



AWARDS COMMITTEE MINUTES

Awards Committee met on **November 01, 2018**, in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 10:00 a.m. Members in attendance were Jenny McCollum as Chairperson, Kristina Quarterman as Budget Representative, Emerson Lotzia as General Counsel Representative; with John Coarsey, Carole Smith, Cindy Edgar and Steve Tuten as voting Committee Members;

Lynn Rix, Jason Behr, Cecil Camacho, Kymberly Traylor, Clint Williams, Joe Perez, Maurice Scarboro, Brian Quarterman, Ryan Swartz, Darrell Hamilton, Muqet Mujahid, Spencer Hamilton, Kenny Pearson, Colin Roddy, Rodney Lovgren, Ajay Rao, Nathan Woyak

Awards:

1. Approval of the minutes from the last meeting (10/25/2018).
2. 135-18 – Request approval to award a five (5) year contract to Seacor Painting Corporation to provide corrosion treatment services for JEA substation equipment in the amount of \$838,050.00, subject to the availability of lawfully appropriated funds.
3. Request approval to award a contract increase for Engineering Services for T&D protection and controls to Leidos Engineering LLC (\$927,140.70), Power Engineers Inc. (\$911,042.00) and Black & Veatch Corporation (\$803,122.10) for a total contract increase of \$2,641,304.80, and not-to-exceed amount of \$4,641,304.80, subject to the availability of lawfully appropriated funds.
4. 136-18 - Request approval to award contracts to Ferguson in the amount of \$2,569,179.45; Core & Main in the amount of \$851,600.19; and Fortline in the amount of \$198,523.93 for Water and Waste Water Materials carried in JEA's inventory stock for a total not-to-exceed amount of \$3,619,303.57, subject to the availability of lawfully appropriated funds.
5. Request approval to award a contract to Altec Industries Inc. in the amount of \$2,914,660.00 and Ring Power Corporation in the amount of \$662,000.00, for a combined purchase of eighteen (18) vehicles within the aerial vehicle class categories for a not to exceed amount of \$3,536,660.00, subject to the availability of lawfully appropriated funds.
6. Request approval to award a contract increase to Presidio Networked Solutions, LLC for the addition of SmartNet support in the amount of \$230,152.50, for a new not-to-exceed amount of \$1,598,138.62, subject to the availability of lawfully appropriated funds.
7. **DEFERRED** - Request approval to award to Oracle America Inc. for Oracle Customer to Meter (C2M) Migration, Licenses, Support and Professional Services in the amount of \$8,132,750.04, subject to the availability of lawfully appropriated funds.

Ratifications: N/A

Informational Items: N/A

Public Comments: N/A

Adjournment: 10:17 a.m.



Formal Bid and Award System

Award #2 November 1, 2018

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6323
Requestor Name: Lovgren, Rodney D.
Requestor Phone: (904) 665-6631
Project Title: Corrosion Treatment Services for JEA Substation Equipment
Project Number: HE30702
Project Location: JEA
Funds: O&M
Budget Estimate: \$425,000.00 (3 year estimate)

Scope of Work:

The purpose of this solicitation is to select a vendor to provide corrosion treatment and the application of protective coatings on rack transformers, circuit breakers, switchgear and associated equipment located at JEA electric substations and generating stations (the "Work").

The Work shall be performed in accordance with NACE International Standard RP0297-2004. Only personnel qualified to work in or around energized high voltage environments will be allowed.

JEA IFB/RFP/State/City/GSA#: 135-18
Purchasing Agent: Lovgren, Rodney Dennis
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
SEACOR PAINTING CORPORATION	Nick Frangos	nickd725@aol.com	66 Creed Circle Campbell OH 44405	(904) 750-1772	\$838,050.00

Amount for entire term of Contract/PO: \$838,050.00
Award Amount for remainder of this FY: \$167,610.00
Length of Contract/PO Term: Five (5) Years w/One (1) – 1 Yr. Renewal
Begin Date (mm/dd/yyyy): 11/01/2018
End Date (mm/dd/yyyy): 10/31/2023
Renewal Options: YES – One (1) – 1 Yr. Renewal
JSEB Requirement: N/A - Optional

BIDDERS:

Name	First Round	Rank	BAFO	Post BAFO Negotiation	Rank	Disqualified
SEACOR PAINTING CORP.	\$900,000.00	1	\$900,000.00	\$838,050.00	1	No
MIDSUN GROUP INC.	\$1,915,573.00	2	\$1,586,181.74	N/A	2	No

