



AWARDS COMMITTEE MINUTES

Awards Committee met on **November 29, 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, Laure Whitmer as Budget Representative, Emerson Lotzia as General Counsel Representative; with Paul Cosgrave, Ted Hobson, Mike Brost, John McCarthy, Deryle Calhoun as voting Committee Members;

Jason Behr, Cecil Camacho, Maurice Scarboro, Maria Benavides, Nathan Woyak, Nick Dambrose, Melissa Robinette, Rita Scott, Elaine Selders, Lisa Pleasants, Chrissy Nunziato, Kymberly Traylor, Clint Williams, Ralph Cary, Jaclyn Vu, Lindsay Starner, Heather Beard

Awards:

1. Approval of the minutes from the last meeting (11/15/2018). **APPROVED**
2. 118-18 - Request approval to award contracts to Geosyntec Consultants in the amount of \$1,500,000.00 and Aerostar SES in the amount of \$1,500,000.00 for environmental general services, with a not-to-exceed amount of \$3,000,000.00, subject to lawfully appropriated funds. **APPROVED w/Discussion**
3. 104-18 - Request approval to award contracts to Golder Associates Inc. in the amount of \$5,000,000.00 and CDM Smith Inc. in the amount of \$5,000,000.00 for environmental general services, for a not-to-exceed amount of \$10,000,000.00, subject to lawfully appropriated funds. **APPROVED w/Discussion**
4. Request approval to award a three (3) year contract for CGI FMS CAD Software Support Agreement to CGI Technologies and Solutions Inc. in the amount of \$969,984.00, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**
5. Request approval to award a one (1) year proprietary award to Oracle America Inc. for licenses, maintenance and support services of the Oracle CC&B and E-Business Suite Modules in the amount of \$2,996,014.80 subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**
6. Request approval to award a five (5) year contract for fiber optic cable overhead construction repair & maintenance in the amount of 1,939,206.00 subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**
7. Request approval to award a five (5) year contract to Hewlett Packard Enterprises to provide Infrastructure support and maintenance in the amount of \$2,275,740.92, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**

Ratifications:

N/A

Informational Items: N/A

Public Comments: N/A

Adjournment: 10:26 a.m.



Formal Bid and Award System

Award #2 November 29, 2018

Type of Award Request: PROPOSAL (RFP)
Request #: 6286
Requestor Name: Selders, Elaine L.
Requestor Phone: (904) 665-6133
Project Title: Environmental General Services - Small Scope
Project Number: HED0100, HED0101, HED0120
Project Location: JEA
Funds: O&M & Capital
Award Estimate: \$3,000,000.00

Scope of Work:

JEA is soliciting proposals for professional services from environmental consulting companies to provide general environmental support of electric, water, and wastewater operations at the utility. These services will be used to supplement JEA staff resources and require a combination of technical expertise and an extensive understanding of applicable regulatory requirements.

JEA will award up to two (2) contracts to companies for smaller scope work, generally jobs that are more specialized in nature that demand the ability to respond in the field in a timely, cost effective manner. The scope of services for the small scope contract consists of four (4) categories:

- 1 – Site Assessment, Remediation and Spill Response;
- 2 – Wetlands Monitoring and Permitting;
- 3 – Wildlife Management and Permitting; and
- 4 – Stormwater Permitting and SWMS design and maintenance

JEA IFB/RFP/State/City/GSA#: 118-18
Purchasing Agent: Selders, Elaine Lynn
Is this a ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
GEOSYNTEC CONSULTANTS INC.	RACHEL KLINGER	RKlinger@geosyntec.com	1200 RIVERPLACE BV STE 710, JACKSONVILLE FL 32207	(904) 450-4256	\$1,500,000.00
AEROSTAR ENVIRONMENTAL SERVICES INC.	LEON CARRERO	lcarrero@aerostar.net	11181 ST JOHNS INDUSTRIAL PKWY N, JACKSONVILLE FL 32246	(904) 565-2820	\$1,500,000.00

