



AWARDS COMMITTEE MINUTES

Awards Committee met on **December 20, 2018**, in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 10:03 a.m. Members in attendance were Jenny McCollum as Chairperson, Kristina Quarterman 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, Baley Brunell, Thurman McGlothlin, Melanie Newton-Green, Matt Poteet, Maurice Scarboro, Rodney Lovgren, Colin Roddy, Maria Betancur, Elizabeth DiMeo, Elaine Selders, Lisa Pleasants, Chrissy Nunziato, Oliver Domingo, Carl Becker, Rita Scott, William Breadon, James E. Bryant

Awards:

1. Approval of the minutes from the last meeting (12/13/2018). **APPROVED**
2. Request approval for contract renewal to Blue Cross Blue Shield of Florida Inc. for Group Medical ASO with PBM services and Stop-Loss Insurance for the employees and retirees of JEA in the amount of \$31,687,539.72, with a new not-to-exceed amount of \$63,988,133.72, subject to the availability of lawfully appropriated funds from the Self-Insured Plan. **APPROVED w/Discussion**
3. 3.142-18 Request approval to award a five (5) year contract to Workspend, Inc. for Managed Services Provider (MSP) services and a Vendor Management Solution (VMS) in the amount of \$85,532,231.75, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**
4. 112-18 – Request approval to award a contract to Mott MacDonald Florida LLC for engineering services for the 5th St. W. – Imeson Rd to Melson Ave – Trans – New Force Main Project in the amount of \$820,853.00, subject to the availability of lawfully appropriated funds. **APPROVED**
5. 024-19 – Request approval to award three (3) contracts to Zabatt Power Systems in the amount of \$5,783,771.15, Cummins Power South in the amount of \$819,589.55 and Ring Power Corporation in the amount of \$151,800.00 for the installation of forty-six (46) generators for the JEA lift stations, for a not-to-exceed amount of \$6,755,160.70, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**
6. Request approval to award a contract to Orlando Freightliner in the amount of \$529,300.00, Maudlin International Truck Company in the amount of \$339,177.00, and Tom Nehl Truck Company in the amount of \$262,930.00, for a combined purchase of eight (8) vehicles within the heavy duty vehicle class categories for a not to exceed amount of \$1,131,407.00, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**

7. Request approval a change order to increase funds with North Florida Western Star, Inc. for maintenance and repair services for the JEA Freightliner fleet in the amount of \$42,663.35, for a new not-to-exceed total of \$928,667.29, subject to the availability of lawfully appropriated funds.
APPROVED

Ratifications: N/A

Informational Items: N/A

Public Comments: N/A

Adjournment: 10:36 a.m.



Formal Bid and Award System

Award #2 December 20, 2018

Type of Award Request: RENEWAL
Request #: 6450
Requestor Name: Becker, Carl R. - Manager Benefits Services
Requestor Phone: (904) 665-7850
Project Title: Group Medical ASO, PBM and Stop-Loss Plan
Project Number: A0102
Project Location: JEA
Funds: Self-Insured Plan
Budget Estimate: N/A

Scope of Work:

The services are to provide Administrative Services Only (ASO) with network access, Pharmacy Benefits Management (PBM) services and Stop-Loss Insurance to administer various PPO medical plans for the employees and retirees of JEA. These services will continue to include integrated self-insured funding arrangements, medical network access and a claims administration program that includes disease management and utilization review services that adheres to federal regulations and industry standards.