Background/Recommendations:

Advertised 07/26/2018. To encourage bidder participation, JEA increased the number of approved coatings suppliers from one (1) supplier in a previous 2013 solicitation, to five (5) suppliers in the current bid to allow bidders to take advantage of competitive pricing and business relationships. Five (5) companies attended the mandatory pre-response meeting held on 08/03/2018. At Response opening on 06/19/2018, JEA received two (2) Responses. Seacor Painting and Midsun Group were short-listed and invited to submit Best and Final Offers (BAFO). After negotiations, Seacor lowered their final price by \$61,950.00 or 6.9% from their first round bid price. A copy of the Bid Workbook is attached as backup. The Award estimate was based on annual average spend from previous contract and was for a three (3) year amount. During the solicitation process, JEA elected to change the term to five (5) years.

Limited bidder participation likely resulted from the incumbent contractor's history of being the lowest bidder by a significant margin. In the 2013 solicitation, there were four bidders for this contract. Seacor was lowest, with the other bids being 216%, 353%, and 586% of Seacor's bid.


When comparing Seacor's previous pricing from 2013 to the current bid pricing, there is an eighteen percent (18%) price increase. It should be noted, Seacor had previously held their price fixed for the three (3) year term of the contract, has historically underbid all competition by a significant margin and has an excellent performance record. A new budget trend will be submitted to match the award amount.

135-18 – Request approval to award a five (5) year contract to Seacor Painting Corporation to provide corrosion treatment services for JEA substation equipment in the amount of \$838,050.00, subject to the availability of lawfully appropriated funds.

Director: Erixton, Ricky D. - Director, T&D Maintenance
VP: Brost, Mike J. - VP/GM Electric Systems

APPROVALS:

 _____ 11/1/18
Chairman, Awards Committee **Date**

 _____ 11-1-18
**Manager, ~~Capital Budget Planning~~
Operating Budgets** **Date**



Formal Bid and Award System

Award #3 November 1, 2018

Type of Award Request: CONTRACT INCREASE
Request #: 6414
Requestor Name: Rao, Ajay K.
Requestor Phone: (904) 665-8764
Project Title: Automation, Protection and Control Engineering Services for JEA Generating Plants and Substations
Project Number: Various
Project Location: JEA
Funds: Capital
Award Estimate: N/A

Scope of Work:

This solicitation is for JEA to obtain general engineering services of an experienced engineering firm with technical expertise in engineering generator and transmission Protection and Control (P&C) projects to supplement JEA's internal design staff (The "Work").

JEA will award up to three (3) contracts to the most highly qualified firms to meet the future engineering demands where JEA may not have the manpower or expertise to handle internally.

The proposing engineering firm will need to allow its engineers to work on-site with JEA engineers, and also be able to work from their corporate office. The firm's staff should be proficient with relays manufactured by Schweitzer Engineering Laboratories (SEL) and the following computer programs: Microstation, Aspen OneLiner, Aspen DistriView, and SEL applications (AcSELEerator Quickset/Diagram Builder/RTAC, SEL Settings Assistant, SEL-5010, etc.). The work includes electrical design and engineering services in the area of protection and control systems for substations and power generation.

JEA IFB/RFP/State/City/GSA#: 018-17

Purchasing Agent: Lovgren, Rodney

Is this a ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
BLACK & VEATCH	John Kersten	kerstenjr@bv.com	201 S Orange Ave, Suite 500, Orlando FL 32801	(407) 419-3575	\$803,122.10
LEIDOS ENGINEERING LLC (FKA SEE&I)	Reggie Ferguson	Reginald.ferguson@leidos.com	1000 Legion Place, suite 1100, Orlando FL 32801	(407) 648-3537	\$927,140.70
POWER ENGINEERS INC	John Abraham	john.abraham@powereng.com	1060 Maitland Center Commons, Suite 110, Orlando FL 32751	(321) 214-3800	\$911,042.00

Amount of Original Award: \$2,000,000.00
Date of Original Award: 05/25/2017
Change Order Amount: \$2,641,304.80

List of Previous Change Order/Amendments:

CPA #	Amount	Date
166109 (Leidos Engineering LLC)	\$70,000.00 (10%)	07/23/2018

New Not-To-Exceed Amount: \$4,641,304.80
Length of Contract/PO Term: Three (3) Yrs. - Two (2) – 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 07/01/2017
End Date (mm/dd/yyyy): 06/30/2020
Renewal Options: YES – Two (2) – 1 Yr. Renewals
JSEB Requirement: N/A - Optional

Background/Recommendations:

Originally approved by Awards Committee on 06/15/2017 in the amount of \$700,000.00 to Leidos Engineering LLC, \$675,000.00 to Power Engineers Inc., and \$625,000.00 to Black & Veatch Corporation. A copy of the original award is attached as backup.

