

AWARDS COMMITTEE AGENDA

Updated 03/31/2020 at 1:30PM

DATE: Tuesday, March 31, 2020

TIME: 02:00 P.M.

PLACE: WebEx/Teleconference

<https://jeameeting.webex.com/jeameeting/j.php?MTID=m9de64d9c327e96140f37733e92e9908b>

WebEx Meeting number (access code): 472 041 580

Meeting password: awardsmeeting

Join by phone

+1-415-655-0001 US Toll

Access code: 472 041 580

Safety Briefing

Emergency Exit:	Exit to stairwell located to the left of the elevators
Fire Extinguisher:	Located to the left of stairwell
Headcount:	Jason Behr--Please be sure to sign in
Assembly:	Parking lot diagonally across from Church / Main
Calling 911:	Jenny McCollum
Security # 6200	Lynn Rix
CPR:	N/A
Safety Buddy	The person to your right is your Safety Buddy.
Safety Hazards:	Please be sure your chair is not blocking the pathway
Cell Phones:	Please place cell phones and all other electronic devices on silent.

Public Comments:

Awards:

1. Approval of the minutes from the last meeting (03/05/2020).
2. Request approval to add contract funds to Jacobus Energy LLC. for mobile fueling in the amount of \$172,698.87, for a new total not-to-exceed amount of \$5,142,519.22, subject to the availability of lawfully appropriated funds.

3. Request approval for a contract renewal for the TripSaver II Cutout-Mounted Recloser product for JEA Inventory Stock in the amount of \$4,356,960.00, for a new not-to-exceed total of \$13,196,160.00, subject to the availability of lawfully appropriated funds.
4. Request approval for a contract increase for Padmount Distribution Transformers for JEA Inventory Stock in the amount of \$3,902,399.08, for a new not-to-exceed total of \$13,000,132.74, subject to the availability of lawfully appropriated funds.
5. **DEFERRED** - Request approval to award a change order to Wright-Pierce for additional engineering study work for the Southwest/Arlington East Service Areas Infiltration and Inflow Study and Remediation Plan in the amount of \$328,278.89, for a new not-to-exceed amount of \$2,089,672.12, subject to the availability of lawfully appropriated funds.
6. 020-20 - Request approval to award a contract to WA Chester LLC for construction services for Circuits 684 HPFF Replacement at Kennedy Substation and University Transfer Station project in the amount of \$1,045,000.00, subject to the availability of lawfully appropriated funds.
7. 009-20 – Request approval to award contracts to NRC Gulf Environmental Services in the amount of \$339,542.00, Cliff Berry Inc. in the amount of \$237,679.40, and Hulls Environmental Services Inc. in the amount of \$101,862.60 for Special Waste Handling Services for Non-Hazardous Waste/Hazardous Waste, for a total not to exceed amount of \$679,084.00, subject to the availability of lawfully appropriated funds.
8. 022-20 – Request approval to award a one (1) time purchase with five (5) year maintenance to Presidio for the purchase of Cisco Network Equipment in the amount of \$714,172.26, subject to the availability of lawfully appropriated funds.
9. Request approval to award a change order to Xtensible for assistance with JEA’s Asset Management Solution Project in the amount of \$85,000.00, for a new not-to exceed amount of 1,280,000.00, subject to the availability of lawfully appropriated funds.
10. Request approval to award a contract increase to Apogee for JEA’s Residential Electric Demand Rate Pilot Customer Engagement Campaign in the amount of \$28,545.50, for a new not-to exceed amount of 328,545.50, subject to the availability of lawfully appropriated funds.
11. Request approval to award a contract increase to Petticoat-Schmitt Civil Contractors Inc. (\$1,843,333.33), J.B. Coxwell Contracting Inc. (\$1,843,333.33) and Callaway Contracting Inc. (\$1,843,333.34), for construction services for Underground Water, Wastewater and Reuse Grid Repair and Installation Services in the amount of \$5,530,000.00, for a new not-to-exceed amount of \$8,620,000.00, subject to the availability of lawfully appropriated funds.

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.

03-31-2020 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 03/05/2020 meeting.
2	Contract Increase	McCarthy	\$172,698.87	\$172,698.87	Jacobus Energy LLC	Five (5) Years	<p><u>JEA Fleet Services Mobile Fueling</u></p> <ul style="list-style-type: none"> The contract spend details are below: Contract Increase: \$172,698.87
3	Contract Renewal	McCarthy	\$4,356,960.00	\$4,356,960.00	Stuart C. Irby CO	Three (3) Years	<p><u>TripSaver II Cutout-Mounted Recloser for JEA Inventory Stock</u></p> <ul style="list-style-type: none"> The contract spend details are below: Contract Renewal: \$4,356,960.00
4	Contract Increase	McCarthy	\$3,902,399.08	\$3,902,399.08	Gresco Supply, Inc.	Five (5) Years w/One (1) – One (1) Yr. Renewal	<p><u>Padmount Distribution Transformers for JEA Inventory Stock</u></p> <ul style="list-style-type: none"> The contract spend details are below: Contract Increase: \$3,902,399.08
5-Defer	DEFERRED - Change Order	N/A	N/A	N/A	N/A	N/A	N/A
6	Invitation For Bid (IFB) 3 Respondents	Anders	\$1,129,000.00	\$1,045,000.00	WA Chester LLC	Project Completion	<p><u>Circuits 684 HPFF terminations Replacement at Kennedy Substation & University Transfer Station</u></p> <p>The terminations will be installed at JEA's Kennedy Substation and University Transfer Station. JEA will provide the twelve (12) High Pressure Fluid Filled pipe-type terminations, the company will provide all other materials</p> <p>The contract details are below:</p> <ul style="list-style-type: none"> FY21 – 1,045,000.00
7	Invitation To Negotiate (ITN) 5 Respondents	Steinbrecher	\$679,084.00	\$237,679.40 \$101,862.60	NRC Gulf Environmental Services Cliff Berry Inc. Hulls Environmental Services Inc.	Three (3) Years w/Two (2) – One (1) Yr. Renewals	<p><u>009-20 Special Waste Handling Services for Non-Hazardous Waste/Hazardous Waste (O&M)</u></p> <p>The contract details are below:</p> <ul style="list-style-type: none"> Budget Estimate:\$679,084.00 NTE Amount: \$679,084.00
8	Invitation To Negotiate (ITN) 6 Respondents	Eads	\$500,000.00	\$714,172.26	Presidio Networked Solutions, LLC	One-Time Purchase w/ Five (5) Year Maintenance	<p><u>2020 Cisco Network Equipment Purchase-Refresh and Replace and Professional Services for Deployment (Capital)</u></p> <p>The contract details are below:</p> <ul style="list-style-type: none"> FY20- \$714,172.26

03-31-2020 Awards Committee

9	Change Order	Eads	\$1,270,000.00	\$85,000.00	Xtensible Solutions, LLC Doble Engineering	Project Completion (Expected: June 2020)	<p><u>Consulting Services for Architecture and Execution Plan of Enterprise Information Management for JEA's Enterprise Asset Management (Capital)</u></p> <p>The project and schedule details are below:</p> <ul style="list-style-type: none"> • Original Budget Estimate: \$500,000.00 (Awarded - \$595,600.00) • Change Order 1 Budget Estimate: \$685,000.00 • Total Original and Change Order 1 Budget - \$1,185,000.00 (Awarded- \$1,144,600.00) • Change Order 1 Project Cost: \$500,000.00 (2350 hours, Professional Service hourly rates) • Total Original and Change Orders 1-2 Budget - \$1,270,000.00 • Change Order 2 Project Cost: \$85,000 • NTE Amount: \$1,280,000.00 • Projects Completion Date: Expected - June 2020
10	Contract Increase	Stewart	\$340,000.00	\$28,545.50	Apogee Interactive, Inc.	Project Completion 3/31/2020	<p><u>Residential Electric Demand/Flex Rate Pilot Customer Engagement Campaign (O&M)</u></p> <p>The project and schedule details are below:</p> <ul style="list-style-type: none"> • Original Budget Estimate: \$340,000 (Awarded - \$175,532.00) • Change Order 1-\$124,468.00 • Change Order 2- \$25,076.00 • NTE Amount: \$325,076.00
11	Contract Increase	Calhoun	N/A	\$1,843,333.33 \$1,843,333.33 \$1,843,333.34	Petticoat Schmitt Civil Contractors Inc. JB Coxwell Contracting Inc. Callaway Contracting Inc.	One Year w/Two (2) – 1 Yr. Renewals	<p><u>Underground Water, Wastewater and Reuse Grid Repair and Installation Services</u></p> <p>The contract spend details are below:</p> <ul style="list-style-type: none"> • FY20: \$1,400,000.00 • FY21: \$4,130,000.00
Total Award				\$16,513,859.71			

AWARDS COMMITTEE MINUTES

Awards Committee met on **March 05, 2020**, in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 10:02 a.m.

Members in attendance were Jenny McCollum as Chairperson, Laure Whitmer as Budget Representative, Miriam Hill as General Counsel Representative; with John McCarthy, Gabor Acs, Steve Selders, Deryle Calhoun, and Russell Caffey as voting Committee Members; Jason Behr, Lynn Rix, Dan Kruck, Joe Perez, John Hurford, Mitch Shepard, Nathan Woyak, Nick Dambrose, Allan Boree, Jay Magee, Sean Conner, Brian Phillips, Oliver Domingo

Awards:

1. Approval of the minutes from the last meeting (02/20/2020). **APPROVED**
2. Request approval to award a contract increase to Jacobs Engineering Group Inc. for additional Water/Wastewater Capital Program Management in the amount of \$11,762,643.00, for a new not-to-exceed amount of \$22,117,613.00, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
3. 014-20 – Request approval to award a contract to Petticoat-Schmitt Civil Contractors, Inc. for construction services for the Greenland Water Treatment Plant (WTP) - Expansion from 6.0 to 9.0 MGD project in the amount of \$4,769,000.00, subject to the availability of lawfully appropriated funds. **APPROVED**
4. Request approval for a one (1) year renewal and additional scope to Message Broadcast for the renewal of Customer Alerts and Preferences in the amount of \$588,470.00 for a new not-to-exceed total of \$2,649,815.00 subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
5. **Deferred** - 020-20 Request approval to award a contract to WA Chester for construction services for Circuits 684 HPFF Replacement at Kennedy Substation & University Transfer Station in the amount of \$1,045,000.00, subject to the availability of lawfully appropriated funds.
6. Request approval to award a contract to Evoqua Water Technologies LLC for the Mandarin WRF – Filter Feed Pump No. 1 and 2 Replacement project in the amount of \$848,655.00, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**

Informational Item: N/A

Ratifications: N/A

Public Comments: N/A

Adjournment: 10:18 a.m.



Formal Bid and Award System

Award #2 March 31, 2020

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

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

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

RECOMMENDED AWARDEES:

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

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

List of Previous Change Orders/Contract Renewals

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

Background/Recommendation:

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

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

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

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

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

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

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

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

APPROVALS:

Chairman, Awards Committee **Date**

Manager, Capital Budget Planning **Date**

Last Updated
3/5/2020
1:43 PM

Blanket & PO NUMBERS	DESCRIPTION	VENDOR	Amount Agreed To	Amount Released/Invoiced Amount	Realized Spend Per Day	Amount Remaining	% Funds Remaining	Date Funding Will Run Out	Expires On
149849 (185573, 184286, 178310,	FUEL (GAS AND DIESEL FOR VEHICLES AND	QUICK FUEL	\$4,969,820.35	\$4,818,581.00	\$3,114.79	\$151,239.35	3.04%	4/22/2020	12/9/2020

Estimated Date Funding Runs Out	4/22/2020
Estimated Bid Completion Date	6/17/2020
Funding Days Needed	55
Realized Funding Per Day	\$3,114.79
Contract Increase	\$172,698.87
New NTE	\$5,142,519.22



Formal Bid and Award System

CPA 149849

Award #6 October 4, 2018

Type of Award Request: RENEWAL
Requestor Name: Roddy, Colin P.
Requestor Phone: (904) 665-8337
Project Title: Wet Hose Fueling
Project Number: Fleet Services O&M
Project Location: JEA
Funds: O&M
Budget Estimate: \$1,442,782.50
Scope of Work:

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

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

RECOMMENDED AWARDEES:

Name	Vendor Contact	Address	Phone	Amount
JACOBUS FLEET SERVICES LLC.	Harry Merlo	11815 W. Bradley Rd., Milwaukee WI 53224	704-363-2661	\$1,442,782.50

41 year

Amount for original term of Contract/PO: \$2,264,760.00
Date of Original Award: 11/12/2015
Renewal Amount: \$1,442,782.50
New Not-To-Exceed Amount: \$4,518,018.50
Length of Contract/PO Term: Three (3) Years w/Two (2) – 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 12/31/2016
End Date (mm/dd/yyyy): 12/30/2020
Renewal Options: One (1) – 1 Yr. Renewal
JSEB Requirement: JSEB Optional

List of Previous Change Orders

CPA #	Amount	Date
149849	\$226,476.00	03/08/2018
149849	\$584,000.00	04/05/2018

Background/Recommendation:

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

On 03/8/2018, a change order was approved for \$226,476.00 and an additional change order was approved by the Awards Committee on 04/5/2017 in the amount of \$584,000.00 to extend funding to cover the remaining original term of the agreement. The change order is attached for reference.

This request is use the initial one (1) year renewal option and add funds in the amount of \$1,442,782.50 to cover the forecasted requirements received from the Fleet team for the FY2019 term and three (3) months of the FY2020 term that will be covered as part of the one (1) year agreement extension. To date, QuickFuel has performed extremely well with supporting our mobile fueling needs and always provides flexibility in the constant changes that occur on a daily basis with our Fleet fueling needs and because of this the internal team would like to continue to use their services. Procurement reviewed the original award for competition, price variance between bidders and market trends to determine whether the renewal was appropriate, or to rebid. Quick Fuel beat out the other bidder on the original award by almost ten percent (10%). Vendor performance has been very good and responsive.

Request approval to utilize the a one (1) year renewal option to Jacobus Fleet Services LLC for the night time diesel fueling service for JEA vehicles and equipment at the service center yards in the amount of \$1,442,782.50, for a new total not-to-exceed amount of \$4,518,017.50 subject to the availability of lawfully appropriated funds.

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

APPROVALS:

 10/4/18

Chairman, Awards Committee **Date**

 10/4/18

Manager, Capital Budget Planning **Date**

**JEA
 FY2019 Budget
 COJ Non-COJ Fuel Calculation**

Non-COJ Fuel				
	<u>Diesel Quick Fuel</u>	<u>Gate Diesel</u>	<u>Gate Gas</u>	<u>Total</u>
EIA Forcast 2019 Price/gal	\$1.93	\$1.93	\$1.81	
Taxes	\$0.34	\$0.35	\$0.34	
Mark-Up	\$0.55	\$0.05	\$0.05	
Quantity (Gals)	409,300	150,000	72,000	631,300
Cost	\$1,154,226	\$349,050	\$158,256	\$1,661,532

COJ Fuel			
	<u>COJ Diesel</u>	<u>COJ Gas</u>	<u>Total</u>
EIA Forcast 2019 Price/gal	\$1.93	\$1.81	
Mark-Up	\$0.13	\$0.13	
Quantity (Gals)	310,000	354,000	664,000
Cost	\$638,600	\$686,760	\$1,325,360

Change Order Amount Needed for FY19	\$1,154,226
Change Order Amount Needed for FY20 - Oct, Nov, Dec	\$288,556.50
Estimated Funding Needed	\$1,442,782.50
Current Value	\$3,075,236.00
New NTE	\$4,518,018.50

Approved by the JEA Awards Committee
 Date 4/5/2018 Item # 9



Formal Bid and Award System

CPA 149849

Award #9 April 5, 2018

Type of Award Request: CHANGE ORDER
 Request #: 6215
 Requestor Name: Roddy, Colin P.
 Requestor Phone: (904) 665-8337
 Project Title: Wet Hose Fueling
 Project Number: Fleet Services O&M
 Project Location: JEA
 Funds: O&M
 Award Estimate: N/A
 Scope of Work:

This contract provides the nighttime diesel fueling service for JEA vehicles and equipment at the service center yards. This agreement also provides an additional fueling resource in the event of emergency operations. Mobile fueling is one of the critical purchasing strategies that enable JEA to service its water and electric customers.

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

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
QUICK FUEL FLEET SERVICES LLC	Harry Merlo	harrymerlo@jacobusenergy.com	11815 W. Bradley Rd. Milwaukee WI 53224	(704) 363-2661	\$584,000.00

Amount of Original Award: \$2,264,760.00
 Date of Original Award: 11/12/2015
 Change Order Amount: \$584,000.00
 List of Previous Change Order/Amendments:

CPA #	Amount	Date
149849	\$226,476.00	3/8/2018

New Not-To-Exceed Amount: \$3,075,236.00
 Length of Contract/PO Term: Three (3) Years w/Two (2) - 1 Yr. Renewals
 Begin Date (mm/dd/yyyy): 11/20/2015
 End Date (mm/dd/yyyy): 11/19/2018
 Renewal Options: YES - Two (2) - 1 Yr. Renewals

JSEB Requirement:

JSEB Optional

Comments on JSEB Requirements:

The sole JSEB fueling vendor, Logistical Transportation, was notified and attended the pre-bid meeting during the original solicitation process. Vendor did not submit a bid.

Background/Recommendations:

Originally bid and approved by the Awards Committee on 11/12/2015 to Quick Fuel Fleet Services, LLC in the amount of \$2,264,760.00. A copy of the original award is attached as back-up.

Based on the continued high usage of the contract, staff requested an adjustment to the CPA on 03/08/2018 in the amount of \$226,476.00. This request is to add additional funding of \$584,000.00 to cover the forecasted requirements received from the Fleet team for the remaining seven (7) and a half months of the initial term. JEA's usage of this agreement has been much higher than originally anticipated, especially during the recent Hurricane season. The internal team will meet over the coming weeks to determine the appropriate sourcing strategy and develop next steps for this service requirement in anticipation of rebid.

Request approval to award a change order to Quick Fuel Fleet Services, LLC, for the night time diesel fueling service for JEA vehicles and equipment at the service center yards, in the amount of \$584,000.00 for a new not to exceed total of \$3,075,236.00, subject to the availability of lawfully appropriated funds.

Manager: Pearson, Kenny – Procurement Category Manager
Director: McCarthy, John P. - Sr Director Supply Chain Mgmt & Ops Support
VP: Dykes, Melissa H. - Chief Financial Officer

APPROVALS:



Chairman, Awards Committee **Date**

4/5/18



Manager, Capital Budget Planning **Date**

4/5/18



Formal Bid and Award System

Award #12 November 12, 2015

Type of Award Request: BID (IFB)
Request #: 366
Requestor Name: Brunell, Baley L. - Contract Specialist
Requestor Phone: (904) 665-6992
Project Title: Wet Hose Fueling
Project Number: Fleet Services O&M
Project Location: JEA
Funds: O&M
Award Estimate: N/A

Description of Request:

This contract will provide the night time diesel fueling service for JEA vehicles and equipment at the service center yards. This award also provides an additional fueling resource in the event of emergency operations. Mobile fueling is one of the critical purchasing strategies that enable JEA to service its water and electric customers.

JEA intends to award one three (3) year contract to a mobile fueling supplier that shall load, deliver, and dispense diesel fuel to JEA facilities and designated vehicles. The proposed contract term will be for a three (3) year period with two options to extend for two additional one year periods. Included as an option in this award is an additional service of generator fueling.

Requisition Number:
JEA IFB/RFP/State/City/GSA#: 005-16
Purchasing Agent: Lovgren, Rodney Dennis
Is this a Ratification?: NO
If yes, explain:

RECOMMENDED AWARDEE(S):

149 849

Name	Contact Name	Email	Address	Phone	Amount
QUICK FUEL FLEET SERVICES LLC	HARRY MERLO	HARRYMERLO@JACOBUSENERGY.COM	11815 W. Bradley Rd., Milwaukee WI 53224	(704) 363-2661	\$2,264,760.00

Amount for entire term of Contract/PO: \$2,264,760.00
Award Amount for remainder of this FY: \$629,100.00

Length of Contract/PO Term: Three (3) Years w/Two (2) – 1 Yr. Renewals
 Begin Date (mm/dd/yyyy): 11/20/2015
 End Date (mm/dd/yyyy): 11/19/2018
 Renewal Options: Yes – Two (2) – 1 Yr. Renewals
 JSEB Requirement: JSEB Optional
 Comments on JSEB Requirements: Sole JSEB fueling vendor, Logistical Transportation, was notified and attended pre-bid meeting. Vendor did not submit a bid.

BIDDER:

Name	Amount	Disqualified	Reason
QUICK FUEL FLEET SERVICES LLC	\$4,355,370.00	NO	
GATE FUEL SERVICE INC	\$4,806,000.00	NO	

Background/Recommendations:


Advertised 9/22/2015. Four (4) companies attended the mandatory pre-bid meeting on 10/1/2015. At bid opening on 10/20/2015, JEA received two (2) bids. Quick Fuel Fleet Services, LLC is the lowest responsive and responsible bidder. A copy of the Bid Form is attached.

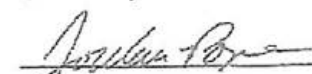
Quick Fuel Fleet Services is the low bidder for this contract, and the pricing is comparable to the business case conducted for mobile fueling dated July 16, 2015. Note, the award amount has been reduced to match the revised forecast of gallons per year by the business. The business case is attached for reference.

005-16 - Request approval to award a three (3) year contract to Quick Fuel Fleet Services LLC for provide the night time diesel fueling service for JEA vehicles and equipment at the service center yards, in the amount of \$2,264,760.00, subject to the availability of lawfully approved funds.

Manager: McElroy, Alan D. - Manager Fleet Services
 Director: McCarthy, John P. - Dir, Supply Chain Management
 VP: Dykes, Melissa H. - Chief Financial Officer

APPROVALS:

 _____ 11/12/15
 Chairman, Awards Committee Date

 _____ 11/12/15
 Manager, Capital Budget Planning Date



Formal Bid and Award System

Award #3 March 31, 2020

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

Scope of Work:

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

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

RECOMMENDED AWARDEES:

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

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

Background/Recommendation:

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

The TripSaver II Cutout-Mounted Recloser product is a part of the Distribution Automation and Smart Grid Deployment project that supports the long term advanced development of JEA's DA system, with the primary goal of reducing the SAIDI metric and improving the customer experience. The primary focus of the project is the deployment of supervisory control and data acquisition (SCADA) controlled and line monitoring devices to provide information to grid operators to quickly identify feeder problem

areas and dispatch crews accordingly. This will reduce the amount of time to investigate the problem area and as a result reduce the system SAIDI.

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

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

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

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

APPROVALS:

Chairman, Awards Committee **Date**

Manager, Capital Budget Planning **Date**

JEA Item ID	Item Description	Current Price	SAIDI FY 21 Requirements	Unplanned Maintenance Requirements	Total FY21 Requirements	Estimated Value
RECTS002	TRIPSAVER 11, PRE-PROGRAMMED 100T FUSE, 25KV (29KV MAX), 6.3KA, FOR USE WITH TYPE XS FUSE MOUNTING.	\$3,480.00	1237	15	1252	\$4,356,960.00

Current Approved Amount	\$8,839,200.00
FY21 Requirements	\$4,356,960.00
New NTE	\$13,196,160.00



Formal Bid and Award System

BPA175197

Award #8 June 21, 2018

Type of Award Request: IFB (BID)
Request #: 6269
Requestor Name: Roddy, Colin P.
Requestor Phone: (904) 665-8337
Project Title: TripSaver II Cutout-Mounted Recloser for JEA Inventory Stock
Project Number: Various
Project Location: JEA
Funds: Inventory Blanket Account
Award Estimate: \$8,839,200.00
Scope of Work:

This solicitation request was for the purchase of the TripSaver II Cutout-Mounted Recloser which is carried in JEA's inventory stock. This solicitation included one item for use on the System Average Interruption Duration Index (SAIDI) improvement project to reduce the SAIDI numbers and improve overall customer service. During 2017, the annual spend was \$1,009,814.00 with the incumbent supplier, Stuart Irby. This solicitation was based on a two (2) year term with a one (1) year option renewal to cover our FY19, FY20, and FY21 requirements for both project work and maintenance usage of this item. Our current inventory balance for the items found in this solicitation is \$304,704.00, with the current lead-time of ten (10) weeks.

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

RECOMMENDED AWARDEE:

Name	Vendor Contact	Email	Address	Phone	Amount
Stuart C. Irby Co.	Erich Ewoldt	ewoldt@irby.com	2300 Principal Row Ste. 103 Orlando, FL 32837	321-354-1573	\$8,839,200.00

Amount for entire term of Contract/PO: \$8,839,200.00
Length of Contract/PO Term: Two (2) Years w/One (1) – 1 Yr. Renewal
Begin Date (mm/dd/yyyy): 07/01/2018
End Date (mm/dd/yyyy): 06/30/2020
Renewal Options: YES – One (1) – 1 Yr. Renewal
JSEB Requirement: N/A - Optional

Background/Recommendations:

Advertised on 06/01/2017 directly to two (2) approved vendors, Stuart Irby (current supplier) and S&C Electric Company (original equipment manufacturer). At bid opening on 06/12/2018, JEA received one (1) Response from Stuart Irby. Their bid workbook is attached as backup.

The TripSaver product is part of the SAIDI improvement project, supporting the long term advanced development of JEA's distribution automation system, with the primary goal of reducing SAIDI and improving the customer experience. The primary focus of the project is the deployment of supervisory control and data acquisition (SCADA) controlled and line monitoring devices to provide information to the grid operators to quickly identify feeder problem areas and dispatch crews accordingly. This will reduce the amount of time to investigate the problem area and, as a result reduce the system SAIDI.

In the past, this item has only been purchased through Stuart Irby, who is the sole authorized Distributor of the approved S&C Electric Company product, who is the only manufacturer approved for this item (JEA Standard). Due to market conditions and no competition, when comparing current pricing to proposed pricing, JEA will realize a 9.6% unit price increase. It should be noted that the business is currently looking at other alternate sources for these reclosers to improve competition, and will have appropriate termination for convenience language in the executed contract. Unit pricing for the contract will be adjusted annually; fifty percent (50%) of the price will be adjusted based on the change in Consumer Price Index (CPI) and the other fifty percent (50%) will be adjusted using the change in the Producer Price Index (PPI, Metals and metal products)..


110-18 - Request approval to award a two (2) year contract to Stuart C. Irby Company for the purchase of TripSaver II Cutout-Mounted Reclosers in the amount of \$8,839,200.00, subject to the availability of lawfully appropriated funds.

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

APPROVALS:

 6/21/18

Chairman, Awards Committee **Date**

 6/21/18

Manager, ~~Capital Budget Planning~~ **Date**

Operating Budgets

Award #8 Back-Up

JES Item ID	Warehouse	Commodity Category	Item Description	Mfg Name & Mfg Part Number	On Hand Quantity as of 2/16/2018	System Avg Cost as of 2/16/2018	Inventory Value	Lead Time	2017 Usage	2017 Value	Last Price	New Price	Delta	Last Supplier	FY19 Requirements	FY20 Requirements	FY21 Requirements	Estimated Value
RECT802	CSC Stores	RECEPTACLES AND ENCLOSURES	TRIPSAVER II, PRE-PROGRAMMED 100T FUSE, 25KV (2PKV MAX), 6.3KA, FOR USE WITH TYPE AS FUSE MOUNTING.	1. S AND C ELECTRIC CO. 99023AP-S209 2. S AND C ELECTRIC CO. 99023AP-S20X	146.0	\$3,174.00	\$469,753.00	65.0	319	\$1,099,814.00	\$3,174.00	\$5,490.00	\$396.00	STUART C DISBY CO	1270	1270	1220	\$1,127,664.90

9.64%

9.64%

Certification of Standard, Proprietary or Original Equipment Manufacturer Item

For Purchase Requisition No. TBD - Trip Sawyer

3-112 Procurement of Standard, Proprietary and Original Equipment Manufacturer Items.

