



Procurement Department Bid Section
Customer Center 1st Floor, Room 002
21 W. Church Street
Jacksonville, Florida 32202

August 22, 2019

ADDENDUM NUMBER: One (1)

TITLE: ITN – 127-19 Strategic Alternatives

BID DUE DATE: September 30, 2019

TIME OF RECEIPT: 12:00 PM EST

THIS ADDENDUM IS FOR THE PURPOSE OF MODIFYING THE FREQUENTLY ASKED QUESTIONS SECTION OF THE ITN BY ADDING THE FOLLOWING:

30. Is it possible for a Reply for some portion of JEA’s business (but not all) to satisfy the Mandatory Requirements Review?

Yes. JEA intends to evaluate a range of potential alternatives, including assessing Replies that, while independently may not allow JEA to achieve its goals, may do so in combination with other potential Replies. Replies that may not individually satisfy all of the Evaluation Criteria completely may nonetheless provide the opportunity for JEA to achieve its goals when paired with other Replies. As described in Section 3.2.3 of the ITN, Respondents should indicate clearly and specifically how their Reply would allow JEA to achieve its goals, including stating whether such Reply can satisfy JEA’s goals only when combined with other potential Replies and defining to the extent possible the nature of such complementary potential Replies.

31. If Respondents intend to partner with other potential Respondents, would they need to establish this partnership arrangement in advance of the Reply and identify their partners?

No. Potential Respondents (also referred to as Vendors in the ITN) are welcome to partner or enter into teaming agreements that they believe would provide value to JEA. Partnering or teaming agreements do not need to be finalized by the time of the Reply. The Vendor who intends to serve as the prime Vendor under any such arrangement must submit a timely Reply to be eligible for Contract award. Other parties, including other Vendors who submit a timely Reply, may join this Vendor during the Negotiation Phase, subject to entering into an NDA for purposes of receiving and accessing certain exempt or confidential information relating to JEA, including, without limitation, trade secrets, material non-public information, or other confidential information.

32. Will there be additional information available to Respondents during the Negotiation Phase?

In accordance with Section 3.3.3 of the ITN, following execution of the NDA, Respondents will be granted access to the JEA Virtual Data Room, which will include a confidential information presentation on JEA and certain financial projections.

33. If a Vendor is interested in proposing any acquisition of some or all of JEA’s businesses in our Reply, is the Vendor expected to provide a value prior to the Negotiation Phase?

Replies will be evaluated against the Mandatory Requirements set forth in Section 3.1.1 of the ITN, and those Replies that meet the Mandatory Requirements will be assessed against the Evaluation Criteria set forth in Section 3.2.3 of the ITN. Exact valuation statements and/or methodology is not required for initial Reply. While Respondents must indicate clearly and specifically how their Reply would allow JEA to achieve its goals, given the information provided in the ITN and otherwise available publicly, such Replies may be more qualitative in nature until additional non-public information is provided to Respondents in the Negotiation Phase.

34. Is there going to be a Bidder's call for Q&A?

Q&A will be handled in accordance with Sections 2.1.1 and Sections 2.11 of the ITN.

Please note, questions for ITN 127-19 Strategic Alternatives are due on September 3, 2019. Please submit questions to strategicalternative@jea.com.

ACKNOWLEDGE RECEIPT OF THIS ADDENDUM ON ATTACHMENT 1 – RESPONDENT’S CERTIFICATION