

JEA AWARDS COMMITTEE
APRIL 23, 2020 MEETING MINUTES

The JEA procurement Awards Committee met on April 23, 2020, via WebEx

WebEx Meeting Number (access code): 474 922 168

WebEx Password: JEAAwardsMeeting.

Members in attendance were Jenny McCollum as Chairperson, Laure Whitmer as Budget Representative, Lawsikia Hodges as Office of General Counsel Representative; with John McCarthy, Joe Orfano, Shawn Eads, Deryle Calhoun, and Gabor Acs as voting Committee Members.

Chair McCollum called the meeting to order at 10:00 a.m., introduced the Awards Committee Members, and confirmed that there was a quorum of the Committee membership present.

Chair McCollum announced that the meeting was being held remotely to slow the spread of the Covid-19 virus and to encourage social distancing and that pursuant to Governor DeSantis' Executive Order 20-69, local governments were allowed to hold public meetings using communications media technology rather than in a physical location. She stated that the JEA Awards Committee meeting was being held by virtual means via WebEx which allows interested persons to view and participate in the meeting remotely. Additionally, Chair McCollum and Shawn Eads reviewed the WebEx meeting instructions and how public comment would be received and taken during the meeting.

Public Comments:

Chair McCollum recognized the public comment speaking period and opened the meeting floor to public comments. No public comments were provided by email, phone or videoconference.

Awards:

Chair McCollum verbally presented the Committee Members with amendments to the proposed April 9, 2020 minutes and April 16, 2020 minutes contained in the board packet. Lawsikia Hodges, OGC representative, confirmed that GSA Award Item 4 from April 16, 2020 minutes is in compliance.

MOTION: John McCarthy made a motion to approve the April 09, 2020 and April 16, 2020 minutes (Award Item 1). The motion was seconded by Deryle Calhoun and approved unanimously by the Awards Committee (5-0).

The Committee Members reviewed and discussed the following Awards Items 2-5:

2. Request approval to award a contract to Presidio Network Solutions for Netmotion licenses and one (1) year of support for remote VPN access in the amount of \$117,921.18, subject to the availability of lawfully appropriated funds.

MOTION: Shawn Eads made a motion to approve Award Item 2 as presented in the board packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

3. 018-19 Request approval to award contract increases to Premier Communications for \$792,500.00, Williams Industrial for \$792,500.00 & Cogburn Bros for \$703,246.67 for Electrical GC Services, in new not to exceed (NTE) amounts of \$5,055,100.00, subject to the availability of lawfully appropriated funds.

MOTION: John McCarthy made a motion to approve Award Item 3 as presented in the board packet. The motion was seconded by Deryle Calhoun and approved unanimously by the Awards Committee (5-0).

4. Request approval to award a contract to Xylem Water Solutions Inc. for one circulating water pump for NGS Unit 3 in the amount of \$880,000.00, subject to the availability of lawfully appropriated funds.

MOTION: Deryle Calhoun made a motion to approve Award Item 4 as presented in the board packet. The motion was seconded by Shawn Eads and approved unanimously by the Awards Committee (5-0).

5. 035-20 – Request approval to award a one (1) time purchase of New HP 3PAR Infrastructure Refresh and Replace Equipment with three (3) years support and maintenance to CDW in the amount of \$610,789.26, subject to the availability of lawfully appropriated funds.

MOTION: Shawn Eads made a motion to approve Award Item 6 as presented in the board packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

Informational Item:

No informational items were presented to the Awards Committee.

Ratifications:

No ratifications were presented to the Awards Committee for consideration.

Public Comments:

No additional public comment speaking period was taken.

Adjournment:

Chair McCollum adjourned the meeting at 10:48 a.m.

NOTE: These minutes provide a brief summary only of the Awards Committee meeting. For additional detail regarding the content of these minutes or discussions during the meeting, please review the meeting recording. The recording of this meeting as well as other relevant documents can be found at the link below: [https://www.jea.com/About/Procurement/Awards Meeting Agendas and Minutes/](https://www.jea.com/About/Procurement/Awards_Meeting_Agendas_and_Minutes/)



Formal Bid and Award System

Award #2 April 23, 2020

Type of Award Request: EMERGENCY
Request #: 6811
Requestor Name: Williams, Clint J. - Manager Technical Services
Requestor Phone: (904) 665-6028
Project Title: Netmotion Software Licenses and Support FY20
Project Number: 8006028
Project Location: JEA
Funds: Capital
Budget Estimate: \$120,000.00

Scope of Work:

This request is for Netmotion Software licenses and one (1) year of support required to support remote VPN access for JEA enterprise Laptops/Tablets. The additional licenses will allow JEA to further expand the existing remote access platform providing the means to push security patches and software updates in addition to more closely emulating the normal work experience such as access to the F: and G: drives.

