



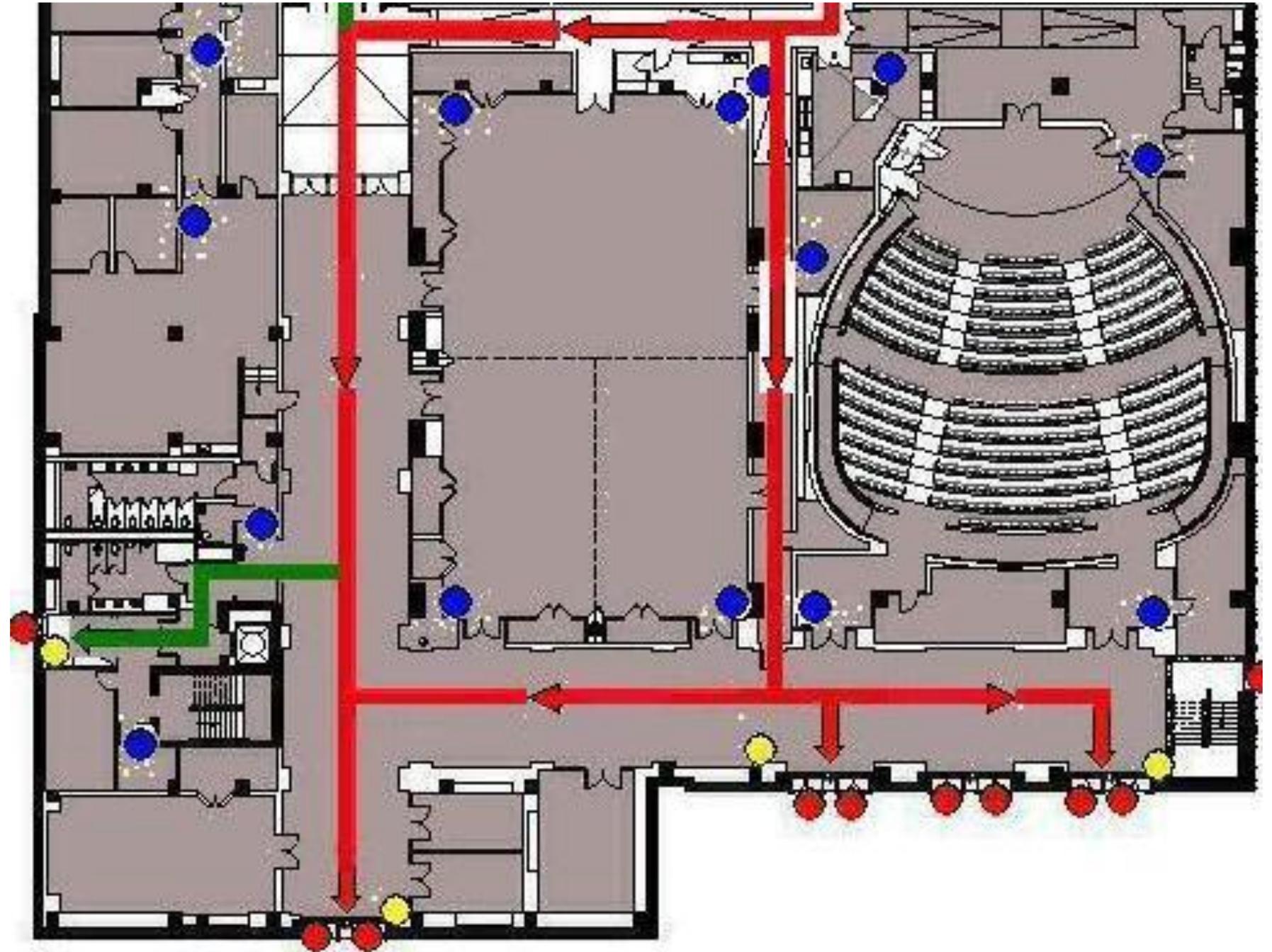
2022 JSEB PROCUREMENT SUMMIT



August 31, 2022

SAFETY BRIEFING

- Emergency Routes
- Fire Extinguisher
- Headcount
- Assembly Point
- 911
- Security
- CPR
- Safety Hazards
- Cell Phones on Silent



AGENDA

- Welcome / Safety Briefing
- Opening Remarks
- JSEB Spotlight
- State of the JSEB Program
- FY23 Upcoming Opportunities
- What's New in FY23
- Panel Discussion with the Agencies
- Networking





Welcome

Alan McElroy
*Vice President Supply Chain
and Operations Support*





Opening Remarks

Jay Stowe

*Managing Director
and Chief Executive Officer*





CSIGeo

ADG
ACUITY DESIGN GROUP

POH
GROUP

JSEB Spotlight

Rita Scott

*Manager Jacksonville Small Emerging Business
Program & Procurement Performance*

JEA[®]

State of the Program

CITY OF JACKSONVILLE
SMALL & EMERGING BUSINESS
PROGRAM

Providing Innovation and New Pathways

State of the JSEB Program

Dinah Coleman-Mason
EBO/JSEB Program Administrator
City of Jacksonville



Dinah Coleman-Mason

EBO/JSEB Program Administrator



Each year the City of Jacksonville awards and is responsible for managing hundreds of millions of dollars in purchase orders and contracts. The managed dollars are for services ranging from engineering and capital improvements to janitorial and right-of-way mowing. Due to this process, many businesses seek doing business with the City of Jacksonville.

JSEB Program Benefits



- JSEB Program Advertising
- Inter-Agency Collaboration
- Advocacy and Outreach
- Online Directory
- Networking Opportunities
- JEA and JaxPort accepting JSEB Certification letters
- JTA LSBE Program(s) accepts JSEB certification
- Technical Program(s)
- Participation Goals
- Set Aside Contracts 20% Goal
- Expedited Payment (JSEB Prime 7-day payment; JSEB Sub 3-day payment)
*contingent on invoice approval
- Access To Capital
- No bid bond submission for projects <\$500,000. No performance bond provision for projects <\$200,000.

JSEB Vendor Responsibilities



- Insuring Your JSEB Certification is Renewed
- 1Cloud Account creation and management
- Seeking out and taking advantage of bidding opportunities
- Contract Compliance
- Proper Commodity Code Selection
- Vigilance of EBO Office communication

Technical Programming



- The JSEB Program has developed a more robust & enhanced technical program.
- We have listened to the voices of active JSEB vendors to provide a technical program that includes a roadmap to various avenues of contracting and procurement opportunities.
- UNF provides a PTAC program that allows JSEB'S to understand the dynamics of local, state and Federal contracting opportunities.
- We've created a pathway to assist JSEB'S with understanding how to properly assess bids and estimate the values needed to confidentially put in a bid, as well as how to evaluate and write a proposal.
- Our technical program is currently working with a pilot program with Pivot City that will provide connectivity with other small business programs, which will assist JSEB's to build relationships across the small business spectrum.
- We partner with Florida State College at Jacksonville's Workforce Recovery Training Program to provide workforce training to JSEB vendor owners and staff. Both JSEB vendor owners and staff have to qualify for the program.



