

# Welcome to the JEA Awards Meeting

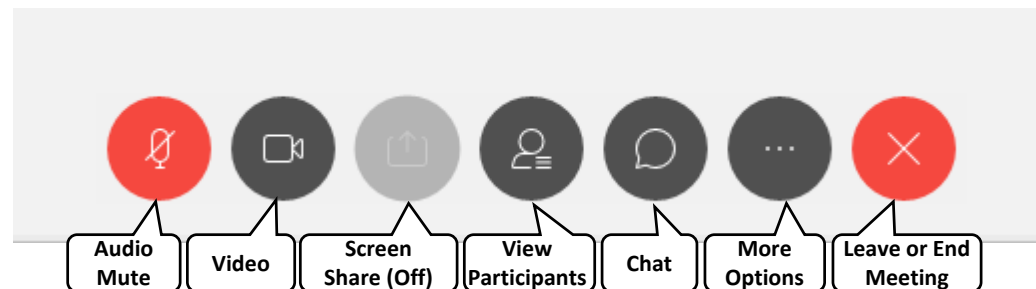
You have been joined to the meeting with your **audio muted** by default.

We will unmute your lines during the public comment time and provide opportunity for you to speak.

During the meeting, interested persons can also email **Lynn Rix** at [rixlw@jea.com](mailto:rixlw@jea.com) to submit public comments to be read during the meeting regarding any matter on the agenda for consideration. Public comments by e-mail must be received no later than 9:00 a.m. to be read during the public comment portion of the meeting.

Please contact **Lynn Rix** by telephone at **(904) 665-8621** or by email at [rixlw@jea.com](mailto:rixlw@jea.com) if you experience any technical difficulties during the meeting.

Below is a summary of the meeting controls you will see at the bottom of your screen.



## **AWARDS COMMITTEE AGENDA**

**DATE:** Thursday, January 7, 2021

**TIME:** 10:00 A.M.

**PLACE:** JEA, Customer Center, Bid Office, 1st Floor, 21 West Church Street, Jacksonville, FL 32202  
**OR**  
WebEx/Teleconference  
WebEx Meeting Number (access code): 160 199 4252  
WebEx Password: pxP6CqUSt63

### **Public Comments:**

### **Awards:**

1. Approval of the minutes from the last meeting (12/17/2020).
2. 069-20 – Request approval to award a contract to NALCO Company LLC, for water treatment services for the Water Treatment Program for Chilled Water Plants in the amount of \$684,564.75 subject to the availability of lawfully appropriated funds.
3. 068-20 – Request approval to award a contract to A Advantage Electric, Inc. for SCADA Field Services for JEA Water/Wastewater in the amount of \$950,000.00, subject to the availability of lawfully appropriated funds.
4. **DEFERRED** - 092-20 – Request approval to award a contract to Petticoat-Schmitt Civil Contractors, Inc. for construction services for 5th St W - Imeson Rd to Melson Ave - Trans - New - FM project in the amount of \$9,004,152.00, subject to the availability of lawfully appropriated funds.
5. Request approval to award a five (5) year lease renewal to SBA Communications Corporation for Communication Tower Site Lease Agreements in the amount of \$500,634.81, for a new not to exceed amount of \$1,518,273.75, subject to the availability of lawfully appropriated funds.
6. **DEFERRED** - Request approval to award a five (5) year lease renewal to Pinnacle Towers Acquisition LLC. for Communication Tower Site Lease in the amount of \$791,062.11, for a new not to exceed amount of \$2,249,111.29, subject to the availability of lawfully appropriated funds.
7. 073-20 – Request approval to award a five (5) year contract to Agent Fire LLC for repair, installation and testing of fire alarm and sprinkler systems in the amount of \$2,408,000.00, subject to the availability of lawfully appropriated funds.
8. Request approval to award a contract to Environmental Products Group, Inc. in the amount of \$747,488.00, for the purchase of two (2) vehicles within the vehicle class category of 143 for JEA's FY21 Fleet capital requirements, for a total not-to-exceed amount of \$747,488.00, subject to the availability of lawfully appropriated funds.
9. Request approval to award a contract to Orlando Freightliner (\$1,131,762.00) and Nextran Truck Centers of Jacksonville (\$396,507.00), for the purchase of eleven (11) vehicles within the vehicle class categories of 131,

133, 135, and 145 for JEA's FY21 and FY22 heavy duty fleet capital requirements, for a total not-to-exceed amount of \$1,528,269.00, subject to the availability of lawfully appropriated funds.

10. Request approval to award a contract to Versalift Southwest LLC (\$1,901,176.00) and Altec Industries, Inc. (\$1,632,230.00), for the purchase of sixteen (16) vehicles within the vehicle class categories of 132, 211, 213, 223, and 226 for JEA's FY22 aerial duty fleet capital requirements, for a total not-to-exceed amount of \$3,533,406.00, subject to the availability of lawfully appropriated funds.

**Informational Items:** N/A

**Open Discussion:** N/A

**Public Notice:** N/A

**General Business:** N/A

**SPECIAL NOTES:** Copies of the above items are available in JEA Procurement, if needed for review. If a person decides to appeal any decision made by the Awards Committee, with respect to any matter considered at this meeting, that person will need a record of the proceedings, and, for such purpose, needs to ensure that a verbatim record of the proceedings is made, which record includes the evidence and testimony upon which the appeal is to be based. If you have a disability that requires reasonable accommodations to participate in the above meeting, please call 665-8625 by 8:30 a.m. the day before the meeting and we will provide reasonable assistance for you.

## 01-07-2021 Awards Committee

<u>Award #</u>	<u>Type of Award</u>	<u>Business Unit</u>	<u>Estimated/Budgeted Amount</u>	<u>Amount</u>	<u>Awardee</u>	<u>Term</u>	<u>Summary</u>
1	Minutes	N/A	N/A	N/A	N/A	N/A	Approval of minutes from the 12/17/2020 meeting.
2	Request for Proposal (RFP) 2 proposers	Vu	\$675,000.00	\$684,564.75	NALCO Company, LLC	Five (5) years w/ two (2) one (1) year renewals	<p><b><u>Water Treatment Program for Chilled Water Plants</u></b></p> <p>The estimated contract spend is as follows:</p> <ul style="list-style-type: none"> <li>• FY21: \$85,960.60 (8 months)</li> <li>• FY22: \$131,519.72</li> <li>• FY23: \$135,465.32</li> <li>• FY24: \$139,529.27</li> <li>• FY25: \$143,715.15</li> <li>• FY26 \$48,374.71 (4 months)</li> </ul>
3	Invitation for Bid (IFB) 2 bidders	Vu	\$950,000.00	\$950,000.00	A Advantage Electric, Inc.	Five (5) years, with two (2) one (1) year renewals	<p><b><u>SCADA Field Services for JEA Water/Wastewater</u></b></p> <p>The estimated contract spend for this work is \$950,000.00 across multiple Capital and O&amp;M cost centers depending on the type of work performed.</p>
4 - Defer	Defer	Defer	Defer	Defer	Defer	Defer	Defer
5	Renewal	Datz	\$500,000.00	\$500,634.81	SBA Communications Corporation	Five (5) Years w/ One (1) 5- Yr Renewal	<p><b><u>Communication Tower Site Lease</u></b></p> <p>The estimated contract spend is as follows:</p> <ul style="list-style-type: none"> <li>• FY21: \$ 97,014.59</li> <li>• FY22: \$ 98,545.42</li> <li>• FY23: \$ 100,101.38</li> <li>• FY24: \$ 101,682.93</li> <li>• FY25: \$ 103,290.49</li> <li>• NTE: \$1,518,273.75</li> </ul>
6 - Defer	Defer	Defer	Defer	Defer	Defer	Defer	Defer
7	Invitation for Bid (IFB) 3 bidders	Tuten	\$2,408,000.00	\$2,408,000.00	Agent Fire, LLC	Five (5) Years w/ One (1) – 1 Yr. Renewal	<p><b><u>Repair, Installation, and Testing of Fire Alarm and Sprinkler Systems</u></b></p> <p>The estimated contract spend is as follows:</p> <ul style="list-style-type: none"> <li>• FY21: \$202,000.00</li> <li>• FY22: \$1,089,000.00</li> <li>• FY23: \$539,000.00</li> <li>• FY24: \$289,000.00</li> <li>• FY25: \$289,000.00</li> <li>• NTE: \$2,408,000.00</li> </ul>
8	Invitation to Negotiate (ITN) 2 respondents	McElroy	\$740,000.00	\$747,488.00	Environmental Products Group, Inc.	Project Completion	<b><u>JEA Vacuum Truck Procurement Acquisition</u></b>

## 01-07-2021 Awards Committee

							<p>The Contract Spend Details are below</p> <ul style="list-style-type: none"> <li>• FY21 Spend: \$747,488.00</li> </ul>
<b>9</b>	<p>Invitation to Negotiate (ITN) 5 respondents</p>	McElroy	\$1,655,500.00	<p>\$1,131,762.00</p> <p>\$396,507.00</p>	<p>Orlando Freightliner</p> <p>Nextran Truck Centers Jacksonville</p>	<p>Project Completion</p>	<p><b><u>JEA Heavy Duty Procurement Acquisition</u></b></p> <p>The Contract Spend Details are below</p> <ul style="list-style-type: none"> <li>• FY21 Spend: \$396,507.00</li> <li>• FY22 Spend: \$1,131,762.00</li> </ul>
<b>10</b>	<p>Invitation to Negotiate (ITN) 4 respondents</p>	McElroy	\$3,800,000.00	<p>\$1,901,176.00</p> <p>\$1,632,230.00</p>	<p>Versalift Southwest, LLC</p> <p>Altec Industries, Inc.</p>	<p>Project Completion</p>	<p><b><u>JEA Aerial Duty Procurement Acquisition</u></b></p> <p>The Contract Spend Details are below</p> <ul style="list-style-type: none"> <li>• FY22 Spend: \$3,533,406.00</li> </ul>
<b>Total Award</b>				<b>\$18,856,514.56</b>			

**JEA AWARDS COMMITTEE**  
**DECEMBER 17, 2020 MEETING MINUTES**

The JEA procurement Awards Committee met on December 17, 2020, in person with a WebEx option

WebEx Meeting Number (access code): 160 199 4252

WebEx Password: pxP6CqUSt63

Members in attendance were Jenny McCollum as Chairperson, Laure Whitmer as Budget Representative, Lawsikia Hodges as Office of General Counsel Representative; with Steve Tuten, Joe Orfano, Stephen Datz, Alan McElroy, and Kevin Holbrooks as voting Committee Members.

Chair McCollum called the meeting to order at 10:08 a.m., introduced the Awards Committee Members, and confirmed that there was a quorum of the Committee membership present.

**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:**

1. Chair McCollum verbally presented the Committee Members the proposed December 10, 2020 minutes contained in the board packet.

**MOTION:** Steve Tuten made a motion to approve the December 10, 2020 minutes (Award Item 1). The motion was seconded by Alan McElroy and approved unanimously by the Awards Committee (5-0).

The Committee Members reviewed and discussed the following Awards Items 2-6, 9-11, 13, 15-18, 20-23:

2. Request approval to award a sole source contract to The Energy Authority to provide Project Services Agreement for TEA JEA Water System Optimization Project Software Application Internal JEA Installation in the amount of \$40,000.00, subject to the approval of lawfully appropriated funds.

**NOTE: PER OGC – there is no conflict with Joe Orfano voting on TEA items**

**MOTION:** Alan McElroy 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. 091-20 – Request approval to award a contract to C & C Powerline Inc for construction services for the Normandy Substation controls project in the amount of \$744,359.00, subject to the availability of lawfully appropriated funds.

**MOTION:** Stephen Datz made a motion to approve Award Item 3 as presented in the board packet. The motion was seconded by Steve Tuten and approved unanimously by the Awards Committee (5-0).

4. Request approval to award a contract increase to The Haskell Company, for construction services for CMAR Services for the Greenland WRF project in the amount of \$9,479,822.00 for a new not-to-exceed amount of \$10,049,411.01, subject to the availability of lawfully appropriated funds.

**MOTION:** Alan McElroy made a motion to approve Award Item 4 as presented in the board packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

5. 104-20 – Request approval to award a contract to Williams Industrial Services, LLC for Construction Services for the 4511 Spring Park Rd Pump Station Rehab and Upgrade project in the amount of \$3,358,137.98, subject to the availability of lawfully appropriated funds.

**MOTION:** Steve Tuten made a motion to approve Award Item 5 as presented in the board packet. The motion was seconded by Stephen Datz and approved unanimously by the Awards Committee (5-0).

6. 084-20 – Request approval to award a contract to Insituform Technologies, LLC for construction services for Cured-In-Place Pipe (CIPP) Unit Price Construction projects in the amount of \$1,500,000.00, subject to the availability of lawfully appropriated funds.

**MOTION:** Kevin Holbrooks made a motion to approve Award Item 6 as presented in the board packet. The motion was seconded by Alan McElroy and approved unanimously by the Awards Committee (5-0).

7. **DEFERRED** - Request approval to award a five (5) year lease renewal to SBA Towers II, LLC. for Communication Tower Site Lease Agreements in the amount of \$500,634.81, for a new not to exceed amount of \$1,355,773.75, subject to the availability of lawfully appropriated funds.
8. **DEFERRED** - Request approval to award a five (5) year lease renewal to Pinnacle Towers Acquisition LLC. for Communication Tower Site Lease in the amount of \$791,062.11, for a new not to exceed amount of \$2,086,611.29, subject to the availability of lawfully appropriated funds.
9. 098-20 - Request approval to award a contract to J. B. Coxwell Contracting, Inc. for construction services for the Beverly Hills West Septic Tank Phase-Out Project in the amount of \$20,987,000.00, subject to the availability of lawfully appropriated funds.

**MOTION:** Alan McElroy made a motion to approve Award Item 9 as presented in the board packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

10. Request approval to award a change order to Jones, Edmunds & Associates Inc. for services during construction for the Beverly Hills West Septic Tank Phase-Out Project in the amount of \$1,192,240.00, for a new not-to-exceed amount of \$2,941,925.00, subject to the availability of lawfully appropriated funds.

**MOTION:** Steve Tuten made a motion to approve Award Item 10 as presented in the board packet. The motion was seconded by Stephen Datz and approved unanimously by the Awards Committee (5-0).

11. Request approval to award a change order to Zycus, Inc. related to the Procurement E-Sourcing and Contract Lifecycle Management Cloud SaaS Software Solution License Subscription Purchase, Implementation, and Integration in the amount of \$1715.00, for a new not-to-exceed amount of \$868,271.36, subject to the availability of lawfully appropriated funds.

**MOTION:** Stephen Datz made a motion to approve Award Item 11 as presented in the board packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

12. **CANCELLED** - Request approval to rescind the previously approved award to Schweitzer Engineering Laboratories Inc. The follow on award requests to approve a new award to Schweitzer Engineering Laboratories Inc and its affiliate SEL Engineering Services Inc.
13. Request approval to award a three (3) year contract to Schweitzer Engineering Laboratories Inc. and its affiliate SEL Engineering Services, Inc. for the supply of relays and services for transmission and distribution services in the amount of \$2,987,661.15, subject to the availability of lawfully appropriated funds.