A contract may be awarded for Supplies or Services with limited or no competition when the Supplies or Services:

- (a) have been selected as a JEA standard in the course of a standards program or through the action of a standards committee (standard); or
- (b) must be a certain type, brand, make or manufacture (proprietary); or
- (c) must be obtained from the original equipment manufacturer , manufacturer's representative or a distributor authorized by the original equipment manufacturer because of the criticality of the item or compatibility within the JEA system (original equipment manufacturer).


Category

The procurement item is (check the appropriate description):

Standard Proprietary Original Equipment Manufacturer

Certification

I the undersigned certify that the specific supplies, services or construction described in the above referenced purchase requisition are the only such supplies, services or construction that will fulfill the intended need for the following reasons:



Signature of appointed employee initiating the purchase request

June 13, 2018

Date

This Certification shall be attached the purchase requisition when routed for approval. Approval of the purchase requisition shall constitute affirmation of this Certification.

**APPENDIX B
RESPONSE FORM FOR SOLICITATION 110-18**

Trip Saver II Cutout-Mounted Reclosures for JEA Inventory Stock

Submit an original Response Form, two (2) 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: IRBY UTILITIES
 Company's Address: 38 SKYLING DRWG, SUITE 1000, LAKE MARY, FL 32746
 License Number (if applicable): N/A
 Phone Number: 407-415-6268 FAX No: 407-771-0396 EMAIL Address: ewoldt@irby.com

BID SECURITY REQUIREMENT <input checked="" type="checkbox"/> None required <input type="checkbox"/> Certified Check or Bond _____ % \$ _____	TERM OF CONTRACT <input type="checkbox"/> One Time Purchase <input checked="" type="checkbox"/> Annual Requirements - Two (2) years with One (1) One (1) Year Option <input type="checkbox"/> Other, Specify:
--	---

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

QUANTITY REQUIREMENTS <input type="checkbox"/> Quantities indicated are exacting <input checked="" type="checkbox"/> Quantities indicated reflect the approximate quantities to be purchased throughout Contract period and are subject to fluctuation in accordance with actual requirements	INSURANCE REQUIREMENT <input type="checkbox"/> None required <input checked="" type="checkbox"/> Insurance required
--	--

PAYMENT DISCOUNTS

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

Quote the following materials F.O.B. Destination: Jacksonville, FL

Item No.	ENTER HEREON YOUR RESPONSE FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES	TOTAL RESPONSE PRICE
1.	110-18 Trip Saver II Cutout-Mounted Reclosures for JEA Inventory Stock TOTAL Response PRICE (Total from Response Workbook)	\$ <u>8,839,200.00</u>

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's 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's Company, and that the Company is legally authorized to do business in the State of Florida. The Respondent also certifies that it complies with all sections (including but not limited to Conflict Of Interest and Ethics) of this Solicitation, and that the Respondent is an authorized distributor or manufacturer of the equipment as required in this Solicitation.

We have received addenda

N/A through N/A

Handwritten Signature of Authorized Officer of Company or Agent

6/11/18
Date

SHAWN WEST, DISTRICT MANAGER
Printed Name and Title

***Certification of Standard, Proprietary or
Original Equipment Manufacturer Item***

For Purchase Requisition No. TBD - Trip Saver

**3-112 Procurement of Standard, Proprietary and Original Equipment
Manufacturer Items.**

A contract may be awarded for Supplies or Services with limited or no competition when the
Supplies or Services:

- (a) have been selected as a JEA standard in the course of a standards program or through the
action of a standards committee (standard); or
- (b) must be a certain type, brand, make or manufacture (proprietary); or
- (c) must be obtained from the original equipment manufacturer , manufacturer's
representative or a distributor authorized by the original equipment manufacturer because
of the criticality of the item or compatibility within the JEA system (original equipment
manufacturer).


Category

The procurement item is (check the appropriate description):

Standard Proprietary Original Equipment Manufacturer

Certification

I the undersigned certify that the specific supplies, services or construction described in the above
referenced purchase requisition are the only such supplies, services or construction that will fulfill the
intended need for the following reasons:



Signature of appointed employee initiating the purchase request

June 13, 2018
Date

***This Certification shall be attached the purchase requisition when routed for approval.
Approval of the purchase requisition shall constitute affirmation of this Certification.***



Formal Bid and Award System

Award #4 March 31, 2020

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

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

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

RECOMMENDED AWARDEES:

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

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

List of Previous Change Orders

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

Background/Recommendation:

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

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

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

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

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

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

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

APPROVALS:

Chairman, Awards Committee **Date**

Manager, Capital Budget Planning **Date**

Item ID	Current Pricing	Estimated Usage to March 2021	Contract Increase Amount
TRABAU01	\$2,295.13	0	\$0.00
TRABAU02	\$3,162.89	0	\$0.00
TRAMP000	\$1,963.56	12	\$23,562.72
TRAMP001	\$2,221.17	12	\$26,654.04
TRAMP002	\$2,618.08	0	\$0.00
TRAMP003	\$3,244.24	0	\$0.00
TRAMP004	\$4,332.64	12	\$51,991.68
TRAMP005	\$2,148.45	12	\$25,781.40
TRAMP006	\$2,507.14	0	\$0.00
TRAMP007	\$3,071.68	0	\$0.00
TRAMP008	\$4,407.83	12	\$52,893.96
TRAMP009	\$2,206.38	540	\$1,191,445.20
TRAMP010	\$2,556.44	504	\$1,288,445.76
TRAMP011	\$3,111.12	144	\$448,001.28
TRAMP012	\$4,363.01	108	\$471,205.08
TRAMP013	\$1,910.55	0	\$0.00
TRAMP014	\$1,931.51	152	\$293,589.52
TRAMP015	\$2,402.37	12	\$28,828.44
TRAMP016	\$2,445.51	0	\$0.00
Current Approved Amount		\$9,097,733.66	
Contract Increase Amount		\$3,902,399.08	
New NTE		\$13,000,132.74	

**AMENDMENT
TO CONTRACT # 151778
BETWEEN
JEA
AND
GRESKO UTILITY SUPPLY**

THIS AMENDMENT NUMBER 1 (“First Amendment”) is made and entered into this 18th day of January, 2017 (the “Effective Date”), by and between **JEA**, a body politic and corporate located at 21 W. Church St., Jacksonville, Florida 32202, and **GRESKO UTILITY SUPPLY**, a Georgia corporation with a corporate office located at 6421 CR 219, Wildwood, FL 34785 (“Company”).

RECITALS:

WHEREAS, on March 8, 2016, the parties made and entered into an agreement (the “Original Agreement”) under which Company agreed to provide and JEA agreed to purchase padmount transformers for JEA Inventory stock pursuant to JEA Contract Number 151778, with a Maximum Indebtedness of **Eight Million Two Hundred Seventy Thousand Six Hundred Sixty Six and 96/100 Dollars (\$8,270,666.96)**; and

WHEREAS, as result of Hurricane Matthew the parties now agree to revise the storm stock requirements as stated in the Original Agreement

IN CONSIDERATION of the Original Agreement and for the mutual promises and covenants herein contained, the sufficiency and receipt of which is hereby acknowledged, the parties agree as follows:

AGREEMENT:

1. **Storm Stock Requirements.** The storm stock requirements for TRAMP009, 010, and 011 as stated in the Original Agreement shall be revised as stated in **Exhibit A**, attached hereto and incorporated herein.


2. The above recitals are true and correct and, by reference, are incorporated herein and made part hereof.

SAVE AND EXCEPT as hereby specifically amended herein, the terms and conditions of the Original Agreement, as amended, shall remain in full force and effect.

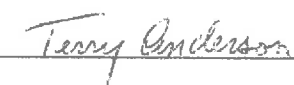
(Rest of page left intentionally blank.)

IN WITNESS WHEREOF, the parties hereto have duly executed this Amendment the day and year first above written.


ATTEST:

By: 
Name: Paul C. Sessions
Title: Acct. Manager
Date: 2/3/2017

GRESKO UTILITY SUPPLY

By: 
Name: Terry Anderson
Title: Inside Sales Coordinator
Date: 2/3/17

ATTEST:

By: 
Name: Heather Beard
Title: Manager
Date: 2-9-17

JEA

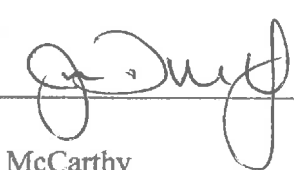
By: 
John McCarthy
Director, Supply Chain Management
Date: 2-8-17

EXHIBIT A
REVISED STORM STOCK REQUIREMENTS

From: Keeler, Jessica C. - Mgr Procurement Inventory Control
Sent: Wednesday, January 18, 2017 9:45 AM
To: tanderson@gresco.com; Paul Sessions (Paul.sessions@gresco.com)
Cc: Bernich, Ernest A. - Manager Supply Chain Operations; Keeler, Jessica C. - Mgr Procurement Inventory Control; Hall, Jr., Richard W.; Garland, Brooke; Butler, Michael C.
Subject: Storm Stock Requirement Changes for Underground Transformers

Good Morning Terry and Paul,

Hurricane Matthew provided us with an opportunity to revise our storm stock list. We have adjusted our storm stock requirements for items TRAMP009, 010, and 011 and have made the following changes.

JEA Item ID	Description	Previous Stocking Requirement	New Stocking Requirement
TRAMP009	TRANSFORMER, 50 KVA, 25565Y/14760 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	65	15
TRAMP010	TRANSFORMER, 75 KVA, 25565Y/14760 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	9	10
TRAMP011	TRANSFORMER, 100 KVA, 25565Y/14760 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	14	10

As a reminder, these items will need to be in stock at Gresco's location by May 15, 2017. As agreed upon in Addendum 3 of solicitation 007-16, JEA commits to purchasing this material within 3 months after the end of storm season. Storm Season is defined as June 1st - November 30th.

If you have any questions, please let me know.

Thank you,

Jessica Keeler | Manager, Procurement Inventory Control
6674 Commonwealth Ave | Jacksonville, FL 32254 | O: 904.665.6403 | F: 904.665.4222



Formal Bid and Award System

Award #2

January 21, 2016

Type of Award Request: ITN (Negotiated Bid)
Request #: 410
Requestor Name: Keeler, Jessica C.
Requestor Phone: (904) 665-6403
Project Title: Padmount Distribution Transformers for JEA
 Inventory Stock
Project Number: VARIOUS
Project Location: JEA
Funds: Inventory Blanket
Award Estimate: \$9,847,516

Description of Request:

This award request is for Padmount Distribution Transformers carried in JEA's inventory stock. This solicitation includes nineteen (19) line items and their primary application is to supply underground distribution to JEA's electric customers. These items are utilized by the underground departments on a regular basis. During the previous three (3) years, our annual usage averaged \$1,969,503.00 and the usage was trending up during the past year. This solicitation is for a five (5) year term and we are projecting usage at the past three (3) year average, for an estimated total contract spend of \$9,847,516.00. Our current inventory balance is \$593,621.00 and the current lead time ranges from 8 - 12 weeks.

Requisition Number:
JEA IFB/RFP/State/City/GSA#: 007-16

Purchasing Agent: Keeler, Jessica C

Is this a Ratification?: NO

If yes, explain:
RECOMMENDED AWARDEE(S):

151778

Name	Contact Name	Email	Address	Phone	Fax	Amount
GRESKO SUPPLY INC	TERRY ANDERSON	TAnderson@gresko.com	6421 COUNTY RD 219, WILDWOOD FL 34785	(877) 743-0622	(866) 405-9833	\$7,562,412.63

Amount for entire term of Contract/PO: \$7,562,412.63

Award Amount for remainder of this FY: \$1,008,321.68
Length of Contract/PO Term: Five (5) Years w/One (1) – 1 Yr. Renewal
Begin Date (mm/dd/yyyy): 02/01/2016
End Date (mm/dd/yyyy): 01/31/2021
Renewal Options: YES
If yes, please explain: One (1) – 1 Yr. Renewal
JSEB Requirement: N/A
Comments on JSEB Requirements: N/A - No JSEB Available

BIDDER:

Name	Bid Amount	Points	Rank
GRESKO SUPPLY INC	\$7,562,412.63	99.46	1
ELECTRIC SUPPLY INC	\$8,041,549.75	97.02	2
CENTRAL MOLONEY INC	\$9,843,438.00	74.01	3
STUART C IRBY CO	\$8,596,819.00	72.20	4
TRI-STATE UTILITY PRODUCTS INC	\$8,139,232.00	63.78	5
ANIXTER POWER SOLUTIONS LLC	\$9,552,402.12	54.02	6
WESCO DISTRIBUTION INC	\$9,014,575.00	52.20	7

Background/Recommendations:

Advertised 09/29/15. Eight (8) companies attended the pre-proposal meeting on 10/13/15. At bid opening on 11/10/15, JEA received seven (7) proposals.

This solicitation was bid using the Invitation to Negotiate (ITN) process. Companies were evaluated based upon their overall bid price, the total required on hand cost based upon lead time, and ability to meet our storm stock requirements.

After the initial evaluations, two (2) companies were invited to participate in the negotiation phase. Those companies were Gresko Supply, Inc. and Electric Supply, Inc. JEA met with both companies independently to negotiate their proposals. After the negotiations, each company submitted their best and final offers (B.A.F.O.). The final offers were re-evaluated and Gresko was the highest ranked firm. The B.A.F.O. Bid Workbook and evaluation matrix are attached as backup.

When comparing Gresko's proposed pricing against our current contract pricing, the proposal from Gresko represents a twenty-three percent (23%) savings, or \$2.3M over the five (5) year contract.

Please see attached email.

007-16 Request approval to award a five (5) year contract to Gresco Supply, Inc for padmount distribution transformers in the amount of \$7,562,412.63, subject to the availability of lawfully appropriated funds.

Manager: Bernich, Ernest A. - Manager Supply Chain Operations
Director: McCarthy, John P. - Dir, Supply Chain Management
VP: Dykes, Melissa H. - Chief Financial Officer

APPROVALS:

 _____ 1/21/16

Chairman, Awards Committee **Date**

 _____ 1/21/16

Manager, Capital Budget Planning **Date**

Item	Description	Est. 5 Year Usage	Total Spend w/Current Pricing	Total Spend for Round 1 Vendor 1	Total Spend for Round 1 Vendor 2	Total Spend for Round 2 Vendor 1	Total Spend for Round 2 Vendor 2
TRABAU01	TRANSFORMER, BALDWIN, 23 & 27 KV PRI, 50 KVA, 240/120 VOLT SEC, 1 PHASE, PAD (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	4	\$8,892.00	\$7,353.44	\$8,032.80	\$7,106.24	\$8,032.80
TRABAU02	TRANSFORMER, BALDWIN, 23 & 27 KV PRI, 100 KVA, 240/120 VOLT SEC, 1 PHASE, PAD (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	3	\$8,994.00	\$7,868.82	\$9,030.75	\$7,601.71	\$9,030.75
TRAMP000	TRANSFORMER, 25 KV, 4160Y/2400 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	3	\$5,727.00	\$4,666.62	\$5,944.65	\$4,509.49	\$5,944.65
TRAMP001	TRANSFORMER, 50 KVA, 4160Y/2400 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	3	\$6,555.00	\$5,342.25	\$6,643.05	\$5,159.99	\$6,643.05
TRAMP002	TRANSFORMER, 75 KVA, 4160Y/2400 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	3	\$7,326.00	\$6,351.00	\$7,279.95	\$6,137.30	\$7,279.95
TRAMP003	TRANSFORMER, 100 KVA, 4160Y/2400 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	4	\$11,908.00	\$10,634.24	\$11,704.60	\$10,273.88	\$11,704.60
TRAMP004	TRANSFORMER, 167 KVA, 4160Y/2400 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	3	\$12,216.00	\$11,039.61	\$10,932.30	\$10,665.65	\$10,932.30
TRAMP005	TRANSFORMER, 50 KVA, 13200Y/7620 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	6	\$13,212.00	\$10,288.56	\$11,883.00	\$9,942.87	\$11,883.00
TRAMP006	TRANSFORMER, 75 KVA, 13200Y/7620 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	3	\$7,473.00	\$6,080.73	\$7,039.95	\$5,876.48	\$7,039.95
TRAMP007	TRANSFORMER, 100 KVA, 13200Y/7620 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	12	\$39,324.00	\$30,142.92	\$34,030.80	\$29,124.69	\$34,030.80
TRAMP008	TRANSFORMER, 167 KVA, 13200Y/7620 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	10	\$41,200.00	\$37,495.00	\$35,302.50	\$37,165.30	\$35,302.50
TRAMP009	TRANSFORMER, 50 KVA, 25565Y/14760 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	2062	\$4,693,112.00	\$3,641,677.58	\$4,037,808.40	\$3,518,550.41	\$3,845,423.80
TRAMP010	TRANSFORMER, 75 KVA, 25565Y/14760 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	848	\$2,279,424.00	\$1,760,575.20	\$1,889,810.40	\$1,701,056.20	\$1,817,688.00
TRAMP011	TRANSFORMER, 100 KVA, 25565Y/14760 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	194	\$589,178.00	\$495,031.74	\$587,335.00	\$478,368.11	\$546,110.00
TRAMP012	TRANSFORMER, 167 KVA, 25565Y/14760 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	322	\$1,422,274.00	\$1,201,446.40	\$1,126,146.70	\$1,205,492.33	\$1,086,733.90
TRAMP013	TRANSFORMER, 25 KVA, 13200Y/7620 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	8	\$15,312.00	\$12,092.32	\$14,268.80	\$11,681.72	\$14,268.80
TRAMP014	TRANSFORMER, 25 KVA, 25565Y/14760 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	288	\$564,192.00	\$440,452.80	\$505,900.80	\$425,670.48	\$480,600.00
TRAMP015	TRANSFORMER, 75 KVA, 25565Y/14760 VOLT PRIMARY, 480/240 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	44	\$113,520.00	\$85,220.52	\$96,168.60	\$82,316.74	\$96,168.60
TRAMP016	TRANSFORMER, 75 KVA, 13200Y/7620 VOLT PRIMARY, 480/240 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	3	\$7,677.00	\$5,914.20	\$6,732.30	\$5,713.07	\$6,732.30
			\$9,847,516.00	\$7,779,673.95	\$8,411,995.35	\$7,562,412.63	\$8,041,549.75

From: [McCarthy, John P. - Dir, Supply Chain Management](#)
To: [Weir, Rachelle M. - Procurement Vendor Specialist](#)
Subject: FW: Padmount Transformer sourcing results
Date: Friday, January 15, 2016 5:16:54 PM

From: McCarthy, John P. - Dir, Supply Chain Management
Sent: Wednesday, December 30, 2015 11:12 AM
To: Dykes, Melissa H. - Chief Financial Officer
Subject: Padmount Transformer sourcing results

Melissa,

FYI, sharing excellent results from our first Invitation to Negotiate (ITN) RFP. This solicitation process was approved in the 2015 P-Code revision and allows for individual negotiations during the bid evaluation process.

We sourced 19 Padmount Transformers with an annual spend of ~ \$2M. In addition to price, we included delivery lead times and storm stocking service levels in the evaluation criteria. After 1st round of bids, we invited the top 2 ranked bidders for individual negotiations. During these discussions, clarifications were made and both bidders were given an opportunity to submit improved best and final offers. Below are highlights:

Pricing

- 1st round bidding was very competitive, we received 9 bids with pricing ranging from \$7,779,673.52 - \$9,843,438 on 5 year projected quantities. Our current pricing is \$9,847,516.00.
- 2nd round bidding was also competitive, with the top 2 ranked bidders submitting pricing at \$7,562,412.63 and \$8,041,549.75.
- When the new contract is implemented, with the top ranked and lowest priced bidder, we will achieve a price reduction of ~\$2.3M over the 5 year contract term vs. our current pricing.

Lead times

- The top ranked bidder has committed to a 1 week lead time for the fast moving items, this will provide a \$500K inventory reduction and will improve availability. Our current lead time is 8 weeks.

Storm stock

- Storm stock quantities will be held at the vendor site with 48 hour delivery. We had added this provision to our current contract over the past 2 years.

Price adjustments

- We will use the Bureau of Labor Statistics Distribution Transformer Index to make pricing adjustments every 6 months. Under our current contract, pricing adjustments were made

every 3 months and negotiated by Colectric without using a standard baseline index. This could be a primary reason our current pricing is above market.

Vendor performance

- Reporting requirements have been added to our new contract and Vendor Scorecard performance reviews will be held every 6 months to ensure vendor compliance with our contract terms.

This was a team effort lead by Ernie, Jessica, and Heather. We plan on rolling out this process throughout the company and will keep you updated on our progress.

Thanks,
John

BAFO Results							
Low Bid Evaluation							
Company	BAFO Bid Price	Rank	Points		Original Bid Price		
Electric Supply	\$8,041,549.75	2	N/A		\$8,411,995.35	-4.61%	47.02
Gresco	\$7,562,412.63	1	N/A		\$7,779,659.20	-2.87%	50

Lowest Total Cost Evaluation							
Company	BAFO Total	Rank	Points		Original		
Electric Supply	\$33,498.71	1	N/A		\$44,436.16	-32.65%	40
Gresco	\$33,957.40	2	N/A		\$30,838.20	9.19%	39.46

Storm Stock Option Evaluation			
Company	Storm Stock	Rank	Points
Electric Supply	Yes	N/A	10
Gresco	Yes	N/A	10

Electric Supply	97.02
-----------------	-------

Gresco	99.46
--------	-------

007-16 Best and Final Offer Bid Workbook for Padmount Distribution Transformers for JEA

Instructions: Insert the requested information in the green highlighted sections. The lead time listed in Column J must be the number of calendar days after receipt of order that JEA will receive the material, not the number of days to ship. If there are any comments needed, list them in Column M. Any blanks left on the bid workbook will be considered to be a "no bid."

Item	Description	UOM	Unit Price	Quoted Manufacturer	Estimated Total Usage	Bid Price	In Calendar Days After Receipt of Order	Storm Stock Requirement	Storm Stock Quantity at Site? Yes or No
TRABAU01	TRANSFORMER, BALDWIN, 23 & 27 KV PRL, 50 KVA, 240/120 VOLT SEC, 1 PHASE, PAD (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	Each	1776.56	5. ERMCO TRANS	4	7,106.24	45-60 days		
TRABAU02	TRANSFORMER, BALDWIN, 23 & 27 KV PRL, 100 KVA, 240/120 VOLT SEC, 1 PHASE, PAD (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	Each	2533.90	5. ERMCO TRANS	3	7,601.71	45-60 days		
TRAMP000	TRANSFORMER, 25 KV, 4160Y/2400 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	Each	1503.16	5. ERMCO TRANS	3	4,509.49	45-60 days		
TRAMP001	TRANSFORMER, 50 KVA, 4160Y/2400 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	Each	1720.00	5. ERMCO TRANS	3	5,159.99	45-60 days		
TRAMP002	TRANSFORMER, 75 KVA, 4160Y/2400 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	Each	2045.77	5. ERMCO TRANS	3	6,137.30	45-60 days		

Item	Description	UOM	Unit Price	Quoted Manufacturer	Estimated Total Usage	Bid Price	In Calendar Days After Receipt of Order	Storm Stock Requirement	Storm Stock Quantity at Site? Yes or No
TRAMP003	TRANSFORMER, 100 KVA, 4160Y/2400 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE. (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	Each	2,568.47	S. ERMCO TRANS	4	10,273.88	45-60 days		
TRAMP004	TRANSFORMER, 167 KVA, 4160Y/2400 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE. (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	Each	3,555.22	S. ERMCO TRANS	3	10,665.65	45-60 days		
TRAMP005	TRANSFORMER, 50 KVA, 13200Y/7620 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE. (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	Each	1,657.15	S. ERMCO TRANS	6	9,942.87	45-60 days		
TRAMP006	TRANSFORMER, 75 KVA, 13200Y/7620 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE. (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	Each	1,959.93	S. ERMCO TRANS	3	5,876.48	45-60 days		
TRAMP007	TRANSFORMER, 100 KVA, 13200Y/7620 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE. (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	Each	2,427.06	S. ERMCO TRANS	12	29,124.69	45-60 days		

Item	Description	UOM	Unit Price	Quoted Manufacturer	Estimated Total Usage	Bid Price	In Calendar Days After Receipt of Order	Storm Stock Requirement	Storm Stock Quantity at Site? Yes or No
TRAMP008	TRANSFORMER, 167 KVA, 13200Y/7620 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE. (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	Each	3716.53	S. ERMCO TRANS	10	37,165.30	45-60 days		
TRAMP009	TRANSFORMER, 50 KVA, 25565Y/14760 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	Each	1706.38	S. ERMCO TRANS	2062	3,518,550.41	5 working days/ Giresco Stock	65	Yes
TRAMP010	TRANSFORMER, 75 KVA, 25565Y/14760 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	Each	2005.96	S. ERMCO TRANS	848	1,701,056.20	5 working days/ Giresco Stock	9	Yes
TRAMP011	TRANSFORMER, 100 KVA, 25565Y/14760 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	Each	2465.82	S. ERMCO TRANS	194	478,368.11	5 working days/ Giresco Stock	43	Yes
TRAMP012	TRANSFORMER, 167 KVA, 25565Y/14760 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	Each	3743.77	S. ERMCO TRANS	322	1,205,492.33	5 working days/ Giresco Stock		

Item	Description	UOM	Unit Price	Quoted Manufacturer	Estimated Total Usage	Bid Price	In Calendar Days After Receipt of Order	Storm Stock Requirement	Storm Stock Quantity at Site? Yes or No
TRAMP013	TRANSFORMER, 25 KVA, 13200Y/7620 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE. (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	Each	1460.22	5. ERMICO TRANS	8	11,681.72	45-60 days		
TRAMP014	TRANSFORMER, 25 KVA, 25565Y/14760 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	Each	1478.02	5. ERMICO TRANS	288	425,670.48	5 working days/ Grresco Stock		
TRAMP015	TRANSFORMER, 75 KVA, 25565Y/14760 VOLT PRIMARY, 480/240 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE. (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	Each	1870.84	5. ERMICO TRANS	44	82,316.74	45-60 days		
TRAMP016	TRANSFORMER, 75 KVA, 13200Y/7620 VOLT PRIMARY, 480/240 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE. (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	Each	1904.36	5. ERMICO TRANS	3	5,713.07	45-60 days		

pendix B Proposal Form Page 1 7,562,412.63

Low Bid Evaluation

Company	Bid Price	Rank	Points
Anixter	\$9,552,402.12	6	40.72
Central Moloney	\$9,843,438.00	7	39.52
Electric Supply	\$8,411,995.35	3	46.24
Gresco	\$7,779,659.20	1	50.00
Stuart Irby	\$8,596,819.00	4	45.25
Tri-State	\$8,139,232.00	2	47.79
Wesco	\$9,014,575.00	5	43.15

Lowest Total Cost Evaluation

Company	Total	Rank	Points
Anixter	\$374,244.80	7	3.30
Central Moloney	\$50,369.99	3	24.49
Electric Supply	\$44,436.16	2	27.76
Gresco	\$30,838.20	1	40.00
Stuart Irby	\$56,200.97	4	21.95
Tri-State	\$206,045.22	5	5.99
Wesco	\$304,272.78	6	4.05

Storm Stock Option Evaluation

Company	Storm Stock	Rank	Points
Anixter	Yes		10
Central Moloney	Yes		10
Electric Supply	Yes		10
Gresco	Yes		0
Stuart Irby	Yes		5
Tri-State	Yes		10
Wesco	Yes		5

Overall Score

Company	Low Bid	Total Cost	Storm Stock	Total Points	Ranking
Anixter	40.72	3.30	10	54.02	6
Central Moloney	39.52	24.49	10	74.01	3
Electric Supply	46.24	27.76	10	84.00	2
Gresco	50.00	40.00	0	90.00	1
Stuart Irby	45.25	21.95	5	72.20	4
Tri-State	47.79	5.99	10	63.78	5
Wesco	43.15	4.05	5	52.20	7



Formal Bid and Award System

Award #5 March 31, 2020

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

Scope of Work:

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

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

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
WRIGHT-PIERCE	Steven Hallowell	steve.hallowell@wright-pierce.com	601 South Lake Destiny Rd. Ste. 290, Maitland, FL 32751	(407) 906-1776	\$328,278.89

Amount of Original Award: \$1,688,162.00

Date of Original Award: 03/08/2018

Change Order Amount: \$328,278.89

List of Previous Change Order/Amendments:

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

New Not-To-Exceed Amount: \$2,089,672.12

Length of Contract/PO Term: Project Completion

Begin Date (mm/dd/yyyy): 03/16/2018

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

JSEB Requirement: Ten Percent (10%) Evaluation Criteria

Comments on JSEB Requirements:

Original Award

Four Waters Engineering, Inc. (I&I Field Services) - 10.3%

Meskel & Associates Engineering (Piezometer Installations) - 1.5%
Total: 11.7%

Change Order 1
N/A

This Change Order

Four Waters Engineering (I&I Field Services) – 11.73% (of this change order)

Background/Recommendations:

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

This award request is for a change order to the engineering study contract of Wright-Pierce for the Southwest/Arlington East Service Areas Infiltration and Inflow Study and Remediation Plan. This increase is for an additional study of fourteen (14) pump station sub-basins within the McMillan Pump Station Service Area. These pump stations were shown to have extremely high run times and high flows believed to be caused by significant I&I entering the collection system. This Pump Station Service Area was not included in the original contract scope of work, however, the services needed are the same as those provided under original contract. An additional change order will be required under the original contract for the engineering services to design the solutions for the issues discovered under the study.

