

## **AWARDS COMMITTEE MINUTES**

Awards Committee met on **September 12, 2019**, 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, Laure Whitmer as Budget Representative, Miriam Hill as General Counsel Representative; with Deryle Calhoun, Shawn Eads, John McCarthy, Steve Tuten, and Gabor Acs as voting Committee Members;

Lynn Rix, Maurice Scarboro, Dan Kruck, Jason Behr, David King, Rachelle Weir, Heather Beard, Elizabeth DiMeo, Joe Perez, Nathan Woyak, Melanie Newton-Green, Mildred Ventura, Nick Dambrose, Rita Scott, Rodney Lovgren, Josh Parker, Arthur Bides, Olivier Joseph, Bryan Dewberry, Sean Conner, Thaliah Smith, Chrissy Nunziato, William Moore, and Dara Davis

### **Awards:**

1. Approval of the minutes from the last meeting (08/29/2019).
2. 009-19 – Request approval to award a three (3) contract to Garmon Trucking for Debris Management Services in the amount of \$1,105,000.00, subject to the availability of lawfully appropriated funds. **APPROVED w/ DISCUSSION**
3. 121-19 – Request approval to award a contract to FedEx Office for graphics services in the amount of \$652,500.00, subject to the availability of lawfully appropriated funds. **APPROVED w/ DISCUSSION**
4. 119-19 – Request approval to award a contract to J. B. Coxwell Contracting, Inc. for LDP Program - King St. and Shircliff Way Water Main Replacement in the amount of \$987,065.00, subject to the availability of lawfully appropriated funds. **APPROVED**
5. 072-19 – Request approval to award a contract for CEI Services to VIA Consulting Services Inc. in the amount of \$15,000,000.00, Gannett Fleming, Inc. for in the amount of \$10,000,000.00 and Construction & Engineering Services Consultants, Inc. in the amount of \$5,000,000.00, subject to the availability of lawfully appropriated funds. **APPROVED w/ DISCUSSION**
6. 068-19 – Request approval to award a contract to Oracle, Inc. for the implementation, maintenance, support, and training of Capital Asset Management System (CAMS) for a total not-to-exceed amount of \$954,488.00, subject to the availability of lawfully appropriated funds. **APPROVED w/ DISCUSSION**
7. 134-19 – Request approval to award a one (1) year contract to CDWG for the purchase of Dell Equipment and Support in the amount of \$525,076.00, subject to the availability of lawfully appropriated funds. **APPROVED w/ DISCUSSION**

**Informational Item:** N/A

**Ratifications:** N/A

**Public Comments:** N/A

**Adjournment:** 10:20 a.m.



# Formal Bid and Award System

Award #2      September 12, 2019

**Type of Award Request:** CONTRACT INCREASE  
**Requestor Name:** Smith, Thaliah D. - Contract Specialist  
**Requestor Phone:** 904-665-8165  
**Project Title:** Construction Debris Area Maintenance and Disposal  
**Project Number:** 009-19  
**Project Location:** JEA  
**Funds:** Capital & O&M (see attached spreadsheet)  
**Budget Estimate:** N/A

**Scope of Work:**

The purpose of this Invitation to Negotiate (the "ITN") is to select a Contractor (the "Company") that can provide construction debris area maintenance and disposal services (the "Services" or "Work") at the best value and lowest cost to JEA.

Work consists of sorting, loading, transportation and disposal of debris (mostly, dirt, concrete and asphalt) deposited at the Debris Management Site (DMS) for JEA. The DMS work shall also include, but not be limited to providing personnel, vehicles and equipment for the clearing, reduction, removal, disposal and maintenance of all eligible debris, delivered by JEA Water Wastewater Reuse Delivery and Collection Maintenance and Operations group at the DMS.

The Company shall be able to dispose of debris in following methods.

- Beneficial use - recycle debris at Company owned facility
- Dispose of debris that cannot be recycled at the named Landfill.