**MOTION:** Kevin Holbrooks made a motion to approve Award Item 13 as presented in the board packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

14. **DEFERRED** - 086-20 – Request approval to award a contract to T B Landmark Construction, Inc. for construction services for the Downtown – Extend Chilled Water System to New JEA Office & Ed Ball Building project in the amount of \$5,549,319.00, subject to the availability of lawfully appropriated funds.
15. 003-21 – Request approval to award a contract to DB Civil Construction, LLC for construction services for the Ponte Vedra Blvd 6-inch CI Water Main Replacement project in the amount of \$3,319,011.00, subject to the availability of lawfully appropriated funds.

**MOTION:** Steve Tuten made a motion to approve Award Item 15 as presented in the board packet. The motion was seconded by Stephen Datz and approved unanimously by the Awards Committee (5-0).

16. 077-20 – Request approval to award a contract to Williams Industrial Services, LLC for construction services for the Construction Services for the Holiday Road Master Pump Station Rehabilitation project in the amount of \$1,838,452.76, subject to the availability of lawfully appropriated funds.

**MOTION:** Joe Orfano made a motion to approve Award Item 16 as presented in the board packet. The motion was seconded by Alan McElroy and approved unanimously by the Awards Committee (5-0).

17. 085-20 – Request approval to award a contract to Gresco Distribution Inc. representing Delta Star Transformer Inc. for the supply of one (1) 4 kV transformer for the Park & King substation project in the amount of \$617,571.90, subject to the availability of lawfully appropriated funds.

**MOTION:** Steve Tuten made a motion to approve Award Item 17 as presented in the board packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

18. 072-20 - Request approval to award a five (5) year contract to Armstrong Fence Co for Repair and Installation of Industrial Automatic Gate and Door Systems in the amount of \$2,388,000.00, subject to the availability of lawfully approved funds.

**MOTION:** Alan McElroy made a motion to approve Award Item 18 as presented in the board packet. The motion was seconded by Kevin Holbrooks and approved unanimously by the Awards Committee (5-0).



19. **DEFERRED** - 073-20 – Request approval to award a five (5) year contract to Agent Fire LLC for repair, installation and testing of fire alarm and sprinkler systems in the amount of \$2,408,000.00, subject to the availability of lawfully appropriated funds.
20. 074-20 - Request approval to award a five (5) year contract to G4S Secure Integration LLC for Repair and Installation of Access Control Systems, in the amount of \$5,467,000.00, subject to the availability of lawfully approved funds.

**MOTION:** Stephen Datz made a motion to approve Award Item 20 as presented in the board packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

21. 075-20 - Request approval to award a five (5) year contract to United Security Alliance Inc. for repair and installation of video surveillance systems in the amount of \$6,400,000.00, subject to the availability of lawfully approved funds.

**MOTION:** Steve Tuten to approve Award Item 21 as presented in the board packet. The motion was seconded by Alan McElroy and approved unanimously by the Awards Committee (5-0).

22. 103-20 - Request approval to award a contract to Ferguson Enterprises, LLC for supplying Water and Wastewater Materials carried in JEA's inventory stock for a total not-to-exceed amount of \$4,776,285.60, subject to the availability of lawfully appropriated funds.

**MOTION:** Kevin Holbrooks made a motion to approve Award Item 22 as presented in the board packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

23. Request approval to award contract to Mid-Florida Diesel for the purchase of four (4) trailer mounted generators in the amount of \$352,528.00, subject to lawfully appropriated funds.

**MOTION:** Steve Tuten made a motion to approve Award Item 23 as presented in the board packet. The motion was seconded by Kevin Holbrooks 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 11:15 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 January 7, 2021

**Type of Award Request:** PROPOSAL (RFP)  
**Request #:** 6840  
**Requestor Name:** Williams, David R.  
**Requestor Phone:** (904) 665-7093  
**Project Title:** Water Treatment Program for Chilled Water Plants  
**Project Number:** HD30803  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$675,000.00

### Scope of Work:

The purpose of this Request for Proposal (RFP) is to evaluate and select a vendor that can provide a five year (with up to two (2) one year renewals) Water Treatment Program providing a chemically or acid based water treatment program to keep the JEA Chilled Water Plants in full operation and at top efficiency at the following sites/locations:

- Hogan's Creek - 777 East Church Street, Jacksonville, FL
- Downtown - 521 West Duval Street, Jacksonville, FL
- Springfield - 2103 Boulevard Street, Jacksonville, FL (by Shands Hospital).

**JEA IFB/RFP/State/City/GSA#:** 069-20  
**Purchasing Agent:** King, David  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
NALCO COMPANY LLC	Mark Karstetter	<a href="mailto:rmbiggar@ecolab.com">rmbiggar@ecolab.com</a>	1601 W. Diehl Road, Naperville, IL 60563	(407) 625 3158	\$684,564.75

**Amount for entire term of Contract/PO:** \$684,564.75  
**Award Amount for remainder of this FY:** \$9,275.30  
**Length of Contract/PO Term:** Five (5) years w/Two (2) - 1 Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 1/11/2021  
**End Date (mm/dd/yyyy):** 1/10/2026  
**Renewals:** Yes - Two (2) - 1 Yr. Renewals  
**JSEB Requirement:** Optional

**PROPOSERS:**

Name	Amount	Rank
NALCO COMPANY LLC	\$684,564.75	1
PREMIER WATER & ENERGY TECHNOLOGY, INC.	\$569,760.00*	2

\*Quotation of rates was 50% of evaluation, along with Technical Solution (40%) and Staff Experience (10%).

**Background/Recommendations:**

Advertised on 10/9/2020. Three (3) prime companies attended the mandatory pre-proposal meeting held on 10/20/2020. At proposal opening on 11/24/2020, JEA received two (2) Proposals. One bid was received after the noon cutoff time and was not accepted. Additionally, during the bid process, one company was acquired by one of the other bidders. This work has historically had low vendor participation, due to the specialized nature of the work and few capable providers. JEA deemed Nalco Company LLC (“Nalco”) most qualified to perform the work. A copy of the bid forms and evaluation matrix are attached as backup.

The solicitation was originally advertised informally as RFP 98682 on 01/29/2020, and later rescinded due the evaluation criteria not providing the best value to JEA. This new solicitation reflects JEA’s intent to better balance pricing vs. technical requirements. The new solicitation also included a more detailed bid workbook so vendors can bid materials (e.g., chemicals) and labor (services), in order to improve price transparency to JEA. Even though Premier Water & Energy Technology, Inc. had the lowest bid price, Nalco scored highest in technical solution and staff experience. Nalco provided a solution that included two proprietary items that better serve our systems:

1. 3D TRASAR Technology has the ability to detect upsets immediately by monitoring not only conductivity and pH, but by monitoring system stress directly using TRASAR scale and corrosion inhibitors. This helps Nalco achieve optimum cycles and increased water savings.
2. Rapid bio testing for immediate onsite results vs. dip slides which take 48 hours.

Additionally, Nalco will be using a Chlorine Dioxide treatment for the Thermal Energy Storage tank at Hogan’s Creek. This is a more effective and best practice treatment of large thermal storage tanks. Lastly, Nalco’s staff had cumulative total of 21 years more experience in this field. Their staff members included 2 members with BS degrees in Mechanical Engineering and one with a BS degree in Chemical Engineering.

069-20 – Request approval to award a contract to Nalco Company LLC, for water treatment services for the Water Treatment Program for Chilled Water Plants in the amount of \$684,564.75 subject to the availability of lawfully appropriated funds.

**GM:** Vu, Hai X. – Interim GM Water/Wastewater Systems

**APPROVALS:**

 \_\_\_\_\_ 01/07/2021

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

 \_\_\_\_\_ 01/07/2021

**Budget Representative** **Date**

Appendix B – Proposal Form  
069-20 Water Treatment Program for Chilled Water Plants

Submit the form in an accordance with the procedures in section 1.1.3 of the solicitation.

Company Name: Nalco Company LLC

Company's Address: 1601 W Diehl St

License Number: M16000000184

Phone Number: 18002880879 FAX No: \_\_\_\_\_ Email Address: Rmbiggarr@ecolab.com

<b>BID SECURITY REQUIREMENTS</b> <input checked="" type="checkbox"/> None required <input type="checkbox"/> Certified Check or Bond Five Percent (5%)	<b>TERM OF CONTRACT</b> <input type="checkbox"/> One Time Purchase <input checked="" type="checkbox"/> Annual Requirements Five (5) Years w/Two (2) – 1Yr Renewals <input type="checkbox"/> Other, Specify - Project Completion
---	--

<b>SAMPLE REQUIREMENTS</b> <input checked="" type="checkbox"/> None required <input type="checkbox"/> Samples required prior to Bid Opening <input type="checkbox"/> Samples may be required subsequent to Bid Opening	<b>SECTION 255.05, FLORIDA STATUTES CONTRACT BOND</b> <input checked="" type="checkbox"/> None required <input type="checkbox"/> Bond required 100% of Bid Award
---	--

<b>QUANTITIES</b> <input type="checkbox"/> Quantities indicated are exacting <input checked="" type="checkbox"/> Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.	<b>INSURANCE REQUIREMENTS</b>  <p align="center">Insurance required</p>
--	---

**PAYMENT DISCOUNTS**  
 1% 20, net 30  
 2% 10, net 30  
 Other \_\_\_\_\_  
 None Offered

Item No.	ENTER YOUR BID FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES:	TOTAL PRICE
1	Enter <b>5-YEAR TOTAL PRICE</b> for the Downtown Plant from cell E6	\$ <u>154,155.45</u>
2	Enter <b>5-YEAR TOTAL PRICE</b> for the Hogan's Creek Plant from cell E10	\$ <u>175,154.00</u>
3	Enter <b>5-YEAR TOTAL PRICE</b> for the Springfield Plant from cell E14	\$ <u>355,255.30</u>
<b>5-YEAR TOTAL PRICE</b> from Items No. 1, 2 and 3 Above		\$ <u>684,564.75</u>

I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".

**PROPOSER CERTIFICATION**

By submitting this Proposal, the Proposer certifies that it has read and reviewed all of the documents pertaining to this Solicitation, that the person signing below is an authorized representative of the Responding Company, that the Company is legally authorized to do business in the State of Florida, and that the Company maintains in active status an appropriate contractor's license for the work (if applicable). The Proposer also certifies that it complies with all sections (including but not limited to Conflict of Interest and Ethics) of this Solicitation.

We have received addenda

1 through 1

*Mark Karstetter*

Handwritten Signature of Authorized Officer of Company or Agent

11/24/20  
Date

Mark Karstetter Area Vice President

Printed Name and Title

**069-20 Appendix B - Response Workbook**

Enter response in yellow highlighted fields

Plant Location	Item	Monthly	Annual	5yr Total
Downtown	Base Equipment Annual Charge	\$ 242.10	\$ 2,905.16	\$ 14,525.80
	Annual Charge for Chemicals and Service	\$ 2,327.16	\$ 27,925.93	\$ 139,629.65
Downtown facility proposal for 5 years. Transfer this amount to the bid form:				\$154,155.45
Hogan's Creek	Base Equipment Annual Charge	\$ 481.01	\$ 5,772.09	\$ 28,860.45
	Annual Charge for Chemicals and Service	\$ 2,438.23	\$ 29,258.71	\$ 146,293.55
Hogan's Creek facility proposal for 5 years. Transfer this amount to the bid form:				\$175,154.00
Springfield	Base Equipment Annual Charge	\$ 242.10	\$ 2,905.16	\$ 14,525.80
	Annual Charge for Chemicals and Service	\$ 5,678.83	\$ 68,145.90	\$ 340,729.50
Springfield facility proposal for 5 years. Transfer this amount to the bid form:				\$355,255.30

<b>CONTRACT TOTALS</b>		<b>Monthly</b>	<b>Annual</b>	<b>5yr Total</b>
		\$ 11,409.41	\$ 136,912.95	\$ 684,564.75

**069-20 Water Treatment Program for Chilled Water Plants**

<b>Vendor Rankings</b>	David Williams	Craig Mehler	Ryan Popko	Σ Rank	Rank
Nalco	1	1	1	3	1
Premier Water	2	2	2	6	2

David Williams	Quotation of Rates (50 Points)	Technical Solution (40 Points)	Staff Experience (10 Points)	Total	Rank
Nalco	41.6	36	8.3	85.90	1
Premier Water	50	28	6.6	84.60	2

Craig Mehler	Quotation of Rates (50 Points)	Technical Solution (40 Points)	Staff Experience (10 Points)	Total	Rank
Nalco	42	37.5	7.5	87.00	1
Premier Water	50	28	6.3	84.30	2

Ryan Popko	Quotation of Rates (50 Points)	Technical Solution (40 Points)	Staff Experience (10 Points)	Total	Rank
Nalco	41.60	35	8.8	85.40	1
Premier Water	50	25	7.8	82.80	2

Overall Averages	Quotation of Rates (50 Points)	Technical Solution (40 Points)	Staff Experience (10 Points)	Total
Nalco	41.73	36.17	8.20	86.10
Premier Water	50.00	27.00	6.90	83.90



## Formal Bid and Award System

Award #3 January 7, 2021

**Type of Award Request:** BID (IFB)  
**Request #:** 6842  
**Requestor Name:** Wagoner, Bryan L. - Mgr W/WW Control Systems & Operations  
**Requestor Phone:** (904) 728-1440  
**Project Title:** SCADA Field Services for JEA Water/Wastewater  
**Project Numbers:** HW30136, 8006487, 8006486, 8006539, 8006542, 8006543, 8006541, 8006544, 8006545  
**Project Location:** JEA  
**Funds:** Capital and O&M  
**Budget Estimate:** \$950,000.00

### Scope of Work:

The scope of work includes providing labor, materials and services necessary for performance of Supervisory Control and Data Acquisition (SCADA) services for JEA. This Technical Specification, together with other solicitation documents will cover the performance of related Work for JEA Water/Wastewater.

The Scope of Work shall include, but not necessarily be limited to, furnishing of all supervision, labor and tools required to perform work described below:

- Radio Path Studies
- Telemetry inspection
- Radio supply cable connection testing
- SCADA system continuity testing
- Providing radio poles, towers, antennas and other equipment to complete upgrades, repairs and installations on an as requested basis
- Provide troubleshooting services
- Provide emergency support and response during outages
- Supply Radios (Radio communications 900 MHz, 2.4 GHz, and cellular frequencies)

**JEA IFB/RFP/State/City/GSA#:** 068-20  
**Purchasing Agent:** King, David  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
A ADVANTAGE ELECTRIC, INC.	Ryan Worthington	rvan@advantageelec.com	4200 CR 218, Middleburg, FL 32068	(904) 219-3556	\$950,000.00

**Amount for entire term of Contract/PO:** \$950,000.00  
**Award Amount for remainder of this FY:** \$190,000.00  
**Length of Contract/PO Term:** Five (5) Years w/ Two (2) - 1 Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 01/10/2021  
**End Date (mm/dd/yyyy):** 01/09/2026



**Renewals:** Yes - Two (2) - 1 Yr. Renewals  
**JSEB Requirement:** N/A - Optional

**BIDDERS:**

Name	Amount (5 Year Total)
A ADVANTAGE ELECTRIC, INC.	\$3,992,662.40
TECHNICAL FIELD SERVICES	\$4,369,411.60
MOBILE COMMUNICATIONS AMERICA	No Bid
ITG TECHNOLOGIES	No Bid

**Background/Recommendations:**


Originally advertised on 09/23/2020. This solicitation was re-advertised due to low participation. Three (3) prime contractors attended the second mandatory pre-bid meeting held on 11/4/2020. At Bid opening on 12/01/2020, JEA received two (2) Bids. The other potential bidders stated that the amount of work on this project was more than their staffing levels could support. A Advantage Electric, Inc. is the lowest responsive and responsible Bidder. A copy of the Bid Form and Workbook are attached as backup.