State of the Program Question & Answers

CITY OF JACKSONVILLE
SMALL & EMERGING BUSINESS
PROGRAM

2022 JSEB Procurement Summit



JEA JSEB Program

Rita Scott

*Manager Jacksonville Small Emerging Business
Program & Procurement Performance*



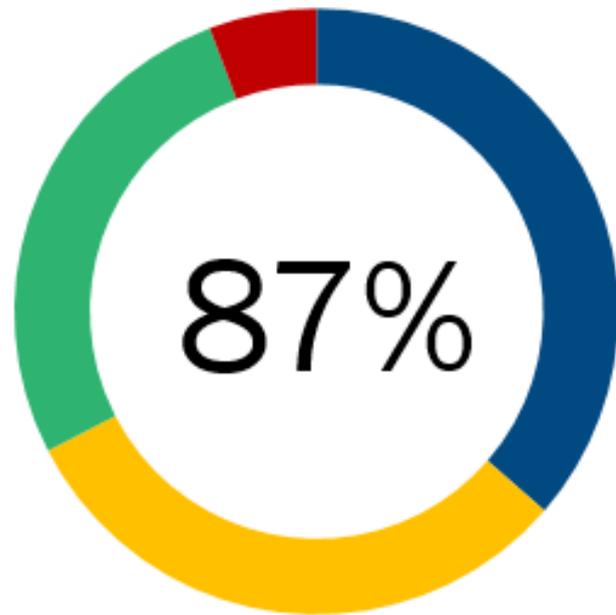
FY22 JSEB Scorecard

As of July 2022

JSEB Goal

AVAILABLE SPEND

\$104,000,000



JSEB GOAL

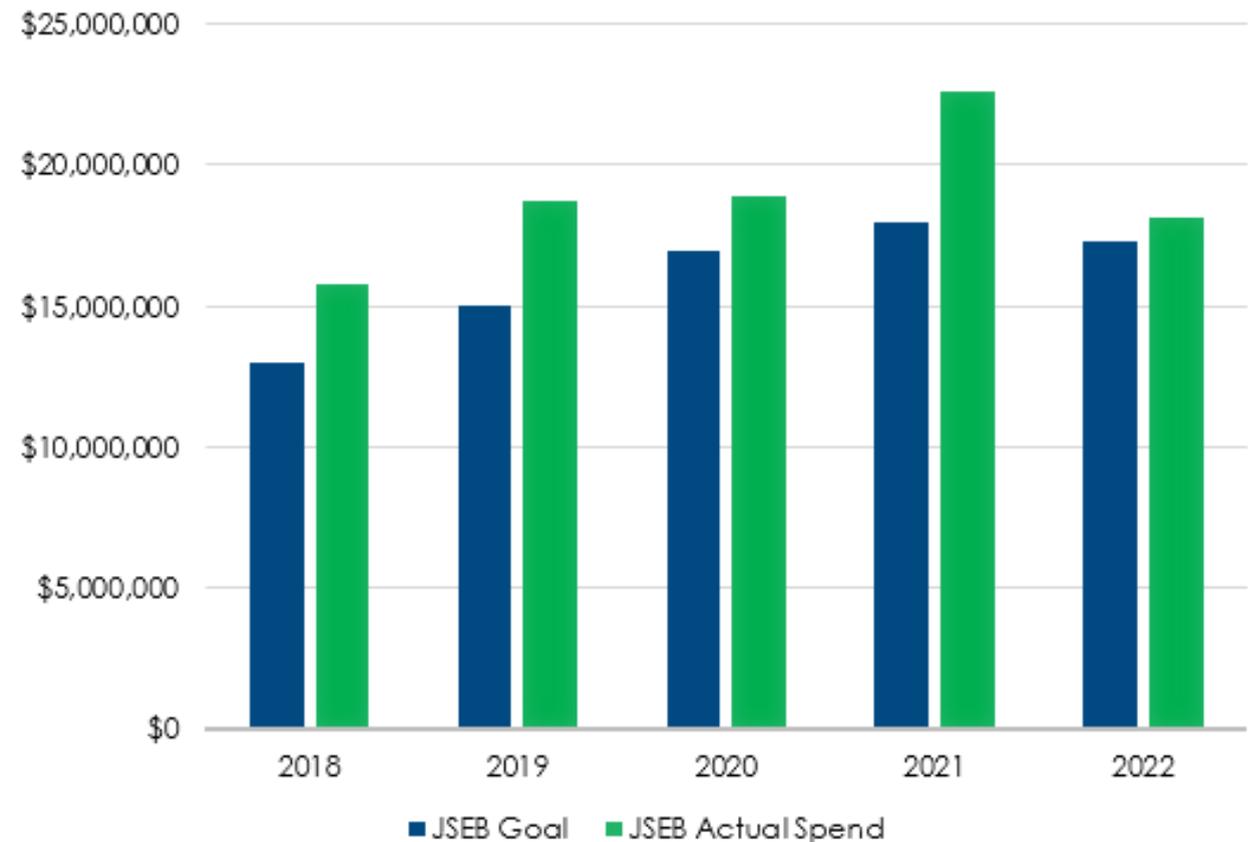
\$20,800,000

JSEB ACTUAL SPEND

\$18,105,886

QTR 1	\$6,590,463
QTR 2	\$5,614,283
QTR 3	\$4,860,497
QTR 4	\$1,040,643

Past 5 Years - JSEB Goal vs. Actual Spend



FY22 NEW JSEB Vendors

As of July 2022



New JSEB	Date Added
Shifting Gears	Oct 2021
Advanced Technology Management, Inc.	Nov 2021
DN Concrete & Construction Services LLC	Dec 2021
Tillman Building Services	Dec 2021
PQH Group Design, Inc.	Jan 2022
HuGus, Inc.	Mar 2022
Evanlily Engineering	Mar 2022
Atlantic Site & Marine, Inc.	Apr 2022
Blue Leaf Landscape	Apr 2022
Simes & Rosch	Apr 2022
A Sanctuary House of N. FL, Inc.	May 2022
Baker Consulting & Engineering, LLC	May 2022
A Plus Construction Services, Inc.	Jun 2022
Allstar Irrigation Company	Jun 2022

FY22 Contracts Awarded to JSEB Vendors

As of July 2022

\$20M
Contracts Awarded to
JSEB Vendors

Contract awards range from 1 to 5 Years

Prime JSEB Vendors	Contract Award
A Sanctuary House of N. FL, Inc.	\$113,448
American Construction Enterprises of NE FL, Inc.	\$206,390
C&L Landscape, Inc.	\$595,851
Concrete Advantage	\$870,000
Construction & Engineering Services Consultants, Inc.	\$121,763
Evanlily Engineering	\$237,343
Four Waters Engineering	\$1,161,500
Freedom Landscape and Lawn Maintenance, Inc.	\$442,745
Garmon Trucking, Inc.	\$863,260
KBT Contracting Corporation	\$2,199,797
Mechling Engineering & Consulting, Inc.	\$633,333



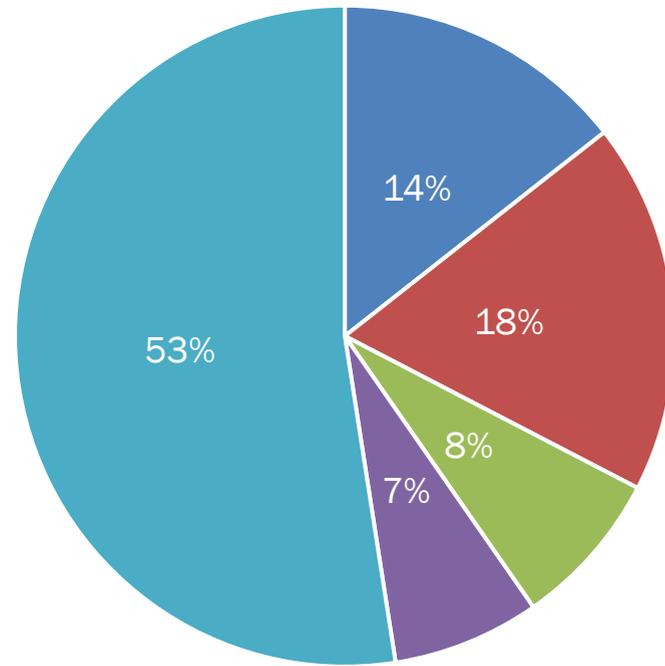
JEA FY23 Upcoming Opportunities

Nathan Woyak

Procurement Category Manager



FY23 Procurement Summary



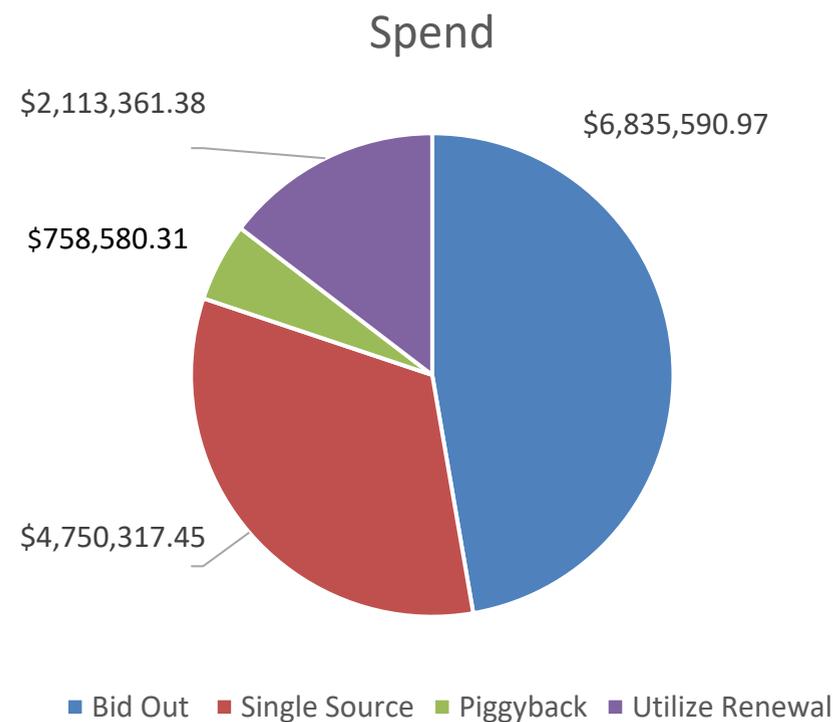
- Electric & Compliance
- Operations Support
- Professional Services
- Technology & Customer Services
- Water/Wastewater & Environmental Services

Category	Spend	JSEB Opportunity
Electric & Compliance	\$91M	Yes
Operations Support - Fleet, Inventory, Investment Recovery	\$114M	Yes
Professional Services - Facilities, HR, Finance	\$48M	Yes
Technology & Customer Services	\$45M	Yes
Water/Wastewater & Environmental Services	\$331M	Yes

Technology and Customer Services

FY23 Sourcing Initiatives

Formal Continuing Services (1 of 2)