This project will positively affect the following JEA Measures of Value:

- Environmental Value: This reuse program, will minimize debris landfilled, creating environmental value
- Financial Value: Utilizing third party contractor to process debris, rather than landfilling decreases cost of operations and increase financial value to customer

**JEA IFB/RFP/State/City/GSA#:** 009-19  
**Purchasing Agent:** Rodney D. Lovgren  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
GARMON TRUCKING INC.	Janet Garmon	<a href="mailto:janetgarmon@bellsouth.net">janetgarmon@bellsouth.net</a>	17434 Elsinore Dr. Jacksonville, FL 32226	(904)982-1920	\$805,000.00

**Amount of Original Award:** \$300,000.00  
**Date of Original Award** 03/13/2019  
**Change Order Amount:** \$805,000.00  
**New Not-To-Exceed Amount:** \$1,105,000.00  
**Length of Contract/PO Term:** Three (3) Years w/ Two (2) – 1 Yr. Renewals

**Begin Date (mm/dd/yyyy):** 03/13/2019  
**End Date (mm/dd/yyyy):** 03/12/2022  
**Renewal Options:** Two (2) – 1 Yr. Renewals  
**JSEB Requirement:** Ten Percent (10%) Goal

**Comments on JSEB Requirements:**

Garmon Trucking is a JSEB – 100% of the spend will be JSEB

**Background/Recommendations:**

Originally competitively bid, but awarded via informal purchase on 03/13/2019. A copy of the Response Form is attached as backup. JEA initially made an informal award to Garmon Trucking for a not-to-exceed amount of \$300,000.00, as JEA wanted to evaluate their performance. Garmon's performance has been acceptable since the commencement of work. As of 08/22/2019 JEA has moved 18284 tons, or \$237,685.63 in invoicing at the \$13.00/ton price. The original forecast was to remove 37,000 tons over the three (3) year term.

Previously, JEA did not have debris management as a continuing service so JEA contracted for finite volumes. JEA had been paying Southern Logistics to haul materials to the landfill at \$34.00/ton (which included a landfill tipping fee). As a result of changing this work approach to allowing a hauler to remove materials from JEA's DMS location and beneficially use the materials hauled, JEA was able to reduce the price to \$13.00/ton.

This award request is to award to the three year budget amount. Using this Budget amount at the reduced price, JEA will be able to move 122,778 tons during the performance of the contract (which includes approximately 18k tons already moved). In consideration of the increase in work, Garmon Trucking agreed to a reduction in pricing to \$9.00/ton. There are multiple budget lines used to pay for these services (see attached).

When comparing the historical price of \$34.00/ton to JEA's contract price of \$9.00/ton, there is a \$25.00/ton or a 74% price reduction. JEA is forecasting 122,778 tons of material to be moved over the three year term, for a savings of \$2,612,362.25. To date, based on actual worked completed at the \$13.00/ton price prior to the renegotiation of price, JEA has realized \$383,953.71 in savings. The \$9.00/ton price is now being used and will be used going forward. Prices are fixed for the term of the contract. Savings using the negotiated price of \$9.00/ton through the term of the contract is \$2,612,362.25. The total cost savings for the three years is \$2,996,315.96.

SCM is tracking two savings numbers. Savings to date and Future forecast savings.

- Savings to date is \$383,953.71 =  $(\$34.00 - \$13.00) \times 18284$  tons – 0.5 years savings
- Future savings is \$2,612,362.25 =  $(\$34.00 - \$9.00) \times 104494$  tons – 2.5 years savings
- The total cost savings for the three years is forecast to be \$2,996,315.96.

009-19 – Request approval to award a three (3) contract to Garmon Trucking for Debris Management Services in the amount of \$1,105,000.00, subject to the availability of lawfully appropriated funds.

**Manager:** Rouse, Nathaniel G. - Mgr Sewer Operation & Maintenance  
**Director:** Scheel, Jackie B. - Dir W/WW Reuse Delivery & Collection  
**VP:** Calhoun Jr., Deryle I. - VP/GM Water Wastewater Systems

**APPROVALS:**

 9/12/19

**Chairman, Awards Committee**

**Date**

  
\_\_\_\_\_

**Manager, Capital Budget Planning**

9/12/19

**Date**



## Formal Bid and Award System

Award #3 September 12, 2019

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 6661  
**Requestor Name:** Ryan, Jeannie E.  
**Requestor Phone:** (904) 665-5818  
**Project Title:** Graphic Services  
**Project Number:** 30801  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$464,992.05

### Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor that can provide Graphic Services at the best value to JEA (the "Work"). "Best Value" means the highest overall value to JEA with regards to pricing, quality, design, and workmanship.