This award request is for a contract increase to the design contract of Leidos Engineering LLC, Power Engineers Inc. and Black & Veatch Corporation for general engineering services. This contract increase request will provide funding to complete the original three (3) year term of the agreement, which supports newly identified projects since the original award. The specific projects are listed below.

Project	Vendor	Estimate
Brandy Branch Generation Upgrade	Power Engineers	\$ 99,245.00
KGS - CT8 - Hot Gas Path Inspection #1: Relay Upgrade	Power Engineers	\$ 99,245.00
KGS - CT7 - Hot Gas Path Inspection #3: Relay Upgrade	Black & Veatch	\$ 99,156.30
Eagle 138 - 13.8 kV Substation - System Protection & Control Projects (SPCP)	Leidos Engineering	\$ 322,975.20
Kennedy Substation Control Cable and Protection System Replacement	Leidos Engineering	\$ 209,096.00
Transmission Capacitor Bank Controls Replacement	Black & Veatch	\$ 332,775.40
230kV Breaker Replacement - SPCP	Leidos Engineering	\$ 198,799.90
Cecil Commerce Center North Solar T2 Addition	Leidos Engineering	\$ 196,269.60
Brandy Branch Sub Solar T2 Addition	Power Engineers	\$ 200,520.00
Steelbald Sub Solar	Power Engineers	\$ 250,480.00
Westlake Sub Solar T3 Addition	Black & Veatch	\$ 250,757.60
Nocatee 230 - 26 kV Substation - SPCP	Black & Veatch	\$ 120,432.80
Transmission Lines Protection & Control Updates - SPCP	Power Engineers	\$ 261,552.00
	Total	\$ 2,641,304.80

The original negotiated hourly rates, which are fixed for the three (3) year term, were used develop the award amount for this new scope of work.

Request approval to award a contract increase for Engineering Services for Transmission and Distribution (T&D) protection and controls to Leidos Engineering LLC (\$927,140.70), Power Engineers Inc. (\$911,042.00) and Black & Veatch Corporation (\$803,122.10) for a total contract increase of \$2,641,304.80, and not-to-exceed amount of \$4,641,304.80, subject to the availability of lawfully appropriated funds.

Manager: Hamilton, Darrell D. - Manager, Project Design
Director: Acs, Gabor - Director Electric T&D Projects
VP: Brost, Mike J. - VP/GM Electric Systems

APPROVALS:

 11/11/18

Chairman, Awards Committee

Date

 11-1-18

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

Date



Formal Bid and Award System

Award #4 November 1, 2018

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6332
Requestor Name: Roddy, Colin P.
Requestor Phone: (904) 665-8337
Project Title: Water and Wastewater Materials for JEA Inventory Stock
Project Number: Various
Project Location: JEA
Funds: Inventory Blanket Account
Budget Estimate: N/A

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to solicit pricing for the purchase of Water and Wastewater Materials consisting of items such as valves, couplings, water meter boxes, and pipes carried in JEA's inventory. Our current inventory balance for the items found in this solicitation is \$814,128.26 with the average current lead-time of six (6) weeks depending upon the item.

JEA IFB/RFP/State/City/GSA#: 136-18
Purchasing Agent: Roddy, Colin Patrick
Is this a Ratification?: No

RECOMMENDED AWARDEES:

Name	Vendor Contact	Email	Address	Phone	Amount
FERGUSON	Rob Pinkston	rob.pinkston@ferguson.com	9692 Florida Mining Blvd, Jacksonville, FL 32257	904-268-2551	\$2,569,179.45
CORE & MAIN LP	Carl Barton	carl.barton@coreandmain.com	6854 Distribution Ave W, Jacksonville, FL 32356	904-268-7007	\$851,600.19
FORTLINE WATERWORKS	Robert Rowley	robert.rowley@fortline.com	6982 Highway Ave, Jacksonville, FL 32254	904-881-8650	\$198,523.93