Amount for entire term of Contract/PO: \$3,000,000.00
Award Amount for remainder of this FY: \$550,000.00
Length of Contract/PO Term: Three (3) Years w/ Two (2) - 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 12/17/2018
End Date (mm/dd/yyyy): 12/16/2021
Renewal Options: Yes – Two (2) – 1 Yr. Renewals
JSEB Requirement: Evaluation Criteria (5% Goal)

Comments on JSEB Requirements:

GeoSyntec -
 Environmental Resource Solutions - 5% Environmental Resource Permitting, Stormwater Permitting and Wildlife Management

Aerostar -
 Environmental Resource Solutions – 30% - Wetland Monitoring and Permitting and Wildlife Management and permitting

BIDDERS:

Name	Amount	Rank
GEOSYNTEC CONSULTANTS INC.	\$1,500,000.00	1
AEROSTAR ENVIRONMENTAL SERVICES INC.	\$1,500,000.00	2
MECHLING ENGINEERING & CONSULTING INC.	N/A	3
GOLDER ASSOCIATES INCORPORATED	N/A	3
APTIM ENVIRONMENTAL & INFRASTRUCTURE, INC.	N/A	5
ECS, INC.	N/A	6
CARDNO INC.	N/A	6
WOOD ENVIRONMENTAL	N/A	8
TERRACON CONSULTANTS INC.	N/A	8
ENVIRONMENTAL SERVICES INC.	N/A	10
APEX COMPANIES LLC	N/A	10
BLACK & VEATCH CORPORATION	N/A	12
S&ME INC.	N/A	13
TRC ENVIRONMENTAL CORP	N/A	14

Background/Recommendations:

Advertised on 07/11/2018. Thirty two (32) companies attended the mandatory pre-proposal meeting held on 07/25/2018. At Proposal opening on 08/14/2018, JEA received fourteen (14) Proposals. The public evaluation meeting was held on 09/27/2018, and JEA deemed Geosyntec Consultants and Aerostar SES the top two most qualified firms to perform the work. A copy of the evaluation matrix rankings are attached for backup.

Negotiations with the two firms concluded on 10/19/2018. The negotiated rates met the team's expectations and were deemed appropriate for the scope of work. The negotiation team used rates from the Environmental General Services (2006) contract rates and rates from the Kennedy Generating Station Creosote Site RCRA Corrective Measurements Implementation (2016) for comparison during the negotiation process and confirmed that we are receiving acceptable rates. The new rates are in-line with or


better than the pricing we received for the previous two (2) contracts. Both of the companies made concessions in their rate schedule and/or their percent mark-up on other direct charges during the negotiation process. The contract will include the option of an annual price adjustment based on the Consumer Price Index. A copy of the negotiated fees are attached as back-up.

The work will be awarded by hourly labor rates, and each project will be directly awarded to the company best suited to perform the specialized work. The awarded projects will be split between the two (2) companies as evenly as possible. The FY19 budget for O&M is \$210,000.00 and the expenditures for Capital projects are estimated at \$340,000.00.

118-18 - Request approval to award contracts to Geosyntec Consultants in the amount of \$1,500,000.00 and Aerostar SES in the amount of \$1,500,000.00 for environmental general services, with a not-to-exceed amount of \$3,000,000.00, subject to lawfully appropriated funds.

Manager: Starner, Lindsay N. – Manager, Environmental Permitting & Compliance
VP: Steinbrecher, Paul K – VP & Chief Environmental Svcs Officer

APPROVALS:

 11/29/18

Chairman, Awards Committee

Date

 11/29/18

Manager, Capital Budget Planning

Date



Formal Bid and Award System

Award #3 November 29, 2018

Type of Award Request: PROPOSAL (RFP)
Request #: 6259
Requestor Name: Selders, Elaine L.
Requestor Phone: (904) 665-4243
Project Title: Environmental General Services - Large Scope
Project Number: HED0100, HED0101, HED0120
Project Location: JEA
Funds: O&M & Capital
Award Estimate: \$10,000,000.00

Description of Request:

JEA is soliciting proposals for professional services from environmental consulting companies to provide general environmental support of electric, water, and wastewater operations at the utility. These services will be used to supplement JEA staff resources and require a combination of technical expertise and an extensive understanding of applicable regulatory requirements.

