

Welcome to the JEA Awards Meeting

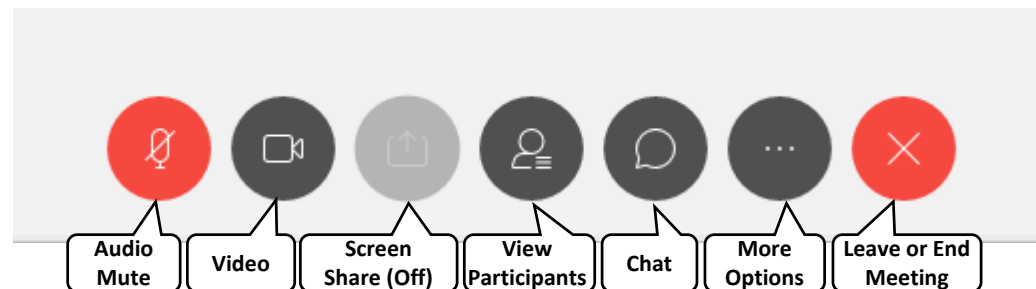
You have been joined to the meeting with your **audio muted** by default.

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 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 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, February 4, 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 (01/29/2021).
2. Request approval to reassign the previously awarded Versalift Southwest, LLC for JEA's FY22 aerial duty fleet capital requirements to Time Manufacturing Company, subject to the availability of lawfully appropriated funds.
3. Request approval for a contract amendment for Gresco Supply Three-Phase Transformers for JEA Inventory Stock Agreement in the amount of \$963,507.01, for a new not-to-exceed total of \$4,211,039.88, subject to the availability of lawfully appropriated funds.
4. Request approval for a contract increase for the Wesco Distribution, Inc. Three-Phase Transformers for JEA Inventory Stock Agreement in the amount of \$76,706.73, for a new not-to-exceed total of \$570,922.43, subject to the availability of lawfully appropriated funds.
5. Request approval to award a contract to the contractor, J.B. Coxwell Contracting, Inc. for the construction of the Palm Ave WM Replacement in the amount of \$1,311,847.50, subject to the availability of lawfully appropriated funds.
6. 039-20 - Request approval to award a contract amendment to Presidio for the Cisco Replacement Server Equipment and Support in the amount of \$301,945.48, for a not-to-exceed amount of \$1,509,486.43, subject to the availability of lawfully appropriated funds.
7. 014-21 – Request approval to award a contract to Zabatt Engine Services, Inc. dba: Zabatt Power Systems Inc. for the Purchase and Installation of Generators for JEA Lift Stations in the amount of \$549,082.90, subject to the availability of lawfully appropriated funds.
8. 083-20 - Request approval to rescind this solicitation, and reject all Responses received in anticipation of rebidding.
9. 1410256648 - Request approval to award a contract to Marmon Utility LLC for construction services for the replacement of circuit 692 in the amount of \$1,752,499.49, subject to the availability of lawfully appropriated funds.

10. 1410242853 – Request approval to award a contract to Superior Row Services, LLC, for the construction of the Beaver Street Patrol Road in the amount of \$766,637.16, subject to the availability of lawfully appropriated funds.
11. 005-21 – Request approval to award a contract to Amco Pump Manufacturing, Inc. (\$391,433.00) for six inch trailer mounted pumps and Power and Pumps, Inc. (\$175,664.00) for eight inch trailer mounted pumps in the amount of \$567,097.00, 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.

02-04-2021 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 01/29/2021 meeting.
2	Contract Assignment	McElroy	N/A	\$1,901,176.00	Time Manufacturing Company	Project Completion	<p><u>JEA Aerial Duty Procurement Acquisition</u></p> <p>Request approval to reassign the previously awarded Versalift Southwest, LLC JEA Aerial Duty Procurement Acquisition work scope to Time Manufacturing Company subject to the availability of lawfully appropriated funds.</p>
3	Contract Amendment	McElroy	\$963,507.01	\$963,507.01	Gresco Supply	Eighteen Months	<p><u>Three-Phase Transformers for JEA Inventory Stock</u></p> <ul style="list-style-type: none"> • Original Award Amount: \$2,552,874.34 • Initial Contract Increase Amount: \$694,658.53 • Contract Amendment Amount: \$963,507.01 • New NTE: \$4,211,039.88
4	Contract Amendment	McElroy	\$76,706.73	\$76,706.73	Wesco Distribution, Inc.	Eighteen Months	<p><u>Three-Phase Transformers for JEA Inventory Stock</u></p> <ul style="list-style-type: none"> • Original Award Amount: \$449,387.00 • 10% Administrative Increase Amount: \$44,928.70 • Contract Amendment Amount: \$76,706.73 • New NTE: \$570,922.43
5	Joint Project	Vu	\$1,101,577.50	\$1,311,847.50	J.B. Coxwell Contracting, Inc.	Project Completion (Est. 04/2022)	<p><u>Palm Avenue Water Main (WM) Replacement</u></p> <p>Request to award a contract to the contractor, J.B. Coxwell Contracting, Inc. for the construction of the Palm Ave WM Replacement in the amount of \$1,311,847.50</p>
6	Contract Amendment	Datz	\$1,200,000.00	\$301,945.48	Presidio Network Solutions, LLC	One (1) Year w/ Two One (1) Year Renewals	<p><u>FY20 and FY21 Cisco Equipment and Support Purchases with 1 Year Support Contract (Replacement Server Purchase)</u></p> <ul style="list-style-type: none"> • Original Award Amount: \$1,207,540.95 • Contract Amendment Amount: \$301,945.48 • New NTE: \$1,509,486.43
7	Invitation for Bid (IFB) 3 bidders	Vu	\$550,000.00	\$549,082.90	Zabatt Engine Services, Inc. dba: Zabatt Power Systems Inc.	Project Completion (Estimated: September 2021)	<p><u>Purchase and Installation of Generators for JEA Lift Stations</u></p> <p>Request to award a contract to Zabatt Power Systems Inc. for the</p>