The Work will include, but is not limited to, imaging, printed documents, visual aid/presentation materials, posters, letterhead, envelopes, lamination, black and white work and in color, and finishing services. The Work will also include a variety of digital imaging services such as: brochures, flyers, manuals, reports, forms and door hangers, large-format ink jet printed documents that usually are mounted on foam board for display purposes. Lamination and document finishing such as trimming, folding, hole drilling, stapling, padding, and tape binding will also be required. An estimated 2,000+ requests are to be processed annually yielding 2,100,000 units. The selected company will provide the Work entirely off-site with delivery to the JEA facility currently located in downtown, Jacksonville on agreed upon schedules.

This award will impact the following Measures of Value:

- **Community Impact Value:** This contract will allow JEA to communicate directly with the community regarding our services.
- **Customer Impact Value:** This contract will allow JEA to provide individual customers with advanced notice regarding repairs and maintenance that will occur in their neighborhood.
- **Environmental Impact Value:** This contract will allow JEA to communicate environmental best practices to our customers.

**JEA IFB/RFP/State/City/GSA#:** 121-19  
**Purchasing Agent:** Selders, Elaine L.  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
FEDEX OFFICE	Jeremy Pauquette	jeremy.pauquette@fedex.com	7900 Legacy Drive, Plato, TX 75024	(904) 537-6109	\$652,500.00

**Amount for entire term of Contract/PO:** \$652,500.00  
**Award Amount for remainder of this FY:** \$0.00  
**Length of Contract/PO Term:** Three (3) Years w/Two (2) – One (1) Yr. Renewals

**Begin Date (mm/dd/yyyy):** 10/01/2019  
**End Date (mm/dd/yyyy):** 09/30/2022  
**Renewal Options:** YES - Two (2) - One (1) Yr. Renewals  
**JSEB Requirement:** N/A - Optional

**RESPONDENTS:**

Name	First Round	BAFO	Rank	Score
FEDEX OFFICE	\$923,293.95	\$910,902.45	1	95
MINUTEMAN PRESS	\$809,874.00	\$809,874.00	2	79

**Background/Recommendations:**

Advertised on 07/19/2019. Four (4) prime contractors attended the two (2) mandatory pre-response meetings held on 07/24/2019 and 07/29/2019. At response opening on 08/13/2019, JEA received two (2) Responses. JEA evaluated the companies on price, professional experience, company experience, design approach and proximity. FedEx Office and Minuteman Press were short-listed and invited to submit Best and Final Offers (BAFO). FedEx Office was deemed the highest ranked Responsive and Responsible Respondent. A copy of the Response Form and Workbook are attached as backup.

When comparing the price between the current contract and the new contract, it resulted in a twenty-one percent (21%) increase in pricing, or \$45,675.00 annually. The award amount is less than the total response because the workbook included anticipated ad-hoc services that may be required. The amount was determined using previous spend, anticipated ad-hoc services and an annual allowable CPI index increase.

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 cost difference (increase): (\$137,025.00)
- Total sourcing savings: \$12,391.50

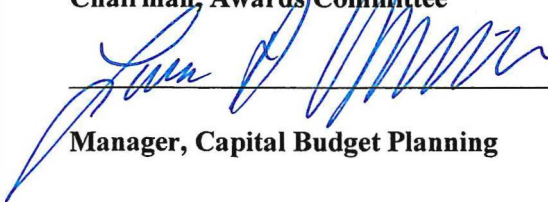
121-19 – Request approval to award a contract to FedEx Office for graphics services in the amount of \$652,500.00, subject to the availability of lawfully appropriated funds.

