

AWARDS COMMITTEE MINUTES

Awards Committee met on **November 7, 2019**, in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 10:02 a.m.

Members in attendance were Jenny McCollum as Chairperson, Kristina Quarterman as Budget Representative, Miriam Hill as General Counsel Representative; with Deryle Calhoun, Alan McElroy, Steve Tuten, Caren Anders, and Jesus Garcia as voting Committee Members;

Lynn Rix, Jason Behr, Dan Kruck, Nick Dambrose, Joe Perez, Rodney Lovgren, Lisa Pleasants, Nathan Woyak, Elaine Selders, Landon Todd, Melinda Ruiz-Adams, Thaliah Smith, Heather Beard, Carl Becker, Kenny Pearson, Katura Owens, Deb Hopkins

Awards:

1. Approval of the minutes from the last meeting (10/31/2019). **APPROVED**
2. Request approval to award one (1) contract to AWC Inc in the amount of \$3,750,000.00 to provide Maintenance, Repair and Operations (MRO) materials subject to availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
3. **DEFERRED** - Request approval for a one (1) year renewal to award CLEAResult Consulting, Inc. for JEA's Customer Battery Rebate Program in the amount of \$500,000.00, for a new not to exceed amount of \$800,000.00, subject to the availability of lawfully appropriated funds.
4. **DEFERRED** - Request approval to award a contract ratification to Sunbelt Rentals Inc., for the rental of vehicles and specialty equipment, in the amount of \$90,000.00 for a new not-to-exceed total of \$484,172.36, subject to the availability of lawfully appropriated funds.
5. Request approval to award a contract to Zycus, Inc. for the implementation, maintenance, support, and training of e-Sourcing and Contract LifeCycle Management Solution for a total not-to-exceed amount of \$788,037.00, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
6. **DEFERRED** - Request approval to award a change order to Mechanical Dynamics & Analysis, Inc. for major maintenance of steam turbines, boiler feed pump turbines, generators and turbine valves in the amount of \$700,000.00, for a new not-to-exceed amount of \$32,032,000.00, subject to the availability of lawfully appropriated funds.
7. Request approval to award a two (2) year contract renewal to Solstice Benefits, Inc. for dental insurance in the amount of \$2,887,454.64, for a new not-to-exceed amount of \$7,190,544.00, which will be funded by JEA employees. **APPROVED/W DISCUSSION**
8. 020-16 - Request approval to award two (2) Contract Increases for environmental testing services to Grace Consulting Inc. in the amount of \$198,436.00 and Ambient Air Services, Inc. in the amount of \$10,640.00, for a new total award not-to-exceed amount of \$765,043.63, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**

Informational Item: N/A

Ratifications: N/A

Public Comments: N/A

Adjournment: 10:30 a.m.



Formal Bid and Award System

Award # 2 November 7, 2019

Type of Award Request: REQUEST FOR QUALIFICATION (RFQ)
Request #: N/A
Requestor Name: Lovgren, Rodney D.
Requestor Phone: (904) 665-6631
Project Title: Maintenance, Repair and Operations (MRO) Material Blankets
Project Number: Various
Project Location: JEA
Funds: O&M
Award Estimate: \$3,750,000.00

Scope of Work:

JEA has previously issued an open qualification to invite vendors to submit discount pricing to JEA to provide Maintenance, Repair and Operations (MRO) materials on blanket orders, in lieu of and in concert with Purchasing cards (P-cards).

Blanket Purchase Orders facilitate the buying of materials on a per-release basis and tracking in the Enterprise Resource Planning (ERP) system, in an expedited process as compared to pricing a purchase order or contract.