This change order request will provide smoke testing and night flow isolations of the pump station sub-basins. Additional investigation outside of this change order’s scope for the McMillan Pump Station Service Area will be needed, however, the results of this change order are needed to properly scope that work. The original contract hourly rates were used for this change order. As a result of negotiating the hours required for this change order, JEA received a fee reduction of \$187,242.00 from the originally proposed change order amount.

Request approval to award a change order to Wright-Pierce for additional engineering study work for the Southwest/Arlington East Service Areas Infiltration and Inflow Study and Remediation Plan in the amount of \$328,278.89, for a new not-to-exceed amount of \$2,089,672.12, subject to the availability of lawfully appropriated funds.

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

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

APPROVALS:

Chairman, Awards Committee **Date**

Manager, Capital Budget Planning **Date**

Approved by the JEA Awards Committee

Date 3/8/2018 Item # 4



Formal Bid and Award System

CPA 172993

Award #4 March 8, 2018

Type of Award Request: PROPOSAL (RFP)
Request #: 3937
Requestor Name: Cadle, Robert B. - Dir W/WW Reuse Delivery & Collection
Requestor Phone: (904) 665-4498
Project Title: Southwest/Arlington East Service Areas Infiltration and Inflow Study and Remediation Plan
Project Number: 8004364
Project Location: JEA
Funds: Capital
Award Estimate: \$1,849,600.00

Scope of Work:

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

This is Phase I of a three (3) phase project. Phase II will involve the design of selected recommended I/I reduction projects, including survey, geotechnical, environmental, preliminary design, final design and permitting services. Phase III will involve bidding assistance and construction services for the I/I reduction projects.

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

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
WRIGHT-PIERCE	Steven Hallowell	Steve.hallowell@wright-pierce.com	601 South Lake Destiny Rd. Ste. 290, Maitland, FL 32751	(407) 906-1776	\$1,688,162.00

Amount for entire term of Contract/PO: \$1,688,162.00
Award Amount for remainder of this FY: \$1,063,431.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 03/16/2018
End Date (mm/dd/yyyy): Project Completion (Estimated September 2019)
JSEB Requirement: Evaluation Criteria (10%)

Comments on JSEB Requirements:

Total JSEB Participation = 11.8%
Four Waters Engineering, Inc. (I/I Field Services): 10.3%
Meskel & Associates Engineering (Piezometer Installations): 1.5%

BIDDERS:

Name	Amount	Rank
WRIGHT-PIERCE	\$1,688,162.00	1
MCKIM & CREED, INC.	N/A	2
CPH INC.	N/A	3

Background/Recommendations:

Advertised 07/07/2017. Nine (9) companies attended the mandatory pre-proposal meeting on 08/08/2017. At Proposal opening on 08/22/2017, JEA received three (3) Proposals. The Proposals were independently evaluated and scored. The public evaluation meeting was held on 11/02/2017, and JEA deemed Wright-Pierce most qualified to perform the work. A copy of the Evaluation Matrix is attached.


The proposed total negotiated engineering fee of \$1,688,162.00 (based on hourly rates and reimbursable expenses), for Phase I of the project, is deemed reasonable. The proposed fee is \$161,438.00 (9%) lower than the project estimate. A copy of the final scope and fee is attached as backup.

111-17 - Request approval for the award of a contract to Wright-Pierce for engineering services for the Southwest/Arlington East Service Areas Infiltration and Inflow Study and Remediation Plan in the amount of \$1,688,162.00, subject to the availability of lawfully appropriated funds.

Director: Marshall, Raynetta C. - Dir, WWW Grid Project Eng & Construction

VP: Roche, Brian J. - VP/GM Water Wastewater Systems

APPROVALS:

 3-8-18
Chairman, Awards Committee Date

 3-8-18

~~Manager, Capital Budget Planning~~ Date
Operating Budgets

111-17 Southwest Service Area Infiltration and Inflow Study and Remediation Plan

Vendor Rankings	Robert Cadle	Ken Chascin	Michael Dvoroznak	Σ Rank	Overall Rank
CPH	3	3	3	9	3
McKim & Creed	2	2	1	5	2
Wright-Pierce	1	1	2	4	1

Robert Cadle	Professional Staff Experience (30 Points)	Design Approach and Work Plan (25 Points)	Company Experience (30 Points)	Proximity to JEA (5 Points)	JSEB (10 Points)	Total	Rank
CPH	18.63	9	10	5	8	50.63	3
McKim & Creed	25.03	18	21	4	8	76.03	2
Wright-Pierce	24.8	21	26	4	8	83.80	1

Ken Chascin	Professional Staff Experience (30 Points)	Design Approach and Work Plan (25 Points)	Company Experience (30 Points)	Proximity to JEA (5 Points)	JSEB (10 Points)	Total	Rank
CPH	17.89	12	18	5	8	60.89	3
McKim & Creed	24.17	19	22	4	8	77.17	2
Wright-Pierce	23.66	21	24	4	8	80.66	1

Michael Dvoroznak	Professional Staff Experience (30 Points)	Design Approach and Work Plan (25 Points)	Company Experience (30 Points)	Proximity to JEA (5 Points)	JSEB (10 Points)	Total	Rank
CPH	17.49	15	12	5	8	57.49	3
McKim & Creed	22.17	21	27	4	8	82.17	1
Wright-Pierce	22.74	21	26	4	8	81.74	2

Overall Averages	Professional Staff Experience (30 Points)	Design Approach and Work Plan (25 Points)	Company Experience (30 Points)	Proximity to JEA (5 Points)	JSEB (10 Points)	Total
CPH	18.00	12.00	13.33	5.00	8.00	56.34
McKim & Creed	23.79	19.33	23.33	4.00	8.00	78.46
Wright-Pierce	23.73	21.00	25.33	4.00	8.00	82.07

Appendix C
 JEA, Jacksonville, FL
 114-17 Engineering Services for
 Southwick/Ingersoll East Service Areas Refurbishment and Inflow Study & Remediation Phase
 Pre-Summary

Personnel Classification	No. of Years in Rate	Direct Billing Rate	1.1 Kick-Off Meeting		1.2 Background Information		1.3 Forecast Meetings		1.4 Smoke Testing		1.5 Fine-Tuning		1.6A CCTV Inspections		1.6B SMH Inspections		1.7 Win Weather Observ		1.8 Reduction Report		1.9 Mask Off Traffic					
			Hours	Effort	Hours	Effort	Hours	Effort	Hours	Effort	Hours	Effort	Hours	Effort	Hours	Effort	Hours	Effort	Hours	Effort	Hours	Effort				
Project Manager - Primary	22	\$ 190.56	315	\$ 63,371.60	16	\$ 3,052.56	4	\$ 763.84	100	\$ 19,056.00	10	\$ 1,905.60	47	\$ 8,973.12	25	\$ 4,764.00	20	\$ 3,819.20	24	\$ 4,574.40	25	\$ 4,764.00	25	\$ 4,764.00		
PACF Certified Specialist Manager	22	\$ 185.00	220	\$ 40,900.00	16	\$ 2,960.00	8	\$ 1,480.00	80	\$ 14,800.00	16	\$ 2,960.00	31	\$ 5,716.00	18	\$ 3,330.00	18	\$ 3,330.00	18	\$ 3,330.00	18	\$ 3,330.00	18	\$ 3,330.00	18	\$ 3,330.00
Ins	8	\$ 124.00	420	\$ 52,080.00	0	\$ -	8	\$ 992.00	0	\$ -	12	\$ 1,488.00	64	\$ 7,952.00	6	\$ 744.00	60	\$ 7,440.00	24	\$ 2,976.00	24	\$ 2,976.00	24	\$ 2,976.00	24	\$ 2,976.00
Field Technician Lead	22	\$ 102.48	1920	\$ 196,761.60	0	\$ -	12	\$ 1,229.76	40	\$ 4,099.20	600	\$ 61,176.00	600	\$ 61,176.00	60	\$ 6,117.60	600	\$ 61,176.00	60	\$ 6,117.60	60	\$ 6,117.60	60	\$ 6,117.60	60	\$ 6,117.60
Field Technician	18	\$ 90.21	1920	\$ 173,603.20	0	\$ -	0	\$ -	0	\$ -	600	\$ 54,176.00	600	\$ 54,176.00	60	\$ 5,417.60	600	\$ 54,176.00	60	\$ 5,417.60	60	\$ 5,417.60	60	\$ 5,417.60	60	\$ 5,417.60
QA/QC Engineer	18	\$ 125.24	72	\$ 8,997.12	0	\$ -	0	\$ -	0	\$ -	22	\$ 2,755.28	22	\$ 2,755.28	10	\$ 1,252.40	10	\$ 1,252.40	10	\$ 1,252.40	10	\$ 1,252.40	10	\$ 1,252.40	10	\$ 1,252.40
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,800.00	600	\$ 55,800.00	100	\$ 9,300.00	100	\$ 9,300.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00	50	\$ 4,650.00
QA/QC Engineer	2	\$ 93.00	1790	\$ 166,370.00	8	\$ 744.00	90	\$ 8,370.00	0	\$ -	600	\$ 55,														

March 12, 2020
W-P Project No. T15119

Mr. Peter C. Hallock, PE, Development Project Administrator
JEA Project Engineering
21 West Church Street T-4
Jacksonville, FL 32202-3139

Subject: Contract 172993 - Southwest/Arlington East Service Areas I&I Study and Remediation Plan
Amendment No. 2 – McMillan Pump Station Service Area Phase IA Source Investigation I&I
Services, Jacksonville, FL

Dear Mr. Hallock:

As discussed, this is Amendment No. 2 to our March 26, 2018 Contract to conduct additional infiltration and inflow (I&I) source investigation services within the McMillan Pump Station Service Area for JEA in Jacksonville, FL. The McMillan Pump Station is a main influent pump station to the Buckman Water Reclamation Facility (WRF). To accommodate future growth, JEA desires to reduce the I&I within McMillan Pump Station Service Area.

Over the past year, JEA engineering staff has identified fourteen (14) specific pump station sub-basins within the McMillan Pump Station Service Area where pumps experience extremely high run times, high flows and believed to be the result of significant I&I entering the collection system. These 14 sub-basin/pump station areas comprise of approximately 171,000 linear feet (LF) of 4 to 21-inch diameter gravity sewers. The sewer pipe materials of construction include approximately 65,500 LF of PVC and HDPE pipe, approximately 97,200 LF of vitrified clay pipe (VCP), and the remainder (8,200 LF) a mix of metal (cast iron and ductile iron) and concrete pipe. These pump stations and locations are summarized in **Table 1** and illustrated in a figure in **Appendix A**.

Based on available funding, JEA desires to conduct the I&I Study in multiple phases. Phase IA Source Investigation will consist of smoke testing and night flow isolations. Phase IB will consist of closed circuit televised (CCTV) pipe inspections and manhole inspections and other tools or assessments as necessary to identify I&I. The scope of services for Phase IB Source Investigation will be dependent upon the results of Phase IA. JEA will negotiate a separate fee for each phase. The Phase IB Proposal will be submitted after the completion of the Phase IA Source Investigation.



Table 1
High I&I McMillan PS Service Area Sub-Basins

Sub-Basin No.	Pump Station Location	Pump Station	Total Pipe Length (FT)	Percent Unlined (%)	Est. Inflow (KGPd)
1	1999 30 th Street West	30 th – 1999	6,277	81	26.0
2	2941 Breve Drive	BRE-2941	5,351	86	14.9
3	7041 Cavalier Road	CAV-7041	11,260	60	22.1
4	4618 Clyde Drive	CLY-4618	23,210	45	66.2
5	2415 D Street	D-2415	12,591	86	174.8
6	2560 D Street	D-2560	5,524	88	40.1
7	4526 Detaille Drive	DET-4526	11,457	12	90.0
8	4100 Harbor View Drive	HAR-4100	6,687	79	32.0
9	7260 Ken Knight Drive West	KEN-7260	7,776	87	123.7
10	1900 Palmdale Street	PAL-1900	10,762	9	43.5
11	2538 Lantana Avenue	LAN-2538	11,787	74	118.9
12	2251 McCoy Creek Boulevard	MCC-2251	37,559	65	69.3
13	5004 Walcott Avenue	WAL-5004	5,189	57	51.2
14	3110 Wilson Street	WIL-3110	15,445	39	76.8
		Total	171,000		

Based on our current understanding of the project, available funding, preliminary scope of services meeting with JEA, project goals, and experience with other I&I projects, the proposed work will be conducted in multiple phases. As a result, our proposed scope of services is as follows:

Scope of Services

1.0 Phase IA – Source Investigation:

1.1 Project Management:

- A. Set up project and perform project management activities including:
 1. Daily communication with JEA, *Four Waters Engineering (FWE) of Jacksonville Beach, FL (FWE)* and W-P staff
 2. Preparation of W-P Work Plan
 3. Coordination of field and internal works with W-P staff and subconsultants
 4. Preparation and execution of subconsultants agreements
 5. Preparation of monthly status reports
 6. Review of project related monthly expenses including subconsultant invoices
 7. Preparation of monthly invoices, JSEB compliance report and cash flows tables
 8. Project closeout



1.2 Kick-Off Meeting:

- A. Prepare for and attend an initial kick-off meeting with JEA, *FWE* and W-P project team members. At the meeting, conduct the following:
 - 1. Introduce key project members from JEA and W-P, establish schedules for deliverables and workshop meetings, and establish procedures for effective communication and project data exchange between W-P and JEA throughout the project.
 - 2. Prepare and distribute meeting minutes via W-P SharePoint Website.
- B. Deliverables:
 - 1. Kick-off meeting agenda
 - 2. Kick-off meeting minutes; save meeting minutes on W-P SharePoint Website
 - 3. A schedule for project deliverables for the rest of the project

1.3 Collect and Review Available Background Information:

- A. Current information received to date:
 - A. GIS collection and pump station information for McMillan Pump Station Service Area.
- B. Preliminary list of information to be requested by W-P:
 - 1. Updated GIS collection and pump station information for entire McMillan Pump Station Service Area. GIS information to be read access only.
- C. Deliverables:
 - A. None

1.4 Progress Meetings:

- A. Prepare for and attend monthly progress meetings with JEA, *FWE* and W-P. A total of 7 meetings is assumed for the Phase IA Source Investigation. For each meeting, we will conduct the following:
 - 1. Prepare and email agenda.
 - 2. Prepare monthly progress memos along with pertinent draft I&I Reports or Memos.
 - 3. Prepare and distribute meeting minutes via W-P SharePoint Website.
- B. Deliverables:
 - 1. Monthly Progress Meeting Agenda.
 - 2. Monthly Meeting Minutes. Save meeting minutes on W-P SharePoint Website.

1.5 Smoke Testing:

- A. Coordinate and conduct up to 171,000 linear feet of smoke testing during the low groundwater period within the project study area.
- B. Prior to conducting any smoke testing work, prepare for and conduct a work plan meeting with JEA and W-P to review sewer sections to have smoke testing performed. Note that this meeting will be conducted during a monthly progress meeting. During the meeting, discuss the implementation schedule, public notification requirements, emergency response and communications requirements, traffic control and work hours.
- C. Prior to performing any smoke testing, W-P will notify residents and emergency response personnel of the smoke testing activities. The notification may include placement of doorknob hangers in the area where smoke testing services will occur. JEA will provide doorknob notifications. W-P will hand deliver doorknob notifications one day prior to each respective



smoke testing area. This task will also include for W-P to contact JEA Project Outreach and Dispatch Center each day and tell them where smoke testing will be occurring.

- D. W-P will deploy one (3) three-person crew to perform smoke testing using a gas-powered blower placed over centrally located manholes. The three-person team will be made up of two (2) W-P and one (1) *FWE* field technicians. Pressurized liquid smoke will then be released into the blower in order to fill the surrounding sewer system with non-toxic smoke vapor. Smoke testing is estimated to take approximately 40 days. This is in addition to the time it takes to provide notifications as described above.
- E. Coordinate and provide traffic control as necessary per *Task 1.10*.
- F. Coordinate and provide security for the field crew as necessary per *Task 1.11*.
- G. Prepare and submit a draft memorandum of the smoke testing activities, along with applicable photos, to JEA.
- H. As necessary or at a monthly progress meeting, review the draft Smoke Testing memorandum with JEA. Based on meeting, revise memo and submit a final memo to JEA. The final Smoke Testing memorandum will be incorporated in the Final Phase IA Source Investigation I&I Reduction Plan Report as indicated in *Task 1.9*.
- I. Deliverables:
 - 1. Draft Smoke Testing Memorandum with thumb drive of technical data.
 - 2. Save an electronic copy of the draft Smoke Testing Memorandum with technical data on W-P SharePoint Website.
 - 3. Findings and recommendations will be incorporated in the Final Phase IA Source Investigation Plan Report as indicated in *Task 1.9*.

1.6 Night Flow Isolations:

- A. Coordinate and conduct night flow isolation measurements within the study areas. This task will be used to refine the CCTV pipe inspection areas. Equipment used for the night flow isolations will be a Hach, *Model FH950 Portable Velocity Meter*.
- B. Prior to conducting any flow monitoring work, prepare for and conduct a work plan meeting with JEA and W-P to review flow isolation locations. Note that this meeting will be conducted at the monthly progress meeting. During the meeting, discuss the implementation schedule, public notification requirements, emergency response and communications requirements, traffic control and assistance by JEA staff.
- C. Night flow isolation measurements will be conducted by W-P with assistance *FWE*. For this task, W-P will deploy a single two-person crew to perform instantaneous flow measurements within sewer manholes in fourteen (14) basins. Up to 91 measurements (equivalent to 1 pipe connection; several pipes may be measured at one manhole) will be taken at strategic manholes during the nighttime hours of 11:00 pm and 5:00 am. (*Note that it is standard to use the portable meter to take multiple measurements until the measurement stabilizes and a mean value determined. These "stabilizing" measurements do not count as additional measurements*).
- D. Night flow isolations are estimated to take up to five (5) nights.
- E. Coordinate and provide traffic control as necessary per *Task 1.10*.
- F. Coordinate and provide security for the field crew as necessary per *Task 1.11*.
- G. Review and analyze night flow isolation data in preparation of the results and recommendations for future CCTV pipe inspection work.
- H. Deliverables:



1. Findings and recommendations will be incorporated in the Final Phase IA Source Investigation Plan Report as indicated in ***Task 1.9***.

1.7 CCTV Pipe Inspections:

- A. Coordinate and conduct CCTV pipe inspections for approximately 171,000 linear feet of gravity sewer lines within the study area. (***Note: This task will be performed in a future phase and based on available funding and written authorization from JEA.***)

1.8 Manhole Inspections:

- Prepare for and conduct *NASSCO Level 2 Condition Assessment Inspection* manhole inspections in fourteen (14) basins totaling approximately 221 manholes. (***Note: This task will be performed in a future phase and based on available funding and written authorization from JEA.***)

1.9 Phase IA Source Investigation I&I Reduction Plan:

- A. Based on the results of the smoke testing, CCTV inspections, manhole inspections, sewer flow monitoring, and hydraulic conditional assessment, prepare a draft Phase IA Source Investigation I&I Reduction Plan Report summarizing the following:
 1. Background information for each sub-basin area
 2. Smoke testing inspection results
 3. Night flow isolation results
 4. Rehabilitation and maintenance program recommendations
 5. Preliminary and total project cost estimates
 6. Appendices listing the results
- B. Prepare and submit a draft pdf copy of the Phase IA Source Investigation I&I Reduction Plan Report to JEA.
- C. Meet with JEA to present and review draft Phase IA Source Investigation I&I Reduction Plan Report.
- D. Based on the meeting and comments, update and submit a Final Phase IA Source Investigation I&I Reduction Plan Report to JEA.
- C. Deliverables:
 1. Submit five (5) copies of the final copy of the Phase IA Source Investigation I&I Reduction Plan Report to JEA.
 2. Submit a disc with an electronic copy of the Final Phase IA Source Investigation I&I Reduction Plan Report
 3. Save an electronic copy of the Final Phase IA Source Investigation I&I Reduction Plan Report on W-P SharePoint Website.

1.10 Maintenance of Traffic Control Services:

- A. Coordinate and provide maintenance of traffic control for the field services noted above and as necessary for the duration of the project. Traffic control supervisors shall be Florida and FDOT certified. Traffic control will include implementation and maintaining traffic control at the sites during the requested period(s). Implementation and maintaining traffic control will include 2 flaggers, supervisor, signs, cones along with the set and maintenance of signs and cones for any type of lane closures. For this task, we will utilize ***ACME Barricades, Inc. of Jacksonville, FL.***



- B. For this task, we have estimated an allowance of \$24,800. The allowance is based on Fourteen (14) daytime 8-hour days (\$1,200/day) and five (5) nighttime 8-hour days at (\$1,600/day).

1.11 Security Services:

- A. Coordinate and provide security for the field crews noted above and as necessary for the duration of the project. Security services will consist of a qualified person who will monitor the project area while W-P and subconsultants conduct their respective work. For this task, we will utilize ***First Security Services, LLC. of Jacksonville, FL.***
- B. For this task, we have estimated an allowance of \$10,200. The allowance is based on an hourly rate of \$20/hour for an 8-hour day for 23 days and an overtime rate of \$30/hour for work conducted beyond 8 hours per day and at night for 4 nights.

JEA Responsibilities

JEA shall assist W-P in executing the services outlined herein, including:

1. **Document Review** - JEA shall provide timely review of project submittals. Typical review period of 3 weeks shall be allocated for each Deliverable.
2. **Historical & Background Information** - JEA shall provide pertinent GIS files for the pump station service areas and other background data previously noted in ***Task 1.3*** for proposed project.
3. **Access to the Project Site** – JEA shall provide access to the manholes, pipes, and pump station sites.
4. **Public Outreach Notifications** – JEA will provide doorhanger documentation to W-P notifying residents within the project areas of field work (smoke testing) associated with the Phase IA Source Investigation.

Project Team

The W-P project team for conducting this work will be as follows:

Project Manager:	Steve Hallowell
PACP Certified Manager:	Laurie Perkins
PACP Certified Specialists:	Lindsey Sylvester, Matthew Corbin
Field Technicians:	Brian Pavao, Robert Harris, John Goshorn
QA/QC Engineers:	Joseph Hausmann
Staff Engineers:	Larry Neal, Eliza Morrison, Karen Chan
GIS Analyst:	Jeff Normandin, Christine Manderson
Senior Administrative Assistants:	Makenna Lewis, Lynne Kessler



Project Sub-Consultants

We intend to utilize the following sub-consultants in Phase I:

- **Four Waters Engineering, Inc., Jacksonville Beach, FL** – I&I Field Services
- **First Coast Security, LLC, Jacksonville, FL** – Security Services
- **ACME Barricades, Inc., Jacksonville, FL** – Maintenance of Traffic Control Services

JSEB Compliance

Wright-Pierce intends to meet or exceed JEA’s 10% minimum JSEB requirement. Refer to the **Table 3** and **Appendix B** for a list of JSEB sub-consultants along with contract amounts and estimated percentages.

**Table 3
 Summary of JSEB Sub-Consultants**

Company	Description	Contract Amount	% of Project
Four Waters Engineering, Inc.	I&I Field Services	\$38,497	11.7
<i>Subtotal</i>		<i>\$38,497</i>	<i>11.7</i>

Non-JSEB Sub-Consultants

Consultant will utilize the following Non-JSEB firms. Refer to **Table 4** and **Appendix B** for a list of non-JSEB sub-consultants along with contract amounts and estimated percentages.

**Table 4
 Summary of Non-JSEB Sub-Consultants**

Company	Description	Contract Amount	% of Project
First Coast Security, LLC	Security Services	\$10,200	3.1
ACME Barricades, LLC.	Maintenance of Traffic Control Services	\$24,800	7.6
<i>Subtotal</i>		<i>\$32,400</i>	<i>10.7</i>

Project Schedule

We propose the services described above over an 8-month period from April 2020 through November 2020. Refer to **Table 4** and the bar chart in **Appendix C** for additional information.



**Table 4
 Project Schedule**

Task	Estimated Start Date	Estimated Completion Date
Phase 1A – Source Investigation	April 2020	November 2020
• 1.1 – Project Management	April 2020	November 2020
• 1.2 – Kick-Off Meeting w/JEA	April 2020	April 2019
• 1.3 – Collect & Review Background Information	April 2020	April 2019
• 1.4 – Monthly Progress Meetings	May 2020	November 2020
• 1.5 – Smoke Testing Inspection	April 2020	June 2020
• 1.6 - Night Flow Isolations	May 2020	August 2020
• 1.7 – CCTV Inspections ⁽¹⁾	---	---
• 1.8 – Sewer Manhole Inspections ⁽¹⁾	---	---
• 1.9 – Phase IA Source Invest. I&I Reduction Plan Report	July 2020	November 2020
o Evaluation of Field Collected Data	July 2020	August 2020
o Draft I&I Reduction Report	August 2020	September 2020
o Finalize I&I Reduction Report	September 2020	November 2020
• 1.10 – Maintenance of Traffic Control Services	April 2020	June 2020
• 1.11 – Security Services	April 2020	June 2020

Note: (1) Task to be performed in a future phase.

Compensation

We propose to provide the Scope of Services described above for fees based on a time charge basis plus expenses for a not-to-exceed fee of **\$328,279**. A summary of the costs for the tasks described above for each phase is provided in **Table 5** and in **Appendix D**.