The award amount of \$950,000.00 is the budgeted amount for services for the contract term. Based on historical spend, the project will be funded at approximately 60% Capital and 40% O&M. The unit prices in the Bid Workbook will be used as the basis to issue task orders as needed. The bid amount of \$3,992,662.40 was based on a workbook that overestimated the forecast quantities for both labor and materials. The intent was to price all of the possible work that might be performed. Compared to our previous contract for these services, JEA expects to realize an estimated savings of \$64,410.00 over the five-year term of this contract.

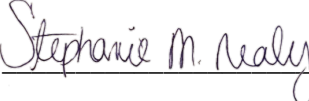
068-20 – Request approval to award a contract to A Advantage Electric, Inc. for SCADA Field Services for JEA Water/Wastewater in the amount of \$950,000.00, subject to the availability of lawfully appropriated funds.

**VP:** Vu, Hai X. – Interim GM Water Wastewater Systems

**APPROVALS:**

 01/07/2021

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

 01/07/2021

**Budget Representative** **Date**

Appendix B - Bid Forms  
068-20 - SCADA Field Services

Submit the Response in an accordance with the procedures in section 1.1.3 of the solicitation.

Company Name: A Advantage Electric, Inc.

Company's Address: 4200 CR 218, Middleburg FL 32068

License Number: CGC 1520250 EC 13005591

Phone Number: 904-219-3556 FAX No: 904-406-0978 Email Address: ryan@advantageelec.com

<p><b><u>BID SECURITY REQUIREMENTS</u></b></p> <input checked="" type="checkbox"/> None required <input type="checkbox"/> Certified Check or Bond Five Percent (5%)	<p><b><u>TERM OF CONTRACT</u></b></p> <input type="checkbox"/> One Time Purchase <input checked="" type="checkbox"/> Annual Requirements Five (5) Years w/Two (2) – 1Yr Renewals <input type="checkbox"/> Other, Specify - Project Completion
--	---

<p><b><u>SAMPLE REQUIREMENTS</u></b></p> <input checked="" type="checkbox"/> None required <input type="checkbox"/> Samples required prior to Bid Opening <input type="checkbox"/> Samples may be required subsequent to Bid Opening	<p><b><u>SECTION 255.05, FLORIDA STATUTES CONTRACT BOND</u></b></p> <input checked="" type="checkbox"/> None required <input type="checkbox"/> Bond required 100% of Bid Award
--	---

<p><b><u>QUANTITIES</u></b></p> <input type="checkbox"/> Quantities indicated are exacting <input checked="" type="checkbox"/> Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.	<p><b><u>INSURANCE REQUIREMENTS</u></b></p> <p style="text-align: center;"><b>Insurance required</b></p>
---	--

**PAYMENT DISCOUNTS**


 1% 20, net 30  
 2% 10, net 30  
 Other \_\_\_\_\_  
 None Offered

Item No.	ENTER YOUR BID FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES: 068-20 - SCADA Field Services for JEA	TOTAL BID PRICE
<b>Total Bid Price for the Project</b> (enter total from cell F73 in the Bid Workbook)		\$ 3,992,662.40

**BIDDER'S CERTIFICATION**

By submitting this Bid, the Bidder certifies that it has read and reviewed all of the documents pertaining to this Solicitation, that the person signing below is an authorized representative of the Bidding Company, that the Company is legally authorized to do business in the State of Florida, and that the Company maintains in active status an appropriate contractor's license for the work (if applicable). The Bidder also certifies that it complies with all sections (including but not limited to Conflict Of Interest and Ethics) of this Solicitation.

We have received addenda

  
 Handwritten Signature of Authorized Officer of Company or Agent 11/30/2020  
Date

1 through 3

Ryan Worthington  
 Printed Name and Title

**068-20 Addendum 3 Appendix B - Bid Workbook**  
**SCADA Field Services for JEA Water/Wastewater**  
(Only complete the Prices in Yellow Cells)

<b>LABOR</b>					
#	LABOR CLASSIFICATION <small>** Note - If your company only uses one classification for descriptions below, the same rate will be used to populate the Rate for each line</small>	FORECAST HOURS/ YEAR	ST RATE (\$/HR)	OT RATE <sup>1</sup> Up to 1.5 X Str. (for Reference)	Extended Total
1	Lead Field Service Technician	1000	\$ 65.00	\$ 97.50	65,000.00
2	Field Service Technician	2000	\$ 60.00	\$ 90.00	120,000.00
3	Field Service Apprentice	1000	\$ 55.00	\$ 82.50	55,000.00
<b>FIXED PRICE SCOPES OF WORK</b>					
#	FIXED PRICE SCOPES OF WORK	FORECAST QUANTITY/ YEAR	LUMP SUM PRICE PER FIXED PRICE JOB SCOPE		Extended Total
4	RADIO STUDY - ON A PER LOCATION BASIS IN ACCORDANCE WITH THE JEA STANDARDS	24	\$ 6,200.00		148,800.00
5	TROUBLE SHOOTING TELEMETRY & TESTING IN ACCORDANCE WITH THE JEA STANDARDS	12	\$ 1,200.00		14,400.00
6	RADIO TOWER INSTALLATION - SIZE 1 (MASTER - 100') ALUMINUM SELF SUPPORT WITH STAINLESS STEEL HARDWARE	2	\$ 17,000.00		34,000.00
7	RADIO MAST/ANTENNA INSTALLATION - SIZE 2 (STANDARD NON BUILDING - 20')	20	\$ 1,200.00		24,000.00
8a	RADIO MAST/ANTENNA INSTALLATION - SIZE 2a (STANDARD BUILDING - 20')	5	\$ 1,200.00		6,000.00
9b	RADIO MAST/ANTENNA INSTALLATION - SIZE 3 (HIGH GAIN NON BUILDING - 30')	15	\$ 1,400.00		21,000.00
10c	RADIO MAST/ANTENNA INSTALLATION - SIZE 3a (HIGH GAIN BUILDING - 30')	5	\$ 1,400.00		7,000.00
11	FIBER TERMINATION WITHOUT FAN-OUT KIT (6 FIBER)	20	\$ 500.00		10,000.00
11a	FIBER TERMINATION WITH FAN-OUT KIT (6 FIBER)	20	\$ 550.00		11,000.00
<b>MATERIALS</b>					
	LISTED MATERIALS	FORECAST QUANTITY/ YEAR	UNIT PRICE	Extended Total	
12	STANDARD GE MDS TRANSNET900 RTU KIT	12	\$ 1,569.36	\$ 18,832.32	
12a	STANDARD GE MDS SD09 SS RTU KIT	12	\$ 1,918.35	\$ 23,020.20	
13	MANHOLE MONITORING ANTENNA KIT	10	\$ 43.51	\$ 435.10	
14	SCALA TY-900 ANTENNA	10	\$ 277.20	\$ 2,772.00	
14a	HIGH GAIN FULLY WELDED YAGI ANTENNA 890-960	10	\$ 277.20	\$ 2,772.00	
14b	PERMANENT MOUNT PHANTOM ANTENNA 890-960	10	\$ 37.87	\$ 378.70	
14c	SMA RIGHT ANGLE PORTABLE ANTENNA 890-960	10	\$ 16.23	\$ 162.30	
15	RADIO, GE MDS TRANSNET900	12	\$ 1,571.85	\$ 18,862.20	
16	RADIO, GE MDS INET 900	2	\$ 2,248.88	\$ 4,497.76	
17	RADIO, GE MDS INET II	2	\$ 2,248.88	\$ 4,497.76	
18	RADIO, GE MDS SD09 SS	30	\$ 1,854.19	\$ 55,625.70	
18a	RADIO, GE MDS SD09 ES	2	\$ 1,918.35	\$ 3,836.70	
19	RADIO, GE MDS ORBIT UNLICENSED 900 WITH WIFI	20	\$ 1,921.19	\$ 38,423.80	
19a	RADIO, GE MDS ORBIT UNLICENSED 900 WITHOUT WIFI	20	\$ 1,850.30	\$ 37,006.00	
20	RADIO, GE MDS DIN RAIL MOUNT	50	\$ 19.25	\$ 962.50	
21	VOLTAGE REGULATOR 12V 3A	30	\$ 16.26	\$ 487.80	
22	RADIO, 4RF APRISA SR+ HALF DUPLEX	2	\$ 3,640.00	\$ 7,280.00	
22a	RADIO, 4RF APRISA SR+ FULL DUPLEX	2	\$ 3,850.00	\$ 7,700.00	
22b	4RF APRISA SR+ MIGRATION MASTER STATION	1	\$ 3,850.00	\$ 3,850.00	
23	10DB ATTENUATOR	5	\$ 43.99	\$ 219.95	
23a	20DB ATTENUATOR	5	\$ 43.99	\$ 219.95	
24	JUMPER 3FT SD RADIO TO POLYPHASER	50	\$ 63.95	\$ 3,197.50	
25	CABLE 3FT SD RADIO DATA	50	\$ 1.09	\$ 54.50	
26	CABLE 3FT SINAUT	50	\$ 87.00	\$ 4,350.00	
27	CABLE LMR195DB	150	\$ 0.76	\$ 114.00	
27a	CABLE LMR400DB	250	\$ 1.38	\$ 345.00	
27b	CABLE LDF4	500	\$ 2.70	\$ 1,350.00	
28	CORNING FIBER 12F 012K8F-31130-29	500	\$ 2.15	\$ 1,075.00	
28a	CORNING FIBER 6F 006K8F-31130-29	100	\$ 1.25	\$ 125.00	
28b	CORNING FIBER 6F 370-947-FDDI-06	100	\$ 2.75	\$ 275.00	
29	FIBER ENCLOSURE WALL MOUNT 12F	10	\$ 35.09	\$ 350.90	
29a	FIBER ENCLOSURE WALL MOUNT 24/48	2	\$ 183.92	\$ 367.84	
29b	FIBER ENCLOSURE WALL MOUNT 2P	2	\$ 35.09	\$ 70.18	
29c	FIBER ENCLOSURE WALL MOUNT 48CT	2	\$ 183.92	\$ 367.84	
30	FIBER PANEL 12 PORT ST MM	10	\$ 71.50	\$ 715.00	
30a	FIBER PANEL 6 PORT ST	10	\$ 63.95	\$ 639.50	
31	FIBER JUMPER 1 METER ST ST	10	\$ 4.05	\$ 40.50	
31a	FIBER JUMPER 2 METER ST ST	10	\$ 4.35	\$ 43.50	
31b	FIBER JUMPER 3 METER ST ST	10	\$ 4.68	\$ 46.80	
32	FIBER FANOUT KIT 12F	4	\$ 69.33	\$ 277.32	
32a	FIBER FANOUT KIT 6F	2	\$ 50.67	\$ 101.34	
33	FIBER CONNECTOR UNICAM SC	20	\$ 28.64	\$ 572.80	
33a	FIBER CONNECTOR UNICAM ST	100	\$ 19.84	\$ 1,984.00	
34	MEDIA CONVERTER ST 10/100 BASE T	4	\$ 46.98	\$ 187.92	
34a	MEDIA CONVERTER SIGNAMAX 065-1195	4	\$ 343.43	\$ 1,373.72	
35	EXPLOSION PROOF SURGE ARRESTOR	4	\$ 119.77	\$ 479.08	
35a	N FEMALE TO N FEMALE SURGE ARRESTOR	10	\$ 43.99	\$ 439.90	
35b	NETWORK (ETHERNET) SURGE ARRESTOR	4	\$ 61.40	\$ 245.60	
NON-LIST MATERIALS DESCRIPTION			PERCENT (not to exceed 10%)	Non-List Materials Estimate	Extended Total
36	Materials Markup - not to exceed 10%. For materials purchased, the Company shall provide the original invoice (Company Cost) for the materials purchased by the company. With the mark up percentage applied, enter your final Price to JEA.		3%	10,000.00	\$ 10,300.00
<b>SUBCONTRACT MARKUP</b>					
	DESCRIPTION		PERCENT (not to exceed 10%)	Subcontract Estimate	Extended Total
37	Subcontract Markup - not to exceed 10% - For specific work identified after contract execution, where JEA requires the Contractor to perform and the Contractor does not have the in-house capability to perform		5%	20,000.00	\$ 21,000.00
<b>Five Year Bid Total - Enter this value in Bid Form -&gt;</b>					<b>\$ 3,992,662.40</b>

**Notes**

- Double Time (2X) Labor rates are not permitted. JEA will only pay up to 1.5X the straight time rate for Overtime hours.
- All trades shall be local, no travel or per diem will be paid to trades



## Formal Bid and Award System

Award #5

January 7, 2021

**Type of Award Request:** RENEWAL  
**Request #:** 188  
**Requestor Name:** Tanner, Steve C.  
**Requestor Phone:** (904) 665-7953  
**Project Title:** Communication Tower Site Lease  
**Project Number:** HE30904  
**Project Location:** JEA  
**Funds:** O&M  
**Award Estimate:** \$500,000.00 (Based on \$100,000 in FY21)

### Scope of Work:

Formal request to renew the existing four (4) site lease agreements between JEA and formerly known as SBA Towers, LLC, now known as SBA Communications Corporation. Communication connectivity is required at the Hogan Rd. site for the FCRS (First Coast Radio System), SCADA NMR (Network Meter Reading) which has transitioned to AMI (Advanced Metering Infrastructure), SCADA DA (Supervisory Control Data Acquisition Distribution Automation), and SCADA WWLS (Supervisory Control Data Acquisition Waste Water Lift Station) Systems.

**JEA IFB/RFP/State/City/GSA#:** CPA 104372

**Purchasing Agent:** Dambrose, Nickolas C.

**Is this a ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Address	Email	Phone	Amount
SBA COMMUNICATIONS CORPORATION	Lynette Szuba	8051 Congress Avenue, Boca Raton, FL 33487-1307	LSzuba@sbsite.com	(561) 226-9384	\$500,634.81

**Amount of Original Award:** \$162,500.00

**Date of Original Award:** 10/28/1999

**Change Order Amount:** \$500,634.81

### List of Previous Change Order/Amendments:

Change Order #	Amount	Date
1	\$350,000.00	03/25/2010
2	\$443,533.16	12/18/2014
3	\$61,605.78	12/19/2019

**New Not-To-Exceed Amount:** \$1,518,273.75

**Award Amount for remainder of this FY:** \$97,014.59

**Length of Contract/PO Term:** Five (5) Years w/ One (1) – 5 Yr. Renewal

**Begin Date (mm/dd/yyyy):** 05/01/2020

**End Date (mm/dd/yyyy):** 4/30/2025

**Renewal Options:** YES – One (1) 5-Yr Renewal

**If yes, please explain:** This lease agreement will automatically renew for another five (5) year period from 05/01/2025 to 4/30/2030. This item will be returned to awards committee for approval prior to auto renewal.