JEA IFB/RFP/State/City/GSA#: 043-17
Purchasing Agent: Selders, Elaine Lynn
Is this a ratification?: NO
If yes, explain:

RECOMMENDED AWARDEE(S):

Name	Address	Phone	Amount
BLUE CROSS BLUE SHIELD OF FLORIDA INC	4800 DEERWOOD CAMPUS PKWY, CCR DCC 100, JACKSONVILLE FL 32246	(904) 905-8068	\$31,687,539.72

Amount of Original Award: \$32,300,594.00
Date of Original Award: 08/17/2017
Change Order Amount: \$31,687,539.72
Length of Contract/PO Term: One (1) Year w/ Four (4) - 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 01/01/2019
End Date (mm/dd/yyyy): 12/31/2019
New Not-To-Exceed Amount: \$63,988,133.72
Renewal Options: Yes - Three (3) - 1 Yr. Renewals
JSEB Requirement: N/A - Optional

Background/Recommendations:

Competitively bid and awarded to Blue Cross Blue Shield of Florida Inc. on 08/17/2017 for one (1) year, with four (4) - 1-year renewal options. The original award is attached as back-up.

This request is to execute the first one (1) year renewal. The price for the administrative fee is established for each of the five (5) years of the contract if JEA chooses to renew each year. For 2019 and 2020, the fee is \$39.22 per employee per month (PEPM), a 3.9% increase over 2018. See attached spreadsheet for additional years.

The Stop-loss fee was not established and a new Request for Proposal (RFP) is advertised each year. For 2019, the Stop-loss RFP was advertised on 08/29/2019 and one (1) bid was received from Blue Cross Blue Shield of Florida Inc. The fee increased by 17% from \$17.06 single/\$54.38 family PEPM to \$19.98 single/\$63.69 family PEPM. With Stop-loss insurance, JEA is still responsible for any claim up to \$250,000.00. However, when there is an extraordinary claim, the insurance would cover anything over \$250,000.00.

In addition, the decision was made to drop the Aggregate Excess Loss Coverage for Plan Year 2019, resulting in a cost reduction of \$26,794.00. This type of coverage was dropped due to the low probability of use and the fact that JEA has not used it since the change to a self-funded plan. The overall award drop of \$613,054.28 is due to a number of factors including fewer employees and retirees and plan changes replacing the HRA with HMO and modifying the PPO.

Blue Cross Blue Shield of Florida Inc. will be paid the annual administrative fee of \$1,142,243.28, and the annual stop-loss fee of \$1,182,997.44. The remaining award amount of \$29,362,299.00 is a pass through from Blue Cross Blue Shield of Florida Inc. to medical providers to cover claims throughout the year. If claims are less than the projected amount then the funds will carry over to 2020. The full award amount of \$31,687,539.72 represents a shared cost to JEA, Employees and Retirees. See attached spreadsheet for more details.

Request approval for contract renewal to Blue Cross Blue Shield of Florida Inc. for Group Medical ASO with PBM services and Stop-Loss Insurance for the employees and retirees of JEA in the amount of \$31,687,539.72, with a new not-to-exceed amount of \$63,988,133.72, subject to the availability of lawfully appropriated funds from the Self-Insured Plan.

Director: Maillis, Patricia L. – Dir, Employee Services
VP: Hiers, Angelia R. - Chief Human Resources Officer

APPROVALS:

 _____ 12/20/18
Chairman, Awards Committee **Date**

Manager, ~~Capital Budget Planning~~ Operating Budgets **Date**
 12-20-18



Formal Bid and Award System

Award #3 December 20, 2018

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6347
Requestor Name: Pleasants, Lisa L. - Procurement Category Manager
Requestor Phone: (904) 665-7850
Project Title: Managed Services Provider (MSP) & Vendor Management Solution (VMS) for Contingent Workforce
Project Number: Various
Project Location: JEA
Funds: Capital and O&M
Budget Estimate: \$90,000,000.00

Scope of Work:

JEA currently utilizes six (6) contracts with various staffing agencies to support the need for contingent workers. In order to centralize the reporting, get a better understanding of market data and improve management of the entire procure to pay process JEA wishes to implement a Managed Services Provider (MSP) and a Vendor Management Solution (VMS). JEA expects improved efficiencies and direct savings as a result of this new program.