JEA will award two contracts to companies for larger scope work, generally jobs of sufficient complexity to necessitate or benefit from multidisciplinary approaches more commonly found in integrated full service environmental companies. The scope of services for the large scope contract consists of four (4) categories:

- 1 – Site Assessment, Remediation and Spill Response;
- 2 – Water and Water Resources Engineering and Permitting;
- 3 – Domestic and Industrial Wastewater Engineering and Permitting; and
- 4 – Air Permitting and Compliance Support

JEA IFB/RFP/State/City/GSA#: 104-18
Purchasing Agent: Selders, Elaine Lynn
Is this a ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
GOLDER ASSOCIATES INCORPORATED	DON MILLER	DON_MILLER@GOLDER.COM	9428 BAYMEADOWS RD STE 400, Jacksonville FL 32256	(904) 363-3430	\$5,000,000 .00
CDM SMITH INC	PATRICK VICTOR	victorpr@cdmsmith.com	8381 DIX ELLIS TRAIL SUITE 400, JACKSONVILLE FL 32256	(904) 527-6736	\$5,000,000 .00

Amount for entire term of Contract/PO: \$10,000,000.00

Award Amount for remainder of this FY: \$2,000,000.00
Length of Contract/PO Term: Three (3) Years w/ Two (2) - 1Yr. Renewals
Begin Date (mm/dd/yyyy): 12/17/2018
End Date (mm/dd/yyyy): 12/16/2021
Renewal Options: Yes – Two (2) – 1 Yr. Renewals
JSEB Requirement: Evaluation Criteria (5% Goal)

Comments on JSEB Requirements:

Golder Associates -
 Almond Engineering, PA - 6% - Water Resource Engineering and Permitting
 R.E Holland and Associates, Inc. 1% - Surveying

 CDM Smith -
 Environmental Remediation Services, Inc. - 1.5% - Site Assessments
 I-Tech Resources, Inc. - for 1.5% - Site Assessments
 Environmental Remediation Services, Inc. - 1% - Wetlands/Ecology
 R.E Holland and Associates, Inc. - 1% - Surveying and Meskel & Associates Engineering
 PLLC - 1.5% - Geotechnical

BIDDERS:

Name	Amount	Rank
GOLDER ASSOCIATES INCORPORATED	\$5,000,000.00	1
CDM SMITH INC.	\$5,000,000.00	2
BLACK & VEATCH CORPORATION	N/A	3
CH2M HILL ENGINEERS INC.	N/A	4
APTIM ENVIRONMENTAL & INFRASTRUCTURE, INC.	N/A	5
WOOD ENVIRONMENT & INFRASTRUCTURE SOLUTIONS, INC.	N/A	6

Background/Recommendations:

Advertised on 07/11/2018. Twelve (12) companies attended the mandatory pre-proposal meeting held on 07/23/2018. At Proposal opening on 08/14/2018, JEA received six (6) Proposals. The public evaluation meeting was held on 09/27/2018, and JEA deemed Golder Associates, Inc. and CDM Smith the most qualified firms to perform the work. A copy of the evaluation matrix rankings are attached for backup.


Negotiations with the two firms concluded on 10/22/2018. The negotiated rates met the team's expectations and were deemed appropriate for the scope of work. The negotiation team used rates from the Environmental General Services (2006) contract rates and rates from the Kennedy Generating Station Creosote Site RCRA Corrective Measurements Implementation (2016) for comparison during the negotiation process and confirmed that we are receiving acceptable rates. The new rates are in-line with or better than the pricing we received for the previous two (2) contracts. Both of the companies made concessions in their rate schedule and/or their percent mark-up on other direct charges during the negotiation process. The contract will include the option of an annual price adjustment based on the Consumer Price Index. A copy of the negotiated fees are attached as back-up.