**Manager:** Crane, Christopher T. - Manager, Facilities Operations  
**Director:** McElroy, Alan D. - Dir, Operations Support Services  
**VP:** McCarthy, John P. - Dir, Supply Chain Management

**APPROVALS:**


9/12/19

Chairman, Awards Committee Date



Manager, Capital Budget Planning Date



## Formal Bid and Award System

Award #4 September 12, 2019

**Type of Award Request:** BID (IFB)  
**Request #:** 6656  
**Requestor Name:** Bides, Arthur R.  
**Requestor Phone:** (904) 665-8515  
**Project Title:** Large Diameter Pipe (LDP) Program - King St. and Shircliff Way Water Main Replacement  
**Project Number:** 8004915  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$1,009,672.00

### Scope of Work:

This solicitation is to request construction services to replace approximately 550 feet of 8-inch and 300 feet of 10-inch Ductile Iron (DI) water main along Barrs Street, and Shircliff Way with 8-inch Cement Lined Ductile Iron (CLDI), and approximately 350 feet of 8-inch Cast Iron (CI) along King Street, with 8-inch CLDI pipe and all associated appurtenances. These water mains are JEA's supply lines for the St. Vincent's Medical Center Riverside.

A risk assessment performed by Arcadis, as part of the LDP Evaluation and Rehabilitation Program, rated the King St. and Shircliff Way water mains as the third highest priority water main project based on the pipe material and age, history of pipe repairs, location of the pipes in relation to key roadways, schools, and hospitals, and the consequences of a pipe failure.

This project supports JEA's four Measures of value by the following:

- **Community Value:** The new water main will provide a reliable water supply for St. Vincent's Medical Center, which is one of Jacksonville's major hospitals and the 7<sup>th</sup> highest individual water user in the JEA water distribution system.
- **Customer Impact Value:** The new water main will increase dependability for a major hospital and provide a reliable source of potable water for the hospital's new cardiovascular center.
- **Environmental Value:** The combination of age of the existing 8-inch CI and 8-inch/10-inch DI water mains and continued deterioration of the pipes possibly resulting in leaks or failures presents evident risk.
- **Financial Value:** The new water main will provide a consistent water supply for St. Vincent's Medical Center, which is one of Jacksonville's major hospitals and the 7<sup>th</sup> highest individual water user in the JEA water distribution system.

**JEA IFB/RFP/State/City/GSA#:** 119-19  
**Purchasing Agent:** King, David  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
J. B. COXWELL CONTRACTING, INC.	Chick Garland	<a href="mailto:estimating@jbcowell.com">estimating@jbcowell.com</a>	6741 Lloyd Road West, Jacksonville, FL 32254	(904) 786-1120	\$987,065.00



**Amount for entire term of Contract/PO:** \$987,065.00  
**Award Amount for remainder of this FY:** \$0.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 10/15/2019  
**End Date (mm/dd/yyyy):** Project Completion (Expected: 06/2020)  
**JSEB Requirement:** Five Percent (5%) Goal  
**Comments on JSEB Requirements:**  
 Donna J. Hamilton, Inc. (Material Supplier) - 5%

**BIDDERS:**

Name	Amount
J. B. COXWELL CONTRACTING, INC.	\$987,065.00
DB CIVIL CONSTRUCTION LLC	\$1,299,485.50
JAX UTILITIES MANAGEMENT, INC.	\$1,379,667.66
JAX UNDERGROUND UTILITIES, INC.	\$1,480,271.60
T B LANDMARK CONSTRUCTION, INC.	\$1,524,911.00
PETTICOAT-SCHMITT CIVIL CONTRACTORS, INC	\$1,679,879.00
CALLAWAY CONTRACTING, INC.	\$1,741,700.00
GRIMES UTILITIES, INC.	\$2,251,669.00

**Background/Recommendations:**

Advertised on 07/18/2019. Ten (10) prime contractors attended the mandatory pre-bid meeting held on 07/23/2019. At Bid opening on 08/27/2019, JEA received eight (8) Bids. J. B. Coxwell Contracting, Inc. is the lowest responsive and responsible Bidder. A copy of the Bid Form is attached as backup.

The award amount of \$987,065.00 is approximately 2.2% lower than the 100% design estimate. The bid amount is deemed reasonable. A budget trend will be submitted to match this award.