JEA IFB/RFP/State/City/GSA#: 165849
Purchasing Agent: Lovgren, Rodney Dennis
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
AWC, INC.	Thomas Johnson	thomas.johnson@awc-inc.com	11653 Central Pkwy, Suite 210, Jacksonville, FL 32224	(904) 559-4293	\$3,750,000.00

Amount for entire term of Contract/PO: \$3,750,000.00
Award Amount for remainder of this FY: \$687,500.00
Length of Contract/PO Term: Five (5) Years w/Two (2) – 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 10/31/2019
End Date (mm/dd/yyyy): 10/30/2024
Renewal Options: YES – Two (2) – 1 Yr. Renewals
JSEB Requirement: N/A - Optional
Background/Recommendations:

Previously awarded informal blanket purchase agreements to support processing orders on blankets in lieu of P-cards in order to aggregate spend and facilitate ordering.

AWC is providing to JEA discounts off list price based on product group and negotiated agreements with manufacturers, several of which AWC is the sole provider for the region. The materials purchased either off P-card or blankets, will be limited to \$10,000.00 per purchase.

There is range of discounts offered off list pricing by supplier. The table below summarizes the discounts.

Manufacturer	Product Group Descriptions	Discount Structure
ABB	Pressure Meters	30%
ABB	Water Flow Meters	45%
Mission SCADA	Communication	Specific Price List
Stonel	Valve Communication	7%
United Electric	D/P Gauges	28%
Wika	Gauges	23%
Siemens	Simatic, Sentron	1-89% (Most items are in the 15-50% range.)

Based on a market basket evaluation of products purchased from AWC over the last fiscal year, JEA receives a wide range of discounts, using actual spend from FY19 with discounts applied, the FY19 cost avoidance on purchase orders made was \$102,854.12 (not including P-card transactions). Over the five-year term, an estimated \$500,000.00 cost avoidance will be realized.

The award amount was calculated using the last FY spend and forecasting over five (5) years. Note, these MRO qualification agreements are non-requirements contracts that cover the whole organization. The approval to spend the funds takes place on the requisition at approval from the approved fiscal year budget. A listing of historical spend accounts has been attached to this award as back up.

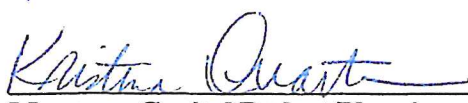
AWC has gained concurrence from Siemens, limiting average price increase to 3% per year for non-phased-out products and 5% per year for announced product classes that are end of life (being phased-out).

Request approval to award one (1) contract to AWC Inc in the amount of \$3,750,000.00 to provide Maintenance, Repair and Operations (MRO) materials subject to availability of lawfully appropriated funds.

Manager: Ruiz-Adams, Melinda M. - Manager Business Operations
Director: Vu, Hai X. - Dir W/WW & Reuse Treatment
VP: Calhoun Jr., Deryle I. - VP/GM Water/Wastewater Systems

APPROVALS:


Chairman, Awards Committee 11/7/19 Date


Manager, Capital Budget Planning-
Operating Budgets 11/7/2019 Date



Formal Bid and Award System

Award #5 November 7, 2019

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6582
Requestor Name: Woyak, Nathan J. - Procurement Category Manager
Requestor Phone: (904) 665-6155
Project Title: Procurement E-Sourcing and Contract Lifecycle Management Cloud SaaS Software Solution License Subscription Purchase, Implementation, and Integration
Project Number: Capital Project 8006188, O&M Year 2 and 3, HEB0600
Project Location: JEA
Funds: Capital (Year 1, \$396,279.00) and O&M (Year 2 and 3, \$391,758.00)
Budget Estimate: \$800,000.00

Scope of Work:

This request is for the purchase, implementation, and integration of a cloud SaaS procurement e-sourcing and contract lifecycle management software solution for the use of JEA's internal procurement team, JEA non-procurement business users, and external suppliers.

JEA expects to gain the following key efficiencies from this purchase

- Automate and accelerate sourcing processes, ensure fact-driven decision-making and consistent sourcing event outcomes.
- Formalize project management processes and approvals
- Allow the use of automated workflow to drive behavior and processes
- Enable a central repository for all Procurement and Contract documents
- Provide a comprehensive platform for automating all aspects of supplier performance and supplier management for a collaborative & innovative relationship with suppliers.
- Simplify and accelerate complex legal financial and other interactions with suppliers.