The work is awarded by hourly labor rates, and each project will be directly awarded to the company best suited to perform the specialized work. The awarded projects will be split between the two (2) companies as evenly as possible. The FY19 budget for O&M is \$200,000.00 and the expenditures for FY19 Capital projects are estimated at \$1,800,000.00.

104-18 - Request approval to award contracts to Golder Associates Inc. in the amount of \$5,000,000.00 and CDM Smith Inc. in the amount of \$5,000,000.00 for environmental general services, for a not-to-exceed amount of \$10,000,000.00, subject to lawfully appropriated funds.

Manager: Starnner, Lindsay N. - Mgr Environmental Permitting & Compliance
VP: Steinbrecher, Paul K - Director, Enviro Svcs Permitting & Assessments.

APPROVALS:

 _____ 11/29/18
Chairman, Awards Committee **Date**

 _____ 11/29/18
Manager, Capital Budget Planning **Date**



Formal Bid and Award System

Award #4 November 29, 2018

Type of Award Request: PROPRIETARY
Request #: 6438
Requestor Name: Robinette, Melissa Denise
Requestor Phone: (904) 665-9749
Project Title: CGI Field Management System (FMS-~~6438~~) Software Support Agreement
Project Number: 8002751
Project Location: JEA
Funds: O&M
Budget Estimate: \$991,500.00

Scope of Work:

The CGI Field Management System (FMS-CAD) software support enables mapping technology for JEA field technicians. Assistance and application support from the CGI software provides field personnel what is needed to perform their daily jobs. The CAD and the Outage Management System (OMS), the main components of FMS, are critical to JEA's customer support satisfaction. This application provides JEA the ability to schedule, assign, and dispatch field work, as well as use a detail mapping application to provide location details. The FMS system is one of the most critical systems at JEA.

CGI support provides JEA the ability to open tickets for the support of the base products and provides 7x24x365 hotline support for all of the products used by JEA (CAD, OMS). Support provides JEA guidance on any proposed enhancements JEA needs to do related to the base products and interfaces with other systems. Support provides patches and software updates for all of their products to stay current and ensures that all systems are providing what is needed to field personnel during storms.

JEA IFB/RFP/State/City/GSA#: N/A
Purchasing Agent: Woyak, Nathan
Is this a ratification?: NO
If yes, explain: N/A

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
CGI TECHNOLOGIES AND SOLUTIONS INC.	MITCH JORDAN	Mitch.jordan@CGI.com	Jacksonville FL	(678) 234-4783	\$969,984.00

Amount for entire term of Contract/PO: \$969,984.00
Award Amount for remainder of this FY: \$296,384.00
Length of Contract/PO Term: Three (3) Years

Begin Date (mm/dd/yyyy): 12/01/2018
End Date (mm/dd/yyyy): 11/30/2021
Renewal Options: NO
JSEB Requirement: N/A - Proprietary

BIDDER:

Name	Amount
CGI TECHNOLOGIES AND SOLUTIONS INC.	\$969,984.00

Background/Recommendations:

JEA has been using the CGI suite of products and awarding support for over ten (10) years. This request is for a new three (3) year proprietary award to extend the CGI Prima Software Support Agreement from 12/01/2018 to 11/30/2021 to maintain existing support. In 2015, JEA upgraded the CGI FMS CAD system from version 5.1 to version 6.5 and purchased new licenses for Scheduler, PragmaField, Complex Order, and Navteq which is included with this support. A copy of the agreement and previous award is attached as backup.

The terms and conditions and cost of the current software support agreement remain unchanged through the new term ending 11/30/2021. CGI has agreed to waive uplift fees in years two and three, in exchange for a three (3) year agreement in which support will still be paid on an annual basis of \$323,328.00 per year. JEA will realize \$21,496.00 in savings by agreeing to a longer term. JEA is under budget by \$21,516.00 total over three (3) years.

Request approval to award a three (3) year contract for CGI FMS CAD Software Support Agreement to CGI Technologies and Solutions Inc. in the amount of \$969,984.00, subject to the availability of lawfully appropriated funds.