02-04-2021 Awards Committee

							purchase and installation of generators at JEA lift stations.
8	Rescind	Vu	\$1,700,000.00	N/A	N/A	N/A	<p><u>Production Well Drilling - Part 1 of Rivertown Water Treatment Plant Project</u> Request to rescind with the intent to rebid. JEA will update the workbook and technical specifications. All pricing will be held confidential for 12 months or, if earlier, such time as JEA provides notice of an intended decision concerning the reissued IFB or until JEA withdraws the reissued IFB.</p>
9	Invitation for Bid (IFB) 3 bidders	Erixton	\$1,523,045.00	\$1,752,499.49	Marmon Utility, LLC	Project Completion (Expected: 7/30/21)	<p><u>Herlong Circuit 692 Replacement Project</u> Replacement of failing underground circuit 692. FY20 - \$1,752,499.49</p>
10	Invitation for Bid (IFB) 6 bidders	Erixton	\$1,340,000.00	\$766,637.16	Superior Row Services, LLC	7/15/21- Project Completion	<p><u>Beaver Street Patrol Road Construction Services</u> Construction of a 1.6 mile patrol road to support access along JEA right of away. FY 20 - \$766,637.16</p>
11	Invitation for Bid (IFB) 7 bidders	McElroy	\$580,000.00	\$391,433.00 \$175,664.00	Amco Pump Manufacturing, Inc. Power and Pumps, Inc.	Project Completion (Expected: September 2021)	<p><u>Purchase of Trailer Mounted Pumps</u> Request to award contracts for the purchase of six and eight inch trailer mounted pumps.</p>
Total Award				\$8,190,499.27			

JEA AWARDS COMMITTEE
JANUARY 29, 2021 MEETING MINUTES

The JEA procurement Awards Committee met on January 29, 2021, in person with a WebEx option

WebEx Meeting Number (access code): 180 187 7664

WebEx Password: pxP6CqUSt63

Members in attendance were Jenny McCollum as Chairperson, Laure Whitmer as Budget Representative, David Migut 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 11:01 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. Approval of the minutes from the last meeting (01/21/2021). Chair McCollum verbally presented the Committee Members the proposed January 21, 2021 minutes contained in the committee packet.

MOTION: Steve Tuten made a motion to approve the January 21, 2021 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 2-8:

2. 009-21 – Request approval to award a contract to The Kenton Group, Inc. dba Baldwin's Quality Plumbing for construction services for Jammes Rd. Water Main Installation project in the amount of \$976,137.00, subject to the availability of lawfully appropriated funds.

MOTION: Stephen Datz made a motion to approve Award Item 2 as presented in the committee packet. The motion was seconded by Kevin Holbrooks and approved unanimously by the Awards Committee (5-0).

3. Approval is requested to award a contract to the developer, Mattamy RiverTown LLC, for the construction of the water main, reuse main and force main by Grimes Utilities, Inc. for RiverTown Main Street Phase 3 in the amount of \$817,475.00, subject to the availability of lawfully appropriated funds.

MOTION: Joe Orfano made a motion to approve Award Item 3 as presented in the committee packet. The motion was seconded by Alan McElroy and approved unanimously by the Awards Committee (5-0).

4. 102-20 - Request approval to award a contract to Wesco Distribution, Inc. in the amount of \$1,592,760.74 for the supply of Network Submersible Transformers carried in JEA's inventory stock, subject to the availability of lawfully appropriated funds.

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

5. Request approval to award a contract to Capps Land Management & Material LLC, for the construction of the 4th Street West Brick Rebuild from Pearl St to Main St. in the amount of \$331,368.25, subject to the availability of lawfully appropriated funds.

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

6. Request approval to award a contract to Baker Hughes LLC, DBA Nexus Controls LLC, a Company for the supply and technical support for installation of upgraded DFE EX2100 for NGS Unit N03 in the amount of \$521,601.00, subject to the availability of lawfully appropriated funds.

MOTION: Steve Tuten made a motion to approve Award Item 6 as presented in the committee packet. The motion was seconded by Stephen Datz and approved unanimously by the Awards Committee (5-0).

7. Request approval of purchase from Point Meadows Properties, LLP for the subject property – Easement Acquisition Purchase in the amount of \$86,800.00, subject to the availability of lawfully appropriated funds.

MOTION: Kevin Holbrooks made a motion to approve Award Item 7 as presented in the committee packet. The motion was seconded by Alan McElroy and approved unanimously by the Awards Committee (5-0).

8. Request approval to award a change order to CSI Geo, Inc. for additional work under the Geotechnical and Material Field Laboratory Testing and Inspection Services contract in the amount of \$294,669.00, for a new not-to-exceed amount of \$691,351.27, subject to the availability of lawfully appropriated funds.

MOTION: Steve Tuten made a motion to approve Award Item 8 as presented in the committee packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

Informational Item:

No informational items were presented to the Awards Committee.

Ratifications:

No ratifications were presented to the Awards Committee for consideration.

Public Comments:

No additional public comment speaking period was taken.

Adjournment:

Chair McCollum adjourned the meeting at 11:27 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 February 4, 2021

Type of Award Request: CONTRACT ASSIGNMENT
Request #: 79
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: N/A

Scope of Work:

The purpose of this Agreement is to provide ten (10) aerial duty vehicles within the vehicle class categories of 211, 212, and 213 for JEA’s FY22 requirements. This purchase is for planned and budgeted replacement of JEA’s Energy (Energy Replacement – 10 units) assets associated with the Fleet Capital Procurement Plan.