This purchase impacts the following JEA value(s):

Financial Value: A conservative 10% incremental improvement from e-sourcing equates to a savings of \$1.1M in additional annual savings through enabling more efficient internal procurement processes and by facilitating the competitive bid process for external suppliers.

Community Value: Provides the JEA Supplier Community improved solicitation and contractual easy to use services.

JEA IFB/RFP/State/City/GSA#: 100-19
Purchasing Agent: Dambrose, Nickolas C.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
Zycus, Inc.	Nicole McCall	Nicole.Mccall@zycus.com	103 Carnegie Center, Suite 321 Princeton, NJ 08540	(864)- 414 9339	\$788,037.00

Amount for entire term of Contract/PO: \$788,037.00
Award Amount for remainder of this FY: \$396,279.00
Length of Contract/PO Term: Three (3) Years with Two (2) Optional One (1) Year Renewals
Begin Date (mm/dd/yyyy): 11/15/2019
End Date (mm/dd/yyyy): 11/14/2022
Renewal Options: YES - Two (2) – Optional One (1) Yr. Renewal
JSEB Requirement: None. No JSEBs available.

RESPONDENTS:

Name	First Round	BAFO	Rank	Disqualified	Final Rank
SYNERTRADE, INC.	\$570,950.00	\$432,000.00	1	Yes	Disqualified
ZYCUS, INC.	\$788,037.00	\$788,037.00	2	No	1
COBBLESTONE	\$473,378.00	\$801,744.06	3	N/A	2
NITOR/IVALUA	\$1,267,581.00	N/A	4	No	N/A
BONFIRE	N/A	N/A	N/A	Yes	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 5/20/2019. Five (5) prime companies attended the optional pre-Response meeting held on 5/30/2019. At response opening on 06/25/2019, JEA received five (5) 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. Cobblestone, Synertrade, and Zycus were short-listed and invited to present their solutions to the evaluation team. Following the shortlist written and presentation scoring completion Synertrade was ranked number one (1) and JEA issued an intent to award pending an additional two (2) day Proof of Concept (POC) workshop with JEA. Upon completion of Synertrade's POC with JEA, Synertrade's solution was determined to not satisfy all of JEA's business requirements. Synertrade protested and requested a hearing with the chief procurement officer (CPO) for reconsideration of Synertrade's prototype solution for award. JEA declined Synertrade's request per the attached letter. The new highest ranking company Zycus also completed a two (day) POC workshop and was determined to meet all of JEA's requirements and thus a new intent to award was issued to Zycus. A copy of the Zycus BAFO Response Form and Workbook are attached as backup.

JEA's current e-Sourcing and Contract Life Cycle Management process is very manual and time consuming for JEA procurement staff and business users. The information and business requirements to manage e-Sourcing and Contract Lifecycle Management are significant and require the use of multiple systems, manual emails, spreadsheets, and notifications. The proposed solution offers better organization, tracking, notification, reporting, E-Sourcing, and Contract Life Cycle Management features that will be beneficial to not only JEA procurement but to our internal customers and vendors.

The Cloud subscription based software solution includes licenses for 30 Procurement Power Users and 100 business/evaluator users. The solution also includes the following components and implementation for:

- eSourcing Solution (iSource), Electronic sourcing (RFx) and reverse auctions
- Contract Management Solution (iContracts) Contract repository and Contract Authoring
- iRequest -support for non-procurement users to initiate requests and provide requisite information and approval workflow
- Supplier Information Management Solution (iSupplier) with supplier onboarding, supplier information management, advanced search, Supplier self-service portal
- Project Management (iManage) Project Management and Task Tracking
- Supplier Performance Management Solution (iPerform) (Price when purchased with iSupplier) with KPI tracking, score carding, performance measurement, alerts, internal/external surveys, portal for supplier self-management
- Spend Analysis Solution (AutoClass, iAnalyze,) Classification and Reporting of up to 1.5 Billion in annual spend with monthly refreshes and with one (1) year of historical spend. Vendor normalization and parent/child enrichment of suppliers representing up to 90% of spend. Solution includes spend miner, spend monitoring, & unlimited users. Data is in English.
- Zycus Mobile Apps Included for licensed users
- iConsole - is the Zycus product which serves as a gateway for all data integrations to and from the Zycus application suite
- Single Sign-On and Oracle Integration
- Included one onsite class per solution within the base implementation fee. Additional onsite classes are \$7,500 each if needed. Post go live onsite support included in the bid is 4 weeks. More is available at \$5,000/week if needed.