Manager: Robinette, Melissa Denise – Robinette, Melissa Denise
Director: Garcia, Jesus J. - Dir CRM Systems
VP: Cosgrave, Paul – VP & Chief Information Officer

APPROVALS:



 Chairman, Awards Committee Date

11/29/18



 Manager, Capital Budget Planning Date

11/29/18



Formal Bid and Award System

Award #5 November 29, 2018

Type of Award Request: PROPRIETARY
Request #: 6449
Requestor Name: Christiansen, Sandra H. - Manager, ERP Systems
Requestor Phone: (904) 665-4563
Project Title: Oracle E-Business Suite (EBS), Oracle Databases, Middleware Maintenance and Support
Project Number: HEB0600
Project Location: JEA
Funds: O&M
Budget Estimate: \$3,633,409.00

Scope of Work:

This request is for a one (1) year proprietary award for all of Oracle's technical maintenance support services for Oracle's E-Business Suite (EBS), Middleware, and all Oracle databases software. Oracle's Customer Care and Billing (CC&B) utility billing software is used as the primary application throughout the company to record meter consumption, calculate usage, produce bills, receive payments and maintain customer relationship information has been migrated to Oracle Customer to Meter (C2M) and awarded separately. Oracle's E-Business Suite (EBS) software is used for support of Oracle Apps and back-office processes including but not limited to HR and Recruiting, Payroll and Benefits, Procurement (Accounts Payable, Purchasing, Inventory), Databases Software, Learning Management, Financials, Payroll, Project Billing, and Cloud Management.

Oracle support is critical for software and hardware updates, troubleshooting, patches, which include compliance and regulatory updates. A few of the specific ways JEA utilizes Oracle support include: searching for solutions, downloading patches and updates, accessing proactive support tools, and creating service requests.

JEA IFB/RFP/State/City/GSA#: CPA 173974 (SKY-3099550)

Purchasing Agent: Woyak, Nathan

Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
ORACLE AMERICA INC.	Mavis Waters	Mavis.Waters@oracle.com	1910 Oracle Way Reston, VA 20190	(301) 641-0727	\$2,996,014.80

Amount for entire term of Contract: \$2,996,014.80
Award Amount for the remainder this FY: \$2,996,014.80
Length of Contract/PO Term: One (1) Year
Begin Date (mm/dd/yyyy): 12/01/2018
End Date (mm/dd/yyyy): 11/30/2019
Renewal Options: NO
JSEB Requirement: N/A – Proprietary

Background/Recommendation:

JEA began purchasing Oracle E-Business Suite licenses in the mid-1990s and Oracle CC&B licenses in 2007. The awards committee has approved maintenance and support of these proprietary licenses since the time of purchase with the current contract ending 11/30/2018. The ordering document quote, and previous award is attached as back-up.

This request is for a one (1) year proprietary award from 12/01/2018 to 11/30/2019 in the amount of \$2,996,014.80, which includes all the maintenance and support for the Oracle E-Business modules only. It should be noted, in FY19 JEA migrated the CC&B licenses and support to the Customer to Meter (C2M) transferring \$403,047.83 in support cost from this SKY contract to the C2M contract, in a separate award. JEA negotiated to terminate two (2) unused licenses and support (Tuexdo and Jolt) within the CC&B bundle for an annual savings of \$36,392.88. JEA also negotiated the removal of a 1.5% uplift on the original offer in addition to a 0.25% reduction in rates compared to FY18 rates for a total cost reduction of \$61,542.25. The total net savings to JEA will be \$97,935.13.

An explanation of the total amount paid in FY18 versus FY 19 is shown below. The agreed upon rates have remained flat for the previous three (3) years and will be 0.25% lower this additional one (1) year. This is being awarded on a short term one (1) year basis since JEA is assessing the current contract through a feasibility analysis to determine the best path forward following FY19.

Oracle Contract	Start Date	End Date	Total Amount
FY 18/SKY-3099550	12/01/2017	11/30/2018	\$3,443,633.27
FY 19/SKY-3099550	12/01/2018	11/30/2019	\$2,996,014.80

JEA budgeted for an approximate three percent (3%) uplift in FY19, in which JEA should be able to reduce the O&M budget by \$99,792.58. JEA will also be able to reduce the budget by \$36,392.88 for the termination of Tuxedo and Jolt support for a total O&M budget reduction of \$136,185.38.