The project details are below:

- Original Project Budget: \$405,314.00
  - Engineering Estimate: \$56,775.00
  - Construction Estimate: \$315,416.00
  - Internal JEA Costs: \$33,119.00
- Revised Budget: \$1,213,997.00 (100% Design)
  - Revised Engineering Cost: \$144,325.00 (Jones Edmunds)
  - Revised Construction Cost: \$1,009,672.00
  - Revised Internal JEA Costs: \$60,000.00
- Estimate at Completion: \$1,206,131.00
  - Engineering Cost: \$144,325.00
  - Actual Construction Cost: \$987,065.00
  - Internal JEA Costs: \$74,741.00
- Original Project Schedule:
  - Engineering Completion: January 2018

- Construction Completion: November 2018
- Revised Project Schedule:
  - Engineering Completion: July 2019
  - Construction Completion: April 2020

Major Changes/Issues:

The original planning budget from Arcadis (Engineering firm for LDP Program) did not take into account a number of factors including issues relating to St. Vincent's Medical Center 24 hour emergency vehicle and staff access, geotechnical and subsurface utility engineering required, lack of as-built drawings and very old buried infrastructure. At the 100% Design stage additional unforeseen issues arose including easement requirements due to parts of Shircliff Way and King's St. having been deeded by COJ to St. Vincent's Medical Center. Weekend and night work were also added to the project. Construction materials cost increases were due mainly to addition of restoration work (hardscapes, mill and overlay, paving), and increase in pipe quantities.

119-19 – Request approval to award a contract to J. B. Coxwell Contracting, Inc. for LDP Program - King St. and Shircliff Way Water Main Replacement in the amount of \$987,065.00, subject to the availability of lawfully appropriated funds.

**Manager:** DiMeo, Elizabeth A - Mgr W/WW Project Management  
**Director:** Conner, Sean M. - Dir W/WW Project Engineering & Construction  
**VP:** Calhoun, Deryle I. - VP/GM Water Wastewater Systems

**APPROVALS:**

 9/12/19

**Chairman, Awards Committee** **Date**

 9/12/19

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



## Formal Bid and Award System

Award #5 September 12, 2019

**Type of Award Request:** PROPOSAL (RFP)  
**Requestor Name:** Dewberry, Bryan H. - Manager Project Support & Controls  
**Requestor Phone:** (904) 665-6447  
**Project Title:** Water/Wastewater Construction Engineering Inspection Services (CEI)  
**Project Number:** Various  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$30,000,000.00

### Scope of Work:

The scope of work for this solicitation includes Construction, Engineering and Inspection (CEI) and other related professional services necessary to oversee the construction (by others) of various utility infrastructure improvement projects funded by JEA or others. Some projects may require FDOT Certification.

This award impacts the following JEA's Measures of Value:

- Customer Value - Provides increased CEI services for delivery of W/WW infrastructure projects over the next five years that are critical to meeting customer demand and improve system reliability.
- Financial Value - Increased CEI capacity will enable more aggressive management and delivery of W/WW capital projects in order to meet capital spending targets.

**JEA IFB/RFP/State/City/GSA#:** 072-19  
**Purchasing Agent:** Kruck, Daniel R.  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
VIA CONSULTING SERVICES INC.	Peter Sheridan	psheridan@via-cs.com	10250 Normandy Blvd, Ste 304, Jacksonville, FL 32221	(904) 783-9842	\$15,000,000.00
GANNETT FLEMING, INC.	John Dougherty	jdougherty@gfnet.com	10161 Centurion Parkway North, Suite 300, Jacksonville, FL 32256	(904) 998-9809	\$10,000,000.00
CONSTRUCTION & ENGINEERING SERVICES CONSULTANTS, INC.	Steven Davis	sdavis@candesconsults.com	6432 Baymeadows Road, Suite 100, Jacksonville, FL 32256	(904) 652-1186	\$5,000,000.00

**Amount for entire term of Contract/PO:** \$30,000,000.00  
**Award Amount for remainder of this FY:** \$0.00  
**Length of Contract/PO Term:** Five (5) Years w/Two (2) - 1 Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 10/01/2019

**End Date (mm/dd/yyyy):** 09/30/2024  
**Renewal Options:** Yes – Two (2) – 1 Yr. Renewals  
**JSEB Requirement:** Five Percent (10%) Evaluation Criteria

**Comments on JSEB Requirements:**

VIA Consulting Services Inc  
 VIA is a JSEB

Gannett Fleming, Inc

Alpha Envirotech Consulting Inc. – Safety and Environmental – 2%  
 CSI Geo, Inc. – Geotechnical – 2.5%  
 Four Waters Engineering – Inspection – 3%  
 Meskel and Associates Engineering – Geotechnical – 2.5%