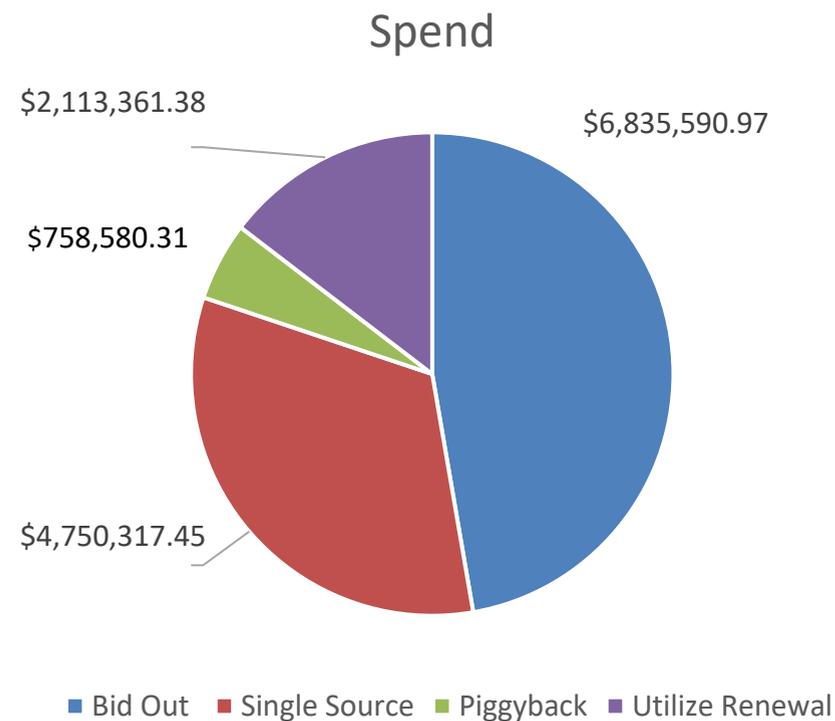
Contract Description	Current Vendor	Annual Spend	Expiration Date	Term	Action
Cisco Hardware and Support Purchase Term Contract	NA	\$1,516,597.53	Expired	Expired	Bid Out
OSISOFT, annual support PI software licenses	OsiSoft LLC	\$163,890.00	09/30/22	Year to Year	Single Source*
Hewlett Packard Equipment Purchases Term Contract	CDW	\$403,691.63	09/30/22	1 year with 1-1 year renewal	Bid Out
New backup solution that integrates our new cloud focused strategy (HP & Arrosoft existing)	Arrosoft Solutions	\$250,000.00	09/30/22	1 year with 1- 1 year renewal	Bid Out
Dell Equipment and Support Purchases Term Contract	CDW	\$1,615,072.40	10/14/22	1 year with 1- 1 year renewal	Bid Out
ERSI, GIS software support, all agency mapping	Environmental Systems	\$187,902.19	11/30/22	Year to Year	Single Source
Oracle software R12, E-bus, Database, Middleware, C2M	Oracle	\$3,791,753.05	11/30/22	Year to Year	Single Source
Fiber Optic Splicing Maintenance	Nex-Gen Fiber	\$182,000.00	01/14/23	5 years with 1 -1 yr renewal	Bid Out/Renewal Option
Citrix Systems annual support licenses Citrix products	Citrix	\$245,555.74	01/19/23	Year to Year	Single Source

Technology and Customer Services



FY23 Sourcing Initiatives

Formal Continuing Services (2 of 2)



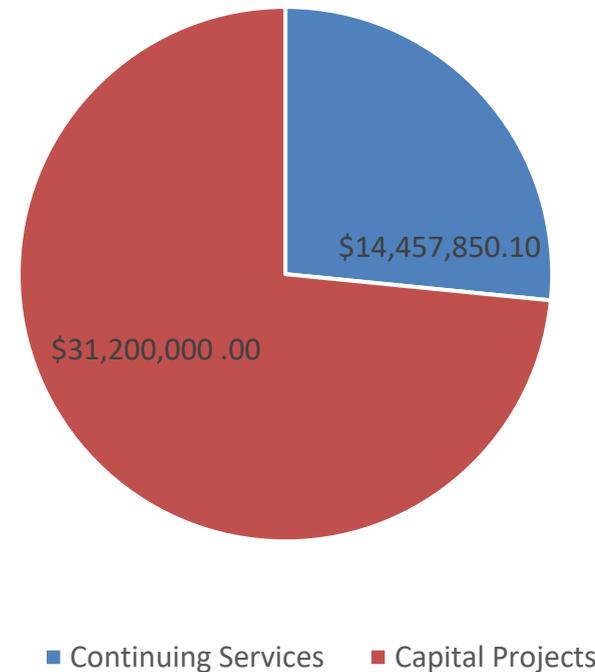
Contract Description	Current Vendor	Annual Spend	Expiration Date	Term	Action
Annual Software Maintenance Monitoring/Alarms CA Inc	Insight Public Sector	\$124,592.22	3/29/23	Year to Year	Single Source
Public Education Services/Marketing	St John & Partners	\$1,703,794.71	04/30/23	5 years with 2 -1 yr renewals	Bid Out/Renewal Option
Customer Payments Bank to Bank/LockBox Services	Bill2Pay	\$150,000.00	06/30/23	3 years with 1- 1 yr renewals	Bid Out
Customer Utility Tracker Tool for jea.com	Utility Consumer Analytics	\$274,000.00	06/30/23	1 year with 2- 1 yr renewals	Bid Out
Geospatial Design Software and Support	Geospatial Innovation	\$227,566.67	07/08/23	3 years with 2-1 yr renewals	Utilize Renewal
Maintenance for Power Plant Fixed Asset System Powerplan Inc	Powerplan	\$400,514.25	10/31/23	3 years with no renewals	Single Source
HP Hardware/Software Infrastructure Support Fault Components	Hewlett Packard	\$758,580.31	11/30/23	5 years with no renewals	Piggyback
Copier Lease and Printer Maintenance	Sissine Office	\$202,593.50	11/30/23	5 years with 1 -1 yr renewal	Bid Out
Fiber Optic Underground Maintenance	Cook Electrical	\$387,841.20	11/30/23	5 years with 1 -1 yr renewal	Bid Out

Technology and Customer Services



FY23 Sourcing Initiatives

Informal Capital Projects



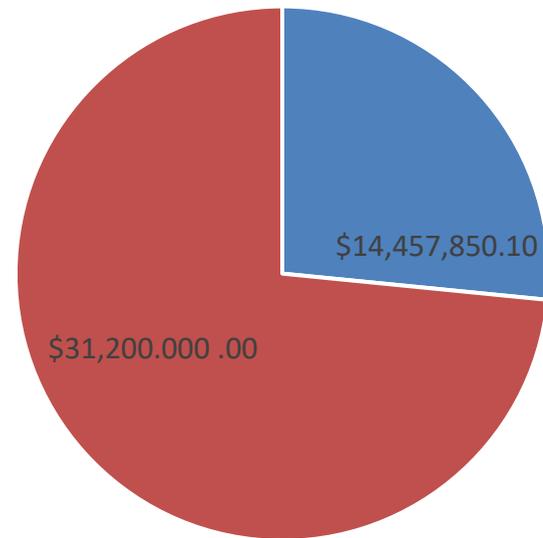
Project Description	Dept	Procurement Opportunities	Estimated Amount	Notes
IVR Upgrade with AI, Chat, etc	Cust Exp	Software, HW and implementation services		Upgrade IVR system with AI, chat, new features
Inventory Forecasting	ERP	Build across our systems; SWF		Inventory solution (transformers) - forecast model to automate. Functional for Jessica K
Oracle Integrations	ERP	Professional Services/Zycus - SOW/CO		Migrate out of file/batch based integrations and into API based integrations - Potential
Separation of project material from inventory - SC	ERP	SW or custom app - Professional services		Jenny, eAM, inventory - could be business process change or SWF - FY23 Q4
Bay Street Innovation Corridor	Tech Srv	Hardware bids with Procurement		Kym Traylor business lead
SJRPP Retiree Payments Outsource	ERP	Contract with outsourced vendor, SWF	\$100,000	Outsource retiree and alternate payee payments - outsourcing payroll to ADP
Enhanced Monitoring Services (Solarwinds Expansion)	Tech Srv	Licenses	\$100,000	Roadmap
TS - NMR Growth - New MCC Additions And Takeout Points - Smart Grid	Tech Srv	Hardware bids with Procurement	\$100,000	
ARV Solution for WW Maintenance	EngOps	Software solution and implementation services; could be customer	\$150,000	Solution for maintenance and management of Air Release Valves. Bryan Spell is business owner; current state uses disconnected solutions and no integration to eAM.
HR Benefits Portal	ERP	Potential professional services, SWF	\$150,000	In Oracle - could be
TS - AV Equipment R&R (WebEx / TVs / Projectors)	Tech Srv	Hardware purchases	\$150,000	Increase from \$25K - to include Webex, TVs, etc
Electronic Signature Enterprise	Corp	Software solution and implementation services	\$200,000	Corporate wide electronic signature solution - cross functional - no business owner
Mobile Mapping Upgrade (GoSync)	EngOps	Software solution and implementation services	\$200,000	
PBCS enhancement	ERP	Professional Services/Zycus - SOW/CO	\$200,000	work with vendor on capabilities
Service Now SAM Module	Tech Srv	License and implementation services	\$200,000	
Fleet Management System	EngOps	Software solution and implementation services	\$250,000	
Splunk Add Ons (UBA and SOAR)	Tech Srv	License and Professional services	\$250,000	Splunk's User Behavior Analytics (UBA) product goes beyond that by adding unsupervised ML algorithms to categorize unknown threats. Splunk's Security orchestration, automation and response (SOAR) for the modern SOC