**Table 5
 Summary of Engineering Costs**

Task Item	Task	Proposed Fee Amount
1.0	Phase I Source Investigation	
1.1	• Project Management	\$32,864
1.2	• Kick-Off Meeting	\$7,127
1.3	• Collect & Review Background Information	\$16,513
1.4	• Progress Meetings	\$28,208
1.5	• Smoke Testing	\$144,929
1.6	• Night Flow Isolations	\$36,232
1.7	• CCTV Inspections ⁽⁴⁾	---
1.8	• Sewer Manhole Inspections ⁽⁴⁾	---
1.9	• Phase IA Source Invest. I&I Reduction Plan Report	\$32,084
1.10	• Maintenance of Traffic Control Services	\$30,324
	Total	\$328,279

Notes: (1) Fee amounts are rounded to the nearest dollar.

Mr. Peter C. Hallock, PE
March 12, 2020
Page 9 of 9



- (2) Total JSEB Consultant Fee is \$32,400 or 11.7% of total fee.
- (3) Security costs (Item 1.11) included in fees for Tasks 1.5 to 1.6.
- (4) Task to be performed in a future phase.

Upon receiving authorization to proceed with our services, we will schedule our initial kick-off meeting and site visits and initiate the sub-consultant's work. We appreciate being considered for this assignment and look forward to working with you and your staff.

Should you have any questions, please do not hesitate to contact me.

Sincerely,
WRIGHT-PIERCE

A handwritten signature in blue ink that reads "Steven C. Hallowell". The signature is fluid and cursive, with a long horizontal stroke at the end.

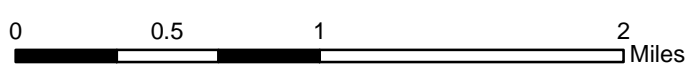
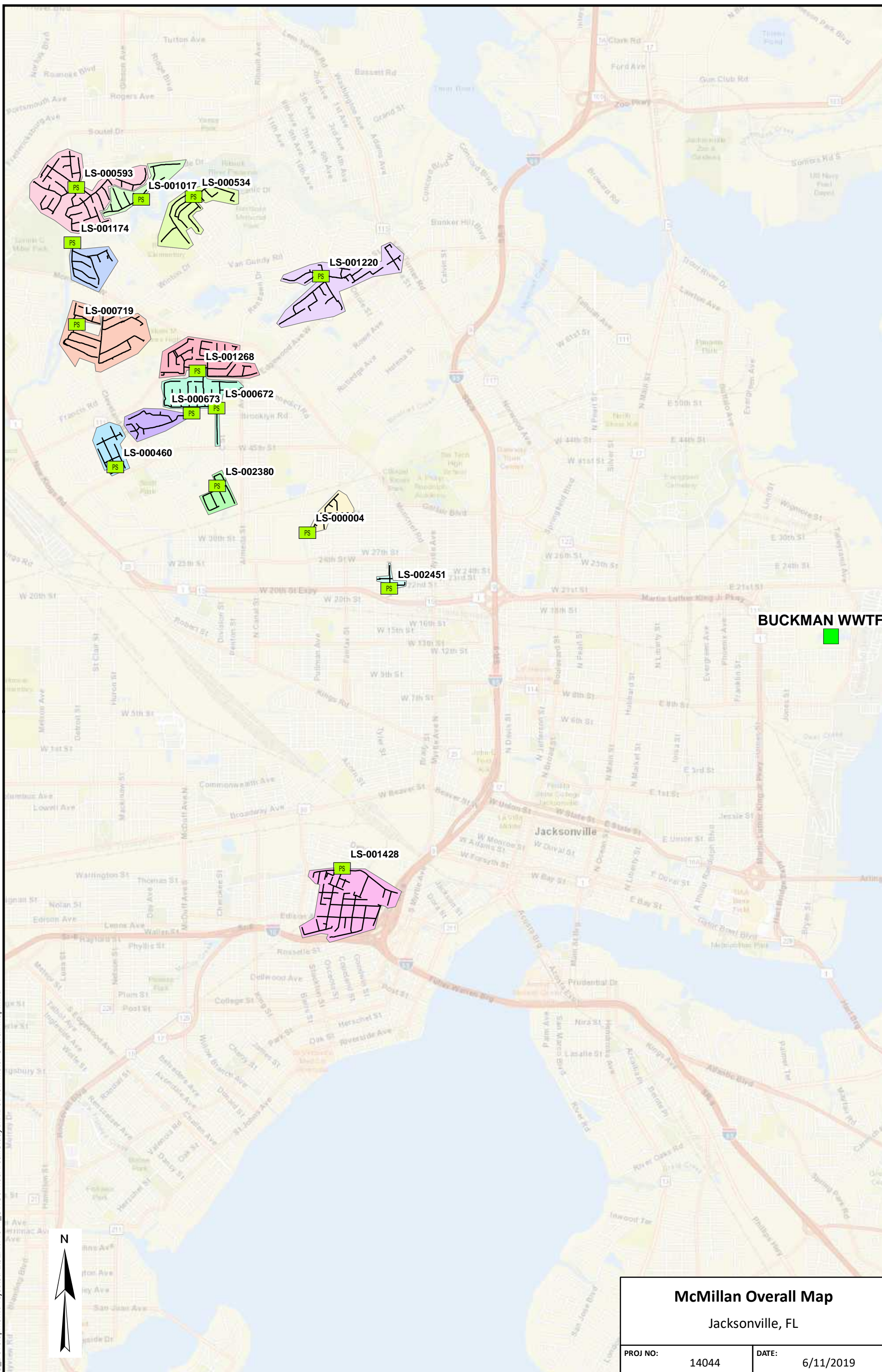
Steven C. Hallowell, P.E.
Vice President
Steve.hallowell@wright-pierce.com

Enclosures

cc: Laurie L. Perkins, W-P

APPENDIX A

MCMILLAN PUMP STATION SERVICE AREA
PHASE IA SOURCE INVESTIGATION FIGURE



McMillan Overall Map	
Jacksonville, FL	
PROJ NO: 14044	DATE: 6/11/2019
WRIGHT-PIERCE Engineering a Better Environment	
FIGURE: 1	

Sources: Esri, HERE, Garmin, USGS, In China (Hong Kong), Esri Korea, Esri (The User Community)

APPENDIX B

SUB-CONSULTANT PROPOSALS

ATTACHMENT B-1

Four Waters Engineering, Inc, Jacksonville Beach, FL (JSEB)



324 6th Avenue North
Jacksonville Beach, Florida 32250
(904) 414-2400

February 4, 2020
(Updated February 21, 2020)
Submitted via Email

Mr. Steven C. Hallowell, PE, Vice President
Wright-Pierce
601 South Lake Destiny Road, Suite 290
Maitland, FL 32751
Steve.hallowell@wright-pierce.com

Re: Proposal for Engineering Assistance with Phase IA Source Investigation I&I Services of the
JEA McMillan PS Service Area Project

Dear Mr. Hallowell:

Four Waters Engineering, Inc. (4Waters) is pleased to provide this proposal for professional services to assist Wright-Pierce with the McMillan PS Service Area Phase IA Source Investigation Infiltration & Inflow (I&I) Services project for JEA. It is our understanding that Wright-Pierce is requesting assistance with the smoke testing and night flow isolations. Wright-Pierce provided a scope of services for the field work will be conducted.

4Waters regularly provides professional services to JEA both directly and as a subcontractor, and accordingly, has a thorough understanding of the JEA water and sewer standards and expectations. We understand that Wright-Pierce requires a field technician to assist with the Phase IA work, but that neither confined space or National Association of Sewer Service Companies (NASCCO) certification will be necessary as supervising members of the Wright-Pierce crews will provide the necessary certification and oversight.

4Waters senior management will regularly coordinate with Wright-Pierce's project manager to ensure that efforts provided by 4Waters staff are of high quality and are meeting the project needs.

Scope of Work:

Based on recent correspondence, we understand that JEA will be authorizing Wright-Pierce to coordinate and conduct up to 171,000 linear feet of smoke testing and night flow isolation measurements within the study area to assist with refining the CCTV pipe inspection areas. Our understanding of the specific project needs and scope of services are provided in the tasks below.

Task 1 – Smoke Testing

Smoke Testing assistance will require one (1) staff technician to place door flyers and assist with identification of the location and type of defects producing smoke. One (1) 4Waters' staff member will be assigned to the three (3) person crew.

Phase 1A Requested hours: 250

Task 2 – Night Flow Isolations

Night flow isolations assistance will require one (1) staff technician to assist with conducting night flow isolation measurements within sewer manholes in 14 basins. One (1) 4Waters' staff member will be assigned to the two (2) person crew.

Phase 1A Requested hours: 50

Task 3 – Kick Off and Progress Meetings

4Waters senior management will attend the Kick Off and seven (7) progress meetings with Wright-Pierce and JEA.

Phase 1A Requested hours: 10

An allocation has been added for the Project Management Duties to oversee the project staffing, prepare project invoicing, and coordinate with Wright-Pierce regarding services provided, on a regular basis.

Expenses

Mileage

For the smoke testing and night flow observations mileage calculations, an approximate center of the McMillan PS Service Area at Bulls Bay Highway and Commonwealth Avenue was used as the project destination. Mileage was calculated to and from the 4Waters office at 32 miles one-way, for 64 miles round trip with an assumed 10-hour day. An additional 20% has been included for mileage driven within the service area for the project during the work time. It was assumed that each 4Waters staff member would drive separately. The IRS mileage rate of \$0.58 was used for mileage cost calculations.

For the Kick Off and Progress Meetings the mileage was calculated to and from the 4Waters at 20 miles one-way, for 40 miles round trip with and assumed meeting time of 1.25 hours. The IRS mileage rate of \$0.58 was used for mileage cost calculations.

Other Direct Costs

An additional 3% of labor costs was included for Other Direct Costs including meals for field staff, cell phone, phone, and general operations costs. It is assumed that any necessary equipment for the data gathering will be provided by Wright-Pierce.

We appreciate this opportunity to work with Wright-Pierce and have attached a fee summary sheet for the project. The indicated bill rates will be maintained in the event additional time and assistance are

requested. The proposed professional service fees for the tasks outlined above is \$38,497.47. We are available to begin work immediately upon receipt of a contract.

If you have any questions, please contact me at lconstantino@4weng.com or (904) 414-2400 Ext 52.

Sincerely,
Four Waters Engineering, Inc.

A handwritten signature in black ink that reads "Laura C. Constantino". The signature is written in a cursive, flowing style.

Laura C. Constantino, MSE
Project Manager

Attachment

**JEA McMillan PS Service Area Phase IA Source Investigation (I&I) Services
 Proposal for Engineering Assistance to Wright-Pierce**

<i>Job Title</i>	Senior Engineer (PM)	Staff Engineer	Staff Technicain	Direct Costs (Mileage)	Direct Costs (Other)	Total Professional Service Fees
<i>Hourly Rate</i>	\$145.00	\$125.00	\$105.00			
	Hours	Hours	Hours			
	\$	\$	\$			
Phase 1A						
1.0 Smoke Testing	2.0 \$290.00	20.0 \$2,500.00	250.0 \$26,250.00	\$1,113.60	\$871.20	31,024.80
2.0 Night Flow Observations	1.0 \$145.00	2.0 \$250.00	50.0 \$5,250.00	\$222.72	\$169.35	6,037.07
3.0 Kick Off and Progress Meetings	0.0 \$0.00	10.0 \$1,250.00	0.0 \$0.00	\$185.60	\$0.00	1,435.60
PROJECT TOTAL	\$435.00	\$4,000.00	\$31,500.00	\$1,521.92	\$1,040.55	\$38,497.47

ATTACHMENT B-2

ACME Barricades, LLC, Jacksonville, FL

ACME BARRICADES, LC

9800 Normandy Blvd.
 Jacksonville, FL 32221
 (904)781-1950
 (904)781-1921 fax

SERVICE QUOTATION

CUSTOMER: WRIGHT-PIERCE **DATE:** 4/25/2018

JOB: JEA & Hillsborough County **PHONE:** 407-710-2840

ATTN: Katie **QUOTED BY:** TRACI

DAY QUOTE

Total Quantity	Unit	Item Description	Unit Price	Ext.
1	EA	LANE CLOSURE-DAYS	\$ 1,200.00	\$ 1,200.00
1	EA	FLAGGING-DAYS	\$ 1,200.00	\$ 1,200.00
		INCLUDES HOURS AND EQUIPMENT		
		MOT SUPERVISOR		
		FLAGGER		
		THIS QUOTE IS BASED ON AN 8 HOUR DAY		
	PH	MOT SUPERVISOR (ADDITIONAL PER HOUR IF NEEDED)	50.00	50
	PH	ADDITIONAL FLAGGER IF NEEDED	35.00	\$ 35.00
SPECIAL QUOTATION (Comment or Instruction)			SUBTOTAL	\$ 1,200.00
			TAX	\$ -
			TOTAL	\$ 1,200.00
If you are satisfied with this quote, please sign below and return to our office.				

BUILD BARRICADES

Signature: _____

 Print Name

ACME BARRICADES, LC

9800 Normandy Blvd.
 Jacksonville, FL 32221
 (904)781-1950
 (904)781-1921 fax

SERVICE QUOTATION

CUSTOMER: WRIGHT-PIERCE

DATE: 4/25/2018

JOB JEA & Hillsborough County

PHONE: 407-710-2840

ATTN: Katie

QUOTED BY: TRACI

NIGHT QUOTE

Total Quantity	Unit	Item Description	Unit Price	Ext.
1	EA	LANE CLOSURE-NIGHT & WEEKENDS	\$ 1,600.00	\$ 1,600.00
1	EA	FLAGGING-NIGHT & WEEKENDS	\$ 1,600.00	\$ 1,600.00
		INCLUDES HOURS AND EQUIPMENT		
		MOT SUPERVISOR		
		FLAGGERS		
		THIS QUOTE IS BASED ON AN 8 HOUR NIGHT		
		MOT SUPERVISOR (ADDITIONAL HOURS IF NEEDED)	60.00	60
		ADDITIONAL FLAGGERS AND HOURS	40.00	\$ 40.00
SPECIAL QUOTATION (Comment or Instruction)			SUBTOTAL	\$ 1,600.00
			TAX	\$ -
			TOTAL	\$ 1,600.00
If you are satisfied with this quote, please sign below and return to our office.				

BUILD BARRICADES

Signature: _____

Print Name

APPENDIX C

PROJECT SCHEDULE

McMillan Pump Station Service Area Inflow and Infiltration Study
Phase IA: Source Investigation

Phase No.	Task No.	Engineering Task Description	FY 2020												FY 2021											
			O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S
1.0	Phase IA - McMillan Pump Station Service Area I&I Study																									
		<i>Notice to Proceed</i>																								
	1.1	Project Management																								
	1.2	Project Kick-Off Meeting w/JEA																								
	1.3	Collect & Review of Background Information																								
	1.4	Progress Meetings																								
	1.5	Smoke Testing																								
		- Community Outreach Plan - ahead of smoke testing																								
		- Smoke Testing																								
		- Smoke Testing Memo																								
	1.6	Night Flow Isolations																								
		- Night Flow Isolations																								
		- Night Flow Isolations Memo																								
	1.9	Prepare Draft Phase I Source Investigation I&I Reduction Plan Report																								
		- Evaluation of field-collected data																								
		- Prepare & Submit Draft Phase I Source Investigation Report to JEA																								
		- Review Draft Phase I Source Investigation Report with JEA																								
		- Review & Submit Final Phase I Source Investigation Report to JEA																								
	1.10	Maintenance of Traffic Control Services																								
	1.11	Security Services																								



Notes: Tasks 1.7 and 1.8 to be conducted in the future.

APPENDIX D

DETAILED FEE ESTIMATE


Table 1
JEA, Jacksonville, FL
Southwest/Arlington East Service Areas Infiltration and Inflow Study & Remediation Plan
McMillan Pump Station Service Area
Amendment No. 2 Fee Summary

Personnel Classifications	Phase I - Source Investigation Services																						
	Total			1.1 Project Management		1.2 Kick Off Meeting		1.3 Background Information		1.4 Progress Meetings		1.5 Smoke Testing		1.6 Night Flow Isolations		1.7 CCTV Inspections		1.8 SMH Inspections		1.9 I-I Reduction Report		1.10 Maint. Of Traffic	
	Direct Billing Rate	Total Hours	Effort	Hours	Effort	Hours	Effort	Hours	Effort	Hours	Effort	Hours	Effort	Hours	Effort	Hours	Effort	Hours	Effort	Hours	Effort	Hours	Effort
Project Manager - Primary	\$ 190.96	293	\$ 55,951.28	163	\$ 31,126.48	16	\$ 3,055.36	8	\$ 1,527.68	66	\$ 12,603.36	8	\$ 1,527.68	12	\$ 2,291.52	0	\$ -	0	\$ -	12	\$ 2,291.52	8	\$ 1,527.68
PACP Certified Specialist Manager	\$ 185.01	49	\$ 9,065.39	0	\$ -	5	\$ 925.04	4	\$ 740.03	20	\$ 3,700.16	6	\$ 1,110.05	8	\$ 1,480.06	0	\$ -	0	\$ -	6	\$ 1,110.05	0	\$ -
PACP Certified Specialist Engineer	\$ 124.00	121	\$ 15,004.00	0	\$ -	4	\$ 496.00	12	\$ 1,488.00	30	\$ 3,720.00	16	\$ 1,984.00	24	\$ 2,976.00	0	\$ -	0	\$ -	35	\$ 4,340.00	0	\$ -
Field Manager	\$ 102.46	49	\$ 5,020.30	0	\$ -	4	\$ 409.82	8	\$ 819.64	5	\$ 512.28	20	\$ 2,049.10	4	\$ 409.82	0	\$ -	0	\$ -	4	\$ 409.82	4	\$ 409.82
Field Technician	\$ 90.21	627	\$ 56,561.67	0	\$ -	0	\$ -	22	\$ 1,984.62	0	\$ -	520	\$ 46,909.20	82	\$ 7,397.22	0	\$ -	0	\$ -	3	\$ 270.63	0	\$ -
QA/QC Engineer	\$ 125.74	8	\$ 1,005.89	0	\$ -	0	\$ -	0	\$ -	0	\$ -	4	\$ 502.94	0	\$ -	0	\$ -	0	\$ -	4	\$ 502.94	0	\$ -
Staff Engineer	\$ 93.00	705	\$ 65,565.00	0	\$ -	10	\$ 930.00	75	\$ 6,975.00	12	\$ 1,116.00	340	\$ 31,620.00	75	\$ 6,975.00	0	\$ -	0	\$ -	160	\$ 14,880.00	33	\$ 3,069.00
GIS Analyst	\$ 103.23	72	\$ 7,432.56	0	\$ -	4	\$ 412.92	17	\$ 1,754.91	5	\$ 516.15	6	\$ 619.38	16	\$ 1,651.68	0	\$ -	0	\$ -	24	\$ 2,477.52	0	\$ -
Administrative Assistant	\$ 62.00	79	\$ 4,898.00	19	\$ 1,178.00	3	\$ 186.00	7	\$ 434.00	5	\$ 310.00	17	\$ 1,054.00	8	\$ 496.00	0	\$ -	0	\$ -	12	\$ 744.00	8	\$ 496.00

(A) Direct Salary Total Above	2,003	\$ 220,504.09	182	\$ 32,304.48	46	\$ 6,415.14	153	\$ 15,723.88	143	\$ 22,477.95	937	\$ 87,376.35	229	\$ 23,677.30	0	\$ -	0	\$ -	260	\$ 27,026.48	53	\$ 5,502.50
(B) Sub-consultants Costs		\$ 73,497.47		\$ -		\$ 155.60		\$ -		\$ 1,280.00		\$ 40,024.80		\$ 7,237.07		\$ -		\$ -		\$ -		\$ 24,800.00
(C) Surcharge Percentage to be Applied to Sub-Consultant Charges	0%	\$ -		\$ -		\$ -		\$ -		\$ -		\$ -		\$ -		\$ -		\$ -		\$ -		\$ -
(D) Expenses or Police Details (No mark up)		\$34,277.33		\$559.52		\$555.80		\$789.09		\$4,449.78		\$17,527.53		\$5,317.24		\$0.00		\$0.00		\$5,057.29		\$21.08
Total Project Costs = A + B + C + D =		\$ 328,278.89		\$ 32,864.00		\$ 7,126.54		\$ 16,512.97		\$ 28,207.73		\$ 144,928.68		\$ 36,231.61		\$ -		\$ -		\$ 32,083.77		\$ 30,323.58

List of JSEB & Non-JSEB Firms

I-I Field Services	\$ 38,497.47	11.7%	\$ -	\$ 155.60	\$ -	\$ 1,280.00	\$ 31,024.80	21.4%	\$ 6,037.07	16.7%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Four Waters Engineering, Inc. (JSEB)																					
Security	\$ 10,200.00	3.1%	\$ -	\$ -	\$ -	\$ -	\$ 9,000.00	6.2%	\$ 1,200.00	3.3%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
First Coast Security																					
Maintenance of Traffic Control Services	\$ 24,800.00	7.6%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 24,800.00
ACME Barricades, Inc.																					
Closed Circuit Televised Inspection Services	\$ -	0.0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
HydroMaxUSA																					
Total Sub-consultants Project Cost	\$ 73,497.47	22.4%	\$ -	\$ 155.60	\$ -	\$ 1,280.00	\$ 40,024.80	27.6%	\$ 7,237.07	20.0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 24,800.00


 (Signature of Principal)

Steven C. Hallowell, P.E.
 Vice President

3/12/2020
 (Date)

Wright-Pierce, Inc.
 (Name of Firm)

Total JSBE Subcontract Amount \$ 38,497.47
Total JSBE Subcontract % 11.7%

Total Non-JSBE Subcontract Amount \$ 35,000.00
Total Non-JSBE Subcontract % 10.7%



Formal Bid and Award System

Award #6 March 31, 2020

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

Scope of Work:

The work includes, but is not limited to, the supply of materials and installation of the HPFF pipe type terminations. The terminations will be installed at JEA’s Kennedy Substation and University Transfer Station. JEA will provide the twelve (12) HPFF pipe-type terminations, the company will provide all other materials.

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

This project will positively affect JEA Measures of Value:

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

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

RECOMMENDED AWARDEE(S):

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

Amount for entire term of Contract/PO: \$1,045,000.00
Award Amount for remainder of this FY: \$415,000.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): (04/01/2020)
End Date (mm/dd/yyyy): Project Completion (Expected: December 2020)
JSEB Requirement: N/A: Optional

Comments on JSEB Requirements:

BIDDERS:

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

Background/Recommendations:

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

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

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

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

APPROVALS:

Chairman, Awards Committee **Date**

Manager, Capital Budget Planning **Date**

Appendix B - Response Form
020-20 Circuits 684 Pothead Replacement at Kennedy Substation & University Transfer Station

Submit an **original, two (2) 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: W.A. Chester, LLC _____

Company's Address: 4200 Parliament Place, Suite 400, Lanham MD 20706 _____

License Number: ES0000407 _____

Phone Number: 240-487-1940 FAX No: 240-487-1941 _____ Email Address: dplecki@wachester.com _____

BID SECURITY REQUIREMENTS

- None required
 Certified Check or Bond Five Percent (5%)

TERM OF CONTRACT

- One Time Purchase
 Annual Requirements
 Other, Specify - Project Completion

SAMPLE REQUIREMENTS

- None required
 Samples required prior to Response Opening
 Samples may be required subsequent to Bid Opening

SECTION 255.05, FLORIDA STATUTES CONTRACT BOND

- None required
 Bond required 100% of Bid Award

QUANTITIES

- Quantities indicated are exacting
 Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.

INSURANCE REQUIREMENTS

Insurance required

PAYMENT DISCOUNTS

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

#	Description of Services	TOTAL BID PRICE
1	Total Bid Price for Work as described in this Solicitation 138-18	\$950,00.00
2	SWA (10% of Line 1)	\$95,000.00
3	Total Award Amount (Line 1 + Line 2)	\$1,045,000.00

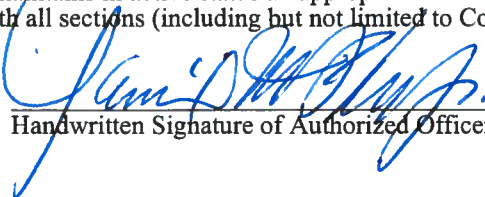
I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".

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

___ 1 ___ through ___ 4 ___



Handwritten Signature of Authorized Officer of Company or Agent _____ Date

3/2/2020

Daniel M. Plecki, Jr. – Manager of Estimates & Proposals _____
Printed Name and Title



Formal Bid and Award System

Award #7 March 31, 2020

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

Scope of Work:

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

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

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

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

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

This award will impact the following Measures of Value:

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

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

RECOMMENDED AWARDEE(S):

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

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

RESPONDENTS:

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

Background/Recommendations:

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

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

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

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

- Total sourcing savings: \$9,855.00

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

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

APPROVALS:

Chairman, Awards Committee **Date**

Manager, Capital Budget Planning **Date**

ADDENDUM 2 - BAFO - APPENDIX B – RESPONSE FORM
009-20 SPECIAL WASTE HANDLING SERVICES FOR NON-HAZARDOUS WASTE /HAZARDOUS WASTE

RESPONDENT INFORMATION:

RESPONDENT NAME: NRC Gulf Environmental Services
 BUSINESS ADDRESS: 9204 Highway 287 NW
 CITY, STATE, ZIP CODE: Fort Worth, TX 76131
 TELEPHONE: 682-286-2724
 FAX: 817-306-8066
 EMAIL OF CONTACT: nsoucy@nrcc.com
 WEBSITE: www.nrcc.com

QUOTATION OF RATES

Maximum points for this criterion: 55 points

Respondent shall provide a firm-fixed price quote for all Work in this ITN by completing the enclosed Response Workbook. The prices shall include all profit, taxes, benefits, travel, and all other overhead items.

Please note, the rates or lump sums quoted by Respondent on the Response Form must be firm prices, not estimates. Any modifications, exceptions, or objections contained within the response form may subject the response to disqualification.

Description of Services	Total Three (3) Year Response Price
Total Three (3) Year Response Price – Transfer total from Addendum 2 – BAFO - Appendix B – Response Workbook	\$ 689,048.25

Respondent's Certification

By submitting this Response, the Respondent certifies (1) that the Respondent has read and reviewed all of the documents pertaining to this RFP and agrees to abide by the terms and conditions set forth therein, (2) that the person signing below is an authorized representative of the Respondent, and (3) that the Respondent is legally authorized to do business and maintains an active status, in the State of Florida. The Company certifies that its recent, current, and projected workload will not interfere with the Respondent's ability to Work in a professional, diligent and timely manner.

The Respondent certifies, under penalty of perjury, that it holds all licenses, permits, certifications, insurances, bonds, and other credentials required by law, contract or practice to perform the Work. The Respondent also certifies that, upon the prospect of any change in the status of applicable licenses, permits, certifications, insurances, bonds or other credentials, the Respondent shall immediately notify JEA of status change.

Please initial below:

NS (Initials) 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".

ADDENDUM 2 - BAFO - APPENDIX B - RESPONSE FORM
009-20 SPECIAL WASTE HANDLING SERVICES FOR NON-HAZARDOUS WASTE /HAZARDOUS WASTE

We have received addenda 2 through 2

Nicholas Soucy
Signature of Authorize Officer of Respondent or Agent

02/18/2020
Date

Nicholas Soucy, Senior Estimator
Printed Name & Title

813-786-7936
Phone Number

ADDENDUM 2 - BAFO - APPENDIX B – RESPONSE WORKBOOK

009-20 SPECIAL WASTE HANDLING SERVICES FOR NON-HAZARDOUS WASTE /HAZARDOUS WASTE

COMPANY NAME:

NRC Gulf Environmental Services

The Respondent shall submit per unit pricing in the yellow cells indicated below as per Appendix A - Technical Specifications. The estimated three (3) year quantities are to be used as guidelines and are not a guarantee of work.