Request approval to award a one (1) year proprietary award to Oracle America Inc. for licenses, maintenance and support services of the Oracle CC&B and E-Business Suite Modules in the amount of \$2,996,014.80, subject to the availability of lawfully appropriated funds.

Director: Van Den Heuvel, Sharon - Director, Business Intelligence
VP: Cosgrave, Paul J. - Interim Chief Information Officer

APPROVALS:


Chairman, Awards Committee 11/29/18
Date


Manager, Capital Budget Planning 11/29/18
Date



Formal Bid and Award System

Award #6 November 29, 2018

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6375
Requestor Name: Cary, Ralph
Requestor Phone: (904) 665-7147
Project Title: Underground Fiber Optic Cable Repair and Maintenance
Project Number: 30904, 8002832, ~~8002750, and 8002829~~
Project Location: JEA
Funds: Capital and O&M
Budget Estimate: 1,950,000.00

Scope of Work:

This scope of work includes fiber optic cable relocates or laterals, maintenance/non-emergency repair, and emergency repair within the JEA Service area. The contractor is responsible for all labor, equipment and consumables required to complete the specified service related work detailed in the technical specification. This scope will include, but not limited to:

- Trench excavation
- Conduit installation
- Directional boring
- Fiber inner duct installation
- Electric manhole and fiber manhole work
- Fiber cable pulling
- Minor labor
- Emergency trench excavation
- Emergency conduit installation
- Emergency directional boring
- Emergency fiber Inner duct installation
- Emergency electric Manhole and Fiber manhole work
- Emergency fiber cable pulling
- Emergency minor labor
- Allowance for contractor materials and equipment

JEA uses JEA-owned fiber optic cable and equipment to interconnect its electric, water, wastewater and staffed facilities to provide high reliability, low cost, high capacity communication services.

JEA IFB/RFP/State/City/GSA#: 002-19
Purchasing Agent: Dambrose, Nickolas Charles (Nick)
Is this a Ratification?: NO
RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
COOK ELECTRICAL, INC.	Larry Blount	LARRY.BLOUNT@COKELECTRICAL.COM	745 Eastport Rd, Jacksonville, FL 32218	(904)696-1017	\$1,939,206.00

Amount for entire term of Contract/PO: \$1,939,206.00
Award Amount for remainder of this FY: \$323,201.00
Length of Contract/PO Term: Five (5) Years w/One (1) – 1 Yr. Renewal
Begin Date (mm/dd/yyyy): 12/01/2018
End Date (mm/dd/yyyy): 11/30/2023
Renewal Options: One (1) – 1 Yr. Renewal
JSEB Requirement: N/A - Optional

BIDDERS:

Name	Original Amount	Rank	BAFO Amount	BAFO Rank
COOK ELECTRICAL, INC.	\$1,959,779.00	1	\$1,939,206.00	1
SOUTHEAST UTILITIES OF GA.	\$4,012,108.00	2	\$4,012,108.00	2

Background/Recommendations:

Advertised 10/03/2018. Four (4) companies attended the pre-bid meeting on 10/11/2018. At bid opening on 10/30/2018, JEA received two (2) bids. JEA solicited a Best and Final Offer (BAFO) from both Bidders which was received on 11/07/2018. Cook Electrical, Inc. is the lowest responsive and responsible Bidder. Limited availability of resources was cited by multiple companies as a reason for declining to participate. A copy of the Cook Electrical BAFO Response Form and Workbook is attached as backup.

JEA intended to award a primary and secondary contract to the lowest and second lowest bidder per the solicitation; however, it has been determined that a secondary contract is not in the best interest of JEA due to the cost difference between the Bidders. Cook Electrical decreased its pricing one (1%) percent, or \$20,573.00, on the BAFO submittal. When compared to the existing contract with Cook Electrical to the new contract, it shows a one percent (1%) savings of \$20,573.00 for the five year term. The pricing for this contract is based on time and material unit prices and used as needed. The rates shall remain fixed for the five (5) year term. The award is less than the award estimate because no price increases were proposed. This award request is \$10,794.00 less than the estimated budgeted amount.

