00	1

Total Vendor Scores	Boyce, Gerri	Goldberg, David
The Dalton Agency	97.00	96.00

Quotation Amounts
The Dalton Agency

\$ 300,000.00

#96644 APPENDIX B - RESPONSE FORM
Public Affairs, Issue Advocacy and Stakeholder Engagement

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Phone Number: 904-398-5222 FAX No: 904-398-5220 Email Address: mmunz@daltonagency.com

<u>BID SECURITY REQUIREMENTS</u> <input checked="" type="checkbox"/> None required <input type="checkbox"/> Certified Check or Bond Five Percent (5%)	<u>TERM OF CONTRACT</u> <input type="checkbox"/> One-Time Purchase <input checked="" type="checkbox"/> Defined Dates – One (1) Year w/ one (1) 1 Year Renewal <input type="checkbox"/> Other, Specify - Project Completion
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<u>SAMPLE REQUIREMENTS</u> <input checked="" type="checkbox"/> None required <input type="checkbox"/> Samples required prior to Response Opening <input type="checkbox"/> Samples may be required subsequent to Bid Opening	<u>SECTION 255.05, FLORIDA STATUTES CONTRACT BOND</u> <input checked="" type="checkbox"/> None required <input type="checkbox"/> Bond required 100% of Bid Award
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<u>QUANTITIES</u> <input type="checkbox"/> Quantities indicated are exacting <input checked="" type="checkbox"/> Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.	<u>INSURANCE REQUIREMENTS</u> <p align="center">Insurance required</p>
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PAYMENT DISCOUNTS
 1% 20, net 30
 2% 10, net 30
 None Offered
 Other _____

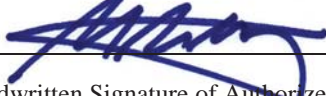
ENTER YOUR BID FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES Public Affairs, Issue Advocacy and Stakeholder Engagement	Quantity	(x)	Price	(=)	TOTAL BID PRICE
TOTAL BID PRICE	12	(x)	\$25,000	(=)	\$300,000

I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".

RESPONDENT CERTIFICATION

By submitting this Response, the Respondent certifies that it has read and reviewed all of the documents pertaining to this Solicitation, that the person signing below is an authorized representative of the Respondent Company, that the Company is legally authorized to do business in the State of Florida, and that the Company maintains in active status an appropriate contractor's license for the work (if applicable). The Respondent also certifies that it complies with all sections (including but not limited to Conflict Of Interest and Ethics) of this Solicitation.

We have received addenda _____ 2/7/19



Handwritten Signature of Authorized Officer of Company or Agent Date

_____ 1 through _____

Michael R. Munz, Partner/President PR and Social Media Group

Printed Name and Title

ITN# 96644 - Crisis Management

Overall Average Vendor Scores	Appendix B - Quotation of Rates (30 Points)	Professional Staff Experience (15 Points)	Past Performance (15 Points)	Ability to Meet the Project Requirements (25 Points)	Proximity to JEA (10 Points)	JSEB (5 Points)	Total	Rank
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Goldberg, David	Appendix B - Quotation of Rates (30 Points)	Professional Staff Experience (15 Points)	Past Performance (15 Points)	Ability to Meet the Project Requirements (25 Points)	Proximity to JEA (10 Points)	JSEB (5 Points)	Total	Rank
The Dalton Agency	30.00	15.0	14.0	23.0	10.0	4.0	96.00	1

Total Vendor Scores	Boyce, Gerri	Goldberg, David
The Dalton Agency	97.00	96.00

Quotation Amounts
The Dalton Agency

\$ 300,000.00



Formal Bid and Award System

Award #5 May 14, 2020

Type of Award Request: INVITATION FOR BID (IFB)
Request #: 6801
Requestor Name: Jason Rinehart - Electric Systems Engineer,
Requestor Phone: 904-665-6841
Project Title: 69kV Circuit 679 Reconductor Lane Ave to Ellis Road
Project Number: 8005542
Project Location: JEA
Funds: Capital
Budget Estimate: \$2,916,871.00

Scope of Work:

JEA is soliciting Bids from contractors (hereinafter referred to as “Company”) for construction services for 69 kV underground reconductor of Circuit 679.