The cost of the solution is a one-time Implementation and integration cost of \$180,400.00, training and 4 weeks of post go live support of \$20,000.00 and three (3) years of annual licenses cloud subscription at \$195,879.00 per year which includes support and maintenance. An optional item includes a \$5 per document DocuSign add on through Zycus however JEA will likely explore options directly with DocuSign to add this feature and therefore this cost is not included in the award. Zycus, Inc. submitted a Best and Final Offer (BAFO) that did not improve their original pricing. Zycus did not reduce their price in the BAFO round primary due to JEA adding scope for additional business user licenses however Zycus did keep their pricing the same with the additional licenses. This purchase has been approved by JEA's Steering Committee and will be present to Technology Projects Committee (TPC) as an informational item.

100-19 -Request approval to award a contract to Zycus, Inc. for the Procurement E-Sourcing and Contract Lifecycle Management Cloud SaaS Software Solution License Subscription Purchase, Implementation, and Integration for a total not-to-exceed amount of \$788,037.00, subject to the availability of lawfully appropriated funds.

Manager:	Woyak, Nathan J. - Procurement Category Manager
Director:	Van Den Heuvel, Sharon - Dir ERP Systems
VP:	Eads, Shawn W. - VP & Chief Information Officer

APPROVALS:

	11/7/19
Chairman, Awards Committee	Date

	11/7/2019
Manager, Capital Budget Planning <i>Operating Budgets</i>	Date



Formal Bid and Award System

Award #7 November 7, 2019

Type of Award Request: RENEWAL
Request #: 6714
Requestor Name: Becker, Carl R. - Mgr Benefits Services
Requestor Phone: (904) 665-7985
Project Title: Group Dental Insurance Carrier for Employee Benefits
Project Number: 232005 – Self-Insurance Fund
Project Location: JEA
Funds: O&M
Budget Estimate: N/A

Scope of Work:

In accordance with Chapter 126, Part 3, of the Jacksonville Municipal Code, JEA is soliciting competitive proposals with this Request for Proposal (RFP), to provide a Group Dental Insurance Plan for all fulltime employees, retirees and their eligible dependents.

JEA IFB/RFP/State/City/GSA#: 095-16
Purchasing Agent: Selders, Elaine Lynn
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
UNITED CONCORDIA/SOLSTICE BENEFITS, INC.	Ansley Astuto/ Laura Wicks	ansley.astuto@ucci.com/ lwicks@solsticebenefits.com	8613 Old Kings Rd S. Jacksonville, FL 32217/ PO BOX 19199, Plantation, FL 33318	(954) 370-4306/(678) 591-1376	\$2,887,454.64

Amount of Original Award: \$1,434,363.12
Date of Original Award: 09/08/2016
Renewal Amount: \$2,887,454.64

List of Previous Change Order/Amendments:

CPA #	Amount	Date
184114	\$2,868,726.24	08/16/2018

New Not-To-Exceed Amount: \$7,190,544.00
Length of Contract/PO Term: One (1) Yr. w/ Four (4) - 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 01/01/2017
End Date (mm/dd/yyyy): 12/31/2021
Renewal Options: NO
JSEB Requirement: N/A - Optional

Background/Recommendations:

Competitively bid and approved by the Awards Committee on 09/08/2016 for one (1) year in the amount of \$1,434,363.12. A two (2) year renewal was approved by the Awards committee on 08/16/2018. The original and renewal awards are attached as back-up.