Construction & Engineering Services Consultants, Inc

C&ES is a JSEB

**PROPOSERS:**

Name	Amount	Rank
VIA CONSULTING SERVICES INC.	\$15,000,000.00	1
GANNETT FLEMING, INC.	\$10,000,000.00	2
CONSTRUCTION & ENGINEERING SERVICES CONSULTANTS, INC.	\$5,000,000.00	3

**Background/Recommendations:**

Advertised on 04/09/2019. Fifteen (15) prime companies attended the mandatory pre-proposal meeting held on 04/17/2019. Prior to bid opening JEA received feedback that the minimum qualifications were too strict. JEA revised the minimum qualifications, held a second pre-bid on 05/08/2019 and extended the due date. At proposal opening on 05/21/2019, JEA received three (3) Proposals. The public evaluation meeting was held on 06/10/2019 and JEA deemed VIA Consulting Services, Gannett Fleming, Inc and Construction & Engineering Services Consultants, Inc all qualified to perform the work. A copy of the evaluation matrix and negotiated hourly rates are attached as backup.

Negotiations with the firms were successfully completed. The monthly invoices will be matched to the appropriate capital budget project. The negotiated rates were compared to current rates for temporary personnel through current contracts and deemed reasonable. The hourly rates are fixed for the first year of the contract, then may be increased via a CPI adjustment annually. JEA is awarding this contract to the budget estimated spend.

**Contract Budget Details:**

- Budget Estimate (at the time of Proposal): \$30,000,000.00
  - FY20 Spend: \$6,000,000.00
  - FY21 Spend: \$6,000,000.00
  - FY22 Spend: \$6,000,000.00
  - FY23 Spend: \$6,000,000.00

- FY24 Spend: \$6,000,000.00

072-19 – Request approval to award a contract for CEI Services to VIA Consulting Services Inc. in the amount of \$15,000,000.00, Gannett Fleming, Inc. for in the amount of \$10,000,000.00 and Construction & Engineering Services Consultants, Inc. in the amount of \$5,000,000.00, 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:**

 9/12/19  
Chairman, Awards Committee Date

 9/12/19  
Manager, Operating Budgets Date



## Formal Bid and Award System

Award #6 September 12, 2019

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 6522  
**Requestor Name:** Whitmer, Laure A. - Manager, Capital Budget Planning  
**Requestor Phone:** (904) 665-6774  
**Project Title:** Capital Asset Management Software (CAMS) Purchase, Implementation and Training  
**Project Number:** 8004981  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$1,800,000.00

### Scope of Work:

This purchase is for a Capital Asset Management Software (CAMS) Implementation, and training to enable the efficient delivery of capital assets and support the Enterprise Asset Management (EAM) initiative. The capital asset project delivery groups currently rely on a system of spreadsheets, access databases, email, ad-hoc reports and a network drive to manage all aspects of project management and capital asset delivery at JEA. The information and business requirements to deliver even a small capital project are significant and not suited to management by email or spreadsheets. This solution will accommodate current JEA work processes required to deliver capital projects.

This project will impact the following JEA Measures of Value:

- Financial and Customer-** This purchase seeks to improve JEA's financial value with the efficiencies above for better management of capital asset projects.

**JEA IFB/RFP/State/City/GSA#:** 068-19  
**Purchasing Agent:** Dambrose, Nickolas C.  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
ORACLE, INC.	Cory Davis	cory.davis@oracle.com	500 Oracle Parkway Redwood Shores, CA 94065	(425)- 890 2168	\$954,488.00

**Amount for entire term of Contract/PO:** \$954,488.00  
**Award Amount for remainder of this FY:** \$0  
**Length of Contract/PO Term:** Three (3) Years w/One (1) - One (1) Yr. Renewal  
**Begin Date (mm/dd/yyyy):** 09/06/2019  
**End Date (mm/dd/yyyy):** 09/05/2022

**Renewal Options:** YES - One (1) - One (1) Yr. Renewal  
**JSEB Requirement:** None. No JSEBs available.  
**Comments on JSEB Requirements:** N/A

**RESPONDENTS:**

Name	First Round	Disqualified?	BAFO	Rank	Additional Negotiations
PM WEB	\$1,121,500.00	YES	\$1,052,440.00	N/A	N/A
ORACLE, INC.	\$1,760,116.40	NO	\$1,665,765.20	1	\$1,492,922.00
HEXAGON	\$1,633,047.16	NO	\$2,026,570.90	2	N/A

**Background/Recommendations:**

Prior to bid solicitation, JEA completed a formal request for information (RFI) and demonstrations to gather business requirements and supplier information and received steering committee approval.