The work includes, but is not limited, to the installation and construction of a new manhole, ductbank, and cable system to carry a 69kV circuit utilizing JEA’s new standard 2000 kcmil copper cables in order to achieve a minimum rating of 140 MVA. Contractor will perform civil and electrical construction services need to install the duct-bank and cable system from the Lane Avenue Substation to the riser pole on Ellis Road. Contractor will also be supplying the manholes, conduit, cable and cable devices to furnish a complete cable system upon completion.

Anticipated Work Start is June 30, 2020

This project will positively affect JEA Measures of Value:

- Customer Value: Systems 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.
- Financial Value: Correctly planned & timed upgrades to safety systems, make the best use of capital resources, while keeping the systems safe and within regulations, which provides a better return on investment and creates financial value.

JEA IFB/RFP/State/City/GSA#: 047-20
Use Oracle ERP: MARMON UTILITY LLC / R-WESTON
Purchasing Agent: Lovgren, Rodney D.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
MARMON UTILITY LLC	IAN STANGLE	Istangle@marmonUtility.com	53 Old Wilton Road, Milford, NH 03055	203-881-5307	\$2,857,423.53

Amount for entire term of Contract/PO: \$2,857,423.53
Award Amount for remainder of this FY: FY20 - \$1,967,000.00
 FY21 - \$890,423.53
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 05/30/2020
End Date (mm/dd/yyyy): Project Completion (Expected:01/30/2021)
JSEB Requirement: N/A - Optional
Comments on JSEB Requirements:

BIDDERS:

Name	Amount
MARMON UTILITY LLC	\$2,857,423.53
MICHELS POWER, A DIVISION OF MICHELS CORPORATION	\$6,764,319.06

Background/Recommendations:

Advertised on 03/18/2020. Six (6) Contractors attended the Mandatory pre-bid meeting held on 02/21/2020. At Bid opening on 05/05/2020, JEA received two (2) Bids. Marmon Utility LLC is the lowest responsive and responsible Bidder. A copy of the Bid Form is attached as backup.

This Bid received lower than typical competition for several reasons:

- 1.) JEA's minimum qualifications required the Bidder have multiple project experience in similar work.
- 2.) JEA required the complete project (Civil Work & Cable installation) to be all under one contract. Contracting independently puts JEA at risk if any complications arise. JEA has had previous project issues with splitting the scope.

The award amount of \$2,857,423.53 is approximately 2% (lower) than the construction budget estimate. Any excess capital funds will be returned to the capital project holding accounts, after project completion.

JEA has reviewed the submitted Bid and find the bid pricing reasonable for this size, scope and magnitude of work. The original budget estimate was provided by the Mott MacDonald.

The project details are below:


- Planning Project Budget: \$3,600,000.00
 - Engineering Budget: \$364,000.00
 - Construction Budget: \$3,200,000.00
 - Internal JEA Costs: \$36,000.00
- Revised Project Budget: \$3,374,000.00
 - Engineering Budget: \$383,950.00
 - Construction Budget: \$2,857,423.53
 - Internal JEA Costs: \$132,626.47
- Original Project Schedule:
 - Engineering Completion: 03/2020

- Construction Completion: 11/2020
- Revised Project Schedule:
 - Engineering Completion: 04/2020
 - Construction Completion: 01/2021

047-20 – Request approval to award a contract to Marmon Utility LLC for circuit 679 reconductor in the amount of \$2,857,423.53, subject to the availability of lawfully appropriated funds.

Manager: Hamilton, Darrell D. - Mgr Transmission and Substation Projects
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:

 _____ 05/14/2020

Chairman, Awards Committee **Date**

 _____ 5/14/2020

Budget Representative **Date**

Addendum 1 - Appendix B - Bid Form
047-20 Construction for the 69 kV Circuit 679 Underground Reconductor

Submit an **original, three (3) copies and one (1) CD or thumb drive** along with other required forms in a sealed envelope to: JEA Procurement Dept., 21 W. Church St., Bid Office, Customer Center, 1st Floor, Room 002, Jacksonville, FL 32202-3139.