JEA IFB/RFP/State/City/GSA#: 142-18
Purchasing Agent: Selders, Elaine Lynn
Is this a ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
WORKSPEND, INC.	Manoj Agarwal	manoj@workspend.com	101 Hudson St, Suite 1900 Jersey City, NJ	(800) 770-5973	\$85,532,231.75

Amount for entire term of Contract/PO: \$85,532,231.75
Award Amount for remainder of this FY: \$11,404,297.57
Length of Contract/PO Term: Five (5) Years w/ One - 1-Yr. Renewal
Begin Date (mm/dd/yyyy): 02/01/2019
End Date (mm/dd/yyyy): 1/31/2024
Renewal Options: YES – One - 1-Yr. Renewal
JSEB Requirement: N/A - Optional

BIDDERS:

Name	Original Staffing Goal Markup	Original MSP Markup	Original VMS Markup	Proposal Score	Proposal Rank
RANDSTAD NORTH AMERICA	23.41%	2.15%	0.65%	73.26	1
KNOWLEDGE SERVICES	40.00%	3.00%	1.00%	73.20	2
WORKSPEND, INC.	21.00%	1.00%	0.65%	73.11	3
PONTOON	33.75%	3.00%	1.00%	64.88	4
ZEROCHAOS	34.50%	2.50%	0.50%	63.70	5
ATRIUM	32.15%	2.20%	0.65%	47.83	6
NTECH (SMRTPASS)	27.96%	3.45%	0.80%	42.90	7

Name	BAFO Staffing Goal Markup	BAFO MSP Markup	BAFO VMS Markup	Presentation and BAFO Proposal Score	BAFO Rank
WORKSPEND, INC.	21.00%	1.00%	0.65%	119.23	1
KNOWLEDGE SERVICES	39.00%	3.00%	0.60%	101.20	2
RANDSTAD NORTH AMERICA	22.01%	2.15%	0.65%	101.64	3

Background/Recommendations:

Advertised 09/18/2018. Optional Pre-response meeting held 09/24/2018. At Response opening, JEA received seven (7) Responses. Workspend Inc., Randstad North America and Knowledge Services were short-listed and invited to give presentations on 11/14/2018. Upon completion of the presentations, they were invited to submit Best and Final Offers (BAFO). JEA evaluated the companies on Percentage of Markup, Past Experience, Design Approach and Presentations and deemed Workspend Inc. the highest evaluated Responsive and Responsible Respondent. A copy of the BAFO Response Form is attached as backup.

A Managed Services Provider (MSP) will be in charge of all contingent workers for JEA. They will contract directly with various staffing agencies and those staffing agencies will compete for positions as they become available. This new contingent workforce model will provide JEA with better talent at the best overall cost. The MSP will utilize a Vendor Management Solution (VMS) to manage the overall process, from JEA approval of a new contingent worker to time card management and payment.

In order to prevent disruptions in the current workforce, the MSP will convert the existing staffing agencies to the program first. The existing workforce will still work for their staffing agencies at their current rates. The only difference will be the staffing agencies will hold contracts with the MSP instead of JEA. As a position is vacated or when a new position is needed, JEA will create a requisition through the VMS tool and it will go through the necessary JEA approvals. Then, the MSP will advertise that position to multiple staffing agencies. Those staffing agencies will submit applicants for the position. The MSP will review rates and qualifications and submit a shortlist of applicants to the JEA requisitioner who will choose to select an applicant or move on to an interview phase if desired. Then the MSP will ensure the chosen applicant passes any applicable background/drug screenings required by JEA and complete the onboarding process for badging and any other JEA requirements.

In the past, contracts have been awarded to staffing agencies based on the markup percentages that staffing agencies charge. For instance, JEA currently pays 23.41% markup on pay rates for new hires on the Randstad standard staffing contract, and 33% markup on pay rates for new hires on the Aerotek customer call center staffing contract. Going forward, the MSP will manage the staffing agency markups and charge a small MSP and VMS fee. Workspend Inc. has set an overall markup goal of 21%, plus 1.65% markup for the MSP and VMS fees. JEA will require the MSP to reach this goal within one (1) year of the program implementation. Workspend Inc. estimates a twelve (12) week implementation period. The costs will be monitored over the first year, and savings will be calculated as the new reduced markup is applied. The total projected savings on mark-up for years two (2) – five (5) is \$994,001.90.