This purchase impacts the following JEA Measures of Value:

- Customer Value: The additional licenses for NetMotion will help enable a seamless service experience for our customers during this challenging time by enabling JEA team members the most efficient remote access to the information and tools that support our critical services.

JEA IFB/RFP/State/City/GSA#: 99141

Purchasing Agent: Garland, Brooke

Is this a Ratification?: YES - This purchase has already been made and paid in full. See backup.

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
PRESIDIO NETWORKED SOLUTIONS LLC	JOHN BEHEE	JBEHEE@PRESIDIO.COM	8647 BAYPINE ROAD, BLDG 1, SUITE 100, JACKSONVILLE, FL 32256	(904) 638-5610	\$117,921.18

Amount for entire term of Contract/PO: \$117,921.18

Award Amount for remainder of this FY: \$117,921.18

Length of Contract/PO Term: One-Time Purchase w/ One (1) Year Support

Begin Date (mm/dd/yyyy): 04/03/2020

End Date (mm/dd/yyyy): 04/02/2021

Renewal Options: NO

BIDDERS:

Name	First Round	Rank
PRESIDIO NETWORKED SOLUTIONS LLC	\$117,921.18	1
CDW	\$118,038.64	2
INSIGHT	\$119,937.69	3
HYPERTEC	\$120,008.06	4
VOLOGY	\$123,550.05	5
MALOR	\$161,924.00	6

Background/Recommendations:

Advertised ITN on 04/01/2020. At response opening on 04/03/2020, JEA received six (6) Responses. JEA evaluated the companies on price only and Presidio Network Solutions LLC is deemed the responsive and responsible Respondent.

JEA has deemed this award as an emergency due to shortening the required active time on the street from seven (7) days as stated in the Operational Procedures, to two (2) days, due to the need for an urgent purchase to expand remote working capabilities during COVID-19. The essential service referenced in the emergency form backup document attached is the service/ability of a greatly increased number of JEA employees to work remotely during the COVID-19 pandemic. This purchase was essential to accelerate the scale out JEA's VPN network capacity to allow all employees willing and able to work from home during COVID-19 the ability to do so. JEA did not request a Best and Final Offer (BAFO) due to the urgent nature of the purchase and competitive Responses, but had reserved the right to if needed. A copy of the Response Form and Workbook are attached as backup.

The award amount is for 825 Netmotion licenses in the amount of \$91,201.15, and one (1) year of support cost for \$26,720.03. The unit costs are the same as previous recent purchases. Note, following this purchase JEA has now moved to an Enterprise (over 1,000 licenses), so future license costs will decrease moving forward.

Request approval to award a contract to Presidio Network Solutions for Netmotion licenses and one (1) year of support for remote VPN access in the amount of \$117,921.18, subject to the availability of lawfully appropriated funds.

Manager: Williams, Clint J. - Manager Technical Services
Director: Datz, Stephen H. - Dir IT Infrastructure & Compliance Assurance
VP: Eads, Shawn W. - VP & Chief Information Officer

APPROVALS:

 _____ 04/23/2020 _____

Chairman, Awards Committee

Date

Budget Representative

Date



Formal Bid and Award System

Award #3 April 23, 2020

Type of Award Request: CONTRACT AMENDMENT (INCREASE)
Request #: 6420
Requestor Name: Heaton, Ryan – (Mgr. System Protection and Control Projects)
Requestor Phone: 904-665-6171
Project Title: Electrical General Contractor Services
Project Number: 30402, 30403, 30300 (various others – see attachment)
Project Location: JEA
Funds: Capital & O&M (see attached budget sheet)
Budget Estimate: \$5,055,100.00 (Budget)

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to solicit pricing and select a up to three (3) companies (the "Company") that can provide electrical contractor and support services (the "Services" or "Work") at the lowest cost to JEA.

JEA intends to award up to three (3) continuing service Contracts for the Work. The Work will consist primarily of Capital and Operation and Maintenance (O&M) projects that are planned or developed throughout the course of a five (5) year Contract period (the "Term"). Individual projects may vary widely in size and scope. The services that are performed by the Company will be those not already contracted for in other JEA service contracts.