Amount for entire term of Contract/PO: \$3,619,303.57
Award Amount for remainder of this FY: \$3,317,694.94
Length of Contract/PO Term: One (1) Year w/No Renewals
Begin Date (mm/dd/yyyy): 11/01/2018
End Date (mm/dd/yyyy): 10/31/2019
Renewal Options: No Renewals
JSEB Requirement: N/A – No JSEBs available

BIDDERS:

Name	First Round Extended Price	Low Priced Items	First Round Rank	BAFO Extended Price	Low Priced Items	BAFO Rank
CORE & MAIN	\$3,939,009.36	468	1	\$3,760,942.30	380	1
FERGUSON	\$3,829,156.46	336	2	\$3,753,769.45	510	2
FORTLINE	\$2,011,137.31	93	3	\$888,248.76	31	3
RELIANCE SUPPLY	\$88,918.41	8	4	-	-	-
TIED	-	15	-	-	-	-

Background/Recommendation:

Advertised 08/15/2018. Four (4) vendors attended the optional pre-response meeting on 08/09/2018. At Response opening on 09/06/2018, JEA received four (4) Responses.

In order to leverage JEA's spend for Water and Wastewater materials included in JEA Inventory, the internal team identified eighty (921) items were deemed a good fit for this initiative. In 2017, these items were purchased on a blanket agreement solely with Ferguson, with price adjustments annually as no fair and equitable price adjustment methodology could be agreed upon at the time of bid. At the end of year one, Ferguson proposed an average price increase of 9.7%, with some items increasing by over two times in cost. Through research of the existing agreement, an RFI to the industry and market evaluation via published indices and spot buys, it was determined to be in the best interest of JEA to conduct a new solicitation for these items.

The evaluation criteria for this bid was that the lowest cost provider would win each respective item as long as the minimum qualifications were met, and they quoted the correct JEA approved manufacturer and manufacturer part number. After the evaluations were complete, three (3) vendors were shortlisted and (Ferguson, Core & Main, and Fortline) determined to be the vendors that provided the lowest cost to JEA for this work scope.

During the ITN it was identified that a substantial change in the market had occurred after the original bids had been submitted, caused by Tariffs implemented by the United States government. During clarification meetings and the BAFO process, there were 372 items (40%) identified to be effected by Tariff increases, in which JEA allowed for the Respondents to increase their prices. Those items were pulled into a separate workbook to be adjusted with an increase if needed. The remaining 549 items maintained JEA's traditional practice where price increases would not be allowed during the BAFO round.

Supplier	Items Bid	Items Awarded	Proposed Award	Initial Savings (negative #'s mean savings)	BAFO Savings (negative #'s mean savings)
FERGUSON	921	513	\$2,569,179.45	\$154,948.22	\$115,053.35
CORE & MAIN	913	380	\$851,600.19	\$59,430.46	\$65,406.99
FORTLINE	194	28	\$198,523.93	(\$10,792.22)	(\$14,345.21)
TOTALS		921	\$3,619,303.57	\$203,586.46	\$166,115.13


Through aggregation of items and competitive bidding, JEA was able to mitigate market conditions to realize an estimated one (1) year cost increase totaling an estimated \$166,115.13 or 4.81%, substantially less than the proposed


9.7% to renew the existing contract. This increase includes new pricing associated with tariffs, which resulted in a cost increase to JEA in the amount of \$63,941.95 during the BAFO. The non-tariff item BAFOs helped offset the significant increase of tariffs and reduced the cost increase by \$101,413.28. Unit pricing for the contract(s) will be fixed for one year which after that, this work scope will be bid out again as no fair and equitable price adjustment methodology could be agreed upon.

136-18 - Request approval to award contracts to Ferguson in the amount of \$2,569,179.45; Core & Main in the amount of \$851,600.19; and Fortline in the amount of \$198,523.93 for Water and Waste Water Materials carried in JEA's inventory stock for a total not-to-exceed amount of \$3,619,303.57, 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:


_____ 11/1/18
Chairman, Awards Committee **Date**


_____ 11-1-18
**Manager, ~~Capital Budget Planning~~
Operating Budgets** **Date**



Formal Bid and Award System

Award #5 November 1, 2018

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6365
Requestor Name: Roddy, Colin
Requestor Phone: (904) 665-8337
Project Title: JEA FY19 Aerial Vehicle Procurement Acquisition
Project Number: 8005261
Project Location: JEA
Funds: Capital
Budget Estimate: \$3,682,000.00

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to solicit pricing for the purchase of eighteen aerial units within class categories of 211, 212C, 213, 213MH and 223 for JEA's FY19 requirements. This purchase is for planned and budgeted replacement of JEA's Fleet electric assets (Electric Replacement – 18 units) and have been approved as part of the FY19 Fleet Capital Procurement Plan. This agreement will leverage not only many different styles of vehicles it is also intended to leverage volumes of future vehicles.