In addition to the traditional hiring model, there are a number of contingent workers at JEA who work for 3rd party staffing agencies that are subcontracted by Randstad and Aerotek. In those cases, JEA is paying an additional markup ranging from 4% - 5%. With this new MSP model, that additional markup is eliminated and those various 3rd party staffing agencies will contract directly with the MSP. This 3rd party markup reduction represents an immediate annual savings of \$107,456.35, or \$537,281.75 for the five (5) year contract period.

The JEA Procurement Category Manager will manage this contract and track savings as they occur. The savings will come from various initiatives including improved rates through increased competition, reduced markup, reduced turnover, and reduced extra costs such as overtime and holiday/vacation pay. See attached savings spreadsheet for more details. The MSP will also work with JEA Talent Acquisition to assist with temp-to-hire strategies. The total savings for the five (5) year term equates to \$1,531,283.65.

142-18 - Request approval to award a five (5) year contract to Workspend, Inc. for Managed Services Provider (MSP) services and a Vendor Management Solution (VMS) in the amount of \$85,532,231.75, subject to the availability of lawfully appropriated funds.

Director: McCollum, Jenny Gleeson – Dir, Procurement Services
VP: McCarthy, John P. – VP & Chief Supply Chain Officer

APPROVALS:

 12/20/18
Chairman, Awards Committee **Date**

 12-20-18
Operating Budgets
Manager, ~~Capital Budget Planning~~ **Date**



Formal Bid and Award System

Award #4 December 20, 2018

Type of Award Request: PROPOSAL (RFP)
Request #: 6243
Requestor Name: Betancur, Maria
Requestor Phone: (904) 665-7215
Project Title: Engineering Services for the 5th St. W. – Imeson Rd to Melson Ave – Trans – New Force Main Project
Project Number: 8004781
Project Location: JEA
Funds: Capital
Budget Estimate: \$812,542.00

Scope of Work:

This project consists of the design and engineering services during construction for the installation of approximately 18,500 feet of 16 or 20 inch sewer force main (FM), and 140 feet of 15-inch gravity sewer. This project is to provide additional capacity to dual 12-inch force mains along the project corridor, and to assess and design the removal and replacement (R&R) or retirement of the dual 12-inch lines. The project is being awarded as a design-bid-build.

Currently the majority of the Buckman Wastewater Service area west of I-95 and north of I-10 is connected by a series of 12"/12" dual pipe and 16" single pipe force main segments to the gravity trunk sewer at the Melson/5th Street intersection. The existing force mains are at capacity which has resulted in high head pressures. Peak flow velocities are above 5 feet per second. It is proposed to install a parallel 16" force main from Imeson Road to Melson Avenue to relieve current flows and accommodate future flows from the west side of the service area.

JEA IFB/RFP/State/City/GSA#: 112-18
Purchasing Agent: Kruck, Dan R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
MOTT MACDONALD FLORIDA, LLC	Leslie Samel	leslie.samel@mottmac.com	220 W. Garden Street Suite 700, Pensacola, FL 32502	(850) 484- 6011	\$820,853.00

Amount for entire term of Contract/PO: \$820,853.00
Award Amount for remainder of this FY: \$730,000.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 01/02/2019
End Date (mm/dd/yyyy): Project Completion (Expected: February 2020)
JSEB Requirement: Five percent (5%) Goal

Comments on JSEB Requirements:

C&ES Consultants (MOT Engineering) = 10.85%

Meskel & Associates (Geotechnical) = 15.79%

ERS Corp. (Wetlands/Environmental) = 1.06%

BIDDERS:

Name	Amount	Rank
MOTT MACDONALD FLORIDA, LLC	\$820,853.00	1
GANNET FLEMING INC.	N/A	2
JONES EDMUNDS & ASSOCIATES INC.	N/A	3
CONSTANTINE ENGINEERING INC.	N/A	4
CMTS INC.	N/A	5
CPH INC.	N/A	6
CONSTRUCTION AND ENGINEERING SERVICES CONSULTANT'S INC.	N/A	7

Background/Recommendations:

Advertised on 07/11/2018. Ten (10) prime companies attended the mandatory pre-proposal meeting held on 07/25/2018. At proposal opening on 08/21/2018, JEA received seven (7) Proposals. The public evaluation meeting was held on 10/03/2018 and JEA deemed Mott MacDonald Florida, LLC most qualified to perform the work. A copy of the evaluation matrix and negotiated schedule and fees are attached as backup.

Negotiations with Mott MacDonald were successfully completed. The proposed engineering design fee of \$820,853.00 is one percent (1%) higher than estimated and is deemed reasonable. The engineering fee is sixteen percent (16%) of estimated construction costs. Part of the scope includes a route study to determine the best path through a congested transportation corridor. The fee is based on the worst-case route resulting from the study. If a simpler route is chosen, the fee will be reduced appropriately. JEA has received pricing for services during construction, but is not awarding it at this time due to unknown future availability of JEA staff to perform the work. If services during construction are required, JEA will compare Mott MacDonald's proposed pricing with current JEA costs, and if appropriate, a change order will be brought to the Awards Committee using the current negotiated pricing. Budget will be updated once the construction portion is bid out and awarded.

112-18 – Request approval to award a contract to Mott MacDonald Florida LLC for engineering services for the 5th St. W. – Imeson Rd to Melson Ave – Trans – New Force Main Project in the amount of \$820,853.00, subject to the availability of lawfully appropriated funds.

Manager: DiMeo, Elizabeth A., Mgr Project Management
Director: Conner, Sean M. - Dir, Water, Wastewater & Reuse Treatment
VP: Calhoun, Deryle I. - VP/GM Water Wastewater Systems

APPROVALS:

 12/20/18

Chairman, Awards Committee

Date


operating Budgets
Manager, Capital Budget Planning

12-20-18

Date



Formal Bid and Award System

Award #5 December 20, 2018

Type of Award Request: BID (IFB)
Request #: 6436
Requestor Name: Breadon, William A.
Requestor Phone: (904) 665-4285
Project Title: Purchase and Installation of Generators for JEA Lift Stations
Project Number: 8005064 (Resiliency) & 8005081 (Replacement)
Project Location: JEA
Funds: Capital
Budget Estimate: \$6,946,994.00

Scope of Work:

JEA solicited Bids from three (3) pre-qualified contractors for the supply and installation of forty-nine (49) generators (twenty-nine (29) replacement units and twenty (20) resiliency units) for JEA Lift Stations, WTP, WRF and Service Centers. JEA completes replacements for generators that are twenty-five (25) years old and is installing resiliency units at lift stations without back-up power to prevent Sanitary Sewer Overflows at high flow stations. JEA intends award up to three (3) Contracts with the following pre-qualified local dealers: Zabatt Power Systems, Cummins Power South, LLC and Ring Power Corporation.

The Contractor shall furnish equipment, install, and test a complete, self-contained, automatic standby emergency generator system as specified in the established JEA Standards. The self-contained emergency electric system shall consist of an electric generating unit, which upon interruption of normal power from transformer, will start automatically and, by an automatic transfer switch, will disconnect load from normal supply and connect load to emergency generator. Diesel engine driven electric generator set shall be of the latest commercial type and design with all necessary switchgear and controls. Contractor shall furnish fuel tank, sound attenuated aluminum generator set enclosure, and all accessories necessary for a complete and operable installation.