The scope of work for this Contract involves providing the personnel, equipment, and materials to complete the following task assignments:

- Electrical repairs (installing replacement panels, motor control centers, drives and other miscellaneous electrical equipment)
- Electrical new equipment construction, up to a maximum of \$75,000.00 per project
- Electrical support services, providing trades and equipment to provide supplemental support during outages

Work may be assigned by the following methods:

- Lump Sum Bidding between contract holders
- Time and Materials on a Task Authorization method

Work assigned by defined scope of work, will be bid on lump sum bids between the contract holders. Work assigned by task authorization method will be paid for by the Cost Reimbursable/Time and Material (T&M) payment method. The construction and maintenance activities performed under this Contract will take place in the five county JEA service territory.

These contract services will positively affect JEA Measures of Value:

- Customer Value: Providing right sized project support minimizes cost to the customer, while maintaining project workload to maintain and upgrade the grid, increasing overall value of the utility to the customer.
- Community Impact Value: Improved contracting flexibility, improves the level of serviceability to the

plant, grid and water & wastewater infrastructure and positively impacts the community.

- Environmental Value: JEA’s maintenance and capital improvement projects that will be performed under this contract makes JEA infrastructure more effective at making the most efficient use of JEA resourcing, lessening the utilities impact on the environment.
- Financial Value: This contract will support planned maintenance and capital upgrades to JEA infrastructure, make the best use of JEA financial resources which provides a better return on investment and creates financial value.

JEA IFB/RFP/State/City/GSA#: 018-19
Purchasing Agent: Lovgren, Rodney D.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
PREMIER COMMUNICATIONS GROUP INC.	Troy Watson	troy@precommgrp.com	110 Cumberland Park Drive, suite 109, St. Augustine, FL 32095	904-230-0431	\$792,500.00
COGBURN BROS INC	Damon Driggers	ddriggers@cogburnbros.com	3300 Faye Rd. Jacksonville, FL 32226	904-358-7344	\$703,246.67
WILLIAMS INDUSTRIAL SERVICES	Jason Arnett	jarnett@wisgrp.com	591 Picketville Rd. Jacksonville, FL, 32220	904-696-9944	\$792,500.00

Amount of Original Award: \$2,677,600.00
Date of Original Award: 03/07/2019
Change Order Amount: \$2,238,246.67

List of Previous Change Order/Amendments:

CPA #	Amount	Date
180845	\$89,253.33	03/18/2020

New Not-To-Exceed Amount: \$5,055,100.00
Length of Contract/PO Term: Five (5) years w/ One (1) – 1 Yr. Renewal
Begin Date (mm/dd/yyyy): 03/20/2019
End Date (mm/dd/yyyy): 03/21/2024
Renewal Options: One (1) – 1 Yr. Renewal
JSEB Requirement: N/A – Optional

Comments on JSEB Requirements:

Background/Recommendations:

Originally bid and approved by Awards Committee on 03/07/2019 in the amount of \$892,533.33 to Cogburn, \$892,533.34 to Premier and \$892,533.00 to Williams Industrial for a not exceed total of \$2,677,600.00. A copy of the original award is attached as backup.

Time and Materials Rates are fixed for the first three (3) years of the Contract and subject to CPI

adjustment in years four (4) and five (5).

Prior to this Contract Amendment (Increase) JEA approved a 10% increase to Cogburn to continue work on an existing project. This 10% increase is reflected in the Change order tracking table above and was approved by procurement prior to this Award.

There are two reasons this award is being returned to the awards committee;


- 1.) There has been some unbalanced use of the contract, which SCM has communicated to the business units. SCM will manage and monitor use to return the balance.
- 2.) The original Award was approved to known budgets, as such, the amount of the award needs to be continually be adjusted and will be returned to the Awards committee during the performance of the contract. This Award, like many of the continuing services awards will continue to be brought to the Awards Committee, to add to the contract cap, even though, JEA already has a rigorous funding approval process on an annual basis. Historically, JEA used to award contracts to estimates, based on historical spend, making the need to return to the awards committee less common.

This contract increase provides additional funding to support continued utilization of the contracts. It should be noted, procurement will be performing utilization reviews prior to use, as T&M work has become imbalanced toward Cogburn Bros.