Technology and Customer Services



FY23 Sourcing Initiatives

Formal Capital Projects (1 of 2)



■ Continuing Services ■ Capital Projects

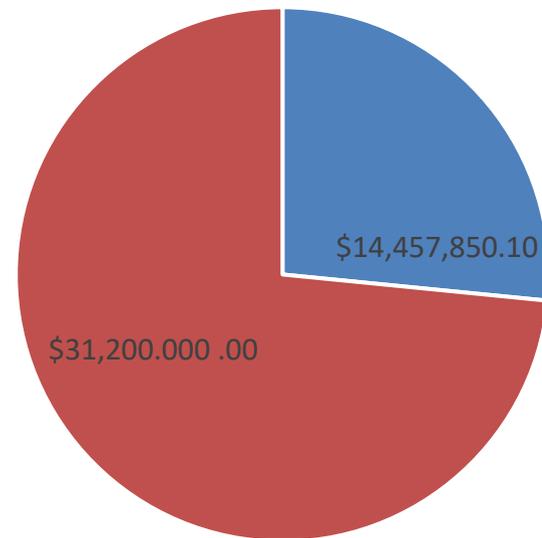
JSEB opportunities highlighted in yellow

Project Description	Dept	Procurement Opportunities	Estimated Amount	Notes
Web Content Mgmt (Garcia) - Tool	Cust Exp	Software solution and implementation services	\$300,000	Upgrade / Replace CMS tool (Ektron to ?) Q4 after C2M; maybe FY24
TS - Customer Experience Apps R&R	Cust Exp	Various - HW and services	\$300,000	Small capital work efforts - as they come up
TS - JEA.com App Development (Garcia)	Cust Exp	Already in process with Procurement	\$300,000	Part of Kubra contract; starting in FY22
Customer Alerts and Notification revision (Garcia)	Cust Exp	want app first - no procurement FY24	\$350,000	Review and consolidate in C2M preferences and trigger Alerts via different channels and/or vendors w/validation.
Water Meter reading via 2-Way Network	Cust Exp	Software solution and implementation services	\$350,000	System changes for Water Meter replacement and RFI Connection after Pilot results - after pilot
IoT Platform and device expansion (Selders)	Tech Srv	Software solution and implementation services	\$350,000	Q3-4 - ME. Rob R - software to manage data streams and devices themselves (maybe 24)
Fiber Transport Core /Extended Core Upgrade (10GB to 100GB) - Phase I	Tech Srv	Hardware bids with Procurement	\$400,000	DC to DC and DC to Major Remote Sites
TS - Wireless Network R&R	Tech Srv	Hardware bids with Procurement	\$400,000	
TS - FCRS - Upgrades & Radios - E	Tech Srv	Hardware purchases	\$450,000	Reduced from 100k to 50k (\$450K in FY22 for radio remediations)
Protection and Controls Database (Heaton)	EngOps	Software solution and implementation services	\$500,000	In feasibility now
Virtual Artificial Intelligence/Texting	ERP	Potential professional services, SWF	\$500,000	Enhancement to Taleo -
Out of Region Data Ctr; DCaaS (Williams)	Tech Srv	Hardware bids with Procurement	\$500,000	Elimination of SOCC for other systems than EMS; out of region, off line backups
Customer Engagement Platform (New Tracker)	Cust Exp	Software solution and implementation services	\$650,000	Replace Aclara for a new Tracker solution ; maybe move to FY24?
Web Content redesign	Cust Exp	SWF, Professional Services (implement services)	\$650,000	Using new WCM Tool rebrand JEA.com and Navigation
TS - Foundation Database Program -	Tech Srv	Xtensible extension	\$700,000	New program for continuing development of new features and functions within Foundation DB
OSB Redesign for Platinum SLA	Tech Srv	hardware bids with Procurement (TI will handle)	\$750,000	Enterprise OSB redesign and architect to make platinum, includes version upgrade and potential database upgrade to support legacy stuff and C2M.
TS - PC and Laptop Refresh (4-yr cycle) - E	Tech Srv	Hardware bids with Procurement	\$750,000	Increase from \$750K - Windows 11 (Need to Upgrade 300+ units), Peripherals, OGC reimaging restrictions
UPS Replacements/Installs	Tech Srv	Hardware bids with Procurement	\$800,000	Springfield lab; SOCC \$400K each; should this become program? Timeframe? Should it be \$800K
TS - Network Equipment - R&R	Tech Srv	Hardware bids with Procurement	\$1,000,000	Increase New Palos for SOCC & IT/OT, Mobile Network Devices - (CradlePoints, Meraki, Sierra Wireless), Cisco Switches
FMS/OMS Upgrade or replace	Cust Exp	Software, HW and implementation services	\$5,500,000	Upgrade / Replace Field Management Systems (FMS) and Outage Management System (OMS)

Technology and Customer Services

FY23 Sourcing Initiatives

Formal Capital Projects (2 of 2)



■ Continuing Services ■ Capital Projects

Project Description	Dept	Procurement Opportunities	Estimated Amount	Notes
Workforce Engagement Mgmt (WEM), Contract Center	Cust Exp	Already in process with Procurement	\$1,300,000	Jaime Brown - Contact Center - already working with Procurement
TS - IT Infrastructure (San, Databases, Servers) - R&R	Tech Srv	Hardware bids with Procurement	\$1,500,000	Increase from \$1.2M to \$1.5M
TS - Fiber Optic Catv Replacement	Tech Srv	Hardware bids with Procurement	\$2,000,000	
TS - Towers	Tech Srv	Hardware bids with Procurement	\$2,000,000	
Sharepoint Migration to M365	Tech Srv	Implementation/Professional services	\$2,750,000	Technology M365 migration of SharePoint (Outsourced Company for Project + JEA Labor + O&M Backfill)
Field Area Network (FAN) (Year 1 of XX)	Tech Srv	Hardware bids with Procurement	\$3,000,000	Multi year project - Output of West Monroe Still TBD / Design + Build / Critical Change for Electric and WW SCADA
FMS/OMS Upgrade or replace	Cust Exp	Software, HW and implementation services	\$5,500,000	Upgrade / Replace Field Management Systems (FMS) and Outage Management System (OMS)