**JSEB Requirement:** There are no JSEB Opportunities

**BIDDER:**

Name	Amount
SBA COMMUNICATIONS CORPORATION	\$500,634.81

**Background/Recommendations:**

This agreement was initiated in 2001. The original award was sole source with the tower owner SBA and was for the First Coast Radio build. The original lease was with TC Florida Towers II, LLC. Agreement date was June 12, 2001 (see attached agreement). On September 8, 2006, TC Florida Towers II, LLC sold to SBA Towers II, LLC. JEA owned the radio system until 2011 and have carried the leases on behalf of the City of Jacksonville since that time. JEA has an MOU with the City of Jacksonville for reimbursement of the First Coast Radio attachments for these towers. The company name has changed from SBA Towers II LLC to SBA Communications Corporation. There are four (4) separate lease agreements for each system which include FCRS (First Coast Radio System), JEA SCADA DA, JEA SCADA NMR, and JEA SCADA WWLS systems). Per the terms of the Original Lease Agreements with SBA Towers, LLC (which purchased this tower from TC Florida Towers II, LLC), the agreements are good for five (5) years and automatically renew at the end of each five (5) year period. Also according to the terms of the agreement and the amendments currently in force, SBA Tower II, LLC is allowed to increase the rent by three percent (3%) percent every year (see the attached Leases for details). In 2011, the City amended the agreement when they wanted to interconnect all the sites with a microwave antenna system link to connect the whole system as a loop to allow better communication. Both amendments increased the cost by more than \$4,800 per year. On December 19, 2019 JEA added less than ten percent (10%) administrative increase of \$61,605.78 to get through the existing expiration date of 04/30/2020.

It should be noted, the City of Jacksonville (COJ) reimburses JEA for the Hogan Rd FCRS site. The estimated amounts included in this award over the next five (5) years are noted below (see attached spreadsheet for a more detailed breakdown):

Years	Total Award Estimate Per Year for all Four (4) Sites	COJ Reimbursement Estimate Per Year
FY20-21	\$ 97,014.59	\$72,663.26
FY21-22	\$ 98,545.42	\$73,809.84
FY22-23	\$ 100,101.38	\$74,975.25
FY23-24	\$ 101,682.93	\$76,159.82
FY24-25	\$ 103,290.49	\$77,363.87
<b>TOTAL</b>	<b>\$500,634.81</b>	<b>\$374,972.04</b>

The four (4) lease areas for the Hogan Rd. Tower included in this request are as follows:

- Hogan Rd. WJCT FCRS reimbursed by COJ (possible co-build)
- Hogan Rd. WJCR SCADA NMR
- Hogan Rd. WJCR SCADA DA
- Hogan Rd. WJCR SCADA WWLS

JEA has approached the City of Jacksonville (COJ) about the possibility of co-building to replace the SBA Hogan Rd. WJCT FCRS site tower currently under lease. JEA is currently in a holding pattern right now on this discussion with COJ.

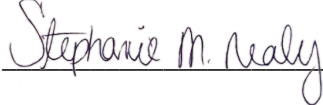
Request approval to award a five (5) year lease renewal to SBA Communications Corporation for Communication Tower Site Lease Agreements in the amount of \$500,634.81, for a new not to exceed amount of \$1,518,273.75, subject to the availability of lawfully appropriated funds.

**Manager:** Tanner, Steve C. – Communications Analyst, Senior  
**Director:** Traylor, Kymberly A. - Dir Network & Telecommunication Services  
**Chief :** Stephen Datz – Interim Chief Information Officer

**APPROVALS:**

 01/07/2021

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

 01/07/2021

**Budget Representative** **Date**



## Formal Bid and Award System

Award #2

December 18, 2014

**Award #:**  
**Type of Award Request:**  
**Request #:**  
**Requestor Name:**  
**Requestor Phone:**  
**Project Title:**  
**Project Number:**  
**Project Location:**  
**Funds:**  
**Award Estimate:**

**Award Date:**  
 RENEWAL  
 188  
 Tanner, Steve C.  
 (904) 665-7953  
 Communication Tower Site Lease - SBA Towers II, LLC  
 HE30904  
 JEA  
 O&M  
 \$443,533.16

**Description of Request:**

Formal request to renew the existing site lease agreements between JEA and SBA Towers II, LLC. Communication connectivity is required at the Hogan Rd. site for the FCRS (First Coast Radio System), AMR (Automated Meter Reading), SCADA DA (Supervisory Control Data Acquisition Distribution Automation), and SCADA WWLS (Supervisory Control Data Acquisition Waste Water Lift Station) Systems.

**Requisition Number:**

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

CPA 104372

**Purchasing Agent:**

Woyak, Nathan J

**Is this a ratification?:**

NO

**If yes, explain:**

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Address	Phone	Amount
SBA TOWERS II LLC	GANS, SHAWN	5900 BROKEN SOUND PK WY NW BOCA RATON, FL 33487-2797	(561) 226-9303	\$443,533.16

**Amount of Original Award:**

\$162,500.00

**Date of Original Award:**

10/28/1999

**Change Order Amount:**

\$443,533.16

**List of Previous Change Order/Amendments:**

3/25/2010 \$350,000.00

104372

**New Not-To-Exceed Amount:** \$956,033.16  
**Award Amount for remainder of this FY:** \$83,541.50  
**Length of Contract/PO Term:** Five (5) Years  
**Begin Date (mm/dd/yyyy):** 5/1/2015  
**End Date (mm/dd/yyyy):** 4/30/2020  
**Renewal Options:** YES – One (1) 5-Yr Renewal  
**If yes, please explain:** This lease agreement will automatically renew for another five (5) year period from 5/1/2020 to 4/30/2025.  
**JSEB Requirement:** NA  
**Comments on JSEB Requirements:** N/A –lease agreement

**BIDDER:**

Name	Amount	Disqualified	Reason
SBA TOWERS II LLC	\$443,533.16	NO	

**Background/Recommendations:**

This agreement was initiated in 2001. There are separate lease agreements for each system (FCRS (the First Coast Radio System), the JEA SCADA DA, the JEA SCADA NMR, and the JEA SCADA WWLS systems). Per the terms of the Original Lease Agreements with SBA Towers II, LLC (which purchased this tower from TC Florida Towers II, LLC), the agreements are good for five (5) years and automatically renew at the end of each five (5) year period. Also according to the terms of the agreement and the amendments currently in force, SBA Tower II, LLC is allowed to increase the rent by 3% percent every year (see the attached Leases for details). In 2011, the City amended the agreement when they wanted to interconnect all the sites with a microwave antenna system link to connect the whole system as a loop to allow better communication. Both amendments increased the cost by more than \$4,800 per year.

It should be noted, the City of Jacksonville (COJ) reimburses JEA for the Hogan Rd FCRS site. The estimated amounts included in this award over the next five (5) years are noted below (see attached spreadsheet for a more detailed breakdown):

Years	Total Award Estimate Per Year	COJ Reimbursement Estimate Per Year
FY14-15	\$ 83,541.50	\$62,572.01
FY15-16	\$ 86,047.74	\$64,449.17
FY16-17	\$ 88,629.17	\$66,382.64
FY17-18	\$ 91,288.05	\$68,374.12
FY18-19	\$ 94,026.69	\$70,425.34
<b>TOTAL</b>	<b>\$443,533.16</b>	<b>\$332,203.28</b>

The sites included in this request are as follows:

Hogan Rd. WJCT FCRS



Hogan Rd. WJCR SCADA NMR  
Hogan Rd. WJCR SCADA DA  
Hogan Rd. WJCR SCADA WWLS

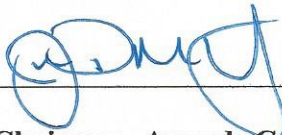
Request approval to award a five (5) year lease renewal to SBA Towers II, LLC. for Communication Tower Site Lease Agreements in the amount of \$443,533.16, for a new not to exceed amount of \$956,033.16, subject to the availability of lawfully appropriated funds.

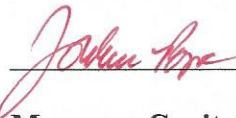
**Manager:** Traylor, Kymberly A. - Mgr Network & Telecommunications Services

**Director:** Edgar, Cindy L. - Director, Technology Infrastructure

**VP:**

**APPROVALS:**

  
\_\_\_\_\_ 12-18-14  
**Chairman, Awards Committee** **Date**

  
\_\_\_\_\_ 12-18-14  
**Manager, Capital Budget Planning** **Date**

**From:** Lynette Szuba <[LSzuba@sbsite.com](mailto:LSzuba@sbsite.com)>

**Sent:** Monday, December 7, 2020 4:55 PM

**To:** Tanner, Steve C. <[TannSC@jea.com](mailto:TannSC@jea.com)>; Erdy Accius <[EAccius@sbsite.com](mailto:EAccius@sbsite.com)>

**Cc:** Traylor, Kymberly A. - Dir Network & Telecommunication Services <[TrayKA@jea.com](mailto:TrayKA@jea.com)>; Accounts Payable Customer Service <[acctpaycustsrv@jea.com](mailto:acctpaycustsrv@jea.com)>; Nikki Bellotti <[NBellotti@sbsite.com](mailto:NBellotti@sbsite.com)>; Andrew Pasmore <[APasmore@sbsite.com](mailto:APasmore@sbsite.com)>; Eda Ribauda <[ERibauda@sbsite.com](mailto:ERibauda@sbsite.com)>

**Subject:** JEA Hogan Road Site - FL10339-A-12 Invoice No. 13651868

[External Email - Exercise caution. DO NOT open attachments or click links from unknown senders or unexpected email.]

Good afternoon everyone,

Thank you for reaching out to SBA, Steve.

Please see attached projected rent for 2021. Each individual account is listed on a separate tab. The annual increase is 3% and the account will bill in January. The increase occurs throughout the year and as we discussed last fiscal year, invoices will be produced for the increases throughout the year. There may be a slight rounding difference on the final billing.

Erdy, Please review the accounts to ensure all 2020 payments have been applied to any open invoices for 2020. Thank you,

**Payment Schedule Detail for Site: FL10339-A-11  
Legal Document Id:52505**

Period StartDate	Period EndDate	Increase Date	Billing Amount
1/1/2021	12/31/2021		\$72,538.10
7/12/2021	12/31/2021		\$1,023.72
		7/12/2021	\$73,561.82

**Payment Schedule Detail for Site: FL10339-A-12  
Legal Document Id:52508**

Period StartDate	Period EndDate	Increase Date	Billing Amount
1/1/2021	12/31/2021		\$11,234.57
5/1/2021	12/31/2021		\$224.69
		5/1/2021	\$11,459.26

Payment Schedule Detail for Site: FL10339-A-  
13

Legal Document Id:52509

Period StartDate	Period EndDate	Increase Date	Billing Amount
1/1/2021	12/31/2021		\$6537.40
3/1/2021	12/31/2021		\$163.43
		3/1/2021	<u>\$6,700.83</u>

Payment Schedule Detail for Site: FL10339-A-  
14

Legal Document Id:52510

Period StartDate	Period EndDate	Increase Date	Billing Amount
1/1/2021	12/31/2021		\$6,537.40
6/1/2021	12/31/2021		\$114.40
		6/1/2021	<u>\$6,651.80</u>

Thank you,

**Lynette Szuba**

*Lead Accounts Receivable Specialist, Shared Services Acctg*



**SBA Communications Corporation**

8051 Congress Avenue

Boca Raton, FL 33487-1307

561.226.9384 + T

561.989.5374 + F

[LSzuba@sbsite.com](mailto:LSzuba@sbsite.com)

***Your Signal Starts Here.***

**From:** Tanner, Steve C.

**Sent:** Monday, December 7, 2020 4:20 PM

**To:** Lynette Szuba

**Cc:** Traylor, Kymberly A. - Dir Network & Telecommunication Services ; Accounts Payable Customer Service ; Erdy Accius ; Nikki Bellotti ; Andrew Pasmore ; Tanner, Steve C.

**Subject:** [External] RE: JEA Hogan Road Site - FL10339-A-12 Invoice No. 13651868

**Importance:** High

Lynette,

Per your note below, and based on JEA current Contract Purchase Agreement (CPA) with SBA Towers II, LLC, it is time for us to work together to get the billing issues resolved so when we pay the Invoices in January, no further invoices will be generated for the rest of the year. I thought we had created an amendment so the anniversary dates of FL10339-A-11, 12, 13, and 14 are moved to January 1 of each respective year. Is this not the case?

Please let me know how we want to move forward so we can get this corrected.

Thanks,

Steven C. Tanner

Communications Analyst Senior

JEA c/o Landis and Gyr  
4815 Executive Park Court  
Suite 107  
Jacksonville, FL 32216

Phone: (904) 665-7953

Mobile: (904) 509-3416

**From:** Lynette Szuba <[LSzuba@sbsite.com](mailto:LSzuba@sbsite.com)>

**Sent:** Friday, May 8, 2020 9:13 AM

**To:** Tanner, Steve C. <[TannSC@jea.com](mailto:TannSC@jea.com)>

**Cc:** Traylor, Kymberly A. - Dir Network & Telecommunication Services <[TrayKA@jea.com](mailto:TrayKA@jea.com)>; Accounts Payable Customer Service <[acctpaycustsrv@jea.com](mailto:acctpaycustsrv@jea.com)>; Erdy Accius <[EAccius@sbsite.com](mailto:EAccius@sbsite.com)>; Nikki Bellotti <[NBellotti@sbsite.com](mailto:NBellotti@sbsite.com)>; Andrew Pasmore <[APasmore@sbsite.com](mailto:APasmore@sbsite.com)>

**Subject:** JEA Hogan Road Site - FL10339-A-12 Invoice No. 13651868

[External Email - Exercise caution. DO NOT open attachments or click links from unknown senders or unexpected email.]

Dear Steve,

I hope this email finds you well, thank you for reaching out to our team.

Unfortunately, subject referenced are the back-billings we discussed in our last correspondence and they will process through the year. I believe there will be another in June. The system auto-generates the invoice. If we turn off the auto-generation of invoices then no invoices will be mailed on the new billing cycle. I can confirm as per our previous discussions, SBA has received full payment for the fiscal year billing. Additionally as discussed, as we get closer to the new fiscal year, we should work together with our site-leasing department to put together a more efficient method.

Regards,

**Lynette Szuba**

*Lead Accounts Receivable Specialist, Shared Services Acctg*

561.226.9384 + T

561.989.5374 + F

**From:** Tanner, Steve C. [<mailto:TannSC@jea.com>]

**Sent:** Friday, May 8, 2020 4:09 AM

**To:** Lynette Szuba <[LSzuba@sbsite.com](mailto:LSzuba@sbsite.com)>; Erdy Accius <[EAccius@sbsite.com](mailto:EAccius@sbsite.com)>; Nikki Bellotti <[NBellotti@sbsite.com](mailto:NBellotti@sbsite.com)>; Andrew Pasmore <[APasmore@sbsite.com](mailto:APasmore@sbsite.com)>

**Cc:** Traylor, Kymberly A. - Dir Network & Telecommunication Services <[TrayKA@jea.com](mailto:TrayKA@jea.com)>; Accounts Payable Customer Service <[acctpaycustsrv@jea.com](mailto:acctpaycustsrv@jea.com)>; Tanner, Steve C. <[TannSC@jea.com](mailto:TannSC@jea.com)>

**Subject:** [External] JEA Hogan Road Site - FL10339-A-12 Invoice No. 13651868

**Importance:** High

All

The attached Invoice 13651868 was generated by your system on May 1, 2020, but Invoice No. 13636248 R was paid electronically on April 16, 2020. Reference Document No. 322352. Invoice 13651868 is rejected.