Non-Emergency Services					
Line #	Description	Three Year Qty	Unit Price	Unit of Measure	Extended Price
1	Vacuum Truck	1680	\$ 53.00	per hour	\$ 89,040.00
2	Pickup Truck Services	420	\$ 16.00	per hour	\$ 6,720.00
3	Stake bed/ box truck	420	\$ 31.00	per hour	\$ 13,020.00
4	55 gal. open steel drum	30	\$ 38.00	each	\$ 1,140.00
5	Monthly special waste roll-off	36	\$ 263.00	per month	\$ 9,468.00
6	Special waste roll-of disposal transportation and landfill disposal	36	\$ 36.75	per ton	\$ 1,323.00
7	Operator/Technician Hourly labor charge (per person)	2760	\$ 37.00	per hour	\$ 102,120.00
8	Foreman/Supervisor Hourly Labor Charge	60	\$ 48.00	per hour	\$ 2,880.00
9	Oily Wastwater disposal costs	600,000	\$ 0.17	per gallon	\$ 102,000.00
10	Estimated Additional Services & 10% markup SWA	1	\$120,000.00		\$ 120,000.00

Emergency Services					
Line #	Description	Three Year Qty	Unit Price	Unit of Measure	Extended Price
11	Vacuum Truck	120	\$ 63.00	per hour	\$ 7,560.00
12	Pickup Truck Services	1500	\$ 16.00	per hour	\$ 24,000.00
13	Stake bed/ box truck	1500	\$ 31.00	per hour	\$ 46,500.00
14	Mini excavator	15	\$ 334.00	per day	\$ 5,010.00
15	55 gal. open steel drum	300	\$ 38.00	each	\$ 11,400.00
16	Oily Wastwater disposal costs	300	\$ 0.17	per gallon	\$ 51.00
17	Special waste roll-off	15	\$ 11.00	per day	\$ 165.00
18	Special waste roll-of disposal transportation and landfill disposal	15	\$ 36.75	per ton	\$ 551.25
19	Operator/Technician Hourly labor charge (per person)	300	\$ 57.00	per hour	\$ 17,100.00
20	Foreman/Supervisor Hourly Labor Charge	150	\$ 60.00	per hour	\$ 9,000.00
21	Estimated Additional Services & 10% markup SWA	1	\$120,000.00		\$ 120,000.00

Total three (3) year Response Price: \$ 689,048.25

Transfer the Total Response Price to the Response Form

ADDENDUM 2 - BAFO - APPENDIX B - RESPONSE FORM
009-20 SPECIAL WASTE HANDLING SERVICES FOR NON-HAZARDOUS WASTE /HAZARDOUS WASTE

RESPONDENT INFORMATION:

RESPONDENT NAME: Cliff Berry Inc.
 BUSINESS ADDRESS: 1518 Talleyrand Drive
 CITY, STATE, ZIP CODE: Jacksonville, FL 32206
 TELEPHONE: 880-899-7745
 FAX: 945-763-8375
 EMAIL OF CONTACT: compliance@cliffberryinc.com
 WEBSITE: www.cliffberryinc.com

QUOTATION OF RATES

Maximum points for this criterion: 55 points

Respondent shall provide a firm-fixed price quote for all Work in this ITN by completing the enclosed Response Workbook. The prices shall include all profit, taxes, benefits, travel, and all other overhead items.

Please note, the rates or lump sums quoted by Respondent on the Response Form must be firm prices, not estimates. Any modifications, exceptions, or objections contained within the response form may subject the response to disqualification.

Description of Services	Total Three (3) Year Response Price
Total Three (3) Year Response Price – Transfer total from Addendum 2 – BAFO - Appendix B – Response Workbook	\$ 770,292.00

Respondent's Certification

By submitting this Response, the Respondent certifies (1) that the Respondent has read and reviewed all of the documents pertaining to this RFP and agrees to abide by the terms and conditions set forth therein, (2) that the person signing below is an authorized representative of the Respondent, and (3) that the Respondent is legally authorized to do business and maintains an active status, in the State of Florida. The Company certifies that its recent, current, and projected workload will not interfere with the Respondent's ability to Work in a professional, diligent and timely manner.

The Respondent certifies, under penalty of perjury, that it holds all licenses, permits, certifications, insurances, bonds, and other credentials required by law, contract or practice to perform the Work. The Respondent also certifies that, upon the prospect of any change in the status of applicable licenses, permits, certifications, insurances, bonds or other credentials, the Respondent shall immediately notify JEA of status change.

Please initial below:

____ (Initials) 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".

ADDENDUM 2 - BAFO - APPENDIX B - RESPONSE FORM
009-20 SPECIAL WASTE HANDLING SERVICES FOR NON-HAZARDOUS WASTE /HAZARDOUS WASTE

We have received addenda 1 through 2


Signature of Authorize Officer of Respondent or Agent

2/20/20

Date

Cliff Berry II CEO
Printed Name & Title

954-763-3390

Phone Number

ADDENDUM 2 - BAFO - APPENDIX B - RESPONSE WORKBOOK

009-20 SPECIAL WASTE HANDLING SERVICES FOR NON-HAZARDOUS WASTE /HAZARDOUS WASTE

COMPANY NAME:

CLIFF BERRY INC.

The Respondent shall submit per unit pricing in the yellow cells indicated below as per Appendix A - Technical Specifications. The estimated three (3) year quantities are to be used as guidelines and are not a guarantee of work.

Non-Emergency Services					
Line #	Description	Three Year Qty	Unit Price	Unit of Measure	Extended Price
1	Vacuum Truck	1680	\$ 50.00	per hour	\$ 84,000.00
2	Pickup Truck Services	420	\$ 20.00	per hour	\$ 8,400.00
3	Stake bed/ box truck	420	\$ 30.00	per hour	\$ 12,600.00
4	55 gal. open steel drum	30	\$ 45.00	each	\$ 1,350.00
5	Monthly special waste roll-off	36	\$ 500.00	per month	\$ 18,000.00
6	Special waste roll-of disposal transportation and landfill disposal	36	\$ 95.00	per ton	\$ 3,420.00
7	Operator/Technician Hourly labor charge (per person)	2760	\$ 45.00	per hour	\$ 124,200.00
8	Foreman/Supervisor Hourly Labor Charge	60	\$ 60.00	per hour	\$ 3,600.00
9	Oily Wastwater disposal costs	600,000	\$ 0.24	per gallon	\$ 144,000.00
10	Estimated Additional Services & 10% markup SWA	1	\$120,000.00		\$ 120,000.00

Emergency Services					
Line #	Description	Three Year Qty	Unit Price	Unit of Measure	Extended Price
11	Vacuum Truck	120	\$ 50.00	per hour	\$ 6,000.00
12	Pickup Truck Services	1500	\$ 20.00	per hour	\$ 30,000.00
13	Stake bed/ box truck	1500	\$ 30.00	per hour	\$ 45,000.00
14	Mini excavator	15	\$ 650.00	per day	\$ 9,750.00
15	55 gal. open steel drum	300	\$ 45.00	each	\$ 13,500.00
16	Oily Wastwater disposal costs	300	\$ 0.24	per gallon	\$ 72.00
17	Special waste roll-off	15	\$ 15.00	per day	\$ 225.00
18	Special waste roll-of disposal transportation and landfill disposal	15	\$ 95.00	per ton	\$ 1,425.00
19	Operator/Technician Hourly labor charge (per person)	300	\$ 50.00	per hour	\$ 15,000.00
20	Foreman/Supervisor Hourly Labor Charge	150	\$ 65.00	per hour	\$ 9,750.00
21	Estimated Additional Services & 10% markup SWA	1	\$120,000.00		\$ 120,000.00

Total three (3) year Response Price: \$ 770,292.00

Transfer the Total Response Price to the Response Form

ADDENDUM 1 - APPENDIX B – RESPONSE FORM
009-20 SPECIAL WASTE HANDLING SERVICES FOR NON-HAZARDOUS WASTE /HAZARDOUS WASTE

RESPONDENT INFORMATION:

RESPONDENT NAME: Hull's Environmental Services, Inc.
 BUSINESS ADDRESS: 10145 103rd St
 CITY, STATE, ZIP CODE: Jacksonville, FL 32210
 TELEPHONE: 904-379-3465
 FAX: 904-551-6920
 EMAIL OF CONTACT: lhall@hullsenv.com
 WEBSITE: www.hullsenvironmental.com

QUOTATION OF RATES

Maximum points for this criterion: 55 points

Respondent shall provide a firm-fixed price quote for all Work in this ITN by completing the enclosed Response Workbook. The prices shall include all profit, taxes, benefits, travel, and all other overhead items.

Please note, the rates or lump sums quoted by Respondent on the Response Form must be firm prices, not estimates. Any modifications, exceptions, or objections contained within the response form may subject the response to disqualification.

Description of Services <small>Special Waste Handling Services for non-hazardous and hazardous waste</small>	Total Three (3) Year Response Price
Total Three (3) Year Response Price – Transfer total from Appendix B – Response Workbook	\$ 790,920.00

PAST PERFORMANCE /COMPANY EXPERIENCE

Maximum points for this criterion: 15 points

Respondent shall provide three (3) similar project references. The Respondent may use the project submitted in Section 1.2.1, Minimum Qualifications. The similar projects shall have been completed within the last three (3) years as of the Response due date.

Note - if the Company has performed a similar project **for JEA** in the past three (3) years, the company shall submit that project as one of the three (3) similar project references for evaluation. Companies that have not performed similar projects for JEA, will submit three (3) projects references from other companies.

The JEA lead evaluator will contact the similar project references and grade based on the companies responses to scripted questions.

At a minimum include the following information:

- o Reference Company Name
- o Reference Contact Person Name
- o Reference Contact Person Name Phone and Email Address
- o Describe how the project/contract is similar to JEA’s Technical Specifications

ADDENDUM 1 - APPENDIX B – RESPONSE FORM
009-20 SPECIAL WASTE HANDLING SERVICES FOR NON-HAZARDOUS WASTE /HAZARDOUS WASTE

- o Describe company's timeliness in providing requested services
- o Describe the Company call off (did not perform) jobs, when requested to provide service.

If a company does not provide the three (3) requested projects, the company will only be given points for the projects that are submitted, missing projects will be scored zero. Additionally, if a company has performed a qualifying project for JEA and does not submit that project for experience points, that project will be scored as zero.

Proposer may provide this information in its own format to be attached to **Appendix B - Response Form**.

ABILITY TO DESIGN AN APPROACH AND WORK PLAN TO MEET THE PROJECT REQUIREMENTS

Maximum score for this criterion: 20 Points

Respondent shall explain how the Respondent will manage the project to control costs, provide a high level of service, meet response time requirements, provide appropriate levels of manpower and equipment to support JEA needs and quality control objectives.

- Describe your staffing and infrastructure to support environmental services and work as described in the technical specifications
- Describe your call support services to meet JEA's waste clean-up needs
- Describe your organization approach to and any redundancies your company can leverage to minimize the number of call-off's (unable to perform) for JEA work
- Describe your companies approach to booms & staging gear
- Describe your companies vacuum trucks and staging locations and mobilization planning
- Describe your companies capabilities to provide on water clean-up services
- Describe your companies field testing capabilities
- Describe your companies access to laboratory services

Companies that do not provide a Design Approach and Work Plan will be scored zero.

Proposer may provide this information in its own format to be attached to **Appendix B - Response Form**.

SAFETY

Maximum score for this criterion: 5 Points

Respondent shall submit their Experience Modification Rate (EMR) from their insurance carrier or similar third party for the past three (3) years (2016, 2017, & 2018). The average of these rates will be used to determine the number of points that each Respondent will receive in this category.

The point will be awarded as follows:

- 5 Points – EMR average is less than .80
- 3 Points – EMR average is less than .90
- 1 Point – EMR average is less than 1.0
- 0 Points – EMR average over 1.0

Companies that do not provide EMR's will be scored zero.

JACKSONVILLE SMALL AND EMERGING BUSINESS PROGRAM (JSEB)

Maximum Score for this criterion is: 5 Points

Respondent shall indicate (Yes or No) if Company is certified as a Jacksonville Small and Emerging Business Program (JSEB) as defined by Jacksonville Ordinance 2004-602; Chapter 126, Part 6A and 6B. Proposer shall also indicate whether it intends to subcontract any services to JSEB certified firms. Points in this category will be assigned as follows:

If Respondent is not a certified JSEB, the Respondent shall list any JSEB certified subcontractors that it intends to utilize in the performance of this Work. The listing should include names of the JSEBs, the type of service they will provide, and the percentage of work being subcontracted. Points will be awarded based on the type and amount of work that will be conducted by JSEB firms.

The point will be awarded as follows:

- Respondent is a COJ/JEA certified JSEB = 5 pts,

Respondent is not a JSEB but will subcontract Work to JSEBs:

Non-JSEB with JSEB partner:

- Greater than or equal to 5% of work = 4 pts,
- Greater than or equal to 3% of work, but less than 5% of work = 3 pts.
- Greater than or equal to 2% of work, but less than 3% of work = 2 pts.
- Greater than or equal to 1% of work, but less than 2% of work = 1 pt.

Respondent's Certification

By submitting this Response, the Respondent certifies (1) that the Respondent has read and reviewed all of the documents pertaining to this RFP and agrees to abide by the terms and conditions set forth therein, (2) that the person signing below is an authorized representative of the Respondent, and (3) that the Respondent is legally authorized to do business and maintains an active status, in the State of Florida. The Company certifies that its recent, current, and projected workload will not interfere with the Respondent's ability to Work in a professional, diligent and timely manner.

The Respondent certifies, under penalty of perjury, that it holds all licenses, permits, certifications, insurances, bonds, and other credentials required by law, contract or practice to perform the Work. The Respondent also certifies that, upon the prospect of any change in the status of applicable licenses, permits, certifications, insurances, bonds or other credentials, the Respondent shall immediately notify JEA of status change.

Please initial below:

LH (Initials) 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".

We have received addenda 1 through 1

Larry Hall
Signature of Authorize Officer of Respondent or Agent

1/28/2020
Date

Larry Hall- Operations Manager
Printed Name & Title

904-652-9845
Phone Number

ADDENDUM 1 - APPENDIX B – RESPONSE WORKBOOK

009-20 SPECIAL WASTE HANDLING SERVICES FOR NON-HAZARDOUS WASTE /HAZARDOUS WASTE

COMPANY NAME:		Hull Environmental Services, Inc.			
The Respondent shall submit per unit pricing in the yellow cells indicated below as per Appendix A - Technical Specifications. The estimated three (3) year quantities are to be used as guidelines and are not a guarantee of work.					
Non-Emergency Services					
Line #	Description	Three Year Qty	Unit Price	Unit of Measure	Extended Price
1	Vacuum Truck	1680	\$ 85.00	per hour	\$ 142,800.00
2	Pickup Truck Services	420	\$ 20.00	per hour	\$ 8,400.00
3	Stake bed/ box truck	420	\$ 25.00	per hour	\$ 10,500.00
4	55 gal. open steel drum	30	\$ 42.00	each	\$ 1,260.00
5	Monthly special waste roll-off	36	\$ 450.00	per month	\$ 16,200.00
6	Special waste roll-of disposal transportation and landfill disposal	36	\$ 35.00	per ton	\$ 1,260.00
7	Operator/Technician Hourly labor charge (per person)	2760	\$ 35.00	per hour	\$ 96,600.00
8	Foreman/Supervisor Hourly Labor Charge	60	\$ 38.75	per hour	\$ 2,325.00
9	Oily Wastwater disposal costs	600,000	\$ 0.25	per gallon	\$ 150,000.00
10	Estimated Additional Services & 10% markup SWA	1	\$120,000.00		\$ 120,000.00

Emergency Services					
#	Description	Three Year Qty	Unit Price	Unit of Measure	Extended Price
11	Vacuum Truck	120	\$ 85.00	per hour	\$ 10,200.00
12	Pickup Truck Services	1500	\$ 20.00	per hour	\$ 30,000.00
13	Stake bed/ box truck	1500	\$ 25.00	per hour	\$ 37,500.00
14	Mini excavator	15	\$ 625.00	per day	\$ 9,375.00
15	55 gal. open steel drum	300	\$ 42.00	each	\$ 12,600.00
16	Oily Wastwater disposal costs	300	\$ 0.25	per gallon	\$ 75.00
17	Special waste roll-off	15	\$ 15.00	per day	\$ 225.00
18	Special waste roll-of disposal transportation and landfill disposal	15	\$ 35.00	per ton	\$ 525.00
19	Operator/Technician Hourly labor charge (per person)	300	\$ 44.00	per hour	\$ 13,200.00
20	Foreman/Supervisor Hourly Labor Charge	150	\$ 52.50	per hour	\$ 7,875.00
21	Estimated Additional Services & 10% markup SWA	1	\$120,000.00		\$ 120,000.00

Total three (3) year Response Price: \$ 790,920.00
Transfer the Total Response Price to the Response Form



Formal Bid and Award System

Award #8 March 31, 2020

Type of Award Request: INVITATION TO NEGOTIATE (ITN)

Request #: 6760

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

Requestor Phone: (904) 665-7046

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

Project Number: 8006023, 8005850

Project Location: JEA

Funds: Capital

Budget Estimate: \$500,000.00

Scope of Work:

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

This purchase impacts the following JEA Measures of Value:

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

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

Purchasing Agent: Dambrose, Nick

Is this a ratification?: NO

RECOMMENDED AWARDEE(S):

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

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

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

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

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

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

JSEB Requirement: N/A - Optional

RESPONDENTS:

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

Background/Recommendations:

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

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

Procurement tracks two different types of savings. The total cost difference is comparing the current pricing with the proposed pricing (+/-). The total sourcing savings is determined by negotiations, BAFO savings and value added savings. During the BAFO process, JEA made significant quantity reductions to be more in line with budget including a reduction in its all EOS equipment count from 102 to 52, and five (5) year support instead of three (3) year support. These are the main reasons for the difference in pricing between the original submission and the BAFO. However, when comparing the like for like unit prices, the difference in lower BAFO rates from Presidio in comparison with the BAFO quantities account for a sourcing savings of \$31,709.72 (5%).

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

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

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

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

APPROVALS:

Chairman, Awards Committee **Date**

Manager, Capital Budget Planning **Date**

**APPENDIX B
 RESPONSE FORM FOR SOLICITATION # 022-20 (BAFO)
 2020 Cisco Network Equipment Purchase- Refresh and Replace**

The Respondent shall submit one original Response Document and two duplicates of the original Response Document. It is encouraged that all submitters include an electronic version with their hardcopy submittal, no later than the time indicated on the invitation.

Company Name: Presidio Networked Solutions LLC

Company's Address 8647 Baypine Road, Building I Suite 100; Jacksonville, FL 32256

Phone Number: 904-638-5610 FAX No: _____ Email Address: jbehee@presidio.com

BID SECURITY REQUIREMENTS <input checked="" type="checkbox"/> None required <input type="checkbox"/> Certified Check or Bond Five Percent (5%)	TERM OF CONTRACT <input checked="" type="checkbox"/> One Time Purchase <input type="checkbox"/> Annual Requirements Two (2) Years w/One (1) – 2Yr. or 1 Yr. Renewal <input type="checkbox"/> Other, Specify- Project Completion
---	---

SAMPLE REQUIREMENTS <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	SECTION 255.05, FLORIDA STATUTES CONTRACT BOND <input checked="" type="checkbox"/> None required <input type="checkbox"/> Bond required 100% of Bid Award
--	--

QUANTITIES <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.	INSURANCE REQUIREMENTS <p align="center">Insurance required</p>
--	---

PAYMENT DISCOUNTS
 Other _____
 None Offered

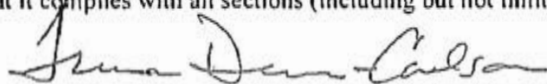
Item Number	ENTER YOUR BID FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES JEA Quotation of Rates	TOTAL BID PRICE
	2020 Cisco Network Equipment Purchase- Refresh and Replace – TOTAL BID PRICE (BAFO) (This amount is transferred from Appendix B – Response Workbook (BAFO))	\$659,372.26

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 Responding 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



2/26/2020

Handwritten Signature of Authorized Officer of Company or Agent Date

I _____ through _____ 4 _____

Trina Denise-Carlson

Printed Name and Title

Appendix B Response Workbook (BAFO), 022-20 2020 Cisco Network Equipment Purchase- Refresh and Replace

Substation and Water Replacement for EOS switches

Item	Part No.	Part Description	Lead Time in Weeks	Qty	Unit Price	Sub-Total
1	C9300-48U-A	Catalyst 9300 48-port UPOE, Network Advantage, full Layer 3	5	52	\$ 5,083.00	\$264,316.00
2	C9300-NW-A-48	C9300 Network Advantage, 48-port license	5	52	\$ -	\$0.00
3	PWR-C1-1100WAC-P	1100W AC 80+ platinum Config 1 Power Supply	5	52	\$ -	\$0.00
4	PWR-C1-715WDC	DC Power supply for redundancy, spare	5	52	\$ 690.00	\$35,880.00
5	SSD-120G=	Cisco pluggable USB3.0 SSD storage, spare	2	52	\$ 690.00	\$35,880.00
6	C9300-DNA-A-48-5Y	C9300 DNA Advantage, 48-Port, 5 Year Term License	5	52	\$ 2,888.80	\$150,217.60
7	C9300-NM-4G	Catalyst 9300 4 x 1GE SFP Network Module	5	52	\$ 234.60	\$12,199.20
8	CAB-TA-NA=	AC power cord for Cisco Catalyst (North America)	5	52	\$ -	\$0.00
Sub Total Substation and Water Replacement for EOS switches						\$498,492.80

Substation and Water Replacement for EOS 2955s

Item	Part No.	Part Description	Lead Time in Weeks	Qty	Unit Price	Sub-Total
9	IE-4000-4GS8GP4G-E	IE 4000 4 x SFP 1G with 8 x 1G PoE, 4 x 1G Combo, LAN Base	5	8	\$ 3,729.22	\$29,833.76
10	IE4000-DNA-A-L-5Y	Cisco DNA Advantage 5 year term license(up to 12 ports)	5	8	\$ 956.80	\$7,654.40
11	PWR-IE170W-PC- AC=	170W AC 100-240V/2.3A 50-60Hz	5	8	\$ 868.02	\$6,944.16
Sub Total Substation and Water Replacement for EOS 2955s						\$44,432.32

PSSC-9410

Item	Part No.	Part Description	Lead Time in Weeks	Quantity Needed	Unit Price	Sub-Total
12	C9410R (=)	Cisco Catalyst 9400 Series 10 slot chassis, fan, no ps	5	1	\$ 3,753.60	\$3,753.60
13	C9400-DNA-A-5Y	DNA Software Subscription	5	1	\$ 9,853.20	\$9,853.20
14	CON-SNT-C9410R	SNTC-8X5XNBD Cisco Catalyst 9400	5	1	\$ 3,725.95	\$3,725.95
15	C9400-SUP-1XL	Cisco Catalyst 9400 Series Supervisor 1 Module, full eigrp	5	1	\$ 8,914.80	\$8,914.80
16	C9400-LC-48U	Cisco Catalyst 9400 Series 48-Port UPOE 10/100/1000 (RJ-45)	5	6	\$ 4,222.80	\$25,336.80
17	C9400-LC-24S	Cisco Catalyst 9400 Series 24-Port Gigabit Ethernet(SFP)	5	1	\$ 6,440.00	\$6,440.00
18	C9400-NW-A	Cisco Catalyst 9400 Network Advantage License	5	1	\$ -	\$0.00
19	S9400ULPEK9-166	Cisco Catalyst 9400 XE 16.6 Universal	5	1	\$ -	\$0.00
20	C9400-PWR-3200AC	Cisco Catalyst 9400 Series 3200W AC Power Supply (Data + PoE)	5	4	\$ 938.40	\$3,753.60
21	C9410-RACK-19-KIT=	Cisco Catalyst 9400 Series 10 slot chassis Rack Mount	3	1	\$ 121.90	\$121.90
22	CAB-L620P-C19-US	NEMA L6-20 to IEC-C19 14ft US	4	8	\$ 14.68	\$117.44
Sub Total - PSSC-9410						\$62,017.29

GEC-9404

Item	Part No.	Part Description	Lead Time in Weeks	Quantity Needed	Unit Price	Sub-Total
23	C9404 (=)	Cisco Catalyst 9400 Series 4 slot chassis fan no ps	5	1	\$ 938.40	\$938.40
24	CON-SNT-C9404	SNTC-8X5XNBD Cisco Catalyst 9400	5	1	\$ 1,320.55	\$1,320.55
25	C9400-SUP-1XL	Cisco Catalyst 9400 Series Supervisor 1 Module	5	1	\$ 8,914.80	\$8,914.80
26	C9400-LC-48U	Cisco Catalyst 9400 Series 48-Port UPOE 10/100/1000 (RJ-45)	5	1	\$ 4,222.80	\$4,222.80
27	C9400-LC-24S	Cisco Catalyst 9400 Series 24-Port Gigabit Ethernet(SFP)	5	1	\$ 6,440.00	\$6,440.00
28	C9400-NW-A	Cisco Catalyst 9400 Network Advantage License	5	1	\$ -	\$0.00
29	S9400ULPEK9-166	Cisco Catalyst 9400 XE 16.6 Universal	5	1	\$ -	\$0.00
30	C9400-PWR-3200AC	Cisco Catalyst 9400 Series 3200W AC Power Supply (Data + PoE)	5	2	\$ 938.40	\$1,876.80
31	CAB-L620P-C19-US	NEMA L6-20 to IEC-C19 14ft US	5	2	\$ -	\$0.00
32	C9400-DNA-A-5Y	Cisco Catalyst 9400 DNA Advantage 5 Year License	5	1	\$ 9,853.20	\$9,853.20
Sub Total - GEC-9404						\$33,566.55

Spec for PSSC-Meter-C456 replacement

Item	Part No.	Part Description	Lead Time in Weeks	Quantity Needed	Unit Price	Sub-Total
------	----------	------------------	--------------------	-----------------	------------	-----------

33	C9300-48P-E	Catalyst 9300 48-port PoE+, Ipvservice, Full eigrp , C9300-NM-4G module	5	1	\$ 4,602.30	\$ 4,602.30
34	C9300-DNA-A-48-5Y	Cisco Catalyst 9300 DNA Advantage 5 Year License	5	1	\$ 860.20	\$ 860.20
		Sub Total for Spec for PSSC-Meter-C456 replacement		---	---	\$ 5,462.50
Spec for Cisco Access Points						
Item	Part No.	Part Description	Lead Time in Weeks	Quantity Needed	Unit Price	Sub-Total
35	AIR-AP1852I-B-K9	Cisco Aironet 1852I - wireless access point Note: JEA is willing to take the above equipment as individual units or in 3x10 packs	6	30	\$ 513.36	\$15,400.80
		Sub Total for Spec for Cisco Access Points		---	---	\$15,400.80
36				Grand Total		\$659,372.26

Optional Line Item 1:

JEA is considering the optional use of hourly Network Engineering Services in addition to the line items above. The rates submitted below shall not be included in the evaluation of the basis for award.

Item	Part No.	Description	Est Qty (Hours)	Hourly Rate	Total Price
39	N/A	Optional Line Item - Network Engineering Services to install bid equipment	400	\$ 137.00	\$ 54,800.00



Formal Bid and Award System

Award #9 March 31, 2020

Type of Award Request: CHANGE ORDER

Request # 6798

Requestor Name: Eaton, Michael T. - Special Project-EAM

Requestor Phone: (904) 665-7473

Project Title: Enterprise Information Management (EIM) for JEA's EAM Data - Consulting Services for Architecture and Execution Plan of Enterprise Information Management for JEA's Enterprise Asset Management

Project Number: 8005580

Project Location: JEA

Funds: Capital

Budget Estimate: \$1,270,000.00

Scope of Work:

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

This request impacts the following JEA Measures of Value:

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

JEA IFB/RFP/State/City/GSA#: 051-17

Purchasing Agent: Woyak, Nathan J.

Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

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

Amount of Original Award: \$595,600.00

Date of Original Award: 04/20/2017

Change Order Amount: \$85,000.00

List of Previous Change Order/Amendments:

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

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

Length of Contract/PO Term: Project Completion

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

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

JSEB Requirement: None

Background/Recommendations:

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

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

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

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

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

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

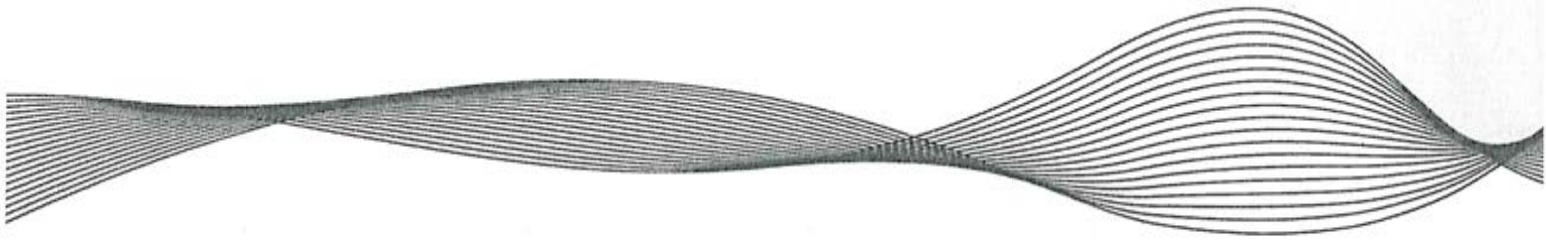
Director: Selders, Steve G. - Dir IT Strategic Planning & Innovation

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

APPROVALS:

Chairman, Awards Committee **Date**

Manager, Capital Budget Planning **Date**



CHANGE ORDER

Consulting Services for Production Implementation of JEA's EAM Solution - 2020

Purchase order No. 165483

Change Request #CR04

Version 0.3

03/11/2020

Document History

Version Rev	Change Date	Author	Remarks
0.1	March 04, 2020	Xtensible Solutions	Initial draft for review
0.2	March 09, 2020	Xtensible Solutions	Updates based on JEA feedback
0.3	March 11, 2020	Xtensible Solutions	Updates based on JEA feedback

1 Introduction

1.1 Purpose

This is a Change Request to the Statement of Work titled "*Consulting Services for Architecture and Execution Plan of Enterprise Information Management for JEA's Enterprise Asset Management (EAM) Data*", executed by the Parties on May 22, 2017 and incorporates any previously executed Change Requests. By issuance of this Change Request, the Parties agree to the following:-

This Change Request is to support JEA with the implementation of a mobile solution for asset management in the JEA production environment.

1.2 Background

In 2019, JEA implemented various Proof-of-Concept solutions related to asset management. One of these solutions was a mobile solution that allows users to manage assets and work orders. This solution was developed as a proof of concept, which was largely seen as a success. The JEA Business has requested that the solution be implemented in a production environment.

Implementing the solution in a production environment will require additional functionality, enhanced exception handling, much more rigor and testing to ensure a production-grade solution.

The JEA target EIM Architecture goal is to advance the architectural, data management, and application development architecture, as defined in the EAM EIM documents.

2 Change Request

2.1 Support for JEA Asset Management Solution Project

JEA has requested further assistance from Xtensible in providing support for the JEA Asset Management Solution Project.

The current project scope definition includes :

- Mobile Solution for Assets contained in Substation (electric) and PumpStation (water & wastewater)
- Interfaces for Asset, Work, and Inventory

Xtensible will provide assistance in the following areas:

- Information/Data architecture
- Industry Standards
- Architectural Guidance

2.2 Timeline

JEA would like these projects to start on or around March 9, 2020, and go live around May 31, 2020. This equates to 12 weeks. The duration of Xtensible support is 12 weeks, as requested by JEA.

Xtensible support for the JEA Asset Management Mobile Solution Project would begin once a PO has been issued.

Below is the suggested timeline for project start:

- March 16 — PO approved and project team resources secured

2.3 Roles

Xtensible would fulfill the following roles during the JEA Asset Management Mobile Solution Project:

2.3.1 Information / Data Architect

- Focusing on the data architecture for JEA EIM architecture, and specifically the solution.
 - Semantic Modeling:
 - Define extensions to JEA Enterprise Semantic Model (JIM) required by project
 - Update and maintenance of the JIM, such as definitions.
 - Provide IEC CIM / Industry Standards domain knowledge
 - Data Profiling:

- Complete data profiling exercise for all in-scope systems and data. This will ensure that the issues with data quality and data format are clearly identified early on and avoid costly delays and re-work after testing starts.
- Data profiling is the process of examining the instance data available in an existing information data source (e.g. a database) and deriving statistics and reports about that data. The purpose of these statistics may be to:
 - Give metrics on data quality including whether the data conforms to particular canonical rules or patterns
 - Assess the risk involved in integrating data for new applications.
 - Discover metadata of the source data, including enumerator value lists, patterns and distributions, key candidates, foreign-key candidates, and dependencies.
 - Assess whether known metadata accurately describes the actual values in the source database.
 - Develop an understanding of data challenges early in any project, so that surprises are avoided late in a project. Finding data problems late in the project can lead to delays and cost overruns.
 - Support data governance for improving data quality.
- The source data will include:
 - Oracle eAM (for in-scope Assets, Work;)
 - Oracle Inventory (Inventory)
- Interface Design:
 - Work with JEA and Integration Architect to define JIM-based canonical interfaces
 - Review draft design with relevant technical and business team members prior to formal release.
- Mapping:
 - Work with application SMEs and Integration developer to define mapping specification / requirements from application-specific to JIM-based schema.
- Knowledge Transfer and Training of suitable JEA Resource – MD3i
 - Manage and maintain the JIM
 - API design and artifact generation
 - Mapping Specification

2.3.2 Architectural Advisory

- Architecture Guidance and Leadership
 - Promote alignment with target architecture
 - Support technical architecture and decision-making
 - Support review and approval of technical designs
 - Identify and communicate project technical risks
 - Support alignment of the implementation with the solution designs

2.4 Staffing

Xtensible would accomplish the above with approximately 0.82 FTEs split amongst 3 consultants over the 12 week period.

Names and Roles of resources to complete the project tasks.:

Resource Name	Role(s)	Approx. Utilization (range; min-max)
John Wang	Information Architect	0.6 FTE
Phillip Jones	Information Architect, Integration Architect	0.10 FTE
Fran Clark	Integration Architect, Delivery Manager	0.12 FTE

2.5 Travel

While most of the Xtensible work would be completed remotely, we recommend 3 onsite visits during the 12 week period. Travel costs are included in the price of this proposal.

Xtensible will follow JEA travel policy.

3 Financial

3.1 Price

The pricing model for the agreement is a Fixed Cost, Fixed Duration, Milestone-based payment schedule as described in section 3.2.

The price for Xtensible support for the project use cases is \$85,000 including travel.

3.2 Payment Schedule

JEA will be invoiced based on project milestones according to the following schedule.

Milestone	Milestone Invoice Date	%	Amount
March 2020 Milestone	3/31/2020	17%	\$14,500.00
April 2020 Milestone	4/30/2020	42%	\$35,500.00
May 2020 Milestone	5/31/2020	33%	\$28,000.00
June 2020 Milestone	6/7/2020	8%	\$7,000.00
TOTAL		100.00%	\$85,000.00

4 Assumptions

- The duration of the engagement is 12 weeks.
- Funding for Xtensible participation approved by March 9, 2020.
- PO to be issued by March 16, 2020
- Appropriate JEA personnel (business and technical) and personnel from other vendors will be identified and made available throughout the course of the engagement.
- JEA are responsible for managing the project schedule, scope and cost.
- JEA will appoint a suitably qualified scrum master to manage the agile project.
- JEA will provide a suitable Data Architect candidate for Knowledge transfer and Training.
- Xtensible are open to work with JEA in terms of reasonable scope changes without another CR, as long as these changes do not impact the level of effort or overall schedule.
- Delays to go-live beyond the completion date will incur additional costs.

5 Signatures

Accepted By:

JEA

Signature:

Print Name:

Print Title:

Date:

Purchase Order #: 165483

Xtensible Solutions, LLC

Signature:

Print Name:

Print Title:

Date:

4/20/17

3



Formal Bid and Award System

Award #3 April 20, 2017

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 1814
Requestor Name: Fontaine, Heather Z. - Black Belt
Requestor Phone: (904) 665-6094
Project Title: Enterprise Information Management for JEA's EAM Data
Project Number: C0000
Project Location: JEA
Funds: O&M
Award Estimate: \$500,000.00

Scope of Work:

JEA is seeking a consultant with experience in asset management processes as well as asset data design / management framework and methodologies to assist JEA with the development of a holistic strategy, architecture and approach in linking and controlling JEA's asset related data for those assets. This work will be integrated with the business excellence assessment and implementation work related to ITN 048-17 (Business Excellence Assessment), so the vendor must be proficient in working in a dynamic environment. All JEA employees will have end-to-end asset visibility with integrated processes of systems and information that effectively and efficiently produce the "golden record" for all assets.

The corporate vision and goals within this scope include:

1. "Enter data once and use it many times" provides the direction to perform the complete ongoing collection, storing, and sharing of all asset information with all corporate systems. [Golden Record]
2. The information collection will begin before the asset is procured and continue throughout the asset's lifecycle until the time it is disposed of. [Golden Record]
3. Data from asset activity will be immediately collected (filtered for quality validation scenarios ensure accuracy), and used real-time to provide updates to all appropriate corporate application systems. Thus, the overall intent is to become more data centric with our Enterprise Asset Management (EAM) practice. [Master Data Management]
4. Leverage untethered mobile devices equipped with scanning capabilities and personalized field applications, each asset undergoing any change can and will be tracked real-time or as near real-time as practical. [Mobility]
5. Effectively provision all of the asset related data to business users for EAM analytics and visualizations (including real-time conditions, Capex/Opex decisions, inventory, planning, procurement, etc.). [Asset Registry]
6. (The architecture developed for the asset "golden record" needs to be an enterprise design and approach in that while the focus of this initiative is EAM and "asset golden record", the architecture will be a reusable architecture for developing other "golden records" (e.g. customer and employee). [Golden Record]

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

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
Xtensible Solutions, LLC	Michael Covarrubias	mcvarrubias@xtensibile.net	85 Walnut St. Watertown, MA 02472	(480) 772-7685	\$595,600.00

Amount for entire term of Contract/PO: \$595,600.00
Award Amount for remainder of this FY: \$196,548.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 05/12/2017
End Date (mm/dd/yyyy): Project Completion (Estimated 9 months to complete)
JSEB Requirement: N/A – Specialty service

BIDDER:

Name	Original Amount	Original Score	Original Rank	BAFO Amount	BAFO Score	BAFO Rank	Disqualification
XTENSIBLE SOLUTIONS, LLC	\$595,600.00	88.17	1	\$595,000.00	97.42	1	N/A
BLACK & VEATCH	\$1,727,000.00	66.85	2	\$1,492,000.00	77.45	2	N/A
THE NORTH HIGHLAND CO	\$945,000.00	66.23	3	\$900,000.00	76.10	3	N/A
COGNIZANT	\$1,454,760.00	58.12	4	N/A	N/A	N/A	N/A
PWC	\$1,610,000.00	54.35	5	N/A	N/A	N/A	N/A
MCKINSEY & CO	\$4,600,000.00	54.05	6	N/A	N/A	N/A	N/A
DELOITTE	N/A	N/A	N/A	N/A	N/A	N/A	Did not meet Minimum Qualifications

Background/Recommendations:

Advertised 01/23/2017. Eight (8) Companies attended the mandatory pre-response meeting held on 01/27/2014. At Response opening on 02/14/2017, JEA received seven (7) Responses. Deloitte was disqualified for not meeting the minimum qualifications. The Responses were evaluated on price,

professional staff experience, past performance, design approach and work plan and proximity. JEA shortlisted three (3) Companies, Xtensible Solutions, Black & Veatch, and The North Highland Co. On 03/27/2017, presentation and negotiation meetings were held with the three (3) shortlisted companies. Best and Final Offers (BAFOs) were submitted on 03/31/2017. Xtensible Solutions is deemed the lowest responsible and responsive Respondent. A copy of the Response form, workbook and evaluation matrix summary is attached as back-up.

The purpose of this work is to provide consulting services for architecture and execution plan of enterprise information management for JEA's Enterprise Asset Management (EAM) Data. This work includes but not limited to providing the following deliverables and/or artifacts:

- (1) Enterprise Information Management (EIM) maturity and data / systems assessment – for JEA's asset data management
- (2) A comprehensive business design, a data architecture(*), and a detailed execution plan for integrating processes and data across disparate systems that produces the golden record for any given JEA asset
- (3) A comprehensive data architecture for enterprise asset data management
- (4) Identification/guidance of technology components and capabilities necessary to support the vision of EIM, and a roadmap to achieve this based on existing technology portfolio (see Appendix B).
- (5) A roadmap for delivering a comprehensive to be state (includes business, data architecture, and technology)

The deliverables and/or artifacts specified should be provided within one of three primary milestones with a tollgate review for each:

- (1) Target state business design that defines JEA's asset data (classifications, structure, taxonomy and attribute/field specification) [i.e. data schema for asset golden record] along with the required data architecture and enabling technologies necessary in achieving the vision and goals.
- (2) Current state assessments and gap analysis results of asset data creation, sharing and management (i.e. business-org/roles, skills and governance, information and applications) – includes capturing data inventory, systems of record and understanding of current data flows.
- (3) Transition plan to close the gaps and achieve the goals outlined – includes any new identified changes (e.g. practices/framework/methodology, or roles) deemed necessary in maintaining a single version of the truth and to efficiently create, share and manage the asset data to be consistent and easily accessible for timely decision making.

051-17 – Request approval to award a contract to Xtensible Solutions for consulting services for architecture and execution plan of enterprise information management for JEA's Enterprise Asset Management (EAM) Data in the amount of \$595,600.00, subject to the availability of lawfully appropriated funds.

Manager: Hancher, Brian T. - Manager Performance Improvement
Director: Peninger, Kurt W. - Director Corporate Strategy
VP: Dykes, Melissa H. - Chief Financial Officer

APPROVALS:

 4-20-17

Chairman, Awards Committee **Date**

 4/20/17

Manager, Capital Budget Planning **Date**

048-17 Business Excellence Consulting Services
 Appendix B - Response Workbook

ITEM NO.	TITLE OF TEAM MEMBER	% WEIGHT	HOURLY RATE	BLENDED HOURLY RATE
1.1	Senior Partner or Executive	15%	\$152.19	\$ 22.83
1.2	Engagement Manager	25%	\$355.39	\$ 88.85
1.3	Technical Analyst, Consultant, or Staff	60%	\$230.31	\$ 138.19
1.4	Total Blended Hourly Rate for Business Excellence Consulting Services			\$ 249.86

051-17 Consulting Services for Architecture and Execution Plan of Enterprise Information Management for JEA's Enterprise Asset Management (EAM) Data

Vendor Rankings	Michael Eaton	Bruce Dugan	Bridget Sheppard	Kurt Peninger		Total	Average	Rank
Xtensible Solutions	84.00	92.00	87.33	89.33		352.66	88.17	1
Black & Veatch	60.68	67.35	64.02	75.35		267.40	66.85	2
The North Highland Co.	70.23	72.90	58.23	63.57		264.93	66.23	3
Cognizant	47.28	65.28	58.95	60.95		232.46	58.12	4
PWC	59.10	52.10	52.10	54.10		217.40	54.35	5
McKinsey & Co.	47.47	58.80	47.47	62.47		216.21	54.05	6

Michael Eaton	Quotation of Rates (30 Points)	Professional Experience (20 points)	Past Performance/ Company Experience (22 points)	Design Approach and Workplan (25 Points)	Project Manager Proximity to JEA (3 Points)	Total	Rank
Black & Veatch	10.35	15.33	16	16	3	60.68	3
Cognizant	12.28	10.00	6	18	1	47.28	6
McKinsey & Co.	3.80	8.67	13	22	0	47.47	5
PWC	11.10	16.00	12	19	1	59.10	4
The North Highland Co.	18.90	15.33	14	22	0	70.23	2
Xtensible Solutions	30.00	16.00	15	23	0	84.00	1

Bruce Dugan	Quotation of Rates (30 Points)	Professional Experience (20 points)	Past Performance/ Company Experience (22 points)	Design Approach and Workplan (25 Points)	Project Manager Proximity to JEA (3 Points)	Total	Rank
Black & Veatch	10.35	16.00	19	19	3	67.35	3
Cognizant	12.28	20.00	10	22	1	65.28	4
McKinsey & Co.	3.80	18.00	14	23	0	58.80	5
PWC	11.10	15.00	8	17	1	52.10	6
The North Highland Co.	18.90	20.00	20	14	0	72.90	2
Xtensible Solutions	30.00	18.00	22	22	0	92.00	1

Bridget Sheppard	Quotation of Rates (30 Points)	Professional Experience (20 points)	Past Performance/ Company Experience (22 points)	Design Approach and Workplan (25 Points)	Project Manager Proximity to JEA (3 Points)	Total	Rank
Black & Veatch	10.35	14.67	15	21	3	64.02	2
Cognizant	12.28	11.67	13	21	1	58.95	3
McKinsey & Co.	3.80	11.67	17	15	0	47.47	6
PWC	11.10	17.00	10	13	1	52.10	5
The North Highland Co.	18.90	13.33	16	10	0	58.23	4
Xtensible Solutions	30.00	15.33	20	22	0	87.33	1

Kurt Peninger	Quotation of Rates (30 Points)	Professional Experience (20 points)	Past Performance/ Company Experience (22 points)	Design Approach and Workplan (25 Points)	Project Manager Proximity to JEA (3 Points)	Total	Rank
Black & Veatch	10.35	19.00	21	22	3	75.35	2
Cognizant	12.28	18.67	10	19	1	60.95	5
McKinsey & Co.	3.80	16.67	19	23	0	62.47	4
PWC	11.10	16.00	10	16	1	54.10	6
The North Highland Co.	18.90	16.67	13	15	0	63.57	3
Xtensible Solutions	30.00	16.33	21	22	0	89.33	1

Overall Averages	Quotation of Rates (30 Points)	Professional Experience (20 points)	Past Performance/ Company Experience (22 points)	Design Approach and Workplan (25 Points)	Project Manager Proximity to JEA (3 Points)	Total
Black & Veatch	10.35	16.25	17.75	19.50	3.00	66.85
Cognizant	12.28	15.09	9.75	20.00	1.00	58.12
McKinsey & Co.	3.80	13.75	15.75	20.75	0.00	54.05
PWC	11.10	16.00	10.00	16.25	1.00	54.35
The North Highland Co.	18.90	16.33	15.75	15.25	0.00	66.23
Xtensible Solutions	30.00	16.42	19.50	22.25	0.00	88.17

Quotation Amounts	Total Price	Points
Black & Veatch	\$ 1,727,000.00	10.35
Cognizant	\$ 1,454,760.00	12.28
McKinsey & Co.	\$ 4,600,000.00	3.80
PWC	\$ 1,610,000.00	11.10
The North Highland Co.	\$ 945,000.00	18.91
Xtensible Solutions	\$ 595,600.00	30.00

BAFO- 051-17 Consulting Services for Architecture and Execution Plan of Enterprise Information Management for JEA's Enterprise Asset Management (EAM) Data

Vendor Rankings	Michael Eaton	Bruce Dugan	Bridget Sheppard	Kurt Peninger (Written Only)	Tim Hunt (Presentation Only)		Total	Average	Rank
Xtensible Solutions	84.00	92.00	87.33	89.33	37.00		389.66	97.42	1
Black & Veatch	60.68	67.35	64.02	76.98	40.75		309.78	77.45	2
The North Highland Co.	70.23	72.90	58.23	64.52	38.50		304.38	76.10	3

Michael Eaton	Quotation of Rates (30 Points)	Professional Experience (20 points)	Past Performance/ Company Experience (22 points)	Design Approach and Workplan (25 Points)	Project Manager Proximity to JEA (3 Points)	Presentation Attendance Consensus Score (5 Points)	Presentation Consensus Score (30 Points)	Interview Consensus Score (15 points)	Total	Rank
Black & Veatch	11.98	15.33	16	16	3	5	23.75	12	103.06	3
The North Highland Co.	19.85	15.33	14	22	0	3	23.5	12	109.68	2
Xtensible Solutions	30.00	16.00	15	23	0	5	20	12	121.00	1

Bruce Dugan	Quotation of Rates (30 Points)	Professional Experience (20 points)	Past Performance/ Company Experience (22 points)	Design Approach and Workplan (25 Points)	Project Manager Proximity to JEA (3 Points)	Presentation Attendance Consensus Score (5 Points)	Presentation Consensus Score (30 Points)	Interview Consensus Score (15 points)	Total	Rank
Black & Veatch	11.98	16.00	19	19	3	5	23.75	12	109.73	3
The North Highland Co.	19.85	20.00	20	14	0	3	23.5	12	112.35	2
Xtensible Solutions	30.00	18.00	22	22	0	5	20	12	129.00	1

Bridget Sheppard	Quotation of Rates (30 Points)	Professional Experience (20 points)	Past Performance/ Company Experience (22 points)	Design Approach and Workplan (25 Points)	Project Manager Proximity to JEA (3 Points)	Presentation Attendance Consensus Score (5 Points)	Presentation Consensus Score (30 Points)	Interview Consensus Score (15 points)	Total	Rank
Black & Veatch	11.98	14.67	15	21	3	5	23.75	12	106.40	2
The North Highland Co.	19.85	13.33	16	10	0	3	23.5	12	97.68	3
Xtensible Solutions	30.00	15.33	20	22	0	5	20	12	124.33	1

Kurt Peninger (Written Only)	Quotation of Rates (30 Points)	Professional Experience (20 points)	Past Performance/ Company Experience (22 points)	Design Approach and Workplan (25 Points)	Project Manager Proximity to JEA (3 Points)	Presentation Attendance Consensus Score (5 Points)	Presentation Consensus Score (30 Points)	Interview Consensus Score (15 points)	Total	Rank
Black & Veatch	11.98	19.00	21	22	3				76.98	2
The North Highland Co.	19.85	16.67	13	15	0				64.52	3
Xtensible Solutions	30.00	16.33	21	22	0				89.33	1

Tim Hunt (Presentation Only)	Quotation of Rates (30 Points)	Professional Experience (20 points)	Past Performance/ Company Experience (22 points)	Design Approach and Workplan (25 Points)	Project Manager Proximity to JEA (3 Points)	Presentation Attendance Consensus Score (5 Points)	Presentation Consensus Score (30 Points)	Interview Consensus Score (15 points)	Total	Rank
Black & Veatch						5	23.75	12	40.75	1
The North Highland Co.						3	23.5	12	38.50	2
Xtensible Solutions						5	20	12	37.00	3

Overall Averages	Quotation of Rates (30 Points)	Professional Experience (20 points)	Past Performance/ Company Experience (22 points)	Design Approach and Workplan (25 Points)	Project Manager Proximity to JEA (3 Points)	Presentation Attendance Consensus Score (5 Points)	Presentation Consensus Score (30 Points)	Interview Consensus Score (15 points)	Total
Black & Veatch	11.98	16.25	17.75	19.50	3.00	5	23.75	12	109.23
The North Highland Co.	19.85	16.33	15.75	15.25	0.00	3	23.5	12	105.68
Xtensible Solutions	30.00	16.42	19.50	22.25	0.00	5	20	12	125.17

BAFO Quotation Amounts	Total Price	Points
Black & Veatch	\$ 1,492,000.00	11.98
The North Highland Co.	\$ 900,000.00	19.85
Xtensible Solutions	\$ 595,600.00	30.00

APPENDIX B RESPONSE FORM
051-17 Consulting Services for Architecture and Execution Plan
of Enterprise Information Management for JEA's Enterprise Asset Management (EAM) Data

Submit an **original and three (3) copies** 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: Xtensible Solutions LLC (Soly Owned by Doble Engineering)

Company's Address: 85 Walnut Street Watertown, MA 02472

License Number (if applicable): _____

Phone Number: 480-772-7685 FAX No: _____ Email Address: mcovarrubias@xtensible.net

BID SECURITY REQUIREMENTS

- None required
 Certified Check or Bond Five Percent (5%)

TERM OF CONTRACT

- One Time Purchase
 Annual Requirements
 Other, Specify- Project Completion

SAMPLE REQUIREMENTS

- None required
 Samples required prior to Response Opening
 Samples may be required subsequent to Bid Opening

SECTION 255.05, FLORIDA STATUTES CONTRACT BOND

- None required
 Bond required 100% of Bid Award

QUANTITIES

- Quantities indicated are exacting
 Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.

INSURANCE REQUIREMENTS

Insurance required

PAYMENT DISCOUNTS

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


Item No.	ENTER YOUR RESPONSE FOR THE FOLLOWING DESCRIBED SERVICES	LUMP SUM
1	Total Response Price for Consulting Services for Architecture and Execution Plan of Enterprise Information Management for JEA's Enterprise Asset Management (EAM) Data	\$ 595,600 USD (Five Hundred Ninety Five Thousand Six Hundred Dollars)

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

1 through 2



 Handwritten Signature of Authorized Officer of Company or Agent

Phillip M Jones, VP Solution Development

 Printed Name and Title

02/13/2017

Date

Approved by the JEA Awards Committee
 Date: 03/14/2019 Item# 11



Formal Bid and Award System

CPA 164911

Award #11 March 14, 2019

Type of Award Request: CHANGE ORDER
Request #: 6554
Requestor Name: Eaton, Michael
Requestor Phone: (904) 665-7473
Project Title: Enterprise Information Management (EIM) for JEA's Enterprise Asset Management (EAM) Data
Project Number: 8005580
Funds: Capital
Budget Estimate: \$1,185,000.00

Scope of Work:

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

This contract positively affect the JEA Measures of Value:

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

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

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Phase 2 Amount
XTENSIBLE SOLUTIONS DOBLE ENGINEERING	Michael Covarrubias	mcvarrubias@xtensible.net	85 Walnut St. Watertown, MA 02472	(480) 772-7685	\$500,000.00

Amount of Original Award: \$595,600.00
Date of Original Award: 04/20/2017
Change Order Amount: \$500,000.00

List of Previous Change Order/Amendments:

CPA #	Amount	Date
164911	\$49,000.00	04/04/2018

New Not-To-Exceed Amount: \$1,144,600.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 05/12/2017
End Date (mm/dd/yyyy): Project Completion
JSEB Requirement: N/A – Specialty Service

Background/Recommendations:

Originally approved by Awards Committee on 04/20/2017 in the amount of \$595,600.00, to Xtensible. A copy of the original award is attached as backup.

On 04/04/2018, an administrative increase was completed to add \$49,000.00 in funding for JEA requested further assistance from Xtensible in providing support for the first set of projects to follow the EIM Architecture project. In particular, JEA has requested assistance in the execution of the feasibility phase of the "Asset Creation" project.