Company Name: Marmon Utility LLC- Kerite Cable Services

Company's Address: 49 Day Street Seymour, CT 06483

License Number: Subcontractor's License# ECA000909 C&C Powerline

Phone Number: 203-881-5307 FAX No: 203-881-5384 Email Address: istangle@marmonutility.com

<p><u>BID SECURITY REQUIREMENTS</u></p> <input type="checkbox"/> None required <input checked="" type="checkbox"/> Certified Check or Bond Five Percent (5%)	<p><u>TERM OF CONTRACT</u></p> <input type="checkbox"/> One Time Purchase <input type="checkbox"/> Annual Requirements <input checked="" type="checkbox"/> Other, Specify - Project Completion
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<p><u>SAMPLE REQUIREMENTS</u></p> <input checked="" type="checkbox"/> None required <input type="checkbox"/> Samples required prior to Response Opening <input type="checkbox"/> Samples may be required subsequent to Bid Opening	<p><u>SECTION 255.05, FLORIDA STATUTES CONTRACT BOND</u></p> <input type="checkbox"/> None required <input checked="" type="checkbox"/> Bond required 100% of Bid Award
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<p><u>QUANTITIES</u></p> <input type="checkbox"/> Quantities indicated are exacting <input checked="" type="checkbox"/> Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.	<p><u>INSURANCE REQUIREMENTS</u></p> <p align="center">Insurance required</p>
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PAYMENT DISCOUNTS

 1% 20, net 30
 2% 10, net 30
 Other _____
 None Offered

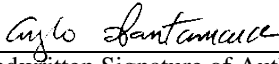
Description of Services	TOTAL BID PRICE
Total Bid Price (from Page 2)	\$2,857,423.53

I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".

BIDDER CERTIFICATION

By submitting this Bid, the Bidder certifies that it has read and reviewed all of the documents pertaining to this Solicitation, that the person signing below is an authorized representative of the Bidding Company, that the Company is legally authorized to do business in the State of Florida, and that the Company maintains in active status an appropriate contractor's license for the work (if applicable). The Bidder also certifies that it complies with all sections (including but not limited to Conflict Of Interest and Ethics) of this Solicitation.

We have received addenda _____


 Handwritten Signature of Authorized Officer of Company or Agent

5/1/2020
Date

_____ 1 _____ through _____ 7 _____

Angelo Santamaria – President- Marmon Utility Power Cable
 Printed Name and Title

Addendum 1 - Appendix B - Bid Form
047-20 Construction for the 69 kV Circuit 679 Underground Reconductor

#	Description	UOM	QTY	UNIT PRICE	EXTENDED PRICE
1	Lump Sum Total for Work in Solicitation (Calculated Total from Schedule of Values)	Lump Sum	1	N/A	\$ 2,589,102.00
2	Price per additional Ground Rod Driven (above requirements of the Technical Specification)	Per Rod	10	\$260.00	\$2,600.00
3	Price per additional 50' deep ground well Driven (above requirements of the Technical Specification)	Per Well	2	\$2,978.00	\$5,956.00
4	Subtotal (lines 1-3)				\$2,597,658.00
5	SWA (10% of line 4)				\$259,765.80
6	Total Bid Price (Enter this amount on the Bid Form Page 1)				\$2,857,423.53



Marmon Utility LLC- Kerite Cable Services
JEA Solicitation 047-20 Construction for the 69kV Circuit 679 Underground Reconductor
Exhibit 1: Milestone Payment Schedule per PO #20827

	UOM	QTY	Price	Extended Price
Kerite Part# 199C69-JH1000002(-0 +5% overage)	LN.FT	12,409	\$ 49.42	\$ 613,252.78
Mobilization	LOT	1	\$ 156,896.86	\$ 156,896.86
Materials Including HV terminations, splices, link boxes, GCC etc.	LOT	1	\$ 156,831.11	\$ 156,831.11
Duct Bank & HDD Installation included Manholes	LOT	1	\$ 992,057.00	\$ 992,057.00
Cable Installation	LOT	1	\$ 260,250.00	\$ 260,250.00
Installation of terminations, splices, link boxes	LOT	1	\$ 264,706.00	\$ 264,706.00
Testing & Commissioning	LOT	1	\$ 74,414.00	\$ 74,414.00
Site Restoration	LOT	1	\$ 79,250.00	\$ 79,250.00
Subtotal				\$ 2,597,657.75
SWA 10%				\$ 259,765.78
Total				\$ 2,857,423.53