Steven C. Tanner  
Communications Analyst Senior

JEA c/o Landis and Gyr  
4815 Executive Park Court, Suite 107  
Jacksonville, FL 32216

Office: (904) 665-7953  
Mobile: (904) 509-3416

**Payment Schedule Detail for Site:  
FL10339-A-11**

Period StartDate	Period EndDate	Increase Date	Billing Amount
1/1/2021	12/31/2021		\$72,538.10
7/12/2021	12/31/2021		\$1,023.72
		7/12/2021	<u>\$73,561.82</u>

**Payment Schedule Detail  
for Site: FL10339-A-12**

Period StartDate	Period EndDate	Increase Date	Billing Amount
1/1/2021	12/31/2021		\$11,234.57
5/1/2021	12/31/2021		\$224.69
		5/1/2021	<u>\$11,459.26</u>

**Payment Schedule Detail  
for Site: FL10339-A-13**

Period StartDate	Period EndDate	Increase Date	Billing Amount
1/1/2021	12/31/2021		\$6537.40
3/1/2021	12/31/2021		\$163.43
		3/1/2021	<u>\$6,700.83</u>

**Payment Schedule Detail  
for Site: FL10339-A-14**

Period StartDate	Period EndDate	Increase Date	Billing Amount
1/1/2021	12/31/2021		\$6,537.40
6/1/2021	12/31/2021		\$114.40
		6/1/2021	<u>\$6,651.80</u>



## Formal Bid and Award System

Award #7 January 7, 2021

**Type of Award Request:** BID (IFB)  
**Request #:** 6862  
**Requestor Name:** Summers, Matt K. - Manager, Physical Security  
**Requestor Phone:** (904) 665-4798  
**Project Title:** Repair, Installation, and Testing of Fire Alarm and Sprinkler Systems  
**Project Number:** 8004548, 8004606, HE31000  
**Project Location:** JEA  
**Funds:** Capital and O&M  
**Budget Estimate:** \$3,458,000.00 (JEA = \$2,408,000.00, other agencies = \$1,050,000.00)

### Scope of Work:

The scope of this contract is to secure the services of a licensed and qualified contractor which will provide procurement, installation, inspection, testing, and maintenance of fire alarm, sprinkler, and clean agent systems at various JEA facilities and properties. The work performed by the contractor consists of, but is not limited to, all materials, labor, supervision, tools, electronic parts, wiring, software, hardware and equipment necessary to provide installation, maintenance, adjustments, testing, replacement of parts, and emergency service as herein specified.

**JEA IFB/RFP/State/City/GSA#:** 073-20  
**Purchasing Agent:** Rix, Lynn Woods  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
AGENT FIRE LLC	Nathan T. Aydelette	naydelette@agentfireusa.com	4155 Highway Ave., Jacksonville, FL 32254	855-838-4178	\$2,408,000.00

**Amount for entire term of Contract/PO:** \$2,408,000.00  
**Award Amount for remainder of this FY:** \$202,000.00  
**Length of Contract/PO Term:** Five (5) Years w/ One (1) – 1 Yr. Renewal  
**Begin Date (mm/dd/yyyy):** 12/16/2020  
**End Date (mm/dd/yyyy):** 12/15/2025  
**Renewal Options:** YES – One (1) – 1 Yr. Renewal  
**JSEB Requirement:** N/A – Optional

### BIDDER:

Name	Amount
AGENT FIRE LLC	\$3,388,397.40
CINTAS FIRE PROTECTION	\$3,390,188.50
WW GAY FIRE & INTEGRATED SYSTEMS INC.	\$3,860,652.46

**Background/Recommendations:**

Advertised 10/05/2020. Six (6) companies attended the mandatory pre-bid meeting on 10/16/2020. At bid opening, November 3, 2020, only two (2) bids were received. JEA did not open the bid and set as second mandatory pre-bid meeting to increase competition. In order to bid, a supplier must have attended at least one of the two mandatory pre-bid meetings. No additional companies attended the second mandatory pre-bid meeting on November 13, 2020. At bid opening, November 24, 2020, three (3) bids were received. Agent Fire LLC was the lowest responsive and responsible bidder. JTA and JPA participated in the Bid process and their forecast spend was aggregated with JEA’s spend for a five (5) year multi-agency Bid. A copy of the Bid Form is attached.

This award is the result of a joint effort between JEA, JAXPORT, and JTA to create a single solicitation and provide the identified services for all three (3) agencies as a collaborative sourcing effort. This award is for JEA projects only. The primary goals are to:


- Obtain reduced, and secured, united costs for all three (3) agencies for the next five (5) years;
- Create interoperability between agencies; and
- Enhance the availability of materials and responsiveness of service in Jacksonville for these systems, while reducing the administrative burden to the agencies.

Comparing Agent Fire LLC labor rates to the current contract, labor rates show a three percent (3%) decrease. The forecasted materials spend has increased due to material changes and pricing changes, which varied and are not directly comparable. Rates are fixed throughout the term of the contract. The award amount is less than the Bid Amount due to current budget and the business unit intends to examine the budget in the out years to support carrying the contract to term.

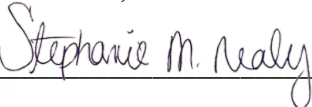
073-20 – Request approval to award a five (5) year contract to Agent Fire LLC for repair, installation and testing of fire alarm and sprinkler systems in the amount of \$2,408,000.00, subject to the availability of lawfully appropriated funds.

**Manager:** Summers, Matt K. – Mgr, Physical Security  
**Director:** Edwards, Brandon L. - Director Security  
**VP:** Tuten, Steven V. – Interim Chief Compliance Officer

**APPROVALS:**

 \_\_\_\_\_ 01/07/2021

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

 \_\_\_\_\_ 01/07/2021

**Budget Representative** **Date**



**APPENDIX B**

**BID FORM FOR SOLICITATION 073-20**

**REPAIR, INSTALLATION AND TESTING OF FIRE ALARM AND SPRINKLER SYSTEMS**

The Bidder shall submit one original set of Bid Documents. Bids/Responses will only be accepted electronically via link provided. Please use the REQUEST A SUBMISSION LINK on the Formal Procurement Opportunities page of JEA.com to receive a unique, password-protected link. An automated, detailed auditing system provides sealed bid integrity. To ensure the link is received in a timely manner, link requests should be made by 5:00 p.m. on the Friday prior to the bid due date. JEA will not accept Bid Document files transmitted via email.

Company Name: Agent Fire LLC

---

Company's Address 4155 Highway Ave, Jacksonville, Florida 32254

State of Florida Fire Protection System Contractor 1 License: FPC12-000111

State of Florida Alarm System Contractor 1 License: EF20000412

Phone Number: 855-838-4178 FAX No: 877-471-2059 Email Address: naydelette@agentfireusa.com

**BID SECURITY REQUIREMENTS**

None required  
Certified Check or Bond (Five Percent (5%))

**TERM OF CONTRACT**

One Time Purchase  
Other, Specify – 5 yrs, w/ 1 optional renewal  
Annual Requirements

**SAMPLE REQUIREMENTS**

None required  
Samples required prior to Bid Opening  
required subsequent to

**SECTION 255.05, FLORIDA STATUTES CONTRACT BOND**

None required  
Bond required 100% of Bid Award Samples may be

<b>Overhead and Profit</b>	<b>RATE</b>
----------------------------	-------------

<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	65
Contractor's Mark-Up		<input checked="" type="checkbox"/>	% _____
<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
<input type="checkbox"/>	Bid Opening		

<b>QUANTITIES</b>	<b>INSURANCE REQUIREMENTS</b>
<input type="checkbox"/> Quantities indicated are exacting	<b>Insurance required</b>
<input checked="" type="checkbox"/> Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.	

<b>PAYMENT DISCOUNTS</b>
<input type="checkbox"/> 1% 20, net 30 <input type="checkbox"/> 2% 10, net 30 <input checked="" type="checkbox"/> 3% 5, net 30 <input type="checkbox"/> Other _____ <input type="checkbox"/> None Offered

#	ENTER YOUR BID FOR THE IFB 073-20 SERVICES	BIDPRICE
1	BID WORKBOOK LABOR RATES TOTAL \$	1,277,500.00
2	BID WORKBOOK MATERIALS RATES TOTAL \$	1,616,522.40 3 BID
	WORKBOOK INSPECTION RATES TOTAL \$	494,375.00
<b>TOTAL BID PRICE (Sum of Lines 1 through 3 above)</b>		<b>\$ 3,388,397.40</b>

Contractor's Mark-Up - Mark-Up percentage will only be used for task orders issued by JPA/JTA, where the Davis Bacon Act applies, for federally funded projects. The mark-up percentages shall include all associated cost over and above local Davis Bacon prevailing wages and mandatory fringe benefits.

**APPENDIX B  
 BID FORM FOR SOLICITATION 073-20  
 REPAIR, INSTALLATION AND TESTING OF FIRE ALARM AND SPRINKLER SYSTEMS**

**BIDDER'S CERTIFICATION**

By submitting this Bid, the Bidder certifies that it has read and reviewed all of the documents pertaining to this Solicitation, that the person signing below is an authorized representative of the Bidder's Company, that the Company is legally authorized to do business in the State of Florida, and that the Company maintains in active status an appropriate contractor's license for the work (if applicable). The Bidder also certifies that it complies with all sections (including but not limited to Conflict Of Interest and Ethics) of this Solicitation, and that the Bidder is an authorized distributor or manufacturer of the equipment that meets the Technical Specifications stated herein.

We have received addenda \_\_\_\_\_ through \_\_\_\_\_ 1 3

November 2, 2020

Handwritten Signature of Authorized Officer of Company or Agent \_\_\_\_\_ Date \_\_\_\_\_

Nathan T. Aydelette, President

Printed Name and Title

**073-20**  
**APPENDIX B BID FORM**

**Company:** Agent Fire LLC  
**Contact:** Nathan Aydelette  
**Phone No.:** 855-838-4178

1. Labor Rates – Labor used for the repair and installation of the fire and sprinkler systems will be provided by the contractor. All

LABOR TYPE	LABOR FUNCTION	SERVICE	UNIT RATE	QTY	TOTAL
Project Management	Responsible for the account management, documentation, scheduling, programming, etc.	SR	\$ 1.00	2500	\$ 2,500.00
Technician Working Foreman	Responsible for the management of technicians, jobsite efforts, sign-offs, etc.	SR	\$ 90.00	5000	\$ 450,000.00
		ER	\$ 90.00	2500	\$ 225,000.00
Technician	Responsible for system testing, repairs, evaluations, wiring, etc.	SR	\$ 75.00	5000	\$ 375,000.00
		ER	\$ 90.00	2500	\$ 225,000.00

**GRAND TOTAL -TRANSFER TO BID FORM SECTION #1: \$ 1,277,500.00**

**073-20**  
**APPENDIX B BID FORM**

**Company:** Agent Fire LLC  
**Contact:** Nathan Aydelette  
**Phone No.:** 855-838-4178

2. Materials – All materials used for the installation and repairs of the fire alarm and sprinkler systems will be provided by the contractor. The material pricing below should include all standard delivery shipping and handling charges. Quantities below are estimated for the entirety of the contract term. These quantities are for evaluation purposes and are not a guarantee of future business.

VENDOR	PART NO.	DESCRIPTION	UNIT	QTY	PRICE
POTTER	AFC-50	FIRE ALARM CONTROL PANEL - 50PT	\$ 532.95	150	\$ 79,942.50
POTTER	AFC-1000	FIRE ALARM CONTROL PANEL - 1270PT	\$ 1,045.00	75	\$ 78,375.00
POTTER	ARC-100	FIRE ALARM CONTROL PANEL - 100PT - RELEASING	\$ 899.00	20	\$ 17,980.00
POTTER	RA-6500R	LCD REMOTE ANCTR RELEASING	\$ 370.85	20	\$ 7,417.00
POTTER	DRV-50	LED DRIVER MODULE	\$ 300.15	35	\$ 10,505.25
POTTER	FIB-1000	FIBER INTERFACE MODULE	\$ 607.55	75	\$ 45,566.25
POTTER	FIB-1000RM	RACK MOUNT FIBER INTERFACE MODULE	\$ 722.45	30	\$ 21,673.50
POTTER	PSN-1000	INTELLIGENT POWER EXPANDER	\$ 532.15	90	\$ 47,893.50
POTTER	PSN-1000E	INTELLIGENT PWR SUPPLY LARGE CABINET	\$ 555.35	90	\$ 49,981.50
POTTER	RA-6500	160 CHARACTER LCD REMOTE ANNUNCIATOR	\$ 370.85	90	\$ 33,376.50
POTTER	RLY-5	RELAY MODULE	\$ 274.05	90	\$ 24,664.50
POTTER	PAD100-SLCE	SLC EXPANDER	\$ 348.75	90	\$ 31,387.50
POTTER	PAD100-6B	6" ADDRESSABLE BASE	\$ 7.76	1875	\$ 14,550.00
POTTER	PAD100-DUCT	ADDRESSABLE DUCT DETECTOR	\$ 139.95	187	\$ 26,170.65
POTTER	PAD100-HD	FIXED TEMPERATURE HEAT DETECTOR	\$ 43.85	375	\$ 16,443.75
POTTER	PAD100-PD	PHOTO DETECTOR	\$ 52.20	1500	\$ 78,300.00
POTTER	PAD100-PSSA	ADDRESSABLE PULL STATION SINGLE ACTION	\$ 64.95	750	\$ 48,712.50
POTTER	PAD100-DIM	DUAL INPUT CONTACT MODULE	\$ 74.35	750	\$ 55,762.50
POTTER	PAD100-MIM	MINIATURE CONTACT MODULE	\$ 38.15	325	\$ 12,398.75
POTTER	PAD100-RM	TWIN RELAY MODULE	\$ 56.95	325	\$ 18,508.75
POTTER	PADD100-LEDK	ADDRESSABLE LED AND KEY SWITCH	\$ 109.00	150	\$ 16,350.00
POTTER	STS-5.0	2.5'-5' SAMPLING TUBE	\$ 8.70	200	\$ 1,740.00
POTTER	S-24WR	WALL SELECTABLE STROBE - RED	\$ 32.65	1125	\$ 36,731.25
POTTER	HS-24WR	WALL SELECTABLE HORN/STROBE - RED	\$ 40.60	2500	\$ 101,500.00
POTTER	SPKSTR-24WLPR	WALL STROBE SPEAKER - RED	\$ 59.85	750	\$ 44,887.50
POTTER	SPKSTR-24CLPR	CEILING STROBE SPEAKER - RED	\$ 62.75	750	\$ 47,062.50
GEMCOM	GEMMAMINT-SU4	MAINTENANCE BYPASS SWITCH W/JEA LOGO	\$ 255.00	100	\$ 25,500.00
GEMCOM	GEM2GRB	BACK BOX FOR BYPASS SWITCH	\$ 37.12	100	\$ 3,712.00
DITEK	DTK-DF120S1	120 SERIES SURGE PROTECTOR	\$ 200.00	245	\$ 49,000.00
DITEK	DTK-2MHLP24BWB	24V DATA & SIGNALING CIRCUIT SURGE PROTECTOR WITH BASE	\$ 86.65	200	\$ 17,330.00
ELOCK	ELOCKFA	CIRCUIT BREAKER LOCK FOR FIRE ALARM SYSTEM	\$ 12.65	245	\$ 3,099.25

**MATERIAL SUBTOTAL:** \$ 1,066,522.40

**OTHER MATERIAL MARKUP PERCENTAGE (NOT TO EXCEED 25%):** \$ 500,000.00 10% \$ 550,000.00

**GRAND TOTAL -TRANSFER TO BID FORM SECTION #2:** \$ **1,616,522.40**

**073-20  
APPENDIX B BID FORM**

**Company:** Agent Fire LLC  
**Contact:** Nathan Aydelette  
**Phone No.:** 855-838-4178

3. Periodic Testing and Inspections – The contractor will be responsible for conducting all required periodic inspections, testing and maintenance of the fire alarm and sprinkler systems. The rates the contractor estimates below must be inclusive of all required materials, labor, and equipment necessary to properly perform these inspections at the identified locations. These quantities are for evaluation purposes and are not a guarantee of future business.