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

RECOMMENDED AWARDEES:

Name	Vendor Contact	Email	Address	Phone	Amount
TIME MANUFACTURING COMPANY	Doug Boston	dougboston@versalift.com	7601 Imperial Dr. Waco, TX. 76712	254-717-8297	\$1,901,176.00

Amount of Original Award: \$1,901,176.00
Date of Original Award: 01/07/2021
Assignment Adjustment Amount: \$0.00
New Not-To-Exceed Amount: \$1,901,176.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 01/28/2021
End Date (mm/dd/yyyy): Project Completion
Renewal Options: No Renewals
JSEB Requirement: N/A - Standard

Background/Recommendation:

Originally bid and approved by the Awards Committee on 01/07/2021 to Versalift Southwest, LLC in the amount of \$1,901,176.00. The original award item is attached for reference.

While JEA was in the process of contracting the recent Aerial Duty Award to Versalift Southwest, LLC, it was brought to JEA’s attention that the actual invoice for this work scope would be generated by another entity different than Versalift Southwest, LLC. After further discussions with Versalift Southwest, LLC, they confirmed that the sale and invoice for this work scope will be through Time Manufacturing Company, and Versalift Southwest, LLC will be completing the installation and delivery only.

Versalift Southwest, LLC is a Time Manufacturing Company owned distributor, providing installation and maintenance services and is one of several company owned distributors across the United States. For the purposes of this Assignment, Time Manufacturing Company will be completing the sale and documentation for the JEA equipment while Versalift Southwest LLC will be completing the installation.

Request approval to reassign the previously awarded Versalift Southwest, LLC for JEA's FY22 aerial duty fleet capital requirements to Time Manufacturing Company, subject to the availability of lawfully appropriated funds.

Manager: Pearson, Kenny – Procurement Category Manager
Director: McCollum, Jenny – Director, Procurement Services
Chief: McElroy, Alan – Interim Chief Supply Chain Officer

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**



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	NathenBarto@versalift.com	1200 Texas Central Parkway, Waco, TX 76712	\$1,901,176.00
ALTEC INDUSTRIES, INC.	Chuck Martin	chuck.martin@altec.com	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.

Name	Contact Name	Email	Address	Amount
ALTEC INDUSTRIES INC.	Chuck Martin	chuck.martin@altec.com	2106 S Riverside Rd, St. Joseph, MO 64507	\$1,632,230.00
VERSALIFT SOUTHWEST LLC	Nathen Barto	NathenBarto@versalift.com	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 Aerial Duty Vehicle Procurement Acquisition																																					
Award Category	Vehicle / Specification	Class Code	FY22 Delivery Requirements	FY23 Delivery Requirements	Total Requirements	Last Price Paid	Aitec		ETI		Ring Power		Versalift		Min	BAFO Savings		Cost Increase / Savings %		Cost Increase / Savings \$		Total Last Price Paid (Groups 1,3,4)	Total Proposed Award Value (Groups 2,3,4, and 8)														
			Link Cost	Total Submitted Cost	Link Cost	Total Submitted Cost	Link Cost	Total Submitted Cost	Link Cost	Total Submitted Cost	Link Cost	Total Submitted Cost	Link Cost	Total Submitted Cost	Link Cost	Total Submitted Cost	Link Cost	Total Submitted Cost	Avg	Sum	% Savings	\$ Savings															
Group 1																																					
Group 1	TRUCK 1 TEX RATED / GROUND ROD SPARE	132		\$162,680.00		\$162,680.00		\$162,680.00		\$162,680.00		\$162,680.00		\$162,680.00		\$162,680.00		\$162,680.00					\$2,399,246.00	\$2,344,652.00													
			Group 1 Total	\$162,680.00		\$162,680.00		\$162,680.00		\$162,680.00		\$162,680.00		\$162,680.00		\$162,680.00		\$162,680.00					\$2,399,246.00	\$2,344,652.00													
Group 2																																					
Group 2	TRUCK 1 TEXT CAB RHH BUCKET TELE 40'	211	\$134,876.00	\$400,638.00	\$137,500.00	\$412,000.00		\$117,575.00	\$411,279.00	\$136,096.00	\$406,358.00	\$136,096.00	\$406,358.00		\$136,096.00	\$406,358.00		\$136,096.00																			
			Group 2 Total	\$400,638.00	\$412,000.00	\$411,279.00	\$406,358.00		\$411,279.00	\$406,358.00	\$406,358.00		\$406,358.00		\$406,358.00		\$406,358.00		\$406,358.00																		
Group 3																																					
Group 3	TRUCK 3 TIERNICK / DIGGER 50'	223	\$191,333.00	\$1,165,332.00	\$179,500.00	\$1,184,000.00		\$288,257.00	\$1,183,026.00	\$178,292.00	\$1,179,158.00		\$178,292.00		\$178,292.00		\$178,292.00		\$178,292.00																		
			Group 3 Total	\$1,165,332.00	\$1,184,000.00	\$1,183,026.00	\$1,179,158.00		\$1,183,026.00	\$1,179,158.00	\$1,179,158.00		\$1,179,158.00		\$1,179,158.00		\$1,179,158.00		\$1,179,158.00																		
Group 4																																					
Group 4	TRUCK 5 TIERNICK / BEO WINCH 50'	226	\$167,235.00	\$167,235.00	\$179,760.00	\$179,760.00		\$188,211.00	\$188,211.00	\$174,837.00	\$174,837.00		\$174,837.00		\$174,837.00		\$174,837.00		\$174,837.00																		
			Group 4 Total	\$167,235.00	\$179,760.00	\$179,760.00	\$188,211.00		\$188,211.00	\$174,837.00	\$174,837.00		\$174,837.00		\$174,837.00		\$174,837.00		\$174,837.00																		
Group 5																																					
Group 5	TRUCK 1 T BUCKET COU 7A 40'	212CV		\$115,200.00	\$203,500.00	\$203,500.00		\$174,752.00	\$203,500.00	\$173,795.00	\$173,795.00		\$173,795.00		\$173,795.00		\$173,795.00		\$173,795.00																		
			Group 5 Total	\$115,200.00	\$203,500.00	\$203,500.00	\$174,752.00		\$203,500.00	\$173,795.00	\$173,795.00		\$173,795.00		\$173,795.00		\$173,795.00		\$173,795.00																		
Group 6																																					
Group 6	TRUCK 1 TEXT CAB BUCKET/WH 55'	233M	\$229,352.00	\$483,600.00	\$214,000.00	\$489,800.00		\$263,072.00	\$489,800.00	\$212,262.00	\$486,040.00		\$212,262.00		\$212,262.00		\$212,262.00		\$212,262.00																		
			Group 6 Total	\$483,600.00	\$489,800.00	\$489,800.00	\$263,072.00		\$489,800.00	\$212,262.00	\$486,040.00		\$486,040.00		\$486,040.00		\$486,040.00		\$486,040.00																		
Group 7																																					
Group 7	TRUCK 3 TEXT CAB DC BUCKET/WH 55'	233DC		\$232,500.00	\$796,600.00	\$232,500.00	\$796,600.00		\$796,356.15	\$796,507.00	\$232,846.00	\$796,356.15		\$232,846.00		\$232,846.00		\$232,846.00																			
			Group 7 Total	\$796,600.00	\$796,600.00	\$796,600.00	\$796,356.15		\$796,507.00	\$232,846.00	\$796,356.15		\$232,846.00		\$232,846.00		\$232,846.00		\$232,846.00																		
Total Submitted Price for all Award Groupings																																					
			Total	\$2,399,246.00	\$5,174,580.00	\$5,174,580.00	\$5,160,628.25		\$5,160,628.25	\$2,406,181.00	\$5,145,181.00		\$2,406,181.00		\$2,406,181.00		\$2,406,181.00		\$2,406,181.00																		