JEA IFB/RFP/State/City/GSA#: 151-18
Purchasing Agent: Roddy, Colin
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Amount
ALTEC INDUSTRIES INC.	Chuck Martin	Chuck.Martin@altec.com	P.O. Box 11407 Birmingham, AL 35246-0414	\$2,914,660.00
RING POWER CORPORATION	Will Courtney	Will.Courtney@RingPower.com	P.O. Box 443 Palatka, FL 32178	\$622,000.00

Amount for entire term of Contract/PO: \$3,536,660.00
Award Amount for remainder of this FY: \$3,536,660.00
Length of Contract/PO Term: One (1) Year w/One (1) Yr. Renewal
Begin Date (mm/dd/yyyy): 10/01/2018
End Date (mm/dd/yyyy): 09/30/2019
Renewal Options: One (1) – 1 Yr. Renewal
JSEB Requirement: N/A – No JSEBs available

BIDDERS:

Name	Original Amount	Original Number of Vehicle Groupings to be Awarded	BAFO Amount	BAFO Number of Vehicle Groupings to be Awarded
ALTEC INDUSTRIES INC.	\$3,583,082.00	4	\$3,547,260.00	3
RING POWER CORPORATION	\$3,859,640.00	0	\$3,697,982.00	1

*See attached spreadsheet for grouping breakdown

Background/Recommendations:

Advertised 08/24/2018. Three (3) companies attended the mandatory pre-response meeting on 09/10/2018. At the Response opening on 09/25/2018, JEA received two (2) Responses.

On 10/09/2018, negotiation meetings were held for price only with the two (2) shortlisted companies, Altec Industries Inc. and Ring Power Corporation. Best and Final Offers (BAFO) were submitted on 10/15/2018, and all two (2) shortlisted companies were deemed the lowest responsible and responsive Respondent for certain groupings.

JEA intended to award to the lowest respondent for each of the four (4) vehicle groupings of the aerial vehicle classes, and suppliers were encouraged to bid multiple groupings for efficiency purposes. In previous years, the four (4) vehicle groupings were purchased through multiple solicitations or through already existing Government contracts, with each year bidding out that respective year's purchase plan. In FY18, the chassis and attachments for the units were separated into separate purchases. In an effort to leverage our requirements and gain department efficiencies, the Fleet Procurement team elected to funnel all of the requirements into a single solicitation for FY19 and an option for FY20. A copy of the proposed award breakout by vehicle grouping is included below.

Vehicle Grouping	Proposed Awardee	Previous Pricing	Proposed FY19 Pricing
Group 1: CLASS 211 - ONE TON CREW CAB 4X4 UTILITY BODY 40 FOOT BUCKET TRUCK	ALTEC INDUSTRIES INC.	\$693,852.00	\$776,676.00
Group 2: CLASS 212C - THREE TON 4X2 BUCKET TRUCK CUT IN	ALTEC INDUSTRIES INC.	\$337,310.00	\$382,536.00
Group 3: CLASS 213 - THREE TON 4X2 EXTENDED CAB BUCKET TRUCK & MATERIAL HANDLER	ALTEC INDUSTRIES INC.	\$1,983,565.28	\$1,755,448.00
Group 4: CLASS 223 - THREE TON 4X2 EXTENDED CAB DIGGER DERRICK TRUCK WITH EZ TRAC	RING POWER CORPORATION	\$584,169.32	\$622,000.00
	Totals	\$3,598,896.60	\$3,536,660.00

When comparing the proposed winning supplier for each respective grouping, to JEA's last price paid for the same vehicles (excluding the cost of the EZ Trac Front Drive System), the JEA's FY19 purchase price is \$108,658.60 lower or 3% savings. The BAFO pricing resulted in a combined savings of \$46,422.00, which is included in the total savings. This agreement will be structured for one (1) year with an optional year renewal,

with price adjustments only by the vehicle's Manufacturer Suggested Retail Pricing (MSRP). However, if the MSRP increase exceeds the Producer Price Index by Industry: (Producer Price Index Heavy Duty Truck Manufacturing: Trucks, Truck Tractors, and Bus Chassis - 14,001 to 33,000 Pounds or 33,001 Pounds or More), JEA will elect to rebid.