JSEB opportunities highlighted in yellow

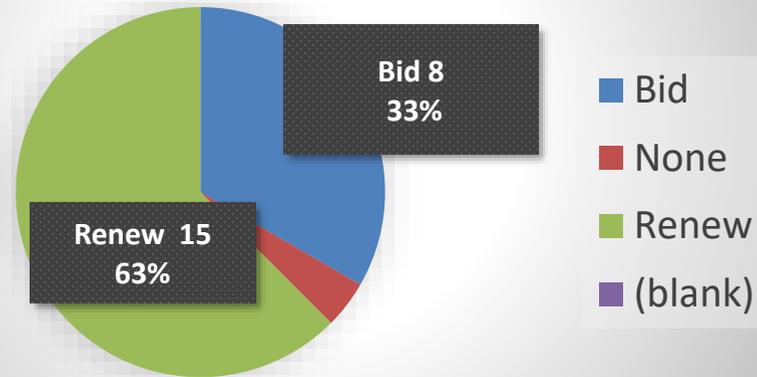
Professional Services

Continuing Services



FY23 Sourcing Initiatives

BID OUT AND RENEWALS
75% RENEWAL 25% BID



Contract Type	Current Vendor	Annual Contract Value	Expiration	Term	FY23 Available Action
SAFETY LEADERSHIP TRAINING	UTILITY BUSINESS MEDIA, INC.	\$59,125.00	1/15/2023	1/7/2019-1/15/2022 with 2 one year renewals	Renew
ELECTRICAL SERVICES	PREMIER COMMUNICATIONS GROUP	\$220,234.05	1/31/2023	2/1/2018-1/31/2023 Five (5) Years w/One (1) – 1 Yr. Renewal	Renew
MOLD REMEDIATION SERVICES	SERVEPRO	\$54,372.00	3/2/2023	3/3/2020-3/2/2023 + 2 one year renewals	Renew
PRESCRIPTION SAFETY GLASSES	HOYA	\$60,000.00	3/4/2023	3/07/2018-3/04/2023	Bid
ELEVATOR MAINTENANCE	TK ELEVATOR CORPORATION	\$287,504.00	3/11/2023	3/12/2018-3/11/2023 Five (5) Years w/One (1) – 1 Yr. Renewal	Renew
FACILITIES PEST CONTROL	MASSEY	\$33,000.00	3/13/2023	3/13/2020-3/13/2023 1 Yr. Renewal Remaining	Renew
FACILITIES LANDSCAPING MAINTENANCE - SHELTERED	ATM	367,356.31	3/31/2023	4/18/2019-3/31/2023 1 Yr. Renewal Remaining	Renew
FACILITIES LANDSCAPING MAINTENANCE - SHELTERED	EAGLE LAWN CARE	\$371,135.59	3/31/2023	4/18/2019-3/31/2023 1 Yr. Renewal Remaining	Renew
FACILITIES LANDSCAPING - OPEN MARKET	FREEDOM LANDSCAPE AND LAWN MAINTENANCE	\$442,745.70	3/31/2023	4/1/2022-3/31/2023 with 2 one year renewals	Renew
FACILITIES LANDSCAPING - OPEN MARKET	J&D MAINTENANCE AND SERVICES	\$1,656,919.34	3/31/2023	4/1/2022-3/31/2023 with 2 one year renewals	Renew
FACILITIES LANDSCAPING - OPEN MARKET	A SANCTUARY HOUSE OF NORTH FLORIDA	\$113,448	3/31/2023	4/1/2022-3/31/2023 with 2 one year renewals	Renew
FACILITIES DISINFECTING SERVICES FOR JEA	MARSDEN SOUTH, LLC.	\$106,794.92	4/12/2023	4/13/2021-4/12/2023 1 Yr. Renewal Remaining	Renew
BACKGROUND SCREENING	HIRERIGHT LLC	\$39,534.05	5/8/2023	5/09/2019-5/08/2023 with 1-one year renewal	Renew
STATE GOVERNEMENT RELATIONS CONSULTING SERVICES	GRAY ROBINSON	\$90,000.00	10/19/2022	10/20/2020-10/19/2022 2 one year renewals	Renew
BANKING	WELLS FARGO BANK NA	\$163,477.86	6/30/2023	7/01/2015-6/30/2023	Bid
EMPLOYEE ASSISTANCE PROGRAM (EAP)	HEALTH ADVOCATE SOLUTIONS	\$47,278.41	6/30/2023	7/01/2019-6/30/2023	Bid
EMPLOYEE RECOGNITION	MTM RECOGNITION CORPORATION	\$158,784.00	7/19/2023	7/20/2019-7/19/2023	Bid
BENEFITS CONSULTING	GALLAGHER	\$126,599.92	7/31/2023	8/01/2017-7/31/2023	Bid
ACA REPORTING	MEDCOM BENEFIT SOLUTIONS	\$21,000.00	8/18/2023	8/22/2018-8/18/2023	Bid
SJRPP RETIREMENT COUNSEL	GABRIEL ROEDER SMITH & COMPANY	\$50,000.00	1/31/2023	02/01/2017-01/31/2023	Single Source
GYM MANAGEMENT	Corporate Fitness Works	\$100,000.00	9/18/2023	9/19/2019-09/18/2023 1-one year renewal	Renew
FACILITIES GENERAL PAINTING SERVICES	ALL CONSTRUCTION AND DEVELOPERS NORTH FLORIDA INC	\$42,666.00	9/29/2023	9/30/2020-9/29/23	Bid or Renew
WELLNESS SERVICE	HealthCheck 360	\$258,267.68	9/30/2023	10/1/2018-9/30/2023	Bid
PROPERTY AND CASUALTY INSURANCE BROKERAGE SERVICES	ARTHUR J. GALLAGHER RISK MANAGEMENT SERVICES, INC	\$14,566,536.33	12/31/2023	1/1/2021-12/31/2023 1-one year renewal	Renew

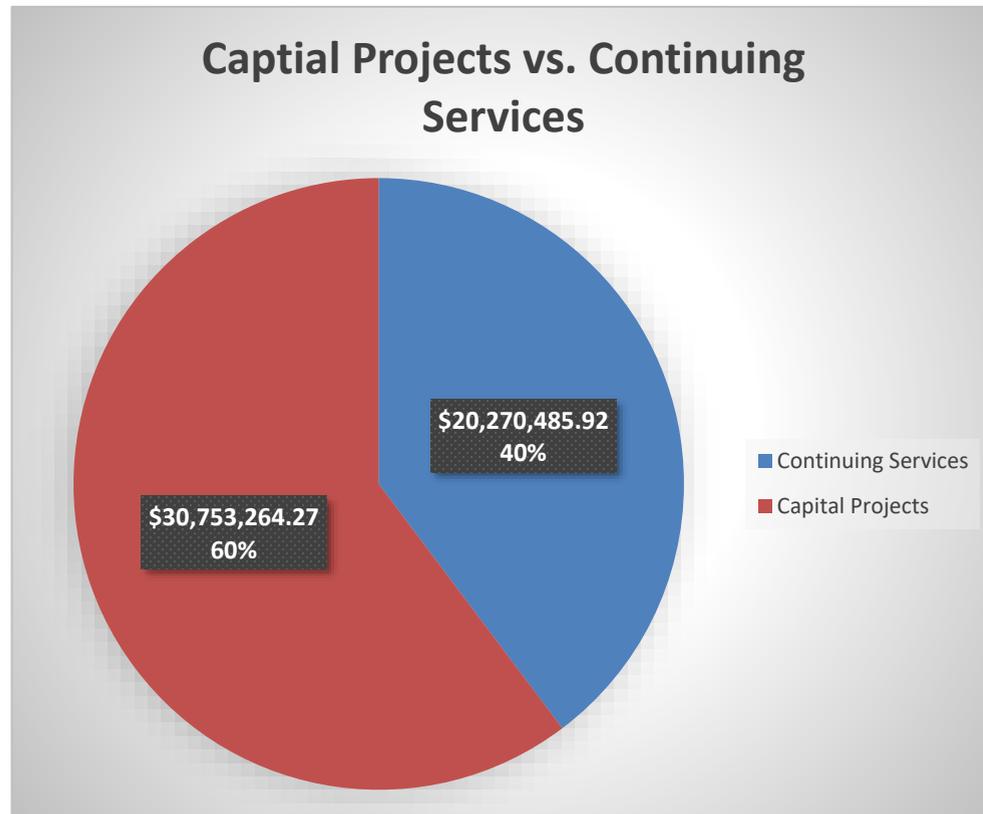
JSEB opportunities highlighted in yellow

Professional Services

FY23 Sourcing Initiatives

Capital Projects

Capital Project Name	Estimated FY 23 Budget
PLUMBING UPGRADES	\$100,000
JEA HQ	\$1,292,093.00
SSSC RENOVATIONS PHASE II	\$5,898,098
FACILITIES INDUSTRIAL TRAINING CENTER	\$3,880,019
MADARIN WRF- FACILITY, PARKING, STORM WATER AND WHSE UPGRADES	\$710,659
DISTRICT II WRF NEW STORAGE BLDG SITE UPGRADES	\$469,000
CWSC ADMIN UPGRADES	\$5,748,800
WSSC BBUILDING 5 GLOVE LAB UPGRADES	\$200,000
DCPS PV SYSTEM REMOVAL	\$184,462
SSSC ASPHALT PAVEMENT UPGRADE	\$200,000
BLACKS FORD WRF NEW PARKING AND STORAGE BLDG	\$1,485,509
FLEET SERVICE OPERATIONS BUILDING RENO	\$500,000
DISTRICT II WRF NEW PLANT ENTRANCE	\$1,389,525
ARLINGTON EAST WRF STORAGE BLDG	\$518,000
EOC AT COLOGIX BUILD OUT	\$2,000,000
BLANDING BLVD LIFT STATION ENTRANCE DRIVE	\$413,100
LIGHTING FOR GREENLAND ENERGY CENTER	\$315,000
BUILDING UPGRADES ELECTRIC	\$200,000
ELEVATORS ELECTRIC	\$1,000
ELECTRIC AND LIGHTING SYSTEMS ELECTRIC	\$100,000
BUILDING UPGRADES WATER	\$400,000
ELEVATORS WATER	\$250,000
PLUMBING UPGRADES ELECTRIC	\$250,000
ELECTRIC AND LIGHTING SYSTEMS WATER	\$400,000
PAVING AND SITE IMPROVEMENTS ELECTRIC	\$250,000
PAVING AND SITE IMPROVEMENTS WATER	\$250,000
HEATING, VENTILATION, AIR ELECTRIC	\$430,000
HEATING, VENTILATION, AIR WATER	\$520,000
ROOF REPLACEMENTS ELECTRIC	\$450,000
ROOF REPLACEMENTS WATER	\$435,000