BAFO could not be calculated

JEA CLASS CODE NEW UNITS	DESCRIPTION NEW UNITS	DIESEL, B20/DIESEL, UNL, E85/UNL, LP or ELECTRIC	ELECTRIC 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

From: [Doug Boston](#)
To: [Roddy, Colin P.](#); [Denny Nelson](#); [Nathen Barto](#); [Jeffrey Drews](#)
Cc: [Bustamante, John C.](#)
Subject: RE: 090-20 ITN JEA Aerial Duty Procurement Acquisition - Intent to Award
Date: Tuesday, January 12, 2021 9:40:45 AM
Attachments: [image001.png](#)
[image007.png](#)
[doc10585420210112082543.pdf](#)

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Good morning Colin,

Per your request, here is a copy of the Time Mfg. W9 document. Just an FYI... I noticed your acknowledgement had Versalift Southwest as the vendor supplying these units. This should be changed to reflect Time Mfg. as the vendor, as the sale and invoice is through Time Mfg..... VSW will be completing the installation only. Let us know if you have further questions.

Regards,

Doug Boston
Versalift
Regional Sales Manager
Southeast Region
DougBoston@Versalift.com
254-717-8297



From: Roddy, Colin P. <roddcp@jea.com>
Sent: Monday, January 11, 2021 3:58 PM
To: Denny Nelson <DennyNelson@versalift.com>; Nathen Barto <NathenBarto@versalift.com>; Jeffrey Drews <JeffreyDrews@versalift.com>; Doug Boston <DougBoston@versalift.com>
Cc: Bustamante, John C. <bustjc@jea.com>
Subject: RE: 090-20 ITN JEA Aerial Duty Procurement Acquisition - Intent to Award

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Okay thanks for the update.

Colin Roddy
Sr. Purchasing Agent
Direct: (904) 665-8337
Fax: (904) 665-7224



From: Denny Nelson <DennyNelson@versalift.com>
Sent: Monday, January 11, 2021 4:35 PM
To: Roddy, Colin P. <roddcp@jea.com>; Nathen Barto <NathenBarto@versalift.com>; Jeffrey Drews <JeffreyDrews@versalift.com>; Doug Boston <DougBoston@versalift.com>
Cc: Bustamante, John C. <bustjc@jea.com>
Subject: RE: 090-20 ITN JEA Aerial Duty Procurement Acquisition - Intent to Award

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Hey Colin,

Unbeknownst to me Waco had 5 inches of snow today, which would be the same as JAX getting snow. So, I don't think we are going to get the W-9 from accounting today. I will follow up with them in the morning. I apologize for the delay.

Denny Nelson
Director of Sales- US & Canada
Time MFG- Versalift
(254) 265-1702
DennyNelson@versalift.com



From: Roddy, Colin P. <roddcp@jea.com>
Sent: Monday, January 11, 2021 10:12 AM
To: Denny Nelson <DennyNelson@versalift.com>; Nathen Barto <NathenBarto@versalift.com>; Jeffrey Drews <JeffreyDrews@versalift.com>; Doug Boston <DougBoston@versalift.com>
Cc: Bustamante, John C. <bustjc@jea.com>
Subject: RE: 090-20 ITN JEA Aerial Duty Procurement Acquisition - Intent to Award

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Great I will be on the lookout for it.

Colin

Colin Roddy
Sr. Purchasing Agent
Direct: (904) 665-8337
Fax: (904) 665-7224



From: Denny Nelson <DennyNelson@versalift.com>
Sent: Monday, January 11, 2021 9:55 AM
To: Roddy, Colin P. <roddcp@jea.com>; Nathen Barto <NathenBarto@versalift.com>; Jeffrey Drews <JeffreyDrews@versalift.com>; Doug Boston <DougBoston@versalift.com>
Cc: Bustamante, John C. <bustjc@jea.com>
Subject: RE: 090-20 ITN JEA Aerial Duty Procurement Acquisition - Intent to Award

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

Thank you so much for this opportunity Colin. We are looking forward to working with JEA. We will get a copy of our W9 over to you today.