018-19 Request approval to award contract increases to Premier Communications for \$792,500.00, Williams Industrial for \$792,500.00 & Cogburn Bros for \$703,246.67 for Electrical GC Services, in new not to exceed (NTE) amounts of \$5,055,100.00, subject to the availability of lawfully appropriated funds.

Manager Heaton, Ryan C. (Mgr System Protection)
Director: Pinkstaff, Larry G. - Dir Energy Project Mgmt & Joint Assets
Sr. Director: Acs, Gabor - Sr Dir Engineering & Projects
VP: Anders, Caren B. - VP/GM Energy

APPROVALS:

 _____ 04/23/2020

Chairman, Awards Committee **Date**

 _____ 4/23/2020

Budget Representative **Date**



Formal Bid and Award System

Award #4 April 23, 2020

Type of Award Request: OEM
Request #: N/A
Requestor Name: Colbert, Theron - Electric Systems Engineer
Requestor Phone: 904-665-7628
Project Title: Northside Generating Station Unit 3 Circulating Pump C
Project Number: 060-203
Project Location: JEA
Funds: Capital
Budget Estimate: \$880,000.00

Scope of Work:

Northside Generating Station Unit 3 has four (4) 70,000 GPM Circulating Water Pumps. Pump C has severe wear of the impeller, bearings and shaft and has had difficulty meeting flow requirements at low tides when suction head is low.

This equipment repair / replacement contract will positively affect JEA Measures of Value:

- Customer Value: Equipment replacement programs increase operational reliability and stability
- Community Impact Value: Improved operational reliability and safety of the plant
- Financial Value: Correctly planned and timed equipment maintenance, decreases emergent repairs, downtime and need to generate or purchase power at higher rates

JEA IFB/RFP/State/City/GSA#: Purchase Order Only

Purchasing Agent: Lovgren, Rodney

Is this a ratification?: No

If yes, explain:

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
XYLEM WATER SOLUTIONS	John Martin	John.martin@xylem.com	N27 W23293 Roundy Drive, Pewaukee, WI 53072	(262) 506-2394	\$880,000.00

Amount for entire term of Contract/PO: \$880,000.00

Award Amount for remainder of this FY: \$308,000.00

Length of Contract/PO Term: Project Completion

Begin Date (mm/dd/yyyy): 04/28/2020

End Date (mm/dd/yyyy): Project Completion - Estimated delivery April 2021

Renewal Options: N/A
JSEB Requirement: N/A – OEM

Background/Recommendations:

The Northside Unit 3 was built with four (4) 70 KGPM circulating water pumps that pump river water through the Unit 3 condenser. This water is required for cooling of the steam in condenser as part of the Rankine cycle. Reducing water flow through the condenser has a negative impact on unit efficiency and running without all four pumps in service will cause the unit to be derated.

The current N03 “C” circulator pump has severe wear and has had issues providing adequate flow at low tides. At some point this circulator pump will fail to pump at all which will cause a unit derate of approximately 100MW until it can be rebuilt or replaced. JEA does not have a replacement pump on hand and removing and rebuilding the pump would result in full load being limited to approximately 400MW for 8 to 10 weeks.

Pump pricing varies based on design of system head pressure developed, material selection and volumetric flow rates. Considering the overall size, environment and flow of this equipment the price is reasonable as compared to other pumps JEA’s has historically purchased. JEA does not have a spare, these pumps have been repaired in the past, approximately 20 years ago and at this point, the cost to remove the pump and send it out for repair would cost nearly as much as buying new. Additionally the plant would be derated and lose one quarter of its cooling capacity, until the repaired unit was returned.

JEA is using the Original Equipment Manufacturer (OEM) designed Flygt pump. Flygt is a Xylem branded company (Xylem bought Flygt). The circulating water system design (Fit, Form, Function) works with the Flygt pump design. There is not another existing design validated product offering that is a direct replacement for this pump to maintain NGS’s circulating water system within design parameters. To source this equipment, JEA would have to follow one of two possible approaches:

- 1.) Undertake a system redesign effort, which could include the development of new system design specifications for a pump manufacturer to design to,
or
- 2.) The pump manufacturers would need to undergo an equipment design efforts to design a pump that will fit into JEA’s current system design.

Either of which would present risk to the supplier and JEA making neither cost effective, timely or in the best interest of JEA, making the OEM the best option, even if competition is limited.

Request approval to award a contract to Xylem Water Solutions Inc. for one circulating water pump for NGS Unit 3 in the amount of \$880,000.00, subject to the availability of lawfully appropriated funds.