JSEB opportunities highlighted in yellow

Operations Support



FY23 Sourcing Initiatives

Fleet – Capital

Project	Type	Format	Term	Contract Expiration	Est. Project Start	Estimated Value
FY23 TRANSIT VAN CAPITAL BUY	Contract Change Order	Change Order	1 Year	N/A	6/5/2022	\$840,800.00
FY23 & FY24 LIGHT AND MEDIUM DUTY CAPITAL BUY	Formal Solicitation	ITN	2 Years	N/A	7/1/2022	\$5,127,300.00
FY23 SEWER INSPECTION VEHICLE CAPITAL BUY	Piggyback	RFP	1 Year	N/A	7/1/2022	\$650,000.00
FY 23 & FY24 HEAVY DUTY CAPITAL BUY	Formal Solicitation	ITN	2 Years	N/A	8/1/2022	\$2,507,000.00
FY24 AERIAL DUTY CAPITAL BUY	Formal Solicitation	ITN	1 Year	N/A	9/1/2022	\$10,390,000.00
FY23 & FY24 VACUUM TRUCK CAPITAL BUY	Formal Solicitation	ITN	2 Years	N/A	10/1/2022	\$2,597,000.00
FY23 OFF ROAD KUBOTA WHEEL LOADER CAPITAL BUY	Formal Solicitation	ITN	1 Year	N/A	10/1/2022	\$1,170,000.00
FY23 OFF ROAD TELEHANDLER CAPITAL BUY	Formal Solicitation	ITN	1 Year	N/A	10/1/2022	\$1,003,000.00
FY23 TRAILER CAPITAL BUY	Undetermined	Undetermined	1 Year	N/A	10/1/2022	\$840,000.00
FY23 OFF ROAD EXCAVATOR CAPITAL BUY	Formal Solicitation	ITN	1 Year	N/A	10/1/2022	\$712,000.00
FY23 TAMPER CAPITAL BUY	Formal Solicitation	ITN	1 Year	N/A	10/1/2022	\$400,000.00
FY23 SWEEPER CAPITAL BUY or LEASE	Sole Source Bid	SINGLE SOURCE	1 Year	N/A	10/1/2022	\$350,000.00
FY23 TENSIONER CAPITAL BUY	Formal Solicitation	ITN	1 Year	N/A	10/1/2022	\$342,000.00
FY23 FORKLIFT CAPITAL BUY	Informal	ITN	1 Year	N/A	10/1/2022	\$85,400.00

Operations Support

FY23 Sourcing Initiatives



Fleet - Operations

Project	Type	Format	Term	Contract Expiration	Est. Project Start	Estimated Value
VEHICLE MAINTENANCE AND REPAIR (HEAVY DUTY)	Formal Solicitation	ITN	3 years	3/14/2023	11/14/2022	\$5,000,000.00
TIRES	Formal Solicitation	ITN	3 years	5/3/2023	12/4/2022	\$1,500,000.00
WRECKER & PORTER VEHICLES & EQUIPMENT	Formal Solicitation	ITN	3 years	5/8/2023	1/8/2023	\$350,000.00
VEHICLE MAINTENANCE AND REPAIR (AERIAL EQUIPMENT)	Formal Solicitation	ITN	3 years	5/31/2023	1/31/2023	\$3,000,000.00
MUTUAL AID AERIAL EQUIPMENT RENTAL AGREEMENT	Informal	IFB	1 year	5/17/2023	2/16/2023	\$50,000.00
FLEET PRESSURE WASHING	Informal / Renewal	IFB	1 or 3 years	8/1/2023	5/3/2023	\$300,000.00
VEHICLE AC MAINTENANCE & REPAIR	Informal / Renewal	IFB	1 or 3 years	8/18/2023	5/20/2023	\$172,728.30
VEHICLE & EQUIPMENT (COLLISION, PAINT, DENT REMOVAL)	Informal / Renewal	IFB	1 or 3 years	8/18/2023	5/20/2023	\$172,092.95
AUTOMOTIVE GLASS REPAIR & REPLACEMENT SERVICES	Informal	IFB	3 years	8/18/2023	5/20/2023	\$20,000.00
VEHICLE MAINTENANCE AND REPAIR (FORKLIFT MAINTENANACE)	Formal Solicitation	ITN	3 years	9/30/2023	6/2/2023	\$300,000.00
MISC-METAL FABRICATION MAINTENANCE & REPAIR	Informal / Renewal	IFB	1 or 3 years	9/30/2023	7/2/2023	\$33,450.00

JSEB opportunity →

Operations Support

FY23 Sourcing Initiatives



Inventory (1 of 2)

Project	Type	Format	Term	Contract Expiration	Est. Project Start	Estimated Value
PAINT AND MATERIALS FOR JEA INVENTORY STOCK	Informal	IFB	3 years	10/20/2022	7/22/2022	\$120,000.00
MISC ELECTRICAL ITEMS	Formal Solicitation	IFB	1 Year	11/28/2022	7/31/2022	\$1,500,000.00
POLE-LINE HARDWARE	Formal Solicitation	ITN	3 years	12/31/2022	8/1/2022	\$20,000,000.00
GE TURBINE PARTS	Formal Solicitation	ITN	3 years	2/27/2023	8/1/2022	\$400,000.00
WATER AND WASTE WATER ITEMS FOR JEA CAPITAL PROJECTS	Formal Solicitation	ITN	1 Year	12/20/2022	8/22/2022	\$7,500,000.00
LOCKS AND KEYS	Informal	IFB	3 years	1/26/2023	10/28/2022	\$125,000.00
CHEMICALS & GASES	Informal	IFB	3 years	1/26/2023	10/28/2022	\$100,000.00
MRO MATERIAL (WATER/WASTE WATER - VALVES)	Informal	IFB	3 years	2/28/2023	11/30/2022	\$150,000.00
CONSUMER BATTERIES	Informal	IFB	3 years	2/28/2023	11/30/2022	\$25,000.00
MRO BLANKET	Formal Solicitation	IFB	3 years	6/30/2023	2/15/2023	\$1,500,000.00
SULLAIR ITEMS	Informal	SINGLE SOURCE	3 years	6/10/2023	3/12/2023	\$200,000.00
JEA FASTENERS BLANKET	Informal	IFB	3 years	6/30/2023	4/1/2023	\$45,000.00
HAND AND POWER TOOLS	Formal Solicitation	IFB	3 years	8/21/2023	4/23/2023	\$2,000,000.00
BRANDED JEA SAFTEY LOGO ITEMS	Formal Solicitation	IFB	3 years	9/30/2023	6/2/2023	\$500,000.00

Operations Support

FY23 Sourcing Initiatives



Inventory (2 of 2)

Project	Type	Format	Term	Contract Expiration	Est. Project Start	Estimated Value
ELECTRIC METERS FOR JEA INVENTORY STOCK	Formal Solicitation	ITN	3 years	9/30/2022	7/30/2022	\$5,000,000.00
WATER METER ENDPOINTS	Formal Solicitation	ITN	10 Years	N/A	9/1/2022	\$12,000,000.00
COMMERCIAL WATER METERS FOR JEA INVENTORY STOCK	Formal Solicitation	ITN	3 years	5/13/2023	1/13/2023	\$1,700,000.00
RESIDENTIAL WATER METERS FOR JEA INVENTORY STOCK	Formal Solicitation	ITN	3 years	5/14/2023	1/14/2023	\$12,000,000.00

Investment Recovery

Project	Type	Format	Term	Contract Expiration	Est. Project Start	Estimated Value
INVESTMENT RECOVERY - FLEET AUCTIONS	Formal Solicitation	ITN	3 years	11/6/2022	7/9/2022	\$3,000,000.00
PAINTING PROGRAM	Formal Solicitation	ITN	3 years	11/14/2022	7/17/2022	\$2,000,000.00
SCRAP METAL	Formal Solicitation	ITN	3 years	1/16/2023	9/18/2022	\$2,500,000.00
TRANSFORMER RECYCLE SERVICES	Formal Solicitation	ITN	3 years	6/30/2023	3/2/2023	\$1,800,000.00