Denny Nelson
Director of Sales- US & Canada
Time MFG- Versalift
(254) 265-1702
DennyNelson@versalift.com



From: Roddy, Colin P. <roddcp@jea.com>
Sent: Monday, January 11, 2021 8:28 AM
To: Denny Nelson <DennyNelson@versalift.com>; Nathen Barto <NathenBarto@versalift.com>; Jeffrey Drews <JeffreyDrews@versalift.com>; Doug Boston <DougBoston@versalift.com>
Cc: Bustamante, John C. <bustjc@jea.com>
Subject: RE: 090-20 ITN JEA Aerial Duty Procurement Acquisition - Intent to Award

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Good Morning Sirs:

I just wanted to let you know that the intent to award that was proposed last week was approved at our most recent Awards Committee. The next steps will be to get a contract executed between JEA and Versalift and to do this we need to set your company up in our Oracle system in order to process the contract on our side. With that said, can you please pass over your company's W9 today so I can get this process going for you.

Thanks,

Colin

Colin Roddy

Sr. Purchasing Agent
Direct: (904) 665-8337
Fax: (904) 665-7224



From: Roddy, Colin P.

Sent: Monday, January 4, 2021 11:40 AM

To: chuck.martin@altec.com; Will Courtney <Will.Courtney@RingPower.Com>; 'Jimmy Gonzalez' <Jimmy.Gonzalez@RingPower.Com>; 'Denny Nelson' <DennyNelson@versalift.com>; Nathen Barto <NathenBarto@versalift.com>; Jeffrey Drews <JeffreyDrews@versalift.com>; Doug Boston <DougBoston@versalift.com>; Perkey Scott E. <sperkey@etiequipment.com>; Rycroft Christopher <crycroft@etiequipment.com>

Cc: McCollum, Jenny G. - Dir Procurement Services <gleejs@jea.com>; Brunell, Baley L. - Mgr Fleet Services & Business Operations <brunbl@jea.com>; Lucas, Jeff B. - Associate Mgr Fleet Services Operations <lucajb@jea.com>; McGlothlin, Thurman C. - Associate Mgr Fleet Capital & Logistics Support <mcgltc@jea.com>; Oca, Christi L. - Fleet Specialist <LittCL@jea.com>; Pearson, Kenny R. - Procurement Category Manager <pearkr@jea.com>; Bustamante, John C. <bustjc@jea.com>

Subject: 090-20 ITN JEA Aerial Duty Procurement Acquisition - Intent to Award

This communication is to inform you of JEA’s intent to award for 090-20 ITN JEA Aerial Duty Procurement Acquisition.

JEA has reviewed all the submittals and has determined that Versalift Southwest, LLC and Altec Industries, Inc. are the Responsive and Responsible Respondents whose Responses meets or exceeds the Minimum Qualifications set forth in this Solicitation, and are the lowest cost Respondents. If you have any questions concerning this, you must refer to the JEA Procurement Code, Article 5, Administrative Remedies located on www.jea.com. JEA’s Chief Procurement Officer is Jenny McCollum at Gleejs@jea.com. JEA appreciates your participation and looks forward to future opportunities to work with your company.

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

Colin Roddy

Sr. Purchasing Agent

Direct: (904) 665-8337

Fax: (904) 665-7224





Formal Bid and Award System

Award #3

February 4, 2021

Type of Award Request: CONTRACT ADMENDMENT

Request #: 65

Requestor Name: Keeler, Jessica

Requestor Phone: (904) 665-6403

Project Title: Three-Phase Transformers for JEA Inventory Stock

Project Number: Various

Project Location: JEA

Funds: Inventory Blanket

Budget Estimate: \$963,507.01

Scope of Work:

The purpose of this agreement is to purchase three-phase transformers carried in JEA's inventory stock. This agreement includes twenty (20) different three-phase transformers with their primary application being to change values of three-phase voltage and current.

JEA IFB/RFP/State/City/GSA#: 095-19

Sr. Purchasing Agent: Roddy, Colin P.

Is this a Ratification?: No

RECOMMENDED AWARDEES:

Name	Vendor Contact	Email	Address	Phone	Amount
GRESKO SUPPLY	Chris Therien	Christopher.Therien@gresco.com	6421 County Road 219, Wildwood, FL 34785	352-446-7536	\$963,507.01

Amount of original Award: \$2,552,874.34

Date of Original Award: 08/01/2019

Contract Increase Amount: \$963,507.01

New Not-To-Exceed Amount: \$4,211,039.88

Length of Contract/PO Term: Eighteen Months

Begin Date (mm/dd/yyyy): 09/01/2019

End Date (mm/dd/yyyy): 03/01/2021

Renewal Options: N/A

List of Previous Change Orders

BPA #	Amount	Date
184130	\$694,658.53	09/24/2020

Background/Recommendation:

Originally bid and approved by the Awards Committee on 08/01/2019 to WEG Transformers USA in the amount of \$2,708,100.00 and Wesco Distribution, Inc. in the amount of \$449,387.00. The original award is attached for reference.

On 10/31/2019, a change order was approved for the redistribution of items and contract value as one of the original Awardees, WEG Transformers USA, was unable to meet the required JEA technical specifications. Because of this, additional contracts were required to be awarded to Gresco Supply in the amount of \$2,552,874.34 and Anixter, Inc. in the amount of \$194,064.00, with both vendors picking up the items that could not be supplied by WEG Transformers. The change order is attached for reference. On 09/24/2020, a contract increase was approved in the amount of \$694,658.53. The contract increase is also attached for reference.

Since inception of the original agreement, one (1) factor has played into a shift in spending relative to projections driving the proposed contract increase. Estimated usage for the twenty (20) contracted items to date is 12.37% higher than originally forecasted attributed by project requirements related to new development work. Based on this factor, this request is to add contract funds in the amount of \$963,507.01 to cover the forecasted requirements received from the Inventory Planning team in order to get JEA through the end of the current agreement which expires on 03/01/2021.