Advertised ITN on 03/11/2019. Five (5) prime contractors attended the optional pre-Response meeting held on 03/18/2019. At response opening on 04/16/2019, JEA received three (3) Responses. In addition to price, the supplier Responses were also evaluated on Past Performance, Professional Staff Experience, Ability to Meet the Business Requirements, and the suppliers' Design Approach and Workplan. PM Web, Hexagon and Oracle, Inc. were short-listed and invited to present their solutions to the evaluation team. Upon completion of the vendor presentations, it was determined that PM Web's Solution did not satisfy JEA's data information security requirements and was subsequently disqualified. A copy of the BAFO Response Form and Workbook and additional negotiated pricing documents are attached as backup.

JEA's current capital asset management process is very manual, time consuming, and laborious for JEA staff. The information and business requirements to deliver even a small capital project are significant and not suited to management by email or spreadsheets. The proposed solution offers excellent organization, tracking and reporting features that will be beneficial to not only JEA but to our customers and vendors. JEA expects to gain the following key efficiencies from this purchase

- Formalize project management processes and procedures
- Allow the use of automated workflow to drive behavior and processes
- Increase the transparency of capital projects
- Consolidate all capital asset project delivery information (design drawings, communications, schedules, estimates, invoices, permits, etc.) in one centralized area (i.e., document control)
- Integrate with JEA systems to bring all capital project information into one system, thereby minimizing data silos and potentially allowing the replacement of some systems
- Connect all groups who play a role in capital asset delivery
- Enable better reporting of capital project metrics to include financial, schedule and ball-in-court
- Enable the automation of many project management processes
- Allow streamlined communication and exchange of information with consulting engineers and contractors

Oracle, Inc. submitted a BAFO that improved their original Implementation and training pricing by \$212,792.90. Subsequent to the submission of the Best and Final Offer (BAFO), JEA engaged in additional negotiations with Oracle, Inc. for an additional savings of \$116,304.50 for a total reduction of \$329,097.40 from the original offer. This award total of \$954,488.00 includes all costs pertaining to implementation training and travel only.

The software licensing cloud subscription costs for this solution are \$179,478.00 annually or \$538,434.00 over three (3) years. JEA will be locked in at this price for optional annual renewals in years two (2) and three (3). The year four (4) optional annual renewal will increase by ten (10%) percent. The software licensing cloud subscription is not a multiyear commitment past year one (1) and therefore this shall be

awarded informally and separately on an annual basis. The license count and scope was changed for the BAFO so the original offer is not comparable to the final offer however following the receipt of the BAFO JEA further negotiated a reduction of \$40,512.90 annually on software licenses for a total savings of \$121,538.70 over three years.

This purchase has already been approved by Technology Projects Committee (TPC) and has come in under budget

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 cost difference: N/A

\* Total sourcing savings: \$450,636.10

068-19 – Request approval to award a contract to Oracle, Inc. for the implementation, maintenance, support, and training of Capital Asset Management System (CAMS) for a total not-to-exceed amount of \$954,488.00, subject to the availability of lawfully appropriated funds.

**Manager:** Whitmer, Laure - Mgr Capital Budget Planning

**VP:** Wannemacher, Ryan F. – Chief Financial Officer

**APPROVALS:**

 9/12/19  
\_\_\_\_\_  
**Chairman, Awards Committee** **Date**

 9/12/19  
\_\_\_\_\_  
**Manager, Capital Budget Planning** **Date**





## Formal Bid and Award System

Award #7 09/12/2019

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 6683  
**Requestor Name:** Anderson, Bonnie J. – System Administrator, 30902 - Operations & Help Desk Support  
**Requestor Phone:** (904) 665-7761  
**Project Title:** Dell Equipment Purchase and Support  
**Project Number:** 8003504, and 8005264  
 20 units of Latitude 7400 2-in-1 laptops shall be funded from the following sources:  
 8005247 (10 only), 8005282 (10 only)  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$440,000.00  
**Scope of Work:**

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor that can provide Dell Equipment, which includes 245 laptops, 80 tablets, 120 docking stations, 80 keyboards and 130 cases and other equipment, and provide the best value to JEA.