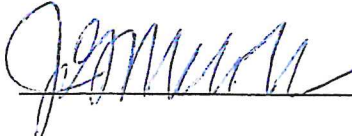
The two (2) awarded vendors partnered to bid on this service in 2016 with United Concordia providing the low and high option PPO plans and Solstice providing the DHMO plan. JEA pays Solstice Benefits, Inc. directly and they pay United Concordia for services rendered. This award has been corrected to show the payment distribution between the two (2) companies. It should be noted that the awarded amount is an estimate based off of current plan usage. The actual estimated breakdown for the two (2) companies is United Concordia for the amount of \$2,543,421.84 and Solstice Benefits for the amount of \$344,032.80.

The initial term for this award was one (1) year, with four (4) optional one (1) year renewals. Originally, United Concordia offered a three (3) year rate and Solstice offered a five (5) year rate guarantee locking in the rates for the employees, eligible dependents and retirees. The rates have been re-negotiated and submitted for the final two (2) years of the contract term. There will be a 3.88% rate increase (negotiated down from seven 7%) on the United Concordia Low Option and High Option PPO plans and a rate reduction of 2.5% on the Solstice DHMO plan. This renewal requests approval to lock in the proposed rates by utilizing the final two (2) year renewal options, which brings the new end date to 12/31/2021. The new agreements and rate guarantee are attached as backup.

Request approval to award a two (2) year contract renewal to United Concordia/Solstice Benefits, Inc. in the amount of \$2,887,454.64, for a new not-to-exceed amount of \$7,190,544.00, subject to the availability of lawfully appropriated funds.


Manager: Becker, Carl R. - Mgr Benefits Services
Director: Maillis, Patricia L. - Dir, Employee Services
VP: Kendrick, Jonathan A. - VP & Chief Human Resources Officer

APPROVALS:

 11/7/19

Chairman, Awards Committee

Date

 11/7/2019

Manager, Capital-Budget-Planning
Operating Budgets

Date



Formal Bid and Award System

Award # 8

November 7, 2019

Type of Award Request: CONTRACT INCREASE
Request #: N/A
Requestor Name: Lafayette, Michael
Requestor Phone: (904) 665-7841
Project Title: Environmental Testing Services for JEA
Project Number: Various (NSGS/BB/KGS/GEC)
Project Location: JEA
Funds: O&M
Award Estimate: N/A

Description of Request:

The purpose of this specification is to procure the services of an environmental testing contractor who is accredited in accordance with the required USEPA (United States Environmental Protection Agency) certification, to perform air emissions testing on Generating Units.

Requisition Number:

JEA IFB/RFP/State/City/GSA#: 020-16
Purchasing Agent: Lovgren, Rodney
Is this a Ratification?: NO

If yes, explain:

RECOMMENDED AWARDEE(S):

Name	Contact Name	Address	Phone	Amount
GRACE CONSULTING INC	Carl Vinyard	920 Tate Blvd SE Ste., 108, Hickory, NC 28602	(828) 345-0309	\$198,436.00
ENVIRONMENTAL SOURCE SAMPLERS, INC.		436 Raleigh Street Wilmington, NC 28412	(910) 799-1055	N/A
AMBIENT AIR SERVICES INC	Joseph L Cooksey	106 Ambient Air Way, Starke, FL 32091	(904) 964-8440	\$10,640.00

Amount of Original Award: \$505,012.75
Date of Original Award: 5/26/2016
Change Order Amount: \$209,076.00

CPA #	Amount	Date
155335	\$45,910.00	11/1/2019
155500	\$5,044.88	6/27/2019

New Not-To-Exceed Amount: \$765,043.63
Length of Contract/PO Term: Five (5) Years w/One (1) - 1 Yr. Renewal
Begin Date (mm/dd/yyyy): 06/1/2016
End Date (mm/dd/yyyy): 05/31/2021
Renewal Options: YES – One (1) Yr. Renewal

JSEB Requirement:

N/A

Comments on JSEB Requirements:

N/A – Specialty Services

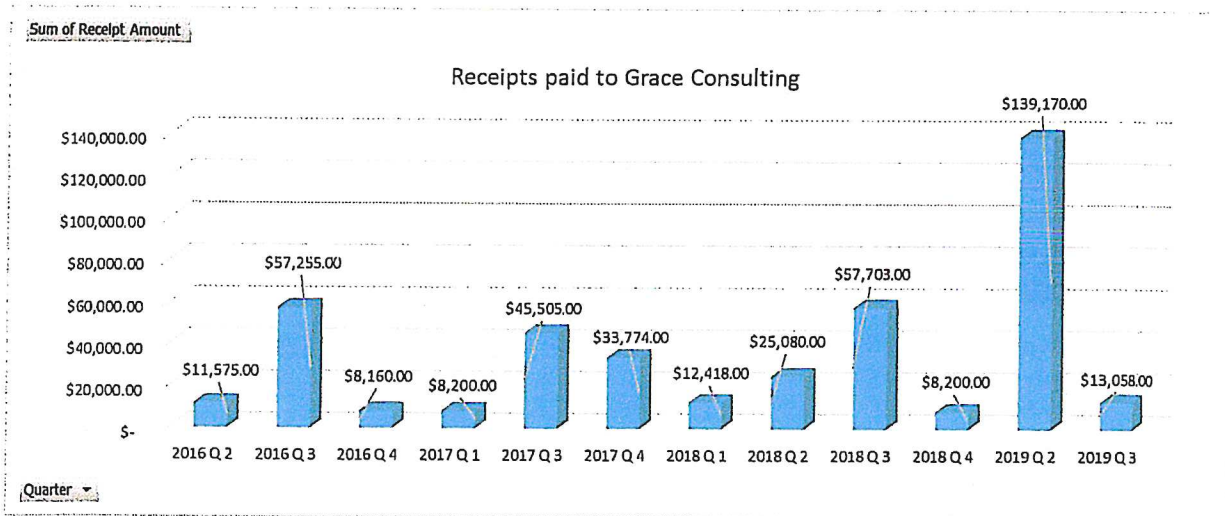
Award Break down:

Name	Original Award Amount	Informal Increase	This Increase	New NTE
GRACE CONSULTING INC. CPA - 155335	\$459,102.51	\$45,910.00	\$198,436.00	\$703,448.51
ENVIRONMENTAL SOURCE SAMPLERS, INC. CPA - 155500	\$22,955.12	\$5,044.88	N/A	\$28,000.00
AMBIENT AIR SERVICES INC. CPA - 155344	\$22,955.12	N/A	\$10,640.00	\$33,595.12

Background/Recommendations:

Originally bid and approved by Awards Committee on 5/26/2016 in the amount of \$505,012.75 to Grace Consulting, Environmental Source Samplers Inc and Ambient Air Services. A copy of the original award is attached as backup.

Since the agreement was signed, Northside Generating Station Unit 1, had a Carbon Monoxide Monitor (CO) failed for several months, during which JEA Grace Consulting to perform stack monitoring, as evidenced by the receipts paid in Q2, 2019. The issue has been corrected; however, it expended the funds at a higher rate than expected.



This change order is to provide additional funds to complete the term of the contract.

020-16 - Request approval to award two (2) Contract Increases for environmental testing services to Grace Consulting Inc. in the amount of \$198,436.00 and Ambient Air Services, Inc. in the amount of \$10,640.00, for a new total award not-to-exceed amount of \$765,043.63, subject to the availability of lawfully appropriated funds.

Manager:

Anderson, Kristin M. - Mgr Combustion Turbines Ops & Maint

Director:

Pineda, Joseph R. - Dir Energy Production CTs

VP:


Anders, Caren B. - VP/GM Energy

APPROVALS:

 11/7/19

Chairman, Awards Committee

Date

 11/7/2019

Manager, ~~Capital Budget Planning~~

Date

Operating Budgets