This request is for a change order for further assistance from Xtensible in providing support for the first set of projects to follow the original EIM Architecture project. JEA has requested assistance in the execution of the projects related to two identified business cases Asset Creation & Asset Golden Record / 360 and Electric Meter Voltages / Load Analytics. The duration of the support is expected to be ten (10) months for both projects and includes delivery management, information architecture, and integration architecture. After the project initiation, each project will have an analysis and design step where the fundamental conceptual architecture is determined. These will be followed by a series of sprints (approximately 8 weeks each) to iteratively design, build and test components of the target solution. The Asset Creation / Golden Record / 360 project is expected to have 4 sprints. The Electric Meter Voltages / Load Analytics project is expected to have 3 sprints. The scope and benefits of both project will include the following:

Asset Creation & Asset Golden Record / 360 Benefits:

1. Automate Asset Record Creation - When assets are received from procurement process, asset records are automatically created.
 - Reduces the number of lost assets (never entered in system)
 - Eliminates hours for manual asset creation
2. Automate Asset Attribute Data Entry - Receive asset attribute data from manufacturer/vendor and automatically populate asset record in eAM.
 - Improves asset data quality
 - Provides additional data for analysis
3. Asset Barcoding - All new assets will be assigned an industry-standard barcode.
 - Enables verification of physical asset & asset record
 - Improves accuracy of maintenance history
4. Time Card Entry on Work Order or Ticket - Start and stop timecard based on mobile displayed work orders or tickets.
 - Improves accuracy of asset costs reporting
 - Reduces office time for field employees

5. Mobile Work Order Creation & Inspection - Allow creation of eAM work orders on mobile devices.
 - Reduces number of incorrectly coded work orders
 - Increase visibility into asset health

Electric Meter Voltages / Load Analytics:

1. Meter Data Integration & Provisioning - Data from smart meters collected every 15 minutes and pushed to Data Lake via Web Services. Meter data would be integrated with customer, billing, asset/GIS & weather data for advanced insights.

- Reduces data latency for data analysis
- Minimizes impact on source system for data access
- Provides consolidated view of data

2. Fraud Detection Analysis - Predictive model developed to identify electric fraud/tampering

- Improves accuracy of identifying cases of electric meter tampering
- Reduces operational costs
- Ensures payment for services received

3. Distribution Equipment Failure Analysis - Predictive model developed to proactively identify distribution equipment failures

- Reduces operational costs
- Reduces costs to replace preventable equipment failures

Xtensible can provide industry experience (e.g. data architecture for Exelon Corporation) and a leadership/accountability role in the implementation of the new data/analytic business initiatives in alignment to the target data/integration architecture blueprint that they developed for JEA in the original engagement. This includes helping JEA prove out the required process adjustments and new role changes needed in order for JEA to be more effective and efficient with implementing data integrations and data persistence for analytics (i.e. loosely coupled architecture). Implementing the pilot business use cases in alignment with the new architecture requires leadership guidance and training in the use of new design and implementation methods that will be required of JEA moving forward as a new repeatable process. All the knowledge gained and many artifacts that were developed from the initial architecture engagement, will be leveraged to mitigate the cost and risk of starting over with another consultant. The architecture plan that was derived from the first engagement has received business stakeholder leadership support and understanding because of their involvement throughout the process. JEA has also validated with Gartner that the architecture blueprint and strategy developed with Xtensible is in alignment with the industry and their other clients.

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

The project and schedule details are below:


- Original Budget Estimate: \$500,000.00 (Awarded - \$595,600.00)
- Change Order Budget Estimate: \$685,000.00
- Total Original and Change Order Budget - \$1,185,000.00
- Change Order Project Cost: \$500,000.00 (2350 hours, Professional Service hourly rates)
- NTE Amount: \$1,144,600.00
- Projects Completion Date: Expected - January 2020

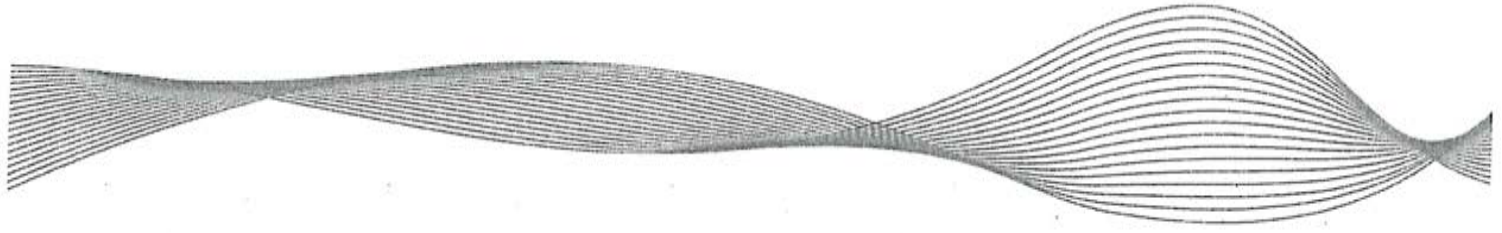
Request approval to award a change order to Xtensible for support for the first set of projects to follow the original EIM Architecture project in the amount of \$500,000.00, for a new not-to-exceed amount of \$1,144,600.00, subject to the availability of lawfully appropriated funds.

Director: Eaton, Michael T. - Special Project-EAM
VP: Selders, Steve G. - Interim VP & Chief Information Officer

APPROVALS:

 3/14/19
Chairman, Awards Committee **Date**

 3/14/19
Manager, Operating Budgets **Date**



CHANGE ORDER

**Consulting Services for Architecture and Execution
Plan of Enterprise Information Management for
JEA's Enterprise Asset Management (EAM) Data**

Purchase order No. 165483, CPA 164911

Change Request #CR02

Version 0.4

03/05/2019

Document History

Version Rev	Change Date	Author	Remarks
0.1	February 26, 2019	Xtensible Solutions	Initial draft for review
0.2	February 26, 2019	Xtensible Solutions	Revisions
0.3	February 28, 2019	Xtensible Solutions	Revised Schedule
0.4	March 05, 2019	Xtensible Solutions	Revised based on JEA comments; Changed to CR02, changed proposed resources

1 Introduction

1.1 Purpose

This is a Change Request to the Statement of Work titled "*Consulting Services for Architecture and Execution Plan of Enterprise Information Management for JEA's Enterprise Asset Management (EAM) Data*", executed by the Parties on May 22, 2017 and incorporates any previously executed Change Requests. By issuance of this Change Request, the Parties agree to the following:-

1.2 Background

In May 2017, JEA contracted Xtensible Solutions, LLC for assistance with defining an Enterprise Information Management (EIM) Architecture. This project completed in April 2018.

The EIM Architecture project deliverables include a host of models, documentation and recommendations prepared to assist JEA with advancing their architectural, data management, and application development goals. JEA recognizes that implementing the recommendations from the EIM Architecture project will take place over an extended period of time. In fact, the architectural recommendations will be part of an ongoing set of continuous improvement efforts.

2 Change Request

2.1 Support for EIM Business Use Case Projects

JEA has requested further assistance from Xtensible in providing support for the first set of projects to follow the EIM Architecture project. In particular, JEA has requested assistance in the execution of the projects related to two identified business cases¹:

- Asset Creation & Asset Golden Record / 360
- Electric Meter Voltages / Load Analytics

JEA would like these projects to start on or around March 4, 2019.

2.2 Scope / Timeline

Xtensible support for the EIM Business Use Cases would begin on March 4, 2019. The duration of Xtensible support is 10 months. Xtensible will provide assistance in the following areas:

- Delivery management
- Information architecture
- Integration architecture

Below is the suggested timeline for project initiation:

- March 14 — Funding approved for CR
- March 18 — PO change approved and project team resources secured
- March 21 — Projects “soft launch” — project teams are assembled, roles and responsibilities drafted.
- March 28 — Onsite workshops to kick-off each project

After the project initiation, each project will have an analysis and design step where the fundamental conceptual architecture is determined. These will be followed by a series of sprints (approximately 8 weeks each) to iteratively design, build and test components of the target solution.

The Asset Creation / Golden Record / 360 project is expected to have 4 sprints.

The Electric Meter Voltages / Load Analytics project is expected to have 3 sprints.

¹ Please refer to ProgramExecutionPlan_EIM Initiatives.docx on JEA Sharepoint site for description of the business use cases, associated projects and sprints (Section titled “Business Use Cases”).

2.3 Roles

Xtensible would play the following roles during feasibility phase of the Asset Creation project are:

2.3.1 Delivery Manager

- Coordinate activities and deliverables from team members to meet targets
 - Coordinate technical architecture and decision-making
 - Coordinate review and approval of technical designs
 - Manage schedule and delivery milestones for each team
 - Identify project risks and risk mitigation plans
 - Communicate status and progress with stakeholders through reports
 - Oversight of development ensuring the implementation meets the solution designs
 - Oversight of testing to ensure requirements are met. This does not include the testing itself

2.3.2 Information / Data Architect

- Focusing on the data portion of the solution and how it fits with target EIM architecture
 - Semantic Modeling: Define extensions to JEA Enterprise Semantic Model (JIM) required by project
 - Database Design: Work with JEA team to define JIM-based database structures
 - Interface Design: Work with JEA and Integration Architect to define JIM-based canonical interfaces
 - Mapping: Work with Integration Architect to define mapping specification / requirements from application-specific to JEM-based.

2.3.3 Integration Architect

- Focusing on the integration part of the solution and how it fits with target EIM architecture
 - Work with JEA to establish inventory of APIs/services needed to satisfy project requirements.
 - Work with JEA and Data Architect to define JIM-based canonical interfaces for each Service.Operation
 - Work with Data Architect to define mapping specification / requirements from application-specific to JIM-based.
 - Manage Interface Design Packages consisting of interface definition, technical documentation, release notes, sample data, and mapping specification.

2.4 Staffing

Xtensible would accomplish the above with approximately 1.4 FTEs split amongst 3-4 consultants over the 10 month period. This equates to an average of approximately 235 hours per month or 2,350 hours for the 10 month project duration.

Note that the level of support will vary in concert with the activities, needs and timelines of the specific projects.

2.5 Travel

While most of the Xtensible work would be completed remotely, we recommend 4-8 onsite visits during the 10 month period. Travel costs are included in the price of this change request.

Xtensible will follow JEA travel policy.

2.6 Cost

The pricing model for the agreement is a Fixed Cost, Fixed Duration, Milestone-based payment schedule as described in section 2.9.

The cost for Xtensible support for the project use cases is \$500,000 including travel.

2.7 Assumptions

- The duration of the engagement is 10 months.
- Funding for Xtensible participation approved by March 18, 2019.
- The project execution approach is semi-agile. Each business use case will be implemented through a series of sprints as described above. Any change to the number of sprints may affect the schedule and costing. Xtensible will work with JEA to reduce any impact any changes have on schedule and cost. This will require sufficient lead-time for re-planning and re-scheduling of resources.
- Appropriate JEA personnel (business and technical) and personnel from other vendors will be identified and made available throughout the course of the engagement.
- Technology infrastructure decisions and purchases will be made in a timely manner in keeping with the goals of each project.

2.8 Roles and Rates

Roles and Rates of resources to complete the Change Order:

Resource Name	Role(s)	Rate	Approx. Hours (range; min-max)	Notes
Phillip Jones	Information Architect, Integration Architect	\$ 200.00	500 – 700	The proposed staffing, roles, rates to allow other resources to be added or swapped out, subject to JEA approval.
Fran Clark	Integration Architect, Delivery Manager	\$ 200.00	600 – 700	
John Wang	Information Architect	\$190.00	400 – 800	
Luis Alarcon	Designer (Information and Integration)	\$190.00	200 – 500	
Jeff Wang	Designer (Information and Integration)	\$190.00	200 – 500	

2.9 Payment Schedule

JEA will be invoiced based on project milestones according to the following schedule.

Milestone dates are indicative only. Since the project will be taking a semi-agile approach, these milestones are an initial baseline schedule that may change within the overall project duration of 10 months, due to project circumstances. Dates for invoicing and payment will be determined based on deliverable milestones completed.

Name	Deliverable Completion / Invoice Date	%	Amount
Asset Creation & Asset Golden Record / 360			
Analysis and Planning	12/18/2019		
High Level Business Requirements	4/15/2019		
Conceptual Design	3/27/2019	2%	\$10,000
Sprint Delivery Scope and Schedule	4/8/2019	2%	\$10,000
	4/15/2019	1%	\$5,000
Development and Implementation (for each sprint):			
Sprint 01 -- Mobile App v1, ManageAsset v1	12/18/2019		
Design	6/24/2019		
Testing	4/29/2019	12%	\$60,000
Sprint 02 -- Mobile App v2, ManageWork v1, Network Mgt v1	6/17/2019	4%	\$20,000
Design	8/12/2019		
Testing	6/17/2019	10%	\$50,000
	8/5/2019	3%	\$15,000
Sprint 03 -- Mobile App v3, Vendor v1, Reports v1	10/14/2019		
Design	8/19/2019	9%	\$45,000
Testing	10/7/2019	3%	\$15,000
Sprint 04 -- Mobile App v4, Vendor v2, Reports v2, Network Management v2	12/18/2019		
Design	10/21/2019	10%	\$50,000
Testing	12/11/2019	3%	\$15,000
Turnover	12/18/2019	2%	\$10,000
Electric Meter Voltages/ Load Analytics			
Analysis and Planning	11/21/2019		
High level Business Requirements	4/17/2019		
Conceptual Design	4/5/2019	2%	\$10,000
Sprint Delivery Scope and Schedule	4/12/2019	2%	\$10,000
	4/17/2019	1%	\$5,000
Implementation (for each sprint):			
Sprint 01 -- basic data flow	11/7/2019		
Design	7/10/2019		
Testing	5/1/2019	10%	\$50,000
	7/3/2019	4%	\$20,000
Sprint 02 - complete data flow	9/11/2019		
Design	7/17/2019	7%	\$35,000
Testing	9/4/2019	3%	\$15,000
Sprint 03 -- Analytics (TEA)	11/7/2019		
Design	9/18/2019	5%	\$25,000
Testing	10/31/2019	3%	\$15,000
Turnover	11/21/2019	2%	\$10,000
TOTAL		100%	\$500,000

3 Signatures

Accepted By:

JEA

Signature: _____

Print Name: _____

Print Title: _____

Date: _____

Purchase Order #: 165483

Xtensible Solutions, LLC

Signature: _____

Print Name: _____

Print Title: _____

Date: _____



4/20/17 3

Formal Bid and Award System

Award #3 April 20, 2017

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 1814
Requestor Name: Fontaine, Heather Z. - Black Belt
Requestor Phone: (904) 665-6094
Project Title: Enterprise Information Management for JEA's EAM Data
Project Number: C0000
Project Location: JEA
Funds: O&M
Award Estimate: \$500,000.00

Scope of Work:

JEA is seeking a consultant with experience in asset management processes as well as asset data design / management framework and methodologies to assist JEA with the development of a holistic strategy, architecture and approach in linking and controlling JEA's asset related data for those assets. This work will be integrated with the business excellence assessment and implementation work related to ITN 048-17 (Business Excellence Assessment), so the vendor must be proficient in working in a dynamic environment. All JEA employees will have end-to-end asset visibility with integrated processes of systems and information that effectively and efficiently produce the "golden record" for all assets.

The corporate vision and goals within this scope include:

1. "Enter data once and use it many times" provides the direction to perform the complete ongoing collection, storing, and sharing of all asset information with all corporate systems. [Golden Record]
2. The information collection will begin before the asset is procured and continue throughout the asset's lifecycle until the time it is disposed of. [Golden Record]
3. Data from asset activity will be immediately collected (filtered for quality validation scenarios ensure accuracy), and used real-time to provide updates to all appropriate corporate application systems. Thus, the overall intent is to become more data centric with our Enterprise Asset Management (EAM) practice. [Master Data Management]
4. Leverage untethered mobile devices equipped with scanning capabilities and personalized field applications, each asset undergoing any change can and will be tracked real-time or as near real-time as practical. [Mobility]
5. Effectively provision all of the asset related data to business users for EAM analytics and visualizations (including real-time conditions, Capex/Opex decisions, inventory, planning, procurement, etc.). [Asset Registry]
6. (The architecture developed for the asset "golden record" needs to be an enterprise design and approach in that while the focus of this initiative is EAM and "asset golden record", the architecture will be a reusable architecture for developing other "golden records" (e.g. customer and employee). [Golden Record]

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

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
Xtensible Solutions, LLC	Michael Covarrubias	mcovarrubias@xtensiblesolutions.net	85 Walnut St. Watertown, MA 02472	(480) 772-7685	\$595,600.00

Amount for entire term of Contract/PO: \$595,600.00
Award Amount for remainder of this FY: \$196,548.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 05/12/2017
End Date (mm/dd/yyyy): Project Completion (Estimated 9 months to complete)
JSEB Requirement: N/A – Specialty service

BIDDER:

Name	Original Amount	Original Score	Original Rank	BAFO Amount	BAFO Score	BAFO Rank	Disqualification
XTENSIBLE SOLUTIONS, LLC	\$595,600.00	88.17	1	\$595,000.00	97.42	1	N/A
BLACK & VEATCH	\$1,727,000.00	66.85	2	\$1,492,000.00	77.45	2	N/A
THE NORTH HIGHLAND CO	\$945,000.00	66.23	3	\$900,000.00	76.10	3	N/A
COGNIZANT	\$1,454,760.00	58.12	4	N/A	N/A	N/A	N/A
PWC	\$1,610,000.00	54.35	5	N/A	N/A	N/A	N/A
MCKINSEY & CO	\$4,600,000.00	54.05	6	N/A	N/A	N/A	N/A
DELOITTE	N/A	N/A	N/A	N/A	N/A	N/A	Did not meet Minimum Qualifications

Background/Recommendations:

Advertised 01/23/2017. Eight (8) Companies attended the mandatory pre-response meeting held on 01/27/2014. At Response opening on 02/14/2017, JEA received seven (7) Responses. Deloitte was disqualified for not meeting the minimum qualifications. The Responses were evaluated on price,

professional staff experience, past performance, design approach and work plan and proximity. JEA shortlisted three (3) Companies, Xtensible Solutions, Black & Veatch, and The North Highland Co. On 03/27/2017, presentation and negotiation meetings were held with the three (3) shortlisted companies. Best and Final Offers (BAFOs) were submitted on 03/31/2017. Xtensible Solutions is deemed the lowest responsible and responsive Respondent. A copy of the Response form, workbook and evaluation matrix summary is attached as back-up.

The purpose of this work is to provide consulting services for architecture and execution plan of enterprise information management for JEA's Enterprise Asset Management (EAM) Data. This work includes but not limited to providing the following deliverables and/or artifacts:

- (1) Enterprise Information Management (EIM) maturity and data / systems assessment – for JEA's asset data management
- (2) A comprehensive business design, a data architecture(*), and a detailed execution plan for integrating processes and data across disparate systems that produces the golden record for any given JEA asset
- (3) A comprehensive data architecture for enterprise asset data management
- (4) Identification/guidance of technology components and capabilities necessary to support the vision of EIM, and a roadmap to achieve this based on existing technology portfolio (see Appendix B).
- (5) A roadmap for delivering a comprehensive to be state (includes business, data architecture, and technology)


The deliverables and/or artifacts specified should be provided within one of three primary milestones with a tollgate review for each:

- (1) Target state business design that defines JEA's asset data (classifications, structure, taxonomy and attribute/field specification) [i.e. data schema for asset golden record] along with the required data architecture and enabling technologies necessary in achieving the vision and goals.
- (2) Current state assessments and gap analysis results of asset data creation, sharing and management (i.e. business-org/roles, skills and governance, information and applications) – includes capturing data inventory, systems of record and understanding of current data flows.
- (3) Transition plan to close the gaps and achieve the goals outlined – includes any new identified changes (e.g. practices/framework/methodology, or roles) deemed necessary in maintaining a single version of the truth and to efficiently create, share and manage the asset data to be consistent and easily accessible for timely decision making.

051-17 – Request approval to award a contract to Xtensible Solutions for consulting services for architecture and execution plan of enterprise information management for JEA's Enterprise Asset Management (EAM) Data in the amount of \$595,600.00, subject to the availability of lawfully appropriated funds.

Manager: Hancher, Brian T. - Manager Performance Improvement
Director: Peninger, Kurt W. - Director Corporate Strategy
VP: Dykes, Melissa H. - Chief Financial Officer

APPROVALS:


_____ 4-20-17
Chairman, Awards Committee Date


_____ 4/20/17
Manager, Capital Budget Planning Date



Formal Bid and Award System

Award #10 March 31, 2020

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

Scope of Work:

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

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

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

This request impacts the following JEA measures of value:

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

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

Purchasing Agent: Woyak, Nathan J.

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

RECOMMENDED AWARDEE(S):

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

Amount of Original Award: \$175,532.00

Date of Original Award: 11/28/2018

Change Order Amount: \$28,545.50

List of Previous Change Order/Amendments:

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

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

Length of Contract/PO Term: Project Completion

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

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

JSEB Requirement: None

Background/Recommendations:

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

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

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

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

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

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

APPROVALS:

Chairman, Awards Committee **Date**

Manager, Capital Budget Planning **Date**

ITN# 94779 - Residential Electric Demand Rate Pilot Program Engagement Campaign

Overall Average Vendor Scores	First Round							Second Round - Vendor Presentations					Combined Score and Rank	
	Financial Responsibility (5 Points)	Appendix B - Quotation of Rates (35 Points)	Professional Staff Experience (15 Points)	Past Performance (15 Points)	Design Approach and Workplan (30 Points)	Total	Rank	Implementation	Design Approach and Workplan	Additional Questions	Total Score	Rank	Total Combined Score	Total Combined Rank
Apogee	2.00	35.00	12.6	9.0	20.0	78.60	1	4	9.25	6	19.25	1	97.85	1
Bidgely	2.25	24.12	8.3	9.1	19.3	63.00	2	2.75	6	5.25	14	2	77.00	2
Black and Veatch	5.00	7.87	10.13	10.00	18.75	51.75	3							
Leigh, Tim	Financial Responsibility (5 Points)	Appendix B - Quotation of Rates (35 Points)	Professional Staff Experience (15 Points)	Past Performance (15 Points)	Design Approach and Workplan (30 Points)	Total	Rank	Implementation	Design Approach and Workplan	Additional Questions	Total Score	Rank	Total Combined Score	Total Combined Rank
Apogee	2	35.00	12.3	10.0	22.0	81.30	1	3	9	6	18	1	99.30	1
Bidgely	2.25	24.12	8.1	7.5	10.0	51.97	2	2	5	6	13	2	64.97	2
Black and Veatch	5	7.87	9.6	11	15	48.47	3							
Magee, Jay	Financial Responsibility (5 Points)	Appendix B - Quotation of Rates (35 Points)	Professional Staff Experience (15 Points)	Past Performance (15 Points)	Design Approach and Workplan (30 Points)	Total	Rank	Implementation	Design Approach and Workplan	Additional Questions	Total Score	Rank	Total Combined Score	Total Combined Rank
Apogee	2	35.00	13.2	3.0	13.0	66.20	2	4	8	7	19	1	85.20	1
Bidgely	2.25	24.12	7.2	11.0	22.0	66.57	1	4	6	5	15	2	81.57	2
Black and Veatch	5	7.87	9.9	5	15	42.77	3							
Pippin, Brian	Financial Responsibility (5 Points)	Appendix B - Quotation of Rates (35 Points)	Professional Staff Experience (15 Points)	Past Performance (15 Points)	Design Approach and Workplan (30 Points)	Total	Rank	Implementation	Design Approach and Workplan	Additional Questions	Total Score	Rank	Total Combined Score	Total Combined Rank
Apogee	2	35.00	13.2	13.0	25.0	88.20	1	5	10	5	20	1	108.20	1
Bidgely	2.25	24.12	8.1	10.0	23.0	67.47	2	3	7	5	15	2	82.47	2
Black and Veatch	5	7.87	10.5	12.0	20.0	55.37	3							
Stone, Patrick	Financial Responsibility (5 Points)	Appendix B - Quotation of Rates (35 Points)	Professional Staff Experience (15 Points)	Past Performance (15 Points)	Design Approach and Workplan (30 Points)	Total	Rank	Implementation	Design Approach and Workplan	Additional Questions	Total Score	Rank	Total Combined Score	Total Combined Rank
Apogee	2	35.00	11.7	10.0	20.0	78.70	1	4	10	6	20	1	98.70	1
Bidgely	2.25	24.12	9.6	8.0	22.0	65.97	2	2	6	5	13	2	78.97	2
Black and Veatch	5	7.87	10.5	12	25	60.37	3							

Total Vendor Scores	Leigh, Tim	Magee, Jay	Pippin, Brian	Stone, Patrick
Apogee	81.30	66.20	88.20	78.70
Bidgely	51.97	66.57	67.47	65.97
Black and Veatch	48.47	42.77	55.37	60.37

Quotation Amounts	Total Bid Price	Total Bid Price (BAFO)
Apogee	\$ 200,000.00	\$ 189,500.00
Bidgely	\$ 300,000.00	\$ 275,000.00
Black and Veatch	\$ 889,000.00	N/A

Solicitation #94779 Residential Electric Demand Rate Pilot Customer Engagement Campaign
 Appendix B - Response Workbook (BAFO)

1) Residential Electric Demand Rate Pilot Customer Engagement Campaign

Apogee Interactive, Inc.

Provider shall submit pricing to perform all of Scheduled Services as described in 1.1.1 Scope of Work. All bid prices shall include all travel, parts, tools and materials to complete the Demand Rate Pilot Engagement Campaign

Description of Services

1.0 Demand Rate Pilot Engagement Campaign

Item No	Description	Estimated Qty	Unit of Measure	Unit Price	Total Price
1.0.1	Demand Rate Pilot Program and Implementation Please refer to Section 1.1.1 Scope of Work	1	per Lump Sum	50,000	50000

Description of Services

1.1 Pilot Program Implementation and Support

Item No	Description	Estimated Qty	Unit of Measure	Unit Price	Total Price
1.1.1	<u>Pilot Program Support</u> Respondent shall provide JEA pilot customer support as required to deliver a successful completion of the Program. Respondent shall coordinate with designated JEA representative(s) to periodically deliver a detailed report that clearly tracks the progress of the program's success to address the five (5) objectives contained in the Pilot Program Design. A final report shall also be delivered to JEA representative(s) at the conclusion of the twelve (12) month pilot program.	1	per annual Lump Sum	139,500	139500

Description of Services

1.2 Informational Item - Enterprise Launch

Item No	Description	Estimated Qty	Unit of Measure	Unit Price	Total Price
1.2.1	Enterprise Launch - (Informational Item Only) JEA seeks pricing in advance to contemplate the potential enterprise launch of the Respondent's proposed Solution. This item is for information only and will not be factored into the evaluation process.	1	per five (5) year Lump Sum	1,564,500	1564500
1.3	Residential Electric Demand Rate Pilot Customer Engagement Campaign TOTAL BID PRICE <i>Transfer this Total to page one of Appendix B - Response Form (BAFO)</i>				\$ 189,500.00

#947/19 Residential Electric Demand Rate Pilot Engagement Campaign
 Attachment A - Schedule of Values (SAFV)

SCHEDULE									
Material					Labor				
Unit Price	(x) Qty	=	Total Material Cost	Hourly Rate	(x) Qty	=	Total Labor Cost		
1.0 Demand Rate Pilot Engagement Campaign									
1.0.1 Demand Rate Pilot Program									
Software Implementation	139,500	(x)	1	=	139,500	<<hourly labor rate here>>	(x)	<<labor hours qty here>>	= <<total labor cost here>>
Customer Interval Data Analysis	20,000	(x)	1	=	20,000		(x)		=
Marketing and Market Research	30,000	(x)	1	=	30,000		(x)		=
		(x)		=			(x)		=
TOTAL 1.0.1 Demand Rate Pilot Program									
1.1.1 Demand Rate Pilot Program Implementation and Support									
Included in Demand Rate Pilot Program Above	<<material unit price here>>	(x)	<<material unit qty here>>	=	<<total material cost here>>	<<hourly labor rate here>>	(x)	<<labor hours qty here>>	= <<total labor cost here>>
Included in Demand Rate Pilot Program Above		(x)		=			(x)		=
Included in Demand Rate Pilot Program Above		(x)		=			(x)		=
Included in Demand Rate Pilot Program Above		(x)		=			(x)		=
TOTAL 1.1.1. Demand Rate Pilot Program Implementation and Support					139,500				
1.2.1 Enterprise Launch - (Informational Item Only)									
Implementation Fee	74,500	(x)	<<material unit qty here>>	=	<<total material cost here>>	<<hourly labor rate here>>	(x)	<<labor hours qty here>>	= <<total labor cost here>>
Annual Subscription Fee	298,000	(x)		=			(x)		=
				=					=
TOTAL 1.2.1 Enterprise Launch - (Informational Item Only)					372,500				

**APPENDIX B - RESPONSE FORM (BAFO)
#94779 Residential Electric Demand Rate Pilot Customer Engagement Campaign**

RESPONDENT INFORMATION:

RESPONDENT'S COMPANY NAME: Apogee Interactive
 BUSINESS ADDRESS: 100 Crescent Centre Parkway Ste 450
 CITY, STATE, ZIP CODE: Tucker, GA
 TELEPHONE: 678-684-6815
 FAX: 678-684-6832
 EMAIL OF CONTACT: brendal@apogee.net
 WEBSITE: _____

1.4.2 QUOTATION OF RATES

Maximum points for this criterion: 35 points

Respondent shall provide a firm-fixed price quote for all Work in this ITN by completing the enclosed Appendix B Response Form (BAFO) and Response Workbook (BAFO). The prices shall include all profit, taxes, benefits, travel, and all other overhead items.