This purchase impacts the following JEA measures of value:

**Customer Value:** This purchase enables JEA to upgrade its existing aged and out of warranty laptops and their corresponding operating system from Windows 7 to Windows 10. Upgrading the operating system as well as the equipment will provide field employees with the latest technology and increase productivity enabling them to do their jobs faster and more efficiently.

**JEA IFB/RFP/State/City/GSA#:** 134-19  
**Purchasing Agent:** Dambrose, Nickolas Charles (Nick)  
**Is this a ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
CDW GOVERNMENT LLC	JOHN VRABLICK	JOHNVRA@CDWG.COM	75 REMITTANCE DR STE 1515, CHICAGO IL 60675-1515	(877) 312- 9184	\$525,076.00

**Amount for entire term of Contract/PO:** \$525,076.00  
**Award Amount for remainder of this FY:** \$525,076.00  
**Length of Contract/PO Term:** One-Time Purchase w/ Three (3) Year Maintenance  
**Begin Date (mm/dd/yyyy):** 09/12/2019  
**End Date (mm/dd/yyyy):** One-Time Purchase w/ Three (3) Year Maintenance  
**JSEB Requirement:** N/A - Optional

**RESPONDENTS:**

Name	Original Amount	Original Rank	BAFO Amount	BAFO Rank
CDW GOVERNMENT, LLC	\$513,768.45	2	\$525,076.00	1
NETSYNC NETWORK SOLUTIONS INC	\$669,211.75	3	\$705,612.80	2
VOLOGY	\$485,335.85	1	\$709,476.00	3
IMPERIUM DATA NETWORKS LLC	\$692,607.05	4	\$717,430.00	4

**Background/Recommendations:**

Advertised on 08/21/2019. At Response opening on 08/30/2019, JEA received four (4) Responses. CDWG, Netsync, Vology, and Imperium were short-listed and invited to submit Best and Final Offers (BAFO). JEA evaluated the companies on price only and CDWG is deemed the lowest responsive and responsible Respondent. Lead times for on-time delivery of the Dell Equipment were also validated for each proposal. The Dell Equipment shall be delivered on or before September 27<sup>th</sup> 2019 to allow use of FY19 funding. A copy of the Response Form and Workbook are attached as backup.

This purchase provides Dell Equipment necessary to upgrade JEA's existing out of warranty laptops and tablets. In addition, this equipment enables JEA to upgrade its existing operating system from Windows 7 to Windows 10. Windows 7 is end of life in January 2020. This contract includes three (3) years of standard maintenance and support with all hardware components.

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. JEA added an additional twenty (20) Latitude 7400 2-in-1 laptops during the BAFO process accounting for the increase in over pricing. The difference in lower BAFO rates from CDW in comparison with the original quantity requested accounts for a sourcing savings of \$19,209.25.

\* Total cost difference: N/A

\* Total sourcing savings: \$19,209.25


It should be noted, upon completion of the BAFO process, Vology's original pricing submission was determined to be invalid per Dell's pricing agreement with its re-sellers.

The award amount is approximately 19% higher than the estimate. Approximately seven percent (7%) of the overage comes from the addition of twenty (20) Latitude 7400 2-in-1 laptops from the original purchase which were not included in the original estimate. Also JEA has never purchased this specific model of equipment before, the estimate was based on prior history of best lessor models and similar discounts. A new budget trend will be submitted.

134-19 – Request approval to award a one (1) year contract to CDWG for the purchase of Dell Equipment and Support in the amount of \$525,076.00, subject to the availability of lawfully appropriated funds.

**Manager:** Quarterman, Diane - Mgr Operations & Help Desk Support  
**Director:** Datz, Stephen H. – Dir IT Infrastructure & Compliance Assurance  
**VP:** Eads, Shawn – VP & Chief Information Officer

**APPROVALS:**

 \_\_\_\_\_ 9/12/19

**Chairman, Awards Committee** **Date**

 \_\_\_\_\_ 9/12/19

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