JEA IFB/RFP/State/City/GSA#: 024-19
Purchasing Agent: Selders, Elaine L.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
ZABATT POWER SYSTEMS	J. Michael Sabatier	sales@zabatt.com	4612 Highway Ave, Jacksonville FL 32254-4124	(904) 421-9825	\$5,783,771.15
CUMMINS POWER SOUTH, LLC	John Duddy	john.duddy@cummins.com	755 Pickettville Road, Jacksonville FL 32220	(904) 838-6532	\$819,589.55
RING POWER CORPORATION	Cliff Mills	cliff.mills@ringpower.com	8050 Philips Hwy, Jacksonville FL 32256	(904) 737-7730	\$151,800.00

Amount for entire term of Contract/PO: \$6,755,160.70
Award Amount for remainder of this FY: \$6,755,160.70
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 12/27/2018
End Date (mm/dd/yyyy): 09/30/2019
JSEB Requirement: N/A - Optional JSEB

BIDDERS:

Name	Bid Amount
ZABATT POWER SYSTEMS	\$7,164,326.23
CUMMINS POWER SOUTH, LLC	\$8,437,508.59
RING POWER CORPORATION	\$8,541,423.63

Background/Recommendations:

Advertised 11/09/2018. Five (5) companies attended the optional pre-bid meeting on 11/16/2018. At Bid opening on 12/11/2018, JEA received three (3) Bids. A copy of the Bid Summary is attached as back-up.

As part of the Storm Resiliency Program, JEA is looking to mitigate the effects of severe weather conditions like the ones brought about by Hurricane Matthew and Irma. Downed power lines are a common occurrence during severe weather conditions and may lead to electric service interruptions to some of JEA’s critical pump stations. The (17) resiliency generators purchased in this solicitation will provide backup generation to critical pump stations.

During fiscal year 2017, JEA began strategically replacing and installing new generators and pumps at lift stations via the formal bid process. During this time, three (3) vendors submitted bids, and JEA awarded contracts to three (3) qualified vendors to ensure that critical timelines were met and the most competitive pricing was received.

For fiscal year 2019, JEA intends to install forty-six (46) generators (twenty-nine (29) replacement units and seventeen (17) resiliency units). The original bid was for forty-nine (49) generators but the bids for the resiliency units exceeded their budget of \$2,200,000.00 for this project. The decision was made to remove three (3) sites from the award to remain under budget. The replacement generators came in under budget at \$4,746,994.00. Below are the details on the award breakdown:

- Zabatt Power forty-one (41) generator units for a total of \$5,783,771.15
- Cummins Power four (4) generator units for a total of \$819,589.55
- Ring Power one (1) generator unit for a total of \$151,800.00

In the past, the workbooks did not specify individual component pricing for the installation. Instead, the total cost per location was requested, making it difficult to compare year over year costs. In order to better understand pricing breakdown and gather better market intelligence for future solicitations, JEA requested separate pricing for the generator, the ATS, the fuel tank and installations. We are currently investigating the possibility of a solicitation for generators where the pricing is locked in for multiple years for just the generators. Once complete, that pricing can be utilized by JEA Facilities, JEA Resiliency and developers that work with JEA.

024-19 – Request approval to award three (3) contracts to Zabatt Power Systems in the amount of \$5,783,771.15, Cummins Power South in the amount of \$819,589.55 and Ring Power Corporation in the

amount of \$151,800.00 for the installation of forty-six (46) generators for the JEA lift stations, for a not-to-exceed amount of \$6,755,160.70, subject to the availability of lawfully appropriated funds.