The requested Gresco Supply contract amendment amount is larger than the proposed Wesco Distribution, Inc. contract amendment for Award #4 given the relatively larger scope of items found on the agreement. Gresco Supply was awarded twenty (20) transformers compared to the twelve (12) awarded to Wesco Distribution, Inc. as part of the original bid and initial change order. It should be noted, consumption of the items found on the third vendor in the original award, Anixter, are in line with early projections and consequently that agreement does not require any additional funding at this time.

Request approval for a contract amendment for Gresco Supply Three-Phase Transformers for JEA Inventory Stock Agreement in the amount of \$963,507.01, for a new not-to-exceed total of \$4,211,039.88, subject to the availability of lawfully appropriated funds.

Manager: Keeler, Jessica – Inventory Planning Manager
Director: McCollum, Jenny – Director, Procurement Services
VP: McElroy, Alan – Interim Chief Supply Chain Officer

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**

Current NTE	\$3,247,532.87
Amount Released	\$3,242,232.91
Funding Left	\$5,299.96
Should Cost to Date	\$2,885,376.55
Fund Tracking	12.37%
Contract Amendment Amount	\$963,507.01
Proposed New NTE	\$4,211,039.88

Item	Description	Current Contract Price	Estimated Quantity	Estimated Value
TRAPC002	TRANSFORMER, 300 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$10,622.88	10	\$106,228.80
TRAPC003	TRANSFORMER, 500 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$13,291.43	15	\$199,371.45
TRAPC001	TRANSFORMER, 150 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$8,611.21	13	\$111,945.73
TRAPC009	TRANSFORMER, 300 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$10,048.12	0	\$0.00
TRAPC004	TRANSFORMER, 750 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$18,679.86	6	\$112,079.16
TRAPC011	TRANSFORMER, 750 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$16,406.45	3	\$49,219.35
TRAPC012	TRANSFORMER, 1000 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$19,008.30	6	\$114,049.80
TRAPC007	TRANSFORMER, 150 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$8,277.64	1	\$8,277.64
TRAPC010	TRANSFORMER, 500 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$11,875.05	4	\$47,500.20
TRAPC013	TRANSFORMER, 1500 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - DELIVERY TO BE SCHEDULED 72 HOURS IN ADVANCE OF ARRIVAL WITH 2325 EMERSON ST., JAX., FL 32207	\$21,748.70	6	\$130,492.20
TRAPB009	TRANSFORMER, 300 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$10,423.27	0	\$0.00
TRAPB010	TRANSFORMER, 500 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$12,362.77	0	\$0.00
TRAPC029	TRANSFORMER, 2000 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (DELIVERY TO BE SCHEDULED 72 HOURS IN ADVANCE OF ARRIVAL WITH 2325 EMERSON ST., JAX., FL 32207)	\$29,880.88	3	\$89,642.64
TRAPB003	TRANSFORMER, 300 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$10,845.58	0	\$0.00
TRAPB007	TRANSFORMER, 150 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$8,556.75	0	\$0.00
TRAPB017	TRANSFORMER, 2000 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$29,871.50	0	\$0.00
TRAPA002	TRANSFORMER, 300 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$11,204.29	0	\$0.00
TRAPA003	TRANSFORMER, 500 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$14,698.52	0	\$0.00
TRAPA005	TRANSFORMER, 150 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$8,517.13	0	\$0.00
TRAPA006	TRANSFORMER, 300 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$10,673.53	0	\$0.00



Formal Bid and Award System

Award #5 August 1, 2019

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6556
Requestor Name: Keeler, Jessica
Requestor Phone: (904) 665-6403
Project Title: Three-Phase Transformers for JEA Inventory Stock
Project Number: Various
Project Location: JEA
Funds: Inventory Blanket Account
Budget Estimate: \$2,883,180.49

Scope of Work:

The purpose of this Invitation to Negotiate (ITN) is to solicit pricing for Three-Phase Transformers for JEA's inventory stock. The primary use of these items is to enable voltage changes from one device to another within our network system and is utilized by the Electric department. During 2018, the annual spend for these items was \$2,460,354.00. At the time of bid release, our current inventory balance for the items found in this solicitation is \$1,924,528.87, with the average current lead-time of over (8) weeks depending upon the item.

This award impacts the following three (3) JEA Measures of Value:

- Customer Value – Ensures JEA can continue to efficiently and effectively operate the electric network grid
- Community Impact Value – Minimizes network outages by ensuring a consistent flow of materials from strategic supply chain partners
- Financial Value – Reduces operating expenses for these items and optimize the supplier portfolio for this commodity category

JEA IFB/RFP/State/City/GSA#: 095-19
Purchasing Agent: Roddy, Colin Patrick
Is this a Ratification?: No

RECOMMENDED AWARDEES:

Name	Vendor Contact	Email	Address	Phone	Amount
WEG TRANSFORMERS USA	Raymundo Chapa	rchapa@weg.net	One Pauwels Drive, Washington, MO 63090	678-699-7840	\$2,708,100.00
WESCO DISTRIBUTION INC.	Ashely Cirlot	acirlot@wescodist.com	5971 Pershing Ave, Orlando, FL 32920	407-434-4025	\$449,387.00

Amount for entire term of Contract/PO: \$3,157,487.00
Award Amount for remainder of this FY: \$350,831.89
Length of Contract/PO Term: Eighteen (18) Months
Begin Date (mm/dd/yyyy): 09/01/2019
End Date (mm/dd/yyyy): 03/01/2021
Renewal Options: No Renewals
JSEB Requirement: N/A - Optional

BIDDERS:

Name	First Round Total Extended Price	Initial Items Bid	Low Priced Items	BAFO Total Extended Price	BAFO Items Bid	BAFO Low Priced Items	Awarded Amount
ANIXTER	-	-	-	\$3,450,755.00	39	0	\$0.00
ELECTRIC SUPPLY	\$3,901,670.34	39	-	\$3,901,670.34	39	0	\$0.00
GRESKO	\$3,474,513.27	39	-	\$3,273,574.47	39	0	\$0.00
STUART C IRBY	\$5,808,436.00	10	-	\$3,069,490.18	10	0	\$0.00
TRI STATE	\$3,270,220.00	39	20	-	0	-	-
WEG TRANSFORMERS USA	\$3,214,307.00	39	14	\$3,204,527.00	39	27	\$2,708,100.00
WESCO DISTRIBUTION INC.	\$3,211,697.00	39	5	\$3,211,697.00	39	12	\$449,387.00

Background/Recommendation:

Advertised 04/18/2019, Eight (8) vendors attended the optional pre-response meeting on 05/02/2019. At Response opening on 05/14/2019, JEA received six (6) Responses.