Please note, the prices quoted by Respondent on the Response Form must be firm-fixed prices, not estimates.

This Amount Should Be Transferred From Appendix B – Response Workbook (BAFO)

Item No.	Description	
1.3	<i>Residential Electric Demand Rate Pilot Customer Engagement Campaign TOTAL BID PRICE</i>	\$189,500

To detail the submitted pricing, Respondent shall include an itemized list (Schedule of Values) that itemizes by Response Workbook Section all financial and technical components of the project design, hardware, software, support and maintenance pricing submitted in Appendix B – Response Workbook.

Appendix A - Schedule of Values (BAFO) has been provided to exemplify the information that should be included and is not intended to prescribe format.

X 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".

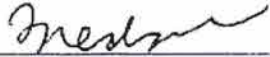
Respondent's Certification

By submitting this Response, the Respondent certifies (1) that it has read and reviewed all of the documents pertaining to this ITN and agrees to abide by the terms and conditions set forth therein, (2) that the person signing below is an authorized representative of the Respondent, and (3) that the Respondent is legally authorized to do business and maintains an active status in the State of Florida. The Respondent

certifies that its recent, current, and projected workload will not interfere with the Respondent's ability to work in a professional, diligent and timely manner.

The Respondent certifies, under penalty of perjury, that it holds all licenses, permits, certifications, insurances, bonds, and other credentials required by law, contract or practice to perform the Work. The Respondent also certifies that, upon the prospect of any change in the status of applicable licenses, permits, certifications, insurances, bonds or other credentials, the Respondent shall immediately notify JEA of status change.

We have received addenda 1 through 4



September 18, 2018

Signature of Authorize Officer of Respondent or Agent

Date

Brenda La, Account Manager

937-546-7860

Printed Name & Title

Phone Number

April 15, 2019



100 Crescent Centre Pkwy • Suite 450
Atlanta, Georgia 30084

James E. Malcom
CFO & EVP
jmalcom@apogee.net
Office 678-684-6820
Fax 678.684.6832

Mr. Brian Pippin

JEA

21 W. Church Street, T-12
Jacksonville, Florida 32202

First Amendment to Contract

Dear Brian,

Per your request, please consider this letter as the First Amendment to our Contract (the "Contract") dated November 7, 2018 between JEA and Apogee Interactive, Inc. ("Apogee"). The services provided under the Contract are modified as follows:

The services to be provided by Apogee's subcontractor Milepost are revised by the attached scope of work.

All other terms of the agreement remain in place as stated in the original agreement.

Please return an executed copy of this Change Order to James Malcom at jmalcolm@apogee.net

Yours truly

James E. Malcom

Apogee Interactive, Inc.

By:  _____

Name: James E. Malcom

Title: CFO

Date: April 15, 2019

JEA

By: _____

Name: Brian Pippin

Title: Strategic Customer Solutions Manager

Date: April 15, 2019



efficiency engagement environment

Apogee Partnership to Support JEA Residential Demand Rate Pilot

Submittal Date: March 29, 2019

LEAD CONSULTANT

Sabrina Cowden
CEO

615.519.5118
sabrina@milepostconsulting.com

CORE TEAM

Luke Gebhard
Project Manager

615.336.5094
luke@milepostconsulting.com

305 Jefferson, Suite 125
Nashville, TN 37208
www.milepostconsulting.com

EIN: 26-2092969
UBI: 6025843551
City of Seattle Business
License: 715355

Katie Zimmerman
Project Coordinator

404.376.0303
katie@milepostconsulting.com

PROJECT APPROACH

Based on our understanding of this project, its objectives and goals, we are providing the below scope of work.

1.

Customer Solutions and Market Development Strategic Support

Strategic Support

Milepost will work with Customer Solutions and Market Development to provide insight, feedback and share acumen to all Project Management areas for the duration of the pilot.

Deliverables:

- Regular schedule of meetings to discuss and share learnings and continuous improvement ideas for the pilot that can be leveraged for potential full rollout.

Project Management Reporting

Milepost will provide a Red-Yellow-Green project progress report every other week to the Customer Solutions team to detail work in each area listed in this proposal and to highlight successes (green), potential roadblocks (yellow) and stop progress issues (red). These reports will ensure that Customer Solutions has a kind of roadmap of progress for the work that Milepost is doing and will allow any issues or potential issues to be addressed proactively, helping to keep the pilot on track.

Deliverables:

- Red, Yellow, Green Progress reports every other week

1a.

Call Center Training and Support

Customer/Situation Identification Collaboration Meetings

Milepost will facilitate two collaboration meetings with the Call Center team. The first meeting will focus on identifying customer types; the second will focus on identifying the negative situations each customer type could experience during the pilot. Each meeting will last 60 to 90 minutes.

Deliverables:

- Agenda, materials, exercises and recap notes for each Collaboration Meeting

Training Development

Milepost will work with the Call Center team to develop training modules that will provide specific strategies and tools to tie the call center work to the bigger picture for the pilot to ensure that call center team members understand the importance of the role they play and how their work will impact the overall goals. In addition, we will design training around defining customer service (in negative and positive situations, with special focus on converting negative to positive), building consensus and using negotiation strategies to provide customer solutions.

Deliverables:

Strategy, Talking Points and Education Development

Based on the results of the two collaboration meetings, Milepost will work closely with the Call Center team to develop strategies for communicating with each group and within each identified situation, including highlighting the value proposition for each group/situation and developing language that promotes the features, benefits and insights for each value proposition and identifies language that might detract from or cause further degradation of customer satisfaction.

Deliverables:

- Materials describing strategy, talking points and education related to each customer type and situation
- Framework and guidelines for developing call center scripts built from strategy information (call center will be responsible for developing actual scripts; Milepost is happy to read and review for feedback).

E-14 Listening Sessions

Milepost will lead a series of listening and discussion session with E-14 reps. We recommend that two occur prior to the first pilot bills going out. After the bill launch, listening sessions should be conducted at approximately 8 weeks, 20 weeks, and 36 weeks to assess changing needs and understand new training that might be needed as the pilot develops. These listening sessions and the resulting training updates or changes will provide a path to employee buy-in by giving employees the opportunity to be involved in their own training and delivery process through input and ideas.

Deliverables:

- Training materials to cover defining customer service, building consensus and using negotiation strategies to provide customer solutions as well as providing best practices from similar situations
- Notes and report out from each listening session that highlights actions to be undertaken as a result of learnings from each session



Customer Analytics Support

Focus Group Materials Collaboration

Milepost will work with Customer Analytics to collaborate and provide feedback on materials related to focus groups, as requested. Materials could include discussion guides, questionnaires and other focus group related documents.

Deliverables:

- Discussion and feedback on materials, plans and documents as requested.

Reporting, Surveying, Analytics Support

Milepost will provide insight and feedback (as requested) on practices and plans related to reporting, surveying and analytics. We will apply and share our experience in similar programs and industry knowledge in our feedback.

Deliverables:

- Feedback on materials, plans and documents as requested.



Communication Collaboration

Communication Materials Review

Milepost will work with Communications to read and respond to pilot communications.

Deliverables:

- Feedback on materials, documents and communications throughout the pilot.

1d.

Customer Revenue Support

Vulnerable Customer Populations Identification

Milepost will work with Customer Revenue to recognize vulnerable customer populations who may be adversely impacted by the pilot rate and identify the nature of those adverse impacts for each population.

Deliverables:

- Meetings with Customer Revenue team to identify vulnerable customer populations and identify potential adverse impacts for each population
- Notes and recap from meetings

Engagement Strategy and Tactic Development

Working collaboratively with Customer Revenue, Milepost will develop strategies and tactics to inform, educate, engage and support those identified vulnerable populations. While some strategies and tactics may apply to more than one group of customers, we may need to develop specific strategies and tactics for varying customer groups.

Deliverables:

- Strategy and supporting tactical actions for vulnerable customer populations.

The total labor cost of this engagement is estimated at - \$117,980 over a 12-month period. See below workplan for breakout of hours for each area of the project.

Travel - \$6,488

Travel will be billed at direct cost and will include transportation (air/car), hotel, and per diem. Milepost will seek client approval before booking any travel. If that travel exceeds the estimated amount, that will be highlighted and discussed.

Total cost for this project, including labor and travel, is estimated at \$124,468.

Apogee Partnership to Support JEA Pilot

Phase	Timeline		Budg
Call Center Training and Support	Estimate that much of this work will need to occur within the first 8 weeks of beginning work. The E-14 Listening Sessions continue throughout the pilot - suggested schedule for those meetings is detailed in the proposal.	189	\$32,130
Customer Analytics Support	Estimate that focus group work will occur in first 2 to 4 weeks of beginning work and reporting/analytics support will continue throughout the duration of the pilot at a few hours per month.	39	\$6,630
Communication Collaboration	This work will continue for the duration of the pilot.	138	\$23,460
Customer Revenue Support	Estimate that this work will begin during the pilot but will be more focused on full rollout rather than efforts during pilot duration.	40	\$6,800
Customer Solutions and Market Development Strategic Support	This work will continue for the duration of the pilot.	288	\$48,960
		Hours	USD
		694	\$117,980
		travel	\$6,488
		Total	\$124,468

Date	Actual Spend	
	HEM / Apogee	MilePost
12/10/2018	\$ 92,938.00	\$ -
2/1/2019	\$ 4,656.00	\$ -
5/1/2019	\$ 29,656.00	\$ -
7/1/2019	\$ 32,594.00	\$ -
7/1/2019	\$ -	\$ 19,798.36
7/16/2019	\$ -	\$ 27,341.62
8/16/2019	\$ -	\$ 18,151.06
9/1/2019	\$ 29,656.00	\$ -
9/17/2019	\$ -	\$ 8,245.00
10/15/2019	\$ -	\$ 7,607.50
11/15/2019	\$ -	\$ 6,247.50
1/7/2020	\$ -	\$ 5,737.50
2/13/2020	\$ -	\$ 16,863.27
Outstanding	\$ -	\$ 9,690.00
Outstanding	\$ -	\$ 4,887.50
Actual Spend Total	\$ 189,500.00	\$ 124,569.31
Budgeted Total	\$ 175,532.00	\$ 124,468.00
Remaining Budgeted Amount	\$ (13,968.00)	\$ 101.31

\$	13,968.00	Overage from Apogee
\$	9,690.00	Invoice Ratified
\$	4,887.50	Invoice Ratified
\$	28,545.50	Total Change Order Amount

APOGEE INTERACTIVE, INC.
 100 Crescent Centre Pkwy.
 Suite 450
 Tucker, GA 30084
 (678) 684-6800

Invoice

DATE	NUMBER
2/21/2020	106379

BILL TO
JEA PO Box 4910 Jacksonville, FL 32201-4910

SHIP TO

P.O. NO.	TERMS	REP	PROJECT
178753	Net 30	BL	JEA Envoy (ics-18-0...

QUANTITY	DESCRIPTION	RATE	AMOUNT
	Residential Demand Rate Pilot Support - Expanded Scope	9,690.00	9,690.00
Customer Since 2018		Total	\$9,690.00



Check Payments
Remit To:
PO Box 94112
Seattle, WA 98124

efficiency engagement environment

INVOICE

Invoice # 2536

Date: 11/30/2019

From:
Milepost Consulting, SPC
300 Lenora Street
#682
Seattle, WA 98121

Bill To:
Apogee Interactive
100 Crescent Centre Pkwy
Suite 450
Atlanta, GA 30084

For:
JEA-Apogee Project
JEA Expanded Scope
Apogee Messaging Framework
November 1 - 30, 2019

Phone # 206-623-5832
UBI # 602 584 355
EIN # 26-2092969

Terms	Due Date	P.O. Number
Net 30	1/10/2020	JEA 178753

Name	Description	Quantity	Rate	Amount
	JEA Residential Demand Rate Pilot Support (JEA Expanded Scope):			
Luke Gebhard	Customer Solutions & Market Development Strategic Support	13	170.00	2,210.00
Sabrina Cowden	Customer Solutions & Market Development Strategic Support	1	170.00	170.00
Katie Zimmerman	Customer Solutions & Market Development Strategic Support	5	170.00	850.00
Luke Gebhard	Customer Analytics Support	14	170.00	2,380.00
Katie Zimmerman	Customer Analytics Support	12.5	170.00	2,125.00
Katie Zimmerman	Customer Revenue Support	3.25	170.00	552.50
	Milepost Labor Subtotal - JEA Residential Demand Rate Pilot Support (JEA Expanded Scope)			8,287.50
	Messaging Framework Development (Apogee Platform):			
Luke Gebhard	Project Manager	3	170.00	510.00
Sabrina Cowden	Lead Consultant	2	170.00	340.00
Katie Zimmerman	Consultant	3.25	170.00	552.50
	Milepost Labor Subtotal - Messaging Framework Development (Apogee Platform)			1,402.50
<div style="border: 1px solid black; padding: 5px; display: inline-block;">Please Make Checks Payable to Milepost Consulting</div>				<p>Total \$9,690.00</p>



Apogee Interactive

JEA Expanded Scope - Residential Demand Rate Pilot Support

Messaging Framework Development - Apogee Platform

Billing Period: November 1 - 30, 2019

Budget Summary:

Budget Recap - JEA Expanded Scope

Total Budget	Current Billing Amount	Billed To Date	Percent Billed To Date	Total Remaining	
\$124,468.00	\$8,287.50	\$95,678.54	76.9%	\$28,789.46	
Billing Recap:	JEA Residential Demand Rate Pilot Support - Expanded Scope	Travel for JEA Expanded Scope			Total
Month/Budget	\$117,980.00	\$6,488.00			\$124,468.00
May-19	\$18,445.00	\$1,353.36			\$19,798.36
Jun-19	\$25,840.00	\$1,501.62			\$27,341.62
Jul-19	\$17,170.00	\$981.06			\$18,151.06
Aug-19	\$8,245.00				\$8,245.00
Sep-19	\$7,607.50				\$7,607.50
Oct-19	\$6,247.50				\$6,247.50
Nov-19	\$8,287.50				\$8,287.50
Totals	\$91,842.50	\$3,836.04			\$95,678.54
% of Budget	77.85%	59.13%			76.87%
Over/Under Bud	\$26,137.50	\$2,651.96			\$28,789.46

Budget Recap - Messaging Framework

Total Budget	Current Billing Amount	Billed To Date	Percent Billed To Date	Total Remaining	
\$30,000.00	\$1,402.50	\$24,936.97	83.1%	\$5,063.03	
Billing Recap:	Messaging Framework Development - Apogee Platform	Travel for Apogee Platform			Total
Month/Budget	\$27,880.00	\$2,120.00			\$30,000.00
May-19	\$11,344.47	\$0.00			\$11,344.47
Jun-19	\$8,415.00				\$8,415.00
Jul-19	\$2,500.00				\$2,500.00
Aug-19	\$467.50				\$467.50
Sep-19	\$807.50				\$807.50
Oct-19	\$1,402.50				\$1,402.50
Totals	\$24,936.97	\$0.00			\$24,936.97
% of Budget	89.44%	0.00%			83.12%
Over/Under Budget	\$2,943.03	\$2,120.00			\$5,063.03

Project Summary:

JEA EXPANDED SCOPE

CUSTOMER SOLUTIONS AND MARKET DEVELOPMENT SUPPORT

- Held weekly internal team planning meetings
- Held weekly status calls with Customer Solutions & Market Development team
- Prepared and delivered monthly RYG reports
- Conducted review of budget and workplan
- Prepared monthly invoice

CALL CENTER TRAINING AND SUPPORT

- No work performed in the reporting period

CUSTOMER ANALYTICS SUPPORT

- Conducted ongoing planning for qualitative focus groups, including:
 - Coordinated logistics with vendor
 - Held meeting with Customer Analytics team regarding baseline survey results and potential recruitment strategies
 - Created first draft of facilitation guide, including agenda and interview questionnaire

CUSTOMER REVENUE SUPPORT

- Supported development and execution of follow-up with utility assistance partner meeting, including:
 - Creation of infographic for stakeholder calendar invitation
 - Participation in conference call
 - Recap of discussion notes and action items

COMMUNICATION COLLABORATION

- No work performed in the reporting period

APOGEE FRAMEWORK DEVELOPMENT

- Developed updated email messaging for HEM participants

APOGEE INTERACTIVE, INC.
 100 Crescent Centre Pkwy.
 Suite 450
 Tucker, GA 30084
 (678) 684-6800

Invoice

DATE	NUMBER
3/12/2020	106381

BILL TO
JEA PO Box 4910 Jacksonville, FL 32201-4910

SHIP TO

P.O. NO.	TERMS	REP	PROJECT
178753	Net 30	BL	JEA Envoy (ics-18-0...

QUANTITY	DESCRIPTION	RATE	AMOUNT
	Residential Demand Rate Pilot Support - Expanded Scope	4,887.50	4,887.50

Customer Since 2018	Total	\$4,887.50
---------------------	--------------	------------



Check Payments
Remit To:
PO Box 94112
Seattle, WA 98124

efficiency engagement environment

INVOICE

Invoice # 2569

Date: 2/29/2020

From:
Milepost Consulting, SPC
300 Lenora Street
#682
Seattle, WA 98121

Bill To:
Apogee Interactive
100 Crescent Centre Pkwy
Suite 450
Atlanta, GA 30084

For:
JEA-Apogee Project
JEA Expanded Scope
Apogee Messaging Framework
February 1 - 29, 2020

Phone # 206-623-5832
UBI # 602 584 355
EIN # 26-2092969

Terms	Due Date	P.O. Number
Net 30	4/9/2020	JEA 178753

Name	Description	Quantity	Rate	Amount
	JEA Residential Demand Rate Pilot Support (JEA Expanded Scope):			
Luke Gebhard	Customer Solutions & Market Development Strategic Support	2.5	170.00	425.00
Katie Zimmerman	Customer Solutions & Market Development Strategic Support	0.75	170.00	127.50
Luke Gebhard	Customer Analytics Support	1.5	170.00	255.00
Katie Zimmerman	Customer Analytics Support	24	170.00	4,080.00
	Milepost Labor Subtotal - JEA Residential Demand Rate Pilot Support (JEA Expanded Scope)			4,887.50
<div style="border: 1px solid black; padding: 2px; display: inline-block;">Please Make Checks Payable to Milepost Consulting</div>				<p>Total \$4,887.50</p>



Apogee Interactive

JEA Expanded Scope - Residential Demand Rate Pilot Support

Billing Period: February 1 - 29 2020

Budget Summary:

Total Budget	Current Billing Amount	Billed To Date	Percent Billed To Date	Total Remaining	
\$124,468.00	\$4,887.50	\$123,166.81	99.0%	\$1,301.19	
Billing Recap:	JEA Residential Demand Rate Pilot Support - Expanded Scope	Travel for JEA Expanded Scope			Total
Month/Budget	\$117,980.00	\$6,488.00			\$124,468.00
May-19	\$18,445.00	\$1,353.36			\$19,798.36
Jun-19	\$25,840.00	\$1,501.62			\$27,341.62
Jul-19	\$17,170.00	\$981.06			\$18,151.06
Aug-19	\$8,245.00				\$8,245.00
Sep-19	\$7,607.50				\$7,607.50
Oct-19	\$6,247.50				\$6,247.50
Nov-19	\$8,287.50				\$8,287.50
Dec-19	\$5,737.50				\$5,737.50
Jan-20	\$14,875.00	\$1,988.27			\$16,863.27
Feb-20	\$4,887.50				\$4,887.50
Mar-20					\$0.00
					\$0.00
Totals	\$117,342.50	\$5,824.31			\$123,166.81
% of Budget	99.46%	89.77%			98.95%
Over/Under Budget	\$637.50	\$663.69			\$1,301.19

Project Summary:

JEA EXPANDED SCOPE

CUSTOMER SOLUTIONS AND MARKET DEVELOPMENT SUPPORT

- Held internal team planning meetings
- Participated in weekly status calls with Customer Solutions & Market Development team
- Prepared and delivered monthly reports and invoice
- Conducted review of budget and workplan

CALL CENTER TRAINING AND SUPPORT

- No activity performed in the reporting period.

CUSTOMER ANALYTICS SUPPORT

- Finalized focus group after-action reporting, including:
 - Review of focus group videos
 - Creation of full session notes
 - Development of summary report detailing key findings and insights

CUSTOMER REVENUE SUPPORT

- No activity performed in the reporting period.

COMMUNICATION COLLABORATION

- No activity performed in the reporting period.



Formal Bid and Award System

Award #11 March 31, 2020

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

Scope of Work:

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

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

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

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

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
PETTICOAT-SCHMITT CIVIL CONTRACTORS INC.	Aaron Browning	abrowning@petticoatschmitt.com	6380 Phillips Highway, Jacksonville, FL 32216	904-854-9204	\$1,843,333.33
J.B. COXWELL CONTRACTING INC.	Rob Paulger	robp@jbcowell.com	6741 Lloyd Road W. Jacksonville FL 32254	904-421-4542	\$1,843,333.33
CALLAWAY CONTRACTING INC.	Jeremy Isbell	jeremy@callawaycontracting.com	10950 New Berlin Rd. Jacksonville FL 32226	904-553-0220	\$1,843,333.34

Amount of Original Award: \$3,000,000.00
Date of Original Award: 11/15/2018
Change Order Amount: \$5,530,000.00

List of Previous Change Order/Amendments:

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

New Not-To-Exceed Amount: \$8,620,000.00
Length of Contract/PO Term: One Year w/Two (2) – 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 12/01/2018
End Date (mm/dd/yyyy): 11/30/2020
Renewal Options: One (1) – 1 Yr. Renewal
JSEB Requirement: N/A - Optional

Background/Recommendations:

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

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

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

Manager: Chascin, Kenneth – Mgr W/WW Reuse Delivery & Coll Maint Planning & Eng
Director: Scheel, Jackie – Dir W/WW Reuse Delivery & Collection
VP: Calhoun, Deryle – VP/GM Water/Wastewater Systems

APPROVALS:

Chairman, Awards Committee **Date**

Manager, Capital Budget Planning **Date**



Formal Bid and Award System

Award #8 November 15, 2018

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6325
Requestor Name: Chascin, Ken, Mgr W/WW Reuse Delivery & Coll Maint Planning & Eng
Requestor Phone: (904) 665-6185
Project Title: Underground Water, Wastewater and Reuse Grid Repair and Installation Services
Project Number: 8005184, 8005153 (Capital 19321011, 19221006), (O&M CC 30110 Line 430)
Project Location: JEA Territory
Funds: O&M & Capital
Budget Estimate: \$3,000,000.00
Scope of Work:

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

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

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

JEA IFB/RFP/State/City/GSA#: 132-18
Purchasing Agent: Lovgren, Rodney
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
PETTICOAT-SCHMITT CIVIL CONTRACTORS INC	Aaron Browning	abrowning@petticoatschmitt.com	6380 Phillips Highway, Jacksonville, FL 32216	904-854-9204	\$1,200,000.00
J.B. COXWELL CONTRACTING INC.	Rob Paulger	robpa@jbcowwell.com	6741 Lloyd Road W. Jacksonville FL 32254	904-421-4542	\$900,000.00
CALLAWAY CONTRACTING	Jeremy Isbell	Jeremy@callawaycontracting.com	10950 New Berlin Rd. Jacksonville FL 32226	904-553-0220	\$900,000.00

INC.					
------	--	--	--	--	--

Amount for entire term of Contract/PO: \$3,000,000.00
Award Amount for remainder of this FY: \$2,500,000.00
Length of Contract/PO Term: One Year w/ Two (2) – 1Yr. Renewals
Begin Date (mm/dd/yyyy): 12/01/2018
End Date (mm/dd/yyyy): 11/30/2019
Renewal Options: Yes - Two (2) – 1Yr. Renewals
JSEB Requirement: N/A - Optional

BIDDERS:

Company Name	First Round	BAFO	Rank
PETTICOAT-SCHMITT CIVIL CONTRACTORS INC.	\$3,476,659.12	\$3,359,965.65	1
J.B. COXWELL CONTRACTING INC.	\$3,571,248.53	\$3,571,247.52	2
CALLAWAY CONTRACTING INC.	\$3,758,766.43	\$3,592,012.50	3

Background/Recommendations:

Advertised on 09/10/2018. Four (4) companies attended the mandatory pre-response meeting held on 07/27/2018. At Response opening on 08/14/2018, JEA received three (3) Responses. All three (3) companies were short-listed. After negotiation meetings were held, all three (3) companies were invited to submit Best and Final Offers (BAFO). JEA evaluated the companies on price (100 points). All three (3) companies were deemed to be responsive and responsible Respondents. A copy of the Response Form and Workbook are attached as backup.

The award estimate (hours and equipment forecast used in the Bid Workbook) was based on JEA crews performing the same volume of work in one (1) year time period.

Petticoat-Schmitt lowered their price by \$116,693.47 in the BAFO round or 3.5%, and Callaway lowered their price by \$166,753.93 in the BAFO round or 4.6%, for a total BAFO savings of \$283,448.41. There is not an incumbent to compare rates to for this work; however, JEA tracks General Construction rates for various contracts and deems these rates to be reasonable.

Prices are fixed for the term of the contract. The workload is expected to be relatively balanced over the contract term. Petticoat-Schmitt was awarded a slightly higher amount as their overall rates were the lowest and the business will use them as the first contact on T&M work. Additionally, the companies may be asked to competitively lump sum bid some small maintenance and repair work with defined work scopes.

132-18 - Request approval to award contracts for underground water, wastewater repair services to Petticoat-Schmitt for \$1,200,000.00, JB Coxwell for \$900,000.00 and to Callaway Contracting for


\$900,000.00, for a not-to-exceed amount of \$3,000,000.00, subject to the availability of lawfully appropriated funds.

Director: Scheel, Jackie B – Dir W/WW Reuse Delivery & Collection
VP: Calhoun, Deryle I. – VP/GM Water Wastewater Systems

APPROVALS:

 11/15/18

Chairman, Awards Committee **Date**

 11/15/18

Manager, Capital Budget Planning **Date**

Index Number	Index Title	FY20 Spend	FY21 Spend
101-41	OM - Galvanized Pipe Replacement - Program	\$300,000.00	\$749,096.00
175-W	OM - Water Delivery System R&R	\$300,000.00	\$750,000.00
175-S	OM - Sewer Collection System R&R	\$600,000.00	\$1,500,000.00
428-124	DES - Downtown - Chilled Water Extension - New JEA Office & Ed Ball Building	\$200,000.00	\$1,130,904.00