Manager: Crane, Christopher T. - Manager, Facilities Operations

Director: McElroy, Alan D. - Dir, Operations Support Services


VP: McCarthy, John P. - VP & Chief Supply Chain Officer

APPROVALS:

 12/20/18

Chairman, Awards Committee

Date

 12-20-18

Manager, ^{Operating Budgets}~~Capital Budget Planning~~

Date



Formal Bid and Award System

Award #6 December 20, 2018

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6415
Requestor Name: Roddy, Colin
Requestor Phone: (904) 665-8337
Project Title: JEA FY19 Heavy Duty Vehicle Procurement Acquisition
Project Number: 8005056 & 8005261
Project Location: JEA
Funds: Capital
Budget Estimate: \$1,279,000.00

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to solicit pricing for the purchase of eight heavy duty vehicles within class categories of 131, 133 and 135 for JEA's FY19 requirements. This purchase is for planned and budgeted replacement of JEA's Fleet electric assets (Electric Replacement – 5 units) and JEA's Water assets (Water Replacement – 3 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#: 023-19
Purchasing Agent: Roddy, Colin
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Amount
ORLANDO FREIGHTLINER	Eamon Kelly	EKealy@orlandofreightliner.com	2455 S Orange Blossom Trail, Apopka, FL 32703	\$529,300.00
MAUDLIN INTERNATIONAL TRUCK & TRAILER	Mike O'Brien	mobrien@maudlinintl.com	1881 Pickettville Rd. Jacksonville, FL 32220	\$339,177.00
TOM NEHL TRUCK COMPANY	Dustin Brigman	dustinbrigman@tomnehl.com	417 Edgewood Ave S. Jacksonville, FL 32254	\$262,930.00

Amount for entire term of Contract/PO: \$1,131,407.00
Award Amount for remainder of this FY: \$1,131,407.00
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
ORLANDO FREIGHTLINER	\$1,151,465.00	3	\$1,140,502.00	2
TOM NEHL TRUCK COMPANY	\$625,621.00	1	\$625,621.00	1
MAUDLIN INTERNATIONAL TRUCK & TRAILER	\$349,677.00	0	\$339,177.00	1
NEXTRAN TRUCK CENTER	\$286,674.00	0	\$286,674.00	0

Background/Recommendations:

Advertised 11/09/2018. Two (2) companies attended the first mandatory pre-response meeting on 11/20/2018 and five (5) companies attended the second mandatory pre-response meeting on 11/26/2018. At the Response opening on 12/11/2018, JEA received four (4) Responses.

On 12/11/2018, negotiations were held with the four (4) shortlisted companies, Orlando Freightliner, Maudlin International Truck & Trailer, Tom Nehl Truck Company and Nextran Truck Center. Best and Final Offers (BAFO) were submitted on 12/13/2018, and all three (3) 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 heavy duty 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. For the Class 133 Cargo Reel Truck units 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 131 Electric Walk In Van 18 Feet	Orlando Freightliner	\$336,886.00	\$357,628.00
Group 2: Class 131 Water Walk In Van 22 Feet	Orlando Freightliner	\$168,437.00	\$171,672.00
Group 3: Class 133 3T Cargo Reel Truck	Maudlin International Truck & Trailer	\$333,159.00	\$339,177.00
Group 4: Class 135 14 CUYD Dump Truck	Tom Nehl Truck Company	\$266,310.00	\$262,930.00
	Totals	\$1,104,792.00	\$1,131,407.00

When comparing the proposed winning supplier for each respective grouping, to JEA's last price paid for the same vehicles, the JEA's FY19 purchase price is \$26,615.00 higher or a 2.41% cost increase. The BAFO pricing resulted in a combined cost reduction of \$8,472.00. 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 for Groups one (1) and two (2) and/or the Producer Price Index by Industry: (Producer Price Index Heavy Duty Truck Manufacturing: Trucks, Truck Tractors, and Bus Chassis— 33,001 Pounds or More for Groups three (3) and four (4), JEA will elect to rebid.