LOCATION	SYSTEM	TYPE	UNIT	QTY	PRICE
ARLINGTON WTP	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
	SPRINKLER SYSTEM	5-YEAR	\$ 680.00	1	\$ 680.00
		ANNUAL	\$ 200.00	5	\$ 1,000.00
		QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 45.00	35	\$ 1,575.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00	
ARLINGTON EAST WRF	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
	SPRINKLER SYSTEM	5-YEAR	\$ 1,000.00	1	\$ 1,000.00
		ANNUAL	\$ 200.00	5	\$ 1,000.00
		QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 45.00	35	\$ 1,575.00
BAYMEADOWS SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
BEEGLY HEIGHTS SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
BLACKSFORD WRF	FIRE ALARM SYSTEM	ANNUAL	\$ 180.00	5	\$ 900.00
BLOUNT ISLAND SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
BRIERWOOD WTP	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
	SPRINKLER SYSTEM	5-YEAR	\$ 680.00	1	\$ 680.00
		ANNUAL	\$ 200.00	5	\$ 1,000.00
		QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00	
BUCKMAN WRF	FIRE ALARM SYSTEM	ANNUAL	\$ 230.00	5	\$ 1,150.00
	SPRINKLER SYSTEM	5-YEAR	\$ 1,200.00	1	\$ 1,200.00
		ANNUAL	\$ 450.00	5	\$ 2,250.00
		QUARTERLY	\$ 115.00	20	\$ 2,300.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00	
BUSCH SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
CECIL COMMERCE CENTER WTP	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
	SPRINKLER SYSTEM	5-YEAR	\$ 1,000.00	1	\$ 1,000.00
		ANNUAL	\$ 200.00	5	\$ 1,000.00
		QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 45.00	35	\$ 1,575.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00	
CECIL FIELD SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
CEDAR BAY WRF	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
CENTER PARK CELL TOWER	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
CENTER PARK SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
CHURCH ST SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
COLLEGE SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
COMMONWEALTH SC	FIRE ALARM SYSTEM	ANNUAL	\$ 400.00	5	\$ 2,000.00
	SPRINKLER SYSTEM	5-YEAR	\$ 1,300.00	1	\$ 1,300.00
		ANNUAL	\$ 270.00	5	\$ 1,350.00
		QUARTERLY	\$ 180.00	20	\$ 3,600.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00	
	FIRE ALARM SYSTEM	ANNUAL	\$ 200.00	5	\$ 1,000.00

**073-20  
APPENDIX B BID FORM**

COMMUNITY HALL WTP	SPRINKLER SYSTEM	5-YEAR	\$ 1,000.00	1	\$ 1,000.00
		ANNUAL	\$ 200.00	5	\$ 1,000.00
		QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
	BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00
CRAVEN SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
DEERWOOD WTP	SPRINKLER SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
		5-YEAR	\$ 1,000.00	1	\$ 1,000.00
		ANNUAL	\$ 200.00	5	\$ 1,000.00
		QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
	BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00
DINSMORE SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
DOWNTOWN CHILLER PLANT	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
EASTPORT SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
FAIRFAX WTP	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
FLEET STAGING US 1	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
FIRESTONE SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
FOREST SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
FORT CAROLINE SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
GARDEN CITY CELL TOWER	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
GARDEN CITY SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
GEORGIA ST SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
GRANDPARK SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
GREENLAND ENERGY CENTER SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
GREENLAND ENERGY CENTER WATER TREATMENT	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
GREENLAND SUBSTATION (BIG)	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
GREENLAND SUBSTATION (SMALL)	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
GREENLAND CELL TOWER	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
HARTLEY ROAD SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
HENDRICKS WTP	SPRINKLER SYSTEM	ANNUAL	\$ 300.00	5	\$ 1,500.00
		5-YEAR	\$ 1,000.00	1	\$ 1,000.00
		ANNUAL	\$ 200.00	5	\$ 1,000.00
		QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
	BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00
HIGHLANDS WTP	SPRINKLER SYSTEM	ANNUAL	\$ 300.00	5	\$ 1,500.00
		5-YEAR	\$ 1,000.00	1	\$ 1,000.00
		ANNUAL	\$ 200.00	5	\$ 1,000.00
		QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
	BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00
HOGAN ROAD CELL TOWER	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
HOGANS CREEK CHILLER PLANT	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
IMESON SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
JAX BEACH CELL TOWER	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
JAX HEIGHTS CELL TOWER	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
JAX HEIGHTS SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
JAXPORT SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
JULINGTON WTP	SPRINKLER SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
		5-YEAR	\$ 1,000.00	1	\$ 1,000.00
		ANNUAL	\$ 200.00	5	\$ 1,000.00
		QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
	BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00
JULINGTON WRF	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
LAKESHORE WTP	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
LANE AVENUE SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
LLOYD ROAD CELL TOWER	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
LOVEGROVE WTP	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00

		5-YEAR	\$ 1,000.00	1	\$ 1,000.00
	SPRINKLER SYSTEM	ANNUAL	\$ 200.00	5	\$ 1,000.00

**073-20  
APPENDIX B BID FORM**

MAIN ST HYPO BUILDING	SPRINKLER SYSTEM	QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
	BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00
MAIN ST SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
MAIN ST VISITORS CENTER	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
	SPRINKLER SYSTEM	5-YEAR	\$ 1,000.00	1	\$ 1,000.00
		ANNUAL	\$ 200.00	5	\$ 1,000.00
		QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00	
MANDARIN SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
MANDARIN WRF	FIRE ALARM SYSTEM	ANNUAL	\$ 400.00	5	\$ 2,000.00
	SPRINKLER SYSTEM	5-YEAR	\$ 1,000.00	1	\$ 1,000.00
		ANNUAL	\$ 200.00	5	\$ 1,000.00
		QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00	
MARIETTA WTP	FIRE ALARM SYSTEM	ANNUAL	\$ 90.00	5	\$ 450.00
	SPRINKLER SYSTEM	5-YEAR	\$ 1,250.00	1	\$ 1,250.00
		ANNUAL	\$ 300.00	5	\$ 1,500.00
		QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00	
MAYPORT SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
MAYPORT RADIO SHELTER	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
MCDUFF WTP	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
	SPRINKLER SYSTEM	5-YEAR	\$ 1,000.00	1	\$ 1,000.00
		ANNUAL	\$ 300.00	5	\$ 1,500.00
		QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00	
MEDICAL CLINIC (PEARL STREET)	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
MILLCOE SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
MONTEREY WRF	FIRE ALARM SYSTEM	ANNUAL	\$ 300.00	5	\$ 1,500.00
MT PLEASANT SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
NASSAU SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
NASSAU RADIO SHELTER	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
NASSAU WRF	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
NEPTUNE SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
NEW KINGS SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
NOCATEE RADIO SHELTER	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
NORMANDY SUBSTATION (FRONT)	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
NORMANDY SUBSTATION (REAR)	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
NORWOOD WTP	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
OAKRIDGE WTP	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
	SPRINKLER SYSTEM	5-YEAR	\$ 1,000.00	1	\$ 1,000.00
		ANNUAL	\$ 300.00	5	\$ 1,500.00
		QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00	
ORANGE PARK SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
OTTER RUN WTP	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
PEARL STREET METER READING	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
PEARL STREET SC/WAREHOUSE	FIRE ALARM SYSTEM	ANNUAL	\$ 400.00	5	\$ 2,000.00
	SPRINKLER SYSTEM	5-YEAR	\$ 1,000.00	1	\$ 1,000.00
		ANNUAL	\$ 300.00	5	\$ 1,500.00
		QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00	
PHILLIPS HIGHWAY SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
PICKETVILLE SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
	FIRE ALARM SYSTEM	ANNUAL	\$ 2,500.00	5	\$ 12,500.00
	FIRE PUMP SYSTEM	ANNUAL	\$ 550.00	5	\$ 2,750.00
		QUARTERLY	\$ 367.00	20	\$ 7,340.00

**073-20  
APPENDIX B BID FORM**

PLAZA I		MONTHLY	\$ 90.00	35	\$ 3,150.00	
	FM 200 (2ND FLOOR)	SEMI ANNUAL	\$ 650.00	10	\$ 6,500.00	
	FM 200 (3RD FLOOR)	SEMI ANNUAL	\$ 300.00	10	\$ 3,000.00	
	FM 200 (18TH RADIO)	SEMI ANNUAL	\$ 300.00	10	\$ 3,000.00	
	FM 200 (18TH MICRO)	SEMI ANNUAL	\$ 300.00	10	\$ 3,000.00	
	SPRINKLER SYSTEM	5-YEAR		\$ 6,300.00	1	\$ 6,300.00
		ANNUAL		\$ 2,625.00	5	\$ 13,125.00
		QUARTERLY		\$ 600.00	20	\$ 12,000.00
MONTHLY			\$ 200.00	35	\$ 7,000.00	
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00		
PLAZA II	FIRE ALARM SYSTEM	ANNUAL	\$ 1,950.00	5	\$ 9,750.00	
	FM 200 (3RD FLOOR)	SEMI ANNUAL	\$ 800.00	10	\$ 8,000.00	
	SPRINKLER SYSTEM	5-YEAR		\$ 2,100.00	1	\$ 2,100.00
		ANNUAL		\$ 800.00	5	\$ 4,000.00
		QUARTERLY		\$ 400.00	20	\$ 8,000.00
MONTHLY			\$ 200.00	35	\$ 7,000.00	
PLAZA III	FIRE ALARM SYSTEM	ANNUAL	\$ 500.00	5	\$ 2,500.00	
	FIRE HOSE	ANNUAL	\$ 375.00	5	\$ 1,875.00	
	BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00	
POINT MEADOWS SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5		
RANDALL ST SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00	
RIBAULT SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00	
RIDENOUR WTP	FIRE ALARM SYSTEM	ANNUAL	\$ 270.00	5	\$ 1,350.00	
	SPRINKLER SYSTEM	5-YEAR		\$ 1,000.00	1	\$ 1,000.00
		ANNUAL		\$ 300.00	5	\$ 1,500.00
		QUARTERLY		\$ 125.00	20	\$ 2,500.00
		MONTHLY		\$ 125.00	35	\$ 4,375.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00		
RITTER PARK SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00	
RIVER TOWN RADIO SHELTER	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00	
RIVER OAKS WTP	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00	
ROBINWOOD SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00	
SAN PABLO SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00	
SJRPP CELL TOWER	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00	
SOCC	FM 200	SEMI ANNUAL	\$ 2,500.00	10	\$ 25,000.00	
	SPRINKLER SYSTEM	5-YEAR		\$ 1,000.00	1	\$ 1,000.00
		ANNUAL		\$ 300.00	5	\$ 1,500.00
		QUARTERLY		\$ 125.00	20	\$ 2,500.00
		MONTHLY		\$ 125.00	35	\$ 4,375.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00		
SOUTHEAST SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00	
SOUTHEAST WTP	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00	
	SPRINKLER SYSTEM	5-YEAR		\$ 1,000.00	1	\$ 1,000.00
		ANNUAL		\$ 300.00	5	\$ 1,500.00
		QUARTERLY		\$ 125.00	20	\$ 2,500.00
		MONTHLY		\$ 125.00	35	\$ 4,375.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00		
SOUTHSIDE GIS SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00	
SOUTHSIDE SC	FIRE ALARM SYSTEM	ANNUAL	\$ 400.00	5	\$ 2,000.00	
	SPRINKLER SYSTEM	5-YEAR		\$ 1,200.00	1	\$ 1,200.00
		ANNUAL		\$ 600.00	5	\$ 3,000.00
		QUARTERLY		\$ 180.00	20	\$ 3,600.00
		MONTHLY		\$ 125.00	35	\$ 4,375.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00		
SOUTHWEST WTP	FIRE ALARM SYSTEM	ANNUAL	\$ 270.00	5	\$ 1,350.00	
	SPRINKLER SYSTEM	5-YEAR		\$ 1,000.00	1	\$ 1,000.00
		ANNUAL		\$ 300.00	5	\$ 1,500.00
		QUARTERLY		\$ 90.00	20	\$ 1,800.00
		MONTHLY		\$ 45.00	35	\$ 1,575.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00		
SOUTHWEST WRF	FIRE ALARM SYSTEM	ANNUAL	\$ 400.00	5	\$ 2,000.00	
SPRINGFIELD CHILLER PLANT	FIRE ALARM SYSTEM	ANNUAL	\$ 180.00	5	\$ 900.00	
SPRINGFIELD LAB OZONE BLDG	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00	



**073-20  
APPENDIX B BID FORM**

SPRINGFIELD LAB OZONE MCC	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
SPRINGFIELD WATER LAB	FIRE ALARM SYSTEM	ANNUAL	\$ 400.00	5	\$ 2,000.00
	SPRINKLER SYSTEM	5-YEAR	\$ 1,000.00	1	\$ 1,000.00
		ANNUAL	\$ 300.00	5	\$ 1,500.00
		QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00	
STARRATT ROAD SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
ST. JOHNS BOOSTER	FIRE ALARM SYSTEM	ANNUAL	\$ 180.00	5	\$ 900.00
	SPRINKLER SYSTEM	5-YEAR	\$ 1,000.00	1	\$ 1,000.00
		ANNUAL	\$ 300.00	5	\$ 1,500.00
		QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00	
ST JOHNS FOREST CELL TOWER	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
SWITZERLAND SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
US1 BOOSTER	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
WATER ST SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
WEST JAX SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
WESTLAKE SUBSTATION	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
WEST NASSAU WTP	FIRE ALARM SYSTEM	ANNUAL	\$ 270.00	5	\$ 1,350.00
	SPRINKLER SYSTEM	5-YEAR	\$ 1,000.00	1	\$ 1,000.00
		ANNUAL	\$ 300.00	5	\$ 1,500.00
		QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00	
WESTLAKE RADIO SHELTER	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
WESTLAKE WTP	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00
	SPRINKLER SYSTEM	5-YEAR	\$ 1,000.00	1	\$ 1,000.00
		ANNUAL	\$ 300.00	5	\$ 1,500.00
		QUARTERLY	\$ 125.00	20	\$ 2,500.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00	
WESTSIDE SC	FIRE ALARM SYSTEM	ANNUAL	\$ 900.00	5	\$ 4,500.00
	SPRINKLER SYSTEM	5-YEAR	\$ 1,250.00	1	\$ 1,250.00
		ANNUAL	\$ 400.00	5	\$ 2,000.00
		QUARTERLY	\$ 180.00	20	\$ 3,600.00
		MONTHLY	\$ 125.00	35	\$ 4,375.00
BACKFLOW PREVENTER	ANNUAL	\$ 45.00	5	\$ 225.00	
YELLOW WATER RADIO SHELTER	FIRE ALARM SYSTEM	ANNUAL	\$ 125.00	5	\$ 625.00