Request approval to award a contract to Altec Industries Inc. in the amount of \$2,914,660.00 and Ring Power Corporation in the amount of \$662,000.00, for a combined purchase of eighteen (18) vehicles within the aerial vehicle class categories for a not to exceed amount of \$3,536,660.00, 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:

 _____ 11/11/18

Chairman, Awards Committee

Date

 _____ 11-18

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

Date



Formal Bid and Award System

Award #6 November 1, 2018

Type of Award Request: CONTRACT INCREASE
Request #: 6421
Requestor Name: Traylor, Kymberly A.-Dir Network & Telecommunication Svcs
Requestor Phone: (904) 665-8983
Project Title: Cisco SmartNet - Support and Maintenance of JEA's Cisco Infrastructure
Project Number: ~~HEB0600~~ 30904
Project Location: JEA
Funds: O&M
Budget Estimate: \$525,500.00 (Annually)
Scope of Work:

This contract is to provide SmartNet support and maintenance on approximately 400 items of CISCO infrastructure equipment. Cisco SmartNet support and maintenance assists JEA with ensuring the network reliability and operational readiness through hardware repair/replacement, software upgrades, security vulnerability patches and troubleshooting support. JEA requires Cisco SmartNet to provide the best overall value from the products and services JEA has invested in and to help ensure JEA network switches, routers, firewalls and security applications can match the security threats of today. Furthermore, it has been demonstrated that proper maintenance on systems and their software, will extend the useful life resulting in a lower TCO for the organization. The agreement will provide 24/7/365, rapid access to the full breadth of support offering guaranteed, quicker access to vital manufacturer resources allowing a faster resolution to any operational issue encountered. In addition, the preventive services provide valuable system health, lifecycle planning and compliance adherence. Finally, the included security enhancements to all existing software that is included in the maintenance agreements is critical in the ever changing landscape of threats to JEA's infrastructure.

JEA IFB/RFP/State/City/GSA#: CPA 159333, 076-16
Purchasing Agent: Woyak, Nathan
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
PRESIDIO NETWORKED SOLUTIONS LLC	JOHN BEHEE	JBEHEE@PRESIDIO.COM	10151 DEERWOOD PARK BLVD, BLDG 200 SUITE 250, JACKSONVILLE FL 32256	(904) 472-4146	\$230,152.50

Amount of Original Award: \$1,367,986.12
Date of Original Award: 10/20/2016

Change Order Amount: \$230,152.50
New Not-To-Exceed Amount: \$1,598,138.62
Length of Contract/PO Term: Three (3) Years w/One (1) - 1 Yr. Renewal
Begin Date (mm/dd/yyyy): 10/20/2016
End Date (mm/dd/yyyy): 09/30/2019
Renewal Options: Yes- One (1) - 1 Yr. Renewal
JSEB Requirement: N/A – Specialty Services

Background/Recommendation

Competitively bid and approved by the Awards Committee on 10/20/2016. A copy of the original award is attached as backup.


This request is for a contract increase in the amount of \$230,153.50 for additional funds needed to cover SmartNet support for FY19 through the end of the current contract term on 09/30/2019. The main drivers behind the increase are additional equipment purchased for Cisco Spark / WebEx, aging equipment with higher maintenance costs and the original award underestimated the support required during the current contract term. The award amount of \$230,152.50 is the shortage of funds to cover the total amount due in FY19 of \$501,520.92. The discount percentage of (21%) off of Cisco SmartNet list price for the additional equipment remains the same.


The FY19 O&M Budget HEB0600 budget lines 1832 and 1825 includes a total budget of \$525,500.00 which will still cover the total amount due in FY19.

Request approval to award a contract increase to Presidio Networked Solutions, LLC for the addition of SmartNet support in the amount of \$230,152.50, for a new not-to-exceed amount of \$1,598,138.62, subject to the availability of lawfully appropriated funds.

Director: Traylor, Kymberly A.-Dir Network & Telecommunication Srvs
VP: Cosgrave, Paul J. - Interim Chief Information Officer

APPROVALS:


 _____ 11/1/18
Chairman, Awards Committee **Date**


 _____ 11-1-18
**Manager, ~~Capital Budget Planning~~
operating Budgets** **Date**