Request approval to award a contract to Orlando Freightliner in the amount of \$529,300.00, Maudlin International Truck Company in the amount of \$339,177.00, and Tom Nehl Truck Company in the amount of \$262,930.00, for a combined purchase of eight (8) vehicles within the heavy duty vehicle class categories for a not to exceed amount of \$1,131,407.00, 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** 12/20/18



Operating Budgets
Manager, Capital Budget Planning **Date** 12-20-18



Formal Bid and Award System

Award #7 December 20, 2018

Type of Award Request: CONTRACT INCREASE
Request #: 6472
Requestor Name: Roddy, Colin P.
Requestor Phone: (904) 665-8337
Project Title: Fleet Services Heavy Duty Maintenance and Repair
Project Number: O&M
Project Location: JEA
Funds: O&M
Award Estimate: \$42,663.35

Scope of Work:

This contract was awarded to North Florida Western Star for the services related to the maintenance of the JEA Freightliner heavy duty fleet. This includes, but is not limited to, routine preventative maintenance, corrective maintenance, and regulatory inspections.

JEA IFB/RFP/State/City/GSA#: 011-17
Purchasing Agent: Roddy, Colin Patrick
Is this a Ratification?: YES - This award includes \$16,182.35 of outstanding invoices that are awaiting contract funding in order to be processed.

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
NORTH FLORIDA WESTERN STAR INC. (CATEGORY 2 FREIGHTLINER)	Tom Sivik	GTomsivik@nflwesternstar.com	5040 University Blvd W, Jacksonville, FL 32216	904-861-0779	\$42,663.35

Amount of Original Award: \$572,487.50
Date of Original Award: 12/15/2016
Change Order Amount: \$42,663.35

List of Previous Change Orders

CPA #	Amount	Date
161036	\$57,248.75	04/11/2018
161036	\$175,721.88	05/24/2018
161036	\$80,545.81	10/22/2018

New Not-To-Exceed Amount: \$928,667.29
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): 12/30/2019

Renewal Options: Two (2) – 1 Yr. Renewals
JSEB Requirement: N/A – No JSEB Available

Background/Recommendations:

Originally, bid and approved by Awards Committee on 12/15/2016 in the amount of \$572,487.50 to North Florida Western Star, Inc, for a three (3) year term with two (2) optional one (1) year renewals. A copy of the original award is attached as back-up.

Subsequent increases were processed for a new contract total of \$886,003.94, to allow for JEA's Fleet and Procurement teams reviewed the current maintenance programs and explored areas for improvements to rebid these services.

The maintenance of JEA Freightliner vehicles are split into three separate work scopes. These services cover heavy duty fleet vehicle maintenance, a portion of medium duty vehicle maintenance, and periodic yard checks performed by vendors to proactively find defects and correct.

Since inception of the original agreement, several factors have played into a substantial shift in spending relative to projections:

- Fleet Freightliner vehicles serviced under this contract increased from fifty-four (54) units to 107 units from the original scope. This increase was associated with moving the majority of our heavy duty truck purchases from International to Freightliner because of quality issues. An additional nineteen (19) bread vans were also omitted from the original heavy duty bid, as they were classified under medium duty.
- New vehicle emissions created more costly and more frequent repairs
- Several vehicles had been on warranty and it was difficult to estimate off warranty maintenance
- Conditions of vehicles due to deferred maintenance under the previous vendor proved to be more substantial than previously understood

Based on these factors, this request is for a contract increase to add additional funding in the amount of \$42,663.35, to cover approximately two (2) months of estimated spend allowing JEA's Fleet and Procurement teams to finalize the current rebid which is due back on January 8, 2019. This award includes \$16,182.35 of outstanding invoices that are awaiting contract funding in order to be processed. See attached back-up to support the award total, which determined by using previous contract spend.

It should be noted that Tom Nehl Truck Company dba. North Florida Western Star is currently the only approved authorized manufacturer parts distributor and maintenance provider in NE Florida. Any additional sources will be third party maintenance providers.

Request approval a change order to increase funds with North Florida Western Star, Inc. for maintenance and repair services for the JEA Freightliner fleet in the amount of \$42,663.35, for a new not-to-exceed total of \$928,667.29, 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:

 8/1/2018

Chairman, Awards Committee

Date

Kristina Quar
Operating Budgets
Manager, Capital Budget Planning

12-20-18

Date