**GRAND TOTAL -TRANSFER TO BID FORM SECTION #3: \$ 494,375.00**

Repair and installation of Fire Alarm and Sprinkler Systems - Contract Budget Plan

Project Number	Description	FY21
	JAXPORT	\$160,000.00
	JTA	\$50,000.00
8006696	Facilities Security - Electric	\$1,000.00
8006563	Facilities Security - Water	\$1,000.00
	HQ1	\$100,000.00
	HQ2	
	Southside Service Center	\$40,000.00
	Commonwealth Service Center	
	Southwest WRF	
	Greenland WRF	
	JUTC	
	Other Water Projects	
	Other Electric Projects	
	Security Stand Alone Projects	
HE31000	Annual Maintenance	\$60,000.00
<b>Combined Est. Totals:</b>		\$412,000.00
<b>JEA Est. Totals:</b>		\$202,000.00

**Estimated Combined Budget:**

**Estimated JEA Portion:**

**Estimated Other Agencies:**

FY22	FY23	FY24	FY25
\$160,000.00	\$160,000.00	\$160,000.00	\$160,000.00
\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00
\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00
\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00
\$300,000.00			
\$150,000.00	\$250,000.00		
\$150,000.00			
\$75,000.00			
\$75,000.00			
\$50,000.00			
\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00
\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00
\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00
\$99,000.00	\$99,000.00	\$99,000.00	\$99,000.00
\$1,299,000.00	\$749,000.00	\$499,000.00	\$499,000.00
\$1,089,000.00	\$539,000.00	\$289,000.00	\$289,000.00
\$3,458,000.00			
\$2,408,000.00	\$3,388,397.00	-\$980,397.00	
\$1,050,000.00			



## Formal Bid and Award System

Award #8 January 7, 2021

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 6875  
**Requestor Name:** Brunell, Baley  
**Requestor Phone:** (904) 665-6992  
**Project Title:** JEA Vacuum Truck Procurement Acquisition  
**Project Number:** 8006562  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$740,000.00

### Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") was to solicit total pricing for the purchase of two (2) vacuum jet trucks within class category 143 for JEA's FY21 requirements. This purchase is for planned and budgeted replacement of JEA's Fleet Water assets (Water Replacement – 2 units) and have been approved as part of the FY21 Fleet Capital Procurement Plan.

**JEA IFB/RFP/State/City/GSA#:** 088-20  
**Purchasing Agent:** Roddy, Colin  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Amount
ENVIRONMENTAL PRODUCTS GROUP, INC.	Nick Causey	<a href="mailto:ncausey@myEPG.com">ncausey@myEPG.com</a>	2525 Clarcona Rd, Apopka, FL 32703	\$747,488.00

**Amount for entire term of Contract/PO:** \$747,488.00  
**Award Amount for remainder of this FY:** \$747,488.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 01/07/2021  
**End Date (mm/dd/yyyy):** Project Completion  
**JSEB Requirement:** N/A – No JSEBs available

### BIDDERS:

Name	Original Amount	BAFO Amount	Proposed Award Amount
ENVIRONMENTAL PRODUCTS GROUP, INC.	\$756,876.00	\$747,488.00	\$747,488.00
VAC-CON, INC.	\$775,632.00	\$750,000.00	\$0.00

### Background/Recommendations:

Advertised 10/26/2020. Five (5) companies attended the optional pre-response meeting on 11/02/2020. At the Response opening on 11/17/2020, JEA received two (2) Responses. Southern Sewer (VAC-CON) & Environmental Products (VACTOR) are the 2 primary players in the business. However, Pats Pump & Blower was also invited after review of our requirements vs their specifications. The delivery deadline was the primary reason for them not bidding. The secondary reason is Pats Pump & Blower primarily build rear mounted reel units. The front reel mounted units (JEA Required) require them to retool which takes additional time/labor.

The solicitation was processed as an ITN given the complexity of the work found within the solicitation, as this was a fleet capital solicitation that involved complex technical requirements. On 12/07/2020, negotiations were held with the two (2) shortlisted companies, Vac-Con, Inc. and Environmental Products Group, Inc. After the Best and Final Offers (BAFO) were submitted, Environmental Products Group, Inc. was deemed the lowest cost responsible and responsive Respondent for the one Vacuum Truck grouping.

Vehicle Grouping	Proposed Awardee	Previous Pricing	Proposed Award
Group 1 – Class 143 Two (2) 5T Vacuum Truck Loader 16 CY	Environmental Products Group, Inc.	\$351,900.00	\$373,744.00
	TOTALS	\$703,800.00	\$747,488.00


When comparing JEA’s past pricing to the proposed winning supplier, JEA’s new pricing will be 6.21%, or \$43,688.00 higher based on current market conditions. This percentage was determined by taking the last price paid for this specific fleet asset and comparing that price to the quoted unit price found within this solicitation. As a result of the ITN, JEA was able to realize a BAFO savings in the amount of \$9,388.00.

Request approval to award a contract to Environmental Products Group, Inc. in the amount of \$747,488.00, for the purchase of two (2) vehicles within the vehicle class category of 143 for JEA’s FY21 Fleet capital requirements, for a total not-to-exceed amount of \$747,488.00, subject to the availability of lawfully appropriated funds.

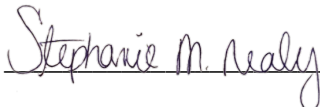
**Manager:** Brunell, Baley – Manager, Fleet Services & Business Operations

**VP:** McElroy, Alan – Interim Chief Supply Chain Officer

**APPROVALS:**

 01/07/2021

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

 01/07/2021

Type text here

**Budget Representative** **Date**

JEA Vacuum Truck Procurement Acquisition						Environmental Products Group, Inc.		Vac-Con, Inc.			
Award Category	Vehicle / Specification	Class Code	FY21 Delivery Requirements	Last Price Paid Unit Cost	Last Price Paid Total Cost	EPG Unit Cost	EPG Submitted Cost	Vac-Con Unit Cost	Vac-Con Submitted Cost		
<b>Group 1</b>											
Group 1	TRUCK 5T JET VACUUM LOADER 16 CY	143	2	\$351,900.00	\$703,800.00	\$373,744.00	\$747,488.00	\$375,000.00	\$750,000.00		
				<b>Group 1 Total</b>	<b>\$703,800.00</b>	<b>Group 1 Total</b>	<b>\$747,488.00</b>	<b>Group 1 Total</b>	<b>\$750,000.00</b>		
<b>Total Submitted Price for all Award Groupings</b>											
				<b>Total</b>	<b>\$703,800.00</b>	<b>Total</b>	<b>\$747,488.00</b>	<b>Total</b>	<b>\$750,000.00</b>	Cost Increase %	Cost Increase \$
										6.21%	\$43,688.00

OLD/EXISTING UNIT NUMBER	JEA SPECIFICATION OPTIONS	COST CENTER	CUSTOMER	DEPART DETAIL	JEA CLASS CODE NEW UNITS	DESCRIPTION NEW UNITS	DIESEL, B20/DIESEL, UNL, E85/UNL, LP or ELECTRIC	ELECTIC OR WATER	Budget Estimate	Contract Cost	INDEX #	PURCHASES ARRIVING IN FY21 or FY22
6888-10	FY19 Spec	30606	SPELL, BRYAN CHRISTOPHER	PSSC	143	TRUCK 5T JET VACUUM LOADER 16 CY	B20/DIESEL	W	\$370,000.00	\$373,744.00	211-W / 8006562	FY 21
6889-10	FY19 Spec	30606	SPELL, BRYAN CHRISTOPHER	PSSC	143	TRUCK 5T JET VACUUM LOADER 16 CY	B20/DIESEL	W	\$370,000.00	\$373,744.00	211-W / 8006562	FY 21



## Formal Bid and Award System

Award #9 January 7, 2021

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 6877  
**Requestor Name:** Brunell, Baley  
**Requestor Phone:** (904) 665-6992  
**Project Title:** JEA Heavy Duty Vehicle Procurement Acquisition  
**Project Number:** 8006562 & 8006703  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$1,655,500.00

### Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") was to solicit pricing for the purchase of eleven (11) heavy duty vehicles within the class categories of 131, 133, 135, and 145 for JEA's FY21 and FY22 requirements. This purchase is for planned and budgeted replacement of JEA's Fleet Water (Water Replacement – 2 units) and Energy (Energy Replacement – 9 units) assets associated with the Fleet Capital Procurement Plan.

**JEA IFB/RFP/State/City/GSA#:** 089-20  
**Purchasing Agent:** Roddy, Colin  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Amount
ORLANDO FREIGHTLINER	Eamon Kealy	<a href="mailto:EKealy@orlandofreightliner.com">EKealy@orlandofreightliner.com</a>	2455 S Orange Blossom Trail, Apopka, FL 32703	\$1,131,762.00
NEXTRAN TRUCK CENTERS JACKSONVILLE	Brian Henderson	<a href="mailto:bhenderson@nextranusa.com">bhenderson@nextranusa.com</a>	1986 West Beaver Street, Jacksonville, FL 32209	\$396,507.00

**Amount for entire term of Contract/PO:** \$1,528,269.00  
**Award Amount for remainder of this FY:** \$396,507.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 01/07/2021  
**End Date (mm/dd/yyyy):** Project Completion  
**JSEB Requirement:** N/A – No JSEBs available



**BIDDERS:**

Name	Original Amount	BAFO Amount	Proposed Award Amount
CUMBERLAND INTERNATIONAL TRUCKS	\$751,149.36	\$734,940.00	\$0.00
KENWORTH OF JACKSONVILLE, INC.	\$1,193,970.00	\$1,154,684.00	\$0.00
NEXTRAN TRUCK CENTERS JACKSONVILLE	\$396,507.00	\$396,507.00	\$396,507.00
ORLANDO FREIGHTLINER	\$1,542,784.00	\$1,534,006.00	\$1,131,762.00
TOM NEHL TRUCK COMPANY	\$415,758.00	\$414,500.00	\$0.00

**Background/Recommendations:**

Advertised 10/26/2020. Five (5) companies attended the optional pre-response meeting on 11/02/2020. At the Response opening on 11/17/2020, JEA received five (5) Responses.

The solicitation was processed as an ITN given the complexity of the work found within the solicitation, as this was a fleet capital solicitation that involved complex technical requirements. On 12/02/2020 and 12/04/2020, negotiations were held with the five (5) shortlisted companies, Cumberland International Trucks, Kenworth of Jacksonville, Inc., Nextran Truck Centers Jacksonville, Orlando Freightliner, and Tom Nehl Truck Company. After the Best and Final Offers (BAFO) were submitted, Orlando Freightliner and Nextran Truck Centers Jacksonville were deemed the lowest cost responsible and responsive Respondents for the three (3) heavy duty vehicle groupings included in this solicitation.

Vehicle Grouping	Vehicles	Proposed Awardee	Previous Pricing	Proposed Award
Group 1	Truck 3 Ton Cargo Reel	Orlando Freightliner	\$689,892.00	\$722,814.00
Group 2	Truck 5 Ton Dump 19 Cubic Yard Truck 5 Ton Road Tractor	Nextran Truck Centers of Jacksonville	\$475,855.00	\$396,507.00
Group 3	Van Walk-In 18' Van Walk-In Comp 22'	Orlando Freightliner	\$349,782.00	\$408,948.00


When comparing JEA's past pricing to the proposed winning supplier, JEA's new pricing will on average be 1.67%, or \$12,740.00 higher based on current market conditions. This percentage was determined by taking the last price paid and comparing those prices to the quoted unit prices found within this solicitation. As a result of the ITN, JEA was able to realize a BAFO savings in the amount of \$8,778.00.

Request approval to award a contract to Orlando Freightliner (\$1,131,762.00) and Nextran Truck Centers of Jacksonville (\$396,507.00), for the purchase of eleven (11) vehicles within the vehicle class categories of 131, 133, 135, and 145 for JEA's FY21 and FY22 heavy duty fleet capital requirements, for a total not-to-exceed amount of \$1,528,269.00, subject to the availability of lawfully appropriated funds.

**Manager:** Brunell, Baley – Manager, Fleet Services & Business Operations

**VP:** McElroy, Alan – Interim Chief Supply Chain Officer

**APPROVALS:**

 \_\_\_\_\_ 01/07/2021

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

 \_\_\_\_\_ 01/07/2021

**Budget Representative** **Date**

Name	Contact Name	Email	Address	Amount
ORLANDO FREIGHTLINER	Eamon Kealy	<a href="mailto:ekealy@orlandofreightliner.com">ekealy@orlandofreightliner.com</a>	2455 S Orange Blossom Trail, Apopka, FL 32703	\$1,131,762.00
NEXTRAN TRUCK CENTERS JACKSONVILLE	Brian Henderson	<a href="mailto:bhenderson@nextranusa.com">bhenderson@nextranusa.com</a>	1986 West Beaver Street, Jacksonville, FL 32209	\$396,507.00
			Total Award Amount	\$1,528,269.00

Vehicle Grouping	Vehicles	Proposed Awardee	Proposed Award
Group 1	Truck 3 Ton Cargo Reel	Orlando Freightliner	\$722,814.00
Group 2	Truck 5 Ton Dump 19 Cubic Yard Truck 5 Ton Road Tractor	Nextran Truck Centers of Jacksonville	\$396,507.00
Group 3	Van Walk-In 18' Van Walk-In Comp 22'	Orlando Freightliner	\$408,948.00
Total		\$1,528,269.00	
FY21 Cash Flow		\$396,507.00	
FY22 Cash Flow		\$1,131,762.00	
BAFO Savings		\$8,778.00	
Average Cost Increase		1.67%	
Amount of Increase		\$12,740.00	

JEA Heavy Duty Vehicle Procurement Acquisition						Last Price Paid		Cumberland		Nextran		Orlando Freightliner		Tom Nehl		Kenworth				
Award Category	Vehicle / Specification	Class Code	FY21 Delivery Requirements	FY22 Delivery Requirements	Total Requirements	Last Price Paid Unit Cost	Last Price Paid Total Submitted Cost	Cumberland Unit Cost	Cumberland Total Submitted Cost	Nextran Unit Cost	Nextran Total Submitted Cost	Orlando Freightliner Unit Cost	Orlando Freightliner Total Submitted Cost	Tom Nehl Unit Cost	Tom Nehl Total Submitted Cost	Kenworth Unit Cost	Kenworth Total Submitted Cost			
<b>Group 1</b>																				
Group 1	TRUCK 3 T CARGO REEL	133	0	6	6	\$114,982.00	\$689,892.00	\$122,490.00	\$734,940.00	-	-	\$120,469.00	\$722,814.00	-	-	\$123,264.00	\$739,584.00			
						<b>Group 1 Total</b>	<b>\$689,892.00</b>	<b>Group 1 Total</b>	<b>\$734,940.00</b>	<b>Group 1 Total</b>	<b>-</b>	<b>Group 1 Total</b>	<b>\$722,814.00</b>	<b>Group 1 Total</b>	<b>-</b>	<b>Group 1 Total</b>	<b>\$739,584.00</b>	\$722,814.00	4.77%	\$32,922.00
<b>Group 2</b>																				
Group 2	TRUCK 5 T DUMP 19 CU YD	135+	1	0	1	\$157,847.00	\$157,847.00	-	-	\$158,761.00	\$158,761.00	\$148,410.00	\$148,410.00	\$150,500.00	\$150,500.00	\$157,220.00	\$157,220.00			
	TRUCK 5 T ROAD TRACTOR	145	2	0	2	\$159,004.00	\$318,008.00	-	-	\$118,873.00	\$237,746.00	\$126,917.00	\$253,834.00	\$132,000.00	\$264,000.00	\$128,940.00	\$257,880.00			
						<b>Group 2 Total</b>	<b>\$475,855.00</b>	<b>Group 2 Total</b>	<b>\$734,940.00</b>	<b>Group 2 Total</b>	<b>\$396,507.00</b>	<b>Group 2 Total</b>	<b>\$402,244.00</b>	<b>Group 2 Total</b>	<b>\$414,500.00</b>	<b>Group 2 Total</b>	<b>\$415,100.00</b>	\$396,507.00	-16.67%	-\$79,348.00
<b>Group 3</b>																				
Group 3	VAN WALK-IN 18'	131E	0	1	1	\$178,110.00	\$178,110.00	-	-	-	-	\$209,986.00	\$209,986.00	-	-	-	-			
	VAN WALK-IN COMP 22'	131W	0	1	1	\$171,672.00	\$171,672.00	-	-	-	-	\$198,962.00	\$198,962.00	-	-	-	-			
						<b>Group 3 Total</b>	<b>\$349,782.00</b>	<b>Group 3 Total</b>	<b>\$734,940.00</b>	<b>Group 3 Total</b>	<b>-</b>	<b>Group 3 Total</b>	<b>\$408,948.00</b>	<b>Group 3 Total</b>	<b>-</b>	<b>Group 3 Total</b>	<b>\$408,948.00</b>	\$408,948.00	16.92%	\$59,166.00
<b>Total Submitted Price for all Award Groupings</b>																				
						<b>Total</b>	<b>\$1,515,529.00</b>	<b>Total</b>	<b>\$734,940.00</b>	<b>Total</b>	<b>\$396,507.00</b>	<b>Total</b>	<b>\$1,534,006.00</b>	<b>Total</b>	<b>\$414,500.00</b>	<b>Total</b>	<b>\$1,154,684.00</b>			

**JEA FY21 VEHICLE/EQUIPMENT Replacement and Expansion Plan**

OLD/EXISTING UNIT NUMBER	JEA CLASS CODE NEW UNITS	DESCRIPTION NEW UNITS	ELECTIC OR WATER	BUDGET ESTIMATE COST	NEW CONTRACT COST	PROJECT #	INDEX #	ORIGINAL APPROVED CAPITAL PURCHASE, Y or N	PURCHASES ARRIVING IN FY21 or FY22
6762-10	131E	VAN WALK-IN 18'	E	\$180,000.00	\$209,986.00	TBD	211-E	Y	FY 22
5200-20	133	TRUCK 3 T CARGO REEL	E	\$130,000.00	\$120,469.00	TBD	211-E	Y	FY 22
5898-20	133	TRUCK 3 T CARGO REEL	E	\$130,000.00	\$120,469.00	TBD	211-E	Y	FY 22
5967-20	133	TRUCK 3 T CARGO REEL	E	\$130,000.00	\$120,469.00	TBD	211-E	Y	FY 22
5999-20	133	TRUCK 3 T CARGO REEL	E	\$130,000.00	\$120,469.00	TBD	211-E	Y	FY 22
6000-20	133	TRUCK 3 T CARGO REEL	E	\$130,000.00	\$120,469.00	TBD	211-E	Y	FY 22
5968-20	133	TRUCK 3 T CARGO REEL	E	\$130,000.00	\$120,469.00	TBD	211-E	Y	FY 22
6801-20	131W	VAN WALK-IN COMP 22'	W	\$200,000.00	\$198,962.00	TBD	211-W	N*	FY 22
6804-20	135+	TRUCK 5 T DUMP 19 CUYD	W	\$170,000.00	\$158,761.00	8006562	211-W	Y	FY 21
5900-20	145	TRUCK 5 T ROAD TRACTOR	E	\$162,750.00	\$118,873.00	8006703	211-E	Y	FY 21
5899-20	145	TRUCK 5 T ROAD TRACTOR	E	\$162,750.00	\$118,873.00	8006703	211-E	N*	FY 21



## Formal Bid and Award System

Award #10 January 7, 2021

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 6874  
**Requestor Name:** Brunell, Baley  
**Requestor Phone:** (904) 665-6992  
**Project Title:** JEA Aerial Duty Vehicle Procurement Acquisition  
**Project Number:** TBD – FY22  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$3,800,000.00

### Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") was to solicit pricing for the purchase of sixteen (16) aerial duty vehicles within the class categories of 132, 211, 213, 223, and 226 for JEA's FY22 requirements. This purchase is for planned and budgeted replacement of JEA's Energy (Energy Replacement – 16 units) assets associated with the Fleet Capital Procurement Plan.

**JEA IFB/RFP/State/City/GSA#:** 090-20  
**Purchasing Agent:** Roddy, Colin  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Amount
VERSALIFT SOUTHWEST LLC	Nathen Barton	<a href="mailto:NathenBarto@versalift.com">NathenBarto@versalift.com</a>	1200 Texas Central Parkway, Waco, TX 76712	\$1,901,176.00
ALTEC INDUSTRIES, INC.	Chuck Martin	<a href="mailto:chuck.martin@altec.com">chuck.martin@altec.com</a>	2106 S Riverside Rd, St. Joseph, MO 64507	\$1,632,230.00

**Amount for entire term of Contract/PO:** \$3,533,406.00  
**Award Amount for remainder of this FY:** \$0.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 01/07/2021  
**End Date (mm/dd/yyyy):** Project Completion  
**JSEB Requirement:** N/A – No JSEBs available

### BIDDERS:

Name	Original Amount	BAFO Amount	Proposed Award Amount
ALTEC INDUSTRIES, INC.	\$3,847,487.00	\$3,574,380.00	\$1,632,230.00
EQUIPMENT TECHNOLOGY, LLC	\$1,261,628.25	\$1,261,628.25	\$0.00
RING POWER CORPORATION	\$3,602,534.00	\$3,512,851.00	\$0.00
VERSALIFT SOUTHWEST LLC	\$3,365,434.00	\$3,405,181.00*	\$1,901,176.00

\*Versalift's BAFO was \$39,747.00 higher than their initial bid as they improperly quoted two (2) of the aerial groupings, which was contributed to being a first time bidder of JEA's aerial duty vehicles. It should be noted that they were not awarded either grouping which had a price increase.

**Background/Recommendations:**

Advertised 10/26/2020. Four (4) companies attended the optional pre-response meeting on 11/02/2020. Four (4) companies also attended an optional on-site vehicle review held on 11/10/2020. At the Response opening on 11/17/2020, JEA received four (4) Responses.

The solicitation was processed as an ITN given the complexity of the work found within the solicitation, as this was a fleet capital solicitation that involved complex technical requirements. On 12/01/2020, negotiations were held with the four (4) shortlisted companies, Altec Industries, Inc., Equipment Technology LLC, Ring Power Corporation, and Versalift Southwest LLC. After the Best and Final Offers (BAFO) were submitted, Altec Industries, Inc. and Versalift Southwest LLC were deemed the lowest cost responsible and responsive Respondents for the seven (7) aerial duty vehicle groupings.

Vehicle Grouping	Vehicles	Proposed Awardee	Previous Pricing	Proposed Award
Group 1	Truck 1 T 4X4 Flatbed / Ground Rod Driver	Altec Industries, Inc.	-	\$162,480.00
Group 2	Truck 1 Ton Extended Cab 4X4 Bucket Tele 40'	Versalift Southwest LLC	\$404,028.00	\$408,288.00
Group 3	Truck 3 Ton Derrick Digger 50'	Altec Industries, Inc.	\$1,165,332.00	\$1,094,000.00
Group 4	Truck 5 Ton Derrick / Bed Winch 50'	Altec Industries, Inc.	\$367,235.00	\$375,750.00
Group 5	Truck 2 Ton Bucket Cut-In 40'	Versalift Southwest LLC	-	\$275,786.00
Group 6	Truck 3 Ton Extended Cab Bucket Material Handler 55'	Versalift Southwest LLC	\$458,650.00	\$464,564.00
Group 7	Truck 3 Ton Extended Cab Over Center Bucket Material Handler 55'	Versalift Southwest LLC	-	\$752,538.00

It should be noted for Group 4, Versalift Southwest LLC was the lowest cost Respondent, but they provided a quote that did not meet all the JEA Technical Specifications identified within the Appendix A Technical Specifications for Group 4. Because of this, it is recommended for Group 4 to award to the next lowest cost Respondent, Altec Industries, Inc.


When comparing JEA's past pricing to the proposed winning supplier for each respective grouping, JEA's new pricing will be 2.25%, or \$52,643.00 lower based on current market conditions for Vehicle Groupings 2, 3, 4, and 6. This percentage was determined by taking the last price paid and comparing those prices to the quoted unit prices of this solicitation. There were some units where no past pricing information was available for comparison purposes, as the specific assets have never been purchased prior to this solicitation, those were excluded from the decrease percentage calculation.

Request approval to award a contract to Versalift Southwest LLC (\$1,901,176.00) and Altec Industries, Inc. (\$1,632,230.00), for the purchase of sixteen (16) vehicles within the vehicle class categories of 132, 211, 213, 223, and 226 for JEA's FY22 aerial duty fleet capital requirements, for a total not-to-exceed amount of \$3,533,406.00, subject to the availability of lawfully appropriated funds.

**Manager:** Brunell, Baley – Manager, Fleet Services & Business Operations

**VP:** McElroy, Alan – Interim Chief Supply Chain Officer

**APPROVALS:**

 01/07/2021  
\_\_\_\_\_

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

 01/07/2021  
\_\_\_\_\_

**Budget Representative** **Date**



Name	Contact Name	Email	Address	Amount
ALTEC INDUSTRIES INC.	Chuck Martin	<a href="mailto:chuck.martin@altec.com">chuck.martin@altec.com</a>	2106 S Riverside Rd, St. Joseph, MO 64507	\$1,632,230.00
VERSALIFT SOUTHWEST LLC	Nathen Barto	<a href="mailto:NathenBarto@versalift.com">NathenBarto@versalift.com</a>	1200 Texas Central Parkway, Waco, TX 76712	\$1,901,176.00
			Total Award Amount	\$3,533,406.00

Vehicle Grouping	Vehicles	Proposed Awardee	Proposed Award
Group 1	Truck 1 T 4X4 Flatbed / Ground Rod Driver	Altec Industries, Inc.	\$162,480.00
Group 2	Truck 1 Ton Ext Cab 4X4 Bucket Tele 40'	Versalift Southwest LLC	\$408,288.00
Group 3	Truck 3 Ton Derrick Digger 50'	Altec Industries, Inc.	\$1,094,000.00
Group 4	Truck 5 Ton Derrick / Bed Winch 50'	Altec Industries, Inc.	\$375,750.00
Group 5	Truck 2 Ton Bucket Cut-In 40'	Versalift Southwest LLC	\$275,786.00
Group 6	Truck 3 Ton Ext Cab Bucket/Mh 55'	Versalift Southwest LLC	\$464,564.00
Group 7	Truck 3 Ton Ext Cab Oc Bucket/Mh 55'	Versalift Southwest LLC	\$752,538.00
Total		\$3,533,406.00	
FY21 Cash Flow		\$0.00	
FY22 Cash Flow		\$3,533,406.00	
BAFO Savings		\$35,061.00	
Cost Savings %		-2.25%	
Estimated Amount of Savings		-\$52,643.00	



JEA CLASS CODE NEW UNITS	DESCRIPTION NEW UNITS	DIESEL, B20/DIESEL, UNL, E85/UNL, LP or ELECTRIC	ELECTIC OR WATER	BUDGET ESTIMATE COST	NEW CONTRACT COST	INDEX #	PURCHASES ARRIVING IN FY21 or FY22	Bid
132	TRUCK 1 T 4X4 FLATBED / GROUND ROD DRIVER	B20/DIESEL	E	\$150,000.00	\$162,480.00	211-E	FY 22	Aerial
211	TRUCK 1 T EXT CAB 4X4 BUCKET TELE 40'	B20/DIESEL	E	\$130,000.00	\$136,096.00	211-E	FY 22	Aerial
211	TRUCK 1 T EXT CAB 4X4 BUCKET TELE 40'	B20/DIESEL	E	\$130,000.00	\$136,096.00	211-E	FY 22	Aerial
211	TRUCK 1 T EXT CAB 4X4 BUCKET TELE 40'	B20/DIESEL	E	\$130,000.00	\$136,096.00	211-E	FY 22	Aerial
223	TRUCK 3 T DERRICK DIGGER 50'	B20/DIESEL	E	\$300,000.00	\$273,500.00	211-E	FY 22	Aerial
223	TRUCK 3 T DERRICK DIGGER 50'	B20/DIESEL	E	\$300,000.00	\$273,500.00	211-E	FY 22	Aerial
223	TRUCK 3 T DERRICK DIGGER 50'	B20/DIESEL	E	\$300,000.00	\$273,500.00	211-E	FY 22	Aerial
223	TRUCK 3 T DERRICK DIGGER 50'	B20/DIESEL	E	\$300,000.00	\$273,500.00	211-E	FY 22	Aerial
226	TRUCK 5 T DERRICK / BED WINCH 50'	DIESEL	E	\$350,000.00	\$375,750.00	211-E	FY 22	Aerial
212CV	TRUCK 2 T BUCKET CUT-IN 40'	B20/DIESEL	E	\$165,000.00	\$137,893.00	211-E	FY22	Aerial
212CV	TRUCK 2 T BUCKET CUT-IN 40'	B20/DIESEL	E	\$165,000.00	\$137,893.00	211-E	FY22	Aerial
213M	TRUCK 3 T EXT CAB BUCKET/MH 55'	B20/DIESEL	E	\$240,000.00	\$232,282.00	211-E	FY 22	Aerial
213M	TRUCK 3 T EXT CAB BUCKET/MH 55'	B20/DIESEL	E	\$240,000.00	\$232,282.00	211-E	FY 22	Aerial
213OC	TRUCK 3 T EXT CAB OC BUCKET/MH 55'	B20/DIESEL	E	\$300,000.00	\$250,846.00	211-E	FY 22	Aerial
213OC	TRUCK 3 T EXT CAB OC BUCKET/MH 55'	B20/DIESEL	E	\$300,000.00	\$250,846.00	211-E	FY 22	Aerial
213OC	TRUCK 3 T EXT CAB OC BUCKET/MH 55'	B20/DIESEL	E	\$300,000.00	\$250,846.00	211-E	FY 22	Aerial