Request approval to award a five (5) year contract for fiber optic cable overhead construction repair & maintenance in the amount of 1,939,206.00 subject to the availability of lawfully appropriated funds.

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

APPROVALS:

 11/29/18
Chairman, Awards Committee Date

 11/29/18
Manager, Capital Budget Planning Date



Formal Bid and Award System

Award #7 November 29, 2018

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6413
Requestor Name: Williams, Clint J. - Manager Technical Services
Requestor Phone: (904) 665-7217
Project Title: HPE Infrastructure Maintenance
Project Number: 30903
Project Location: JEA
Funds: O&M
Budget Estimate: \$2,375,000.00
Scope of Work:

JEA seeks to maintain and support its existing HPE infrastructure to provide the best overall value from the products and services in which it has invested. The maintenance and support give JEA access to manufacturer resources to provide hardware/software technical support including faulty component replacement, and software updates that enable faster resolution to any operational issues that may arise. In addition to resolution of operational issues, the maintenance and support also provides lifecycle planning and compliance adherence. Lastly, the support and maintenance contain security enhancements that are critical to the security of JEA's infrastructure.

JEA IFB/RFP/State/City/GSA#: 012-19
Purchasing Agent: Dambrose, Nickolas Charles (Nick)
Is this a ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
HEWLETT PACKARD ENTERPRISE COMPANY	SAL DIPASQUALE	sal.dipasquale@hpe.com	8000 Foothills Blvd, Roseville CA 95747	(201) 207- 1403	\$2,275,740.92

Amount for entire term of Contract/PO: \$2,275,740.92
Award Amount for remainder of this FY: \$379,245.15
Length of Contract/PO Term: Five (5) Years
Begin Date (mm/dd/yyyy): 12/01/2018
End Date (mm/dd/yyyy): 11/30/2023
Renewal Options: No Renewals
JSEB Requirement: N/A - Optional
BIDDER:

Name	Amount	Rank	Score
HEWLETT PACKARD ENTERPRISE COMPANY	\$2,275,740.92	1	100

Background/Recommendations:

Advertised 10/25/2018. Four (4) companies attended the mandatory pre-response meeting on 11/01/2018. At Response opening on 11/20/2018, one (1) Response was received. HPE's discount pricing structure put HPE resellers at a disadvantage due to the control of reseller pricing. JEA previously considered this award proprietary and not competitively solicited due to this reason. A Best and Final Offer (BAFO) was not requested due to lack of competition and pricing coming in under the existing contract and budget. A copy of the Response Form and Workbook is attached as backup.

When comparing current pricing with the pricing received, JEA will save an estimated \$24,000.00 annually or (4%) for a total estimated savings of \$123,000.00 over five (5) years. Any additional purchases of new support following the first year of purchase on new equipment and replacement parts during the term of this renewal shall also apply the effective total 40% discount. JEA estimates less than a five percent (5%) of a contract value increase for support on new items during the term of the contract. In addition, the pricing for this renewal will remain fixed for all five (5) years. By locking in a five (5) year agreement, JEA saves an additional \$148,000.00 by eliminating the annual uplift charges. A copy of the savings calculations is attached as backup.

JEA is \$99,259.08 under budget over the five (5) year term.

Request approval to award a five (5) year contract to Hewlett Packard Enterprises to provide Infrastructure support and maintenance in the amount of \$2,275,740.92, subject to the availability of lawfully appropriated funds.

Manager: Williams, Clint – Mgr, Technical Services
Director: Traylor, Kim A. – Dir Network & Telecommunication Services
VP: Cosgrave, Paul J. - VP & Chief Information Officer

APPROVALS:

 11/29/18
 Chairman, Awards Committee Date

 11/29/18
 Manager, Capital Budget Planning Date