In order to leverage JEA's spend for three-phase transformers included in JEA Inventory, the internal team identified thirty-nine (39) items deemed to be a good fit to be included in this initiative. In the past, these items were purchased on a blanket purchase through Wesco. The current agreement with Wesco was scheduled to expire on 2022, but will end on 08/31/2019, as Wesco utilized their ability to terminate without cause by providing a six (6) month written notice to JEA.

The basis for award for this bid was that JEA would award a contract(s) to the Respondent(s) that meet the Minimum Qualification and propose the total lowest cost to JEA for all items in the "High Usage Three-Phase Transformers" category on an all-inclusive basis, which consists of ten (10) transformers. JEA would also award a contract(s) to the Respondent(s) that meet the Minimum Qualification and propose the total lowest cost to JEA for each respective JEA item ID for the "Low Usage Three-Phase Transformers" category on an a la carte basis, which consists of twenty-nine (29) transformers.

After the evaluations were complete, WEG Transformers USA and Wesco Distribution were determined to be the vendors that provided the lowest cost to JEA for this work scope.

Even with utilizing best practices of aggregation of items and competitive bidding, JEA will still realize an estimated eighteen (18) month cost increase via unit price increases totaling \$274,306.51, or 8.68% due to market conditions and tariffs on materials. The BAFO resulted in a reduction of \$8,770.00. Unit pricing for the contract(s) will be adjusted quarterly with adjustments corresponding to fluctuations for Stainless Steel, Silicon Steel, Aluminum, Copper, Oil and All other Variable Costs and Margins.


Procurement tracks two different types of savings. The total cost difference is comparing the current pricing with the proposed pricing (+/-). The total sourcing savings is determined by negotiations, BAFO savings and value added savings. Below is the breakdown:

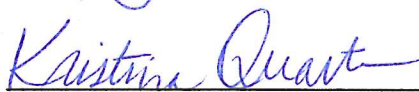
- **Total cost difference:** \$274,306.51 (unit price increase) = (\$274,306.51)
- **Total sourcing savings:** \$8,770.00 BAFO Savings

095-19 - Request approval to award a contract to WEG Transformers USA (\$2,708,100.00) and WESCO Distribution Inc. (\$449,387.00) for the supply of Three-Phase Transformers carried in JEA's inventory stock, subject to the availability of lawfully appropriated funds.

Manager: Pearson, Kenny – Procurement Category Manager
Director: McCollum, Jenny – Director, Procurement Services
VP: McCarthy, John P. – VP Logistics & Chief Supply Chain Officer

APPROVALS:


_____ 8/1/2019
Chairman, Awards Committee **Date**


_____ 8/1/2019
Manager, Operating Budgets **Date**

JEA Item ID	Type of Transformer	Item Description	UOM	Estimated Usage	Lead Time Requirements	Proposed Awardee	Awarded Unit Price	
TRAPC002	High	TRANSFORMER, 300 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	40	84	WEG	\$10,700.00	
TRAPC003		TRANSFORMER, 500 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	40	84	WEG	\$13,901.00	
TRAPC001		TRANSFORMER, 150 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	20	84	WEG	\$8,959.00	
TRAPC009		TRANSFORMER, 300 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	FT	15	84	WEG	\$10,269.00	
TRAPC004		TRANSFORMER, 750 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	12	84	WEG	\$19,052.00	
TRAPC011		TRANSFORMER, 750 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	12	84	WEG	\$15,500.00	
TRAPC012		TRANSFORMER, 1000 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	12	84	WEG	\$17,530.00	
TRAPC007		TRANSFORMER, 150 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	10	84	WEG	\$8,824.00	
TRAPC010		TRANSFORMER, 500 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	FT	10	84	WEG	\$12,157.00	
TRAPC013		TRANSFORMER, 1500 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - DELIVERY TO BE SCHEDULED 72 HOURS IN ADVANCE OF ARRIVAL WITH 2325 EMERSON ST., JAX., FL 32207	EA	10	84	WEG	\$22,991.00	
TRAPC015		Low	TRANSFORMER, 75 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	10	N/A	WESCO	\$7,990.00
TRAPC014		Low	TRANSFORMER, 2500 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, 3 PHASE - (DELIVERY TO BE SCHEDULED 72 HOURS IN ADVANCE OF ARRIVAL WITH 2325 EMERSON ST., JAX., FL 32207)	EA	6	N/A	WESCO	\$29,885.00
TRAPB004		Low	TRANSFORMER, 500 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	3	N/A	WEG	\$13,424.00
TRAPB011	Low	TRANSFORMER, 750 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	3	N/A	WEG	\$15,323.00	
TRAPC005	Low	TRANSFORMER, 1000 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	3	N/A	WESCO	\$21,082.00	
TRAPB005	Low	TRANSFORMER, 750 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	2	N/A	WESCO	\$18,774.00	
TRAPB006	Low	TRANSFORMER, 1000 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	2	N/A	WESCO	\$21,899.00	