Manager: Akrayi, Jamila R. - Mgr Project Manager
Director: Limbaugh, Margaret Z. - Dir Energy Project Management
Sr. Director: Acs, Gabor - Sr Dir Engineering & Projects
VP: Anders, Caren B. - VP/GM Energy

APPROVALS:

J. McNamee 04/23/2020

Chairman, Awards Committee **Date**

Laure A Whitmer 4/23/2020

Budget Representative **Date**



Formal Bid and Award System

Award #5 April 23, 2020

Type of Award Request: INVITATION TO NEGOTIATE (STANDARD)
Request #: 6782
Requestor Name: Benavides, Maria L. - Mgr Technology Project Mgmt
Requestor Phone: (904) 665-7046
Project Title: New HP 3PAR Infrastructure Refresh and Replace Equipment and Support
Project Number: 8003504
Project Location: JEA
Funds: Capital
Budget Estimate: \$600,000.00

Scope of Work:

This request is for funds to provide additional data storage for JEA's Cologix data center. JEA has specified an additional four (4) 3PAR storage drive enclosures, eighty (80) FIPS encrypted solid state drives (SSDs), related components, and three (3) years of support to increase requisite data storage. JEA is currently at 80% capacity and this additional data storage supports the C2M capital project.

This purchase impacts the following JEA measures of value.

- Customer Impact - Additional Three (3) Par Storage enables JEA to store 15 minute reads of customer information to better utilize a future customer demand rate.

JEA IFB/RFP/State/City/GSA#: 035-20
Purchasing Agent: Dambrose, Nick
Is this a ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
CDW GOVERNMENT, LLC	JOHN VRABLIK	JOHNVRA@CDWG.COM	75 REMITTANCE DR STE 1515, CHICAGO IL 60675-1515	(877) 466-6333	\$610,789.26

Amount for entire term of Contract/PO: \$610,789.26
Award Amount for remainder of this FY: \$610,789.26
Length of Contract/PO Term: One-Time Purchase w/ Three (3) Years Maintenance Support
Begin Date (mm/dd/yyyy): 04/24/2020
End Date (mm/dd/yyyy): 04/23/2023 (Support Only)
JSEB Requirement: N/A – Optional

RESPONDENTS:

Name	Original Amount	Original Rank	BAFO Amount	BAFO Rank
CDW GOVERNMENT, LLC	\$252,821.57	1	\$610,789.26	1
PRESIDIO	\$378,495.54	2	\$631,626.79	2
IMPERIUM DATA NETWORKS	\$559,914.93	3	Unresponsive	3

Background/Recommendations:

Advertised on 03/04/2020. At Response opening on 04/07/2020, JEA received three (3) Responses. CDW, Presidio, and Imperium Data Networks were short-listed and invited to submit Best and Final Offers (BAFO). Due to advantageous original pricing, during the BAFO JEA decided to more than double the storage drive count and these changes resulted in an increase total cost. Imperium Data Networks, failed to acknowledge these revisions in its BAFO Response. The CDW Best and Final Offer (BAFOs) unit costs did not change from the original response. JEA evaluated the companies on price only and CDW is deemed the lowest responsive and responsible Respondent. A copy of the Response Form and Workbook are attached as backup.

This purchase of \$610,789.26 for four (4) 3PAR storage drive enclosures, eighty (80) FIPS encrypted solid state drives (SSDs), related components, and three (3) years of support provide necessary additional data storage for JEA's Cologix data center to enable fifteen (15) minute reads for future use of the customer demand rate. It includes three (3) years of standard maintenance and support with all storage components which will be paid in full upon equipment purchase and delivery to achieve the best pricing. This is the first time JEA has purchased this equipment and cannot compare cost with any previous purchases. This project has appropriate funding to cover the \$10,789.26 or 2% budget shortage.

035-20 – Request approval to award a one (1) time purchase of New HP 3PAR Infrastructure Refresh and Replace Equipment with three (3) years support and maintenance to CDW in the amount of \$610,789.26, subject to the availability of lawfully appropriated funds.

Manager: Benavides, Maria L. - Mgr Technology Project Mgmt
Director: Edgar, Cindy L. - Dir Eng Systems & PMO
VP: Eads, Shawn - VP & Chief Information Officer

APPROVALS:

 _____ 04/23/2020

Chairman, Awards Committee **Date**

 _____ 4/23/2020

Budget Representative **Date**