JEA FY23 Upcoming Opportunities

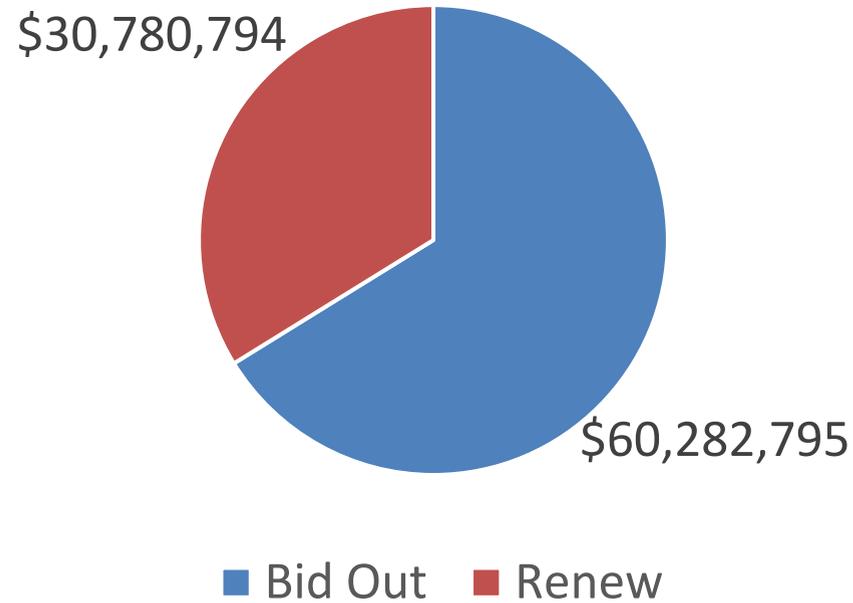
Joe Perez

Procurement Category Manager



Electric and Compliance

FY23 Sourcing Initiatives



Continuing Services

Contract Type	Annual Contract Value	Expires	Action
Subst. Structure Construction	\$ 11,000,000.00	10/3/2022	Utilize Renewal
Transformers (50 MVA)	\$ 13,309,479.60	10/14/2022	Utilize Renewals
Valve Repair Services	\$ 2,784,000.00	10/19/2022	Bid Out
Crane, Rigging and Heavy Hauling	\$ 2,483,988.60	11/14/2022	Bid Out
General Eng Svcs for Trans & Subst. Projects	\$ 4,368,962.00	12/17/2022	Bid Out
NGS Asbestos & Lead Abatement	\$ 800,000.00	1/3/2023	Bid Out
General Eng Svcs for Electr Gen Plants	\$ 4,000,000.00	1/14/2023	Bid Out
Vegetation Management	\$ 31,222,514.94	1/25/2023	Bid Out
Motor Repair Services	\$ 3,029,306.00	2/8/2023	Bid Out
JEA Non-Destructive Testing Services	\$ 844,633.00	3/18/2023	Bid Out
MAIL CENTER OPERATIONS	\$ 333,530.52	3/30/2023	Bid Out
Manuf. Relay Panels	\$ 10,415,860.22	4/6/2023	Bid Out
Combustion Turbine Boroscope Inspection Svcs	\$ 543,125.00	5/31/2023	Utilize Renewal
Scaffold Erection Services	\$ 5,928,190.00	7/1/2023	Utilize Renewal

Electric and Compliance



FY23 Sourcing Initiatives

Capital Projects

Project Description	Scope	Type	Estimated Start	Target JSEB
NGS - N00 Pneumatic Conveying System for Biomass	The scope includes modifications to Blower A from the limestone conveying system installed in 2003 as necessary and a new conveying line installed to convey the biomass from a plant supplied feed system and into boilers 1 and 2.	Construction	2022 Q4	0%
NGS - N00 6 Fuel Oil Tank Farm Electric Heat Tracing	Replace the failing steam tracing system on the NS #6 fuel oil piping in the tank farm with an electric heat tracing system to improve reliability and ensure the ability to supply #6 fuel to N03 during cold weather.	Material & Construction	2023 Q1	10%
NGS - N02 A2/E2 Fuel Feeder Replacement	The scope includes the replacement of the A2/E2 fuel feeder drag conveyors, as well as, all three A2 fuel drops that feed coal to the unit due to advanced damage/ wear.	Material and Construction	2023 Q3	0%
NGS - N02 Grid Floor Nozzle Replacement	The scope includes the replacement of the N02 grid floor nozzle assemblies. Each JEA CFB has roughly 6,000 grid floor nozzle assemblies that use primary air to fluidize the bed.	Material and Construction	2023 Q3	0%
NGS - N00-Nitrogen and Dry Air Layup System for extended unit shutdown	The scope includes the installation of nitrogen and dry air layup systems at NGS to mitigate corrosive damage to the internal surfaces of the CFB steam and water system components during periods of extended unit downtime to ensure long term unit reliability and availability.	Materials & Construction	2023 Q3	0%
NGS - N02 Duct Burner Overhaul	The scope includes the replacement of the CFB's burner face, burner throat tiles, fire brick lining and refractory precast bricks in the A, B, and C duct burners.	Construction	2023 Q3	0%
NGS - Generation Support Capital Improvements	varies	Material and Construction	varies	0%
BBGS - GEC General Capital Improvements	varies	Material and Construction	varies	0%
BBGS - B50 – Standby Emergency Diesel Generator Integration	This project is to integrate the 480V, 1200KW diesel backup generator being provided by JEA's facilities department to the plant's electrical system. The scope includes the procurement of electrical switchboard, automatic transfer switches, HMI graphic screens, and ancillary devices for a complete working system.	Material and Construction	2022 Q2	0%
NGS - N34 Electrical Equipment Upgrades	Replace MCC	Construction	2023 Q1	0%

JSEB opportunities highlighted in yellow

Water/Wastewater

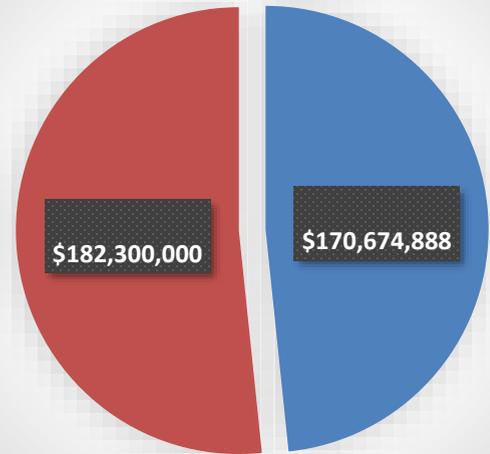
FY23 Sourcing Initiatives



Continuing Services

Continuing (O&M) Service Contracts	Estimated Contract Value	JSEB Opportunity	Planned Advertisement	Planning Renewal?
Road Base Lime Rock and #57 Stone	\$ 2,276,600	Yes	August 2022	Bid out
Wastewater Odor Control Chemicals	\$ 8,616,500	Yes		Renew
W/WW General Construction Services	\$ 56,000,000	No	October 2022	Bid out
Process Tank and Class IV Lift Station Cleaning Services (O&M)	\$ 4,613,402	Yes		Renew
Bulk Ferric Chloride Supply	\$ 2,226,168	No		Renew
Buckman Wastewater Treatment Plant Class AA Pellet Removal Program	\$ 300,000	No		Renew
Pipe Bursting Unit Price Construction	\$ 9,249,389	No		Renew
Water Well Repair Services	\$ 900,000	Yes	December 2022	Bid out
Liquid Emulsion Polymer	\$ 3,490,500	Yes		Renew
General Engineering Services for Pipeline Projects and Studies Less than 16" Pipe Diameter	\$ 5,877,147	Yes		Renew
Construction Debris Area Maintenance and Disposal	\$ 1,968,260	Yes	January 2023	Bid out
Sodium Hypochlorite	\$ 10,814,091	No		Renew
Maintenance, Repair and Overhaul (MRO) Material Blankets	\$ 11,621,500	No	January 2023	Bid out
Restoration of Disturbed Sod (North/West)	\$ 1,719,364	Yes	January 2023	Bid out
Landfill Services	\$ 2,448,850	Yes	February 2023	Bid out
Emergency Waste Water Clean Up Services	\$ 1,213,500	Yes		Renew
Design, Permitting and Construction Management for the Galvanized Pipe Replacement Program	\$ 6,130,957	Yes		Renew
Concrete Restoration Services (South/East)	\$ 3,604,662	Yes		Renew
W/WW System Resiliency Assessment, Program Management & Engineering Design Services	\$ 11,975,000	No		Renew
Aluminum Sulfate - 48%	\$ 679,053	No		Renew
Residuals Hauling and Disposal	\$ 4,545,401	Yes		Renew
Breaker Testing, and Power Studies for Potable and Wastewater Treatment Plants & Reclamation Facilities	\$ 2,978,821	Yes	April 2023	Bid out
Sewage Pump Lift Station Wet Well Cleaning and Hauling	\$ 1,203,600	Yes		Renew
Restoration of Disturbed Sod (South/East)	\$ 2,151,268	Yes		Renew
Geotechnical and Material Field Laboratory Testing and Inspection Services	\$ 691,351	Yes		Renew
Hach Services & Commodities Contract- JEA Approved Standard	\$ 2,046,870	No		Renew
Armorock Sewer Manholes - JEA Approved Standard	\$ 900,000	No		Renew
Polymer for Blacks Ford Water Reclamation Facility (WRF)	\$ 600,000	No		Renew
Glycerin/Supplemental Carbon	\$ 3,159,624	No	June 2023	Bid out
Delivery of A-3 Fill Dirt for JEA	\$ 1,154,937	Yes		Renew
Grit, Waste & Sludge Disposal Management Services for the Buckman Water Reclamation Facility (WRF)	\$ 5,518,073	Yes		Renew

Estimated Spend



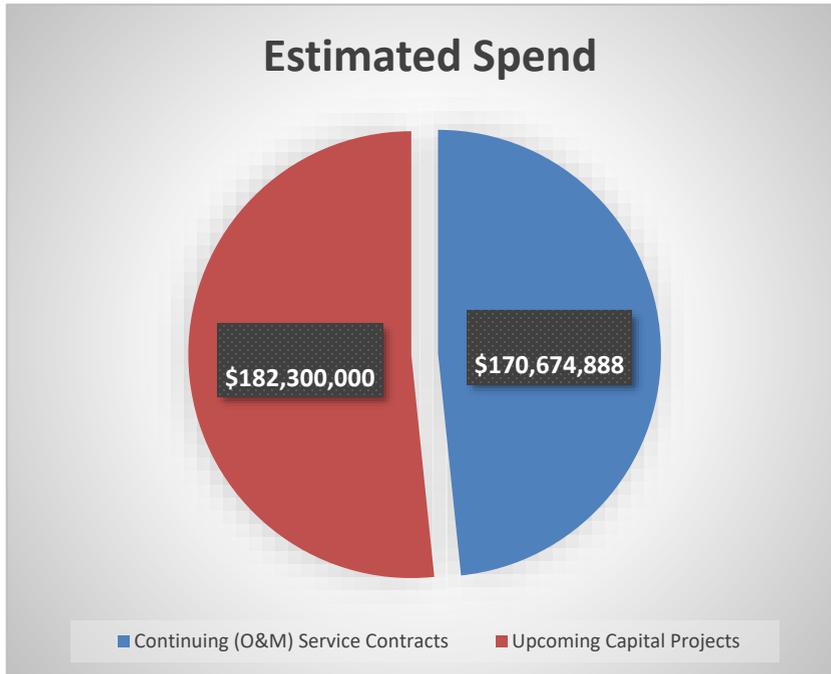
■ Continuing (O&M) Service Contracts ■ Upcoming Capital Projects

JSEB opportunities highlighted in yellow

Water/Wastewater

FY22 Sourcing Initiatives

Capital Projects



JSEB opportunities highlighted in yellow

Upcoming Capital Projects	Estimated Contract Value	JSEB Opportunity	Planned Advertisement
Arlington East WRF - Parallel Sludge Line - St. Johns River Sludge Line Crossing	\$10,000,000 - \$14,000,000	Yes	August 2022
Monterey - 5838 Pompano - Class III/IV - Pump Upgrade	\$2,000,000 - \$3,000,000	Yes	August 2022
9247 Baymeadows Rd - Class III/IV - Pump Upgrade	\$1,000,000 - \$2,000,000	Yes	August 2022
Fairfax St 1st St to 26th St WM (W-13)	\$1,000,000 - \$1,500,000	Yes	August 2022
Royal Lakes WTP HSP Expansion	\$1,000,000 - \$2,000,000	Yes	August 2022
LDP - McDuff - Olga to Park WM	\$1,000,000 - \$2,000,000	Yes	September 2022
Ridenour WTP - Storage and Repump - R	\$1,000,000 - \$2,000,000	Yes	September 2022
Lovegrove WTP - Electric System Upgrade	\$500,00 - \$1,000,000	Yes	September 2022
LDP Program - South Shores Sub-Aqueous FM Rehabilitation	\$500,00 - \$1,000,000	Yes	October 2022
7732 Merrill Rd - Class III/IV - PS Upgrades	\$3,000,000 - \$4,000,000	Yes	October 2022
Mandarin - 106 Twin Creeks - Class III/IV - Booster Pump Station	\$7,000,000 - \$8,000,000	Yes	October 2022
North Grid THM Mitigation Project - PH	\$3,000,000 - \$4,000,000	Yes	October 2022
Pritchard Rd - Old Plank Rd to Cisco Dr W - Trans - New - W	\$4,000,000 - \$5,000,000	Yes	November 2022
1636 Talleyrand Av - Class III/IV Rehab	\$1,000,000 - \$1,500,000	Yes	November 2022
Surface Water Discharge Elimination - Water Purification Piloting	\$500,00 - \$1,000,000	Yes	November 2022
Southeast WTP - Well No. 4	\$400,00 - \$500,000	Yes	November 2022
Cisco Dr - Westlake WTP to Garden St - Trans - New - W	\$1,000,000 - \$1,500,000	Yes	November 2022
Martin Luther King - Fairfax to Brentwood Water Main Replacement	\$7,000,000 - \$8,000,000	Yes	December 2022
Beacon Hills WTP - Rehabilitation	\$1,000,000 - \$1,500,000	Yes	December 2022
Arlington East WRF Upgrades - Influent Structure	\$25,000,000 - \$30,000,000	Yes	January 2023
Arlington East WRF Upgrades - Aeration Basins and Blowers	\$35,000,000 - \$40,000,000	Yes	January 2023
LDP Program - Clark and Main: Kentucky St to Gun Club Rd FM	\$1,000,000 - \$1,500,000	Yes	January 2023
Nocatee South Reclaimed Water Improvements	\$1,500,000 - \$2,000,000	Yes	February 2023
Blacks Ford WRF - Expansion from 6 to 9 MGD	\$4,000,000 - \$5,000,000	Yes	February 2023
Rivertown Reclaim Water Booster Pump Station	\$2,000,000 - \$3,000,000	Yes	March 2023
Nassau Regional WRF - SR200 West of I-95 RW Storage Tank and BPS - R	\$1,000,000 - \$1,500,000	Yes	March 2023
District II - Ranch Rd - Tradeport Dr to DUV-14491 MPS - FM	\$2,000,000 - \$3,000,000	Yes	April 2023
Monterey - 8043 Carlotta Rd - Class III/IV - Pump Upgrade	\$300,00 - \$400,000	Yes	May 2023
Monterey WRF Improvements - Phase II	\$25,000,000 - \$30,000,000	Yes	May 2023
Evergreen Ave & 45th St E: Oakwood St to 47th Street (S-31)	\$3,000,000 - \$4,000,000	Yes	June 2023
AEWRF Sludge - AEWRF Pump Station and FM	\$4,000,000 - \$5,000,000	Yes	June 2023
Ridenour WTP - Well No. 8	\$1,500,000 - \$2,000,000	Yes	June 2023
Cecil Commerce Center - Well No. 4	\$2,000,000 - \$3,000,000	Yes	July 2023
AEWRF Sludge - SJR West to Buckman WRF FM	\$4,000,000 - \$5,000,000	Yes	July 2023
Deerwood III WTP - Well 2 Replacement	\$1,500,000 - \$2,000,000	Yes	August 2023
Surface Water Discharge Elimination - Deep Injection Exploratory Wells	\$2,000,000 - \$3,000,000	Yes	August 2023



What's New In FY23

Rita Scott

*Manager Jacksonville Small Emerging Business
Program & Procurement Performance*



What's New for FY23

JEA Supplier Diversity Program

ADVOCATE

Advocate on behalf of our diverse suppliers and encourage our internal and external customers to utilize our diverse supplier network on prime and subcontractor opportunities.

NETWORK

Build a diverse and inclusive network of suppliers of any size and location that are certified through a 3rd party.

EDUCATE

Partner with local small business agencies to offer educational events for our diverse suppliers.

REPORT

Monitor and report on the progress of the supplier diversity program.



What's New for FY23



JSEB Compliance & Diversity Outreach System

- **JSEB Compliance**
Tracks procurement contracts with a JSEB participation requirement.
- **Supplier Diversity Directory**
Directory of diverse vendors of any size and location that are certified by a third party.
- **Vendor Registration**
Vendors of any size and location that are certified by a third party can register to be included in the JEA Supplier Diversity Directory.
- **Outreach**
Announce outreach initiatives and opportunities.
- **Upcoming Events**
Advertise upcoming events.



What's New for FY23

JEA Website – JSEB & Supplier Diversity Program

- User friendly interface
- Access the JSEB Compliance & Diversity Outreach System
- Access the JEA Supplier Diversity Directory
- Register as a Certified Diverse Supplier
- Access Outreach Events
- Doing Business with JEA Workshop
- JSEB Spotlight

JSEB & Supplier Diversity Brochure

- Outlines the JSEB and Supplier Diversity Program
- Why to become a certified JSEB and Diverse Vendor
- Available procurement opportunities

Home > About > Procurement > Jacksonville Small Emerging Business Program

Jacksonville Small Emerging Business Program



JEA is committed to a diverse supplier network that reflects the customers and communities we serve. At JEA, procurement decisions are made on a competitive basis and focuses on providing fair and equitable opportunities to all vendors. JEA is an active participant in the City of Jacksonville's (COJ) Jacksonville Small and Emerging Business (JSEB) program. The JSEB program helps to establish and strengthen relationships with local small business owners in our community. Additionally, JEA believes that supplier diversity promotes innovation, increases the pool of potential suppliers, and drives competition. As an extension of the JSEB program, JEA's Supplier Diversity Program is based on four principles: Advocate, Network, Educate and Report. JEA is committed to advocating the use of diverse suppliers, building a network of diverse suppliers, providing educational opportunities, and reporting our progress.

JSEB Program

The Jacksonville Small and Emerging Businesses (JSEB) program is administered by the City of Jacksonville's Equal Business Opportunity (EBO) office and is the certifying agency for the JSEB program. The program is open to small businesses that are located within Duval County and meet the



Panel Discussion with the Agencies





Jacobs



Networking & Snacks





**THANK YOU
for attending the
2022 JSEB
Procurement Summit!**