TRAPB009	Low	TRANSFORMER, 300 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	2	N/A	WEG	\$10,170.00
TRAPB010	Low	TRANSFORMER, 500 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	2	N/A	WEG	\$12,012.00
TRAPC029	Low	TRANSFORMER, 2000 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (DELIVERY TO BE SCHEDULED 72 HOURS IN ADVANCE OF ARRIVAL WITH 2325 EMERSON ST., JAX., FL 32207)	EA	2	N/A	WEG	\$28,580.00
TRAPA001	Low	TRANSFORMER, 150 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WESCO	\$8,688.00
TRAPA004	Low	TRANSFORMER, 750 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WESCO	\$20,806.00
TRAPA008	Low	TRANSFORMER, 750 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$15,798.00
TRAPA009	Low	TRANSFORMER, 75 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WESCO	\$7,390.00
TRAPB001	Low	TRANSFORMER, 150 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WESCO	\$8,701.00
TRAPB003	Low	TRANSFORMER, 300 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$10,527.00
TRAPB007	Low	TRANSFORMER, 150 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$8,662.00
TRAPB012	Low	TRANSFORMER, 1000 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$17,375.00
TRAPB013	Low	TRANSFORMER, 1500 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$22,834.00
TRAPB014	Low	TRANSFORMER, 2500 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$35,249.00
TRAPB017	Low	TRANSFORMER, 2000 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$27,931.00
TRAPA000	Low	TRANSFORMER, 75 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WESCO	\$7,417.00
TRAPA002	Low	TRANSFORMER, 300 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WEG	\$10,642.00
TRAPA003	Low	TRANSFORMER, 500 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WEG	\$13,774.00
TRAPA005	Low	TRANSFORMER, 150 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WEG	\$8,629.00

TRAPA006	Low	TRANSFORMER, 300 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WEG	\$10,203.00
TRAPA007	Low	TRANSFORMER, 500 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WEG	\$12,282.00
TRAPB000	Low	TRANSFORMER, 75 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WESCO	\$7,515.00
TRAPB015	Low	TRANSFORMER, 75 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WESCO	\$7,539.00

Name	First Round Total Extended Price	First Round High Usage Extended Price	First Round Low Usage Extended Price	Initial Items Bid	Low Priced Items	BAFO Total Extended Price	BAFO High Usage Extended Price	BAFO Low Usage Extended Price	BAFO Items Bid	BAFO Low Priced Items	Awarded Amount
ANIXTER	-	-	-	-	-	\$3,450,755.00	\$2,565,327.00	\$885,428.00	39	0	\$0.00
ELECTRIC SUPPLY	\$3,901,670.34	\$2,904,749.37	\$996,920.97	39	-	\$3,901,670.34	\$2,904,749.37	\$996,920.97	39	0	\$0.00
GRESKO	\$3,474,513.27	\$2,557,037.43	\$917,475.83	39	-	\$3,273,574.47	\$2,395,140.34	\$878,434.13	39	0	\$0.00
IRBY	\$5,808,436.00	\$5,808,436.00	-	10	-	\$3,069,490.18	\$3,069,490.18	-	10	0	\$0.00
TRI STATE	\$3,270,220.00	\$2,380,860.00	\$889,360.00	39	20	-	-	-	0	-	-
WEG	\$3,214,307.00	\$2,390,729.00	\$823,578.00	39	14	\$3,204,527.00	\$2,381,959.00	\$822,568.00	39	27	\$2,708,100.00
WESCO	\$3,211,697.00	\$2,407,074.00	\$804,623.00	39	5	\$3,211,697.00	\$2,407,074.00	\$804,623.00	39	12	\$449,387.00



Formal Bid and Award System

Award #7 October 31, 2019

Type of Award Request: CHANGE ORDER
Request #: 6693
Requestor Name: Keeler, Jessica – Manager Procurement Inventory Control
Requestor Phone: (904) 665-6403
Project Title: Three-Phase Transformers for JEA Inventory Stock
Project Number: Various
Project Location: JEA
Funds: Inventory Blanket
Budget Estimate: \$3,157,487.00

Scope of Work:

The agreements with WEG Transformers USA and Wesco Distribution provide Three-Phase Transformers carried in JEA's inventory. The current agreements combine to include thirty-nine (39) items utilized throughout the electric system to increase or decrease the voltage from one side of the transformer to the other. The current inventory balance for these items is \$1,637,292.90 with the average current lead-time of eight (8) weeks depending upon the item.

This change order impacts the following two (2) JEA Measures of Value:

- Customer Value – This change order ensures JEA can continue to efficiently and effectively operate the electric network grid through storm season
- Community Impact Value – This change order will minimize network outages by ensuring a consistent flow of materials from strategic supply chain partners

JEA IFB/RFP/State/City/GSA#: 095-19
Purchasing Agent: Roddy, Colin P.
Is this a ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Vendor Contact	Email	Address	Phone	Amount
WEG TRANSFORMERS USA	Raymundo Chapa	rchapa@weg.net	One Pauwels Drive, Washington, MO 63090	678-699-7840	-2,708,100.00
GRESKO SUPPLY	Chris Therien	Christopher.therien@gresco.com	6421 County Road 219, Wildwood, FL 34785	352-446-7536	\$2,552,874.34
ANIXTER	Renee Lackey	Renee.lackey@anixter.com	3881 Old Winter Garden Road, Orlando, FL 32805	352-408-3898	\$194,064.00

Amount of Original <u>WEG</u> Award:	\$2,708,100.00
Amount of Original <u>Gresco</u> Award:	\$0.00
Amount of Original <u>Anixter</u> Award:	\$0.00
Date of Original Awards:	08/01/2019
WEG Change Order Amount:	-\$2,708,100.00
Gresco Change Order Amount:	\$2,552,874.34
Anixter Change Order Amount:	\$194,064.00
WEG New Not-To-Exceed Amount:	\$0.00
Gresco New Not-To-Exceed Amount:	\$2,552,874.34
Anixter New Not-To-Exceed Amount:	\$194,064.00
Length of Contract/PO Term:	Eighteen (18) Months
Begin Date (mm/dd/yyyy):	09/01/2019
End Date (mm/dd/yyyy):	03/01/2021
Renewal Options:	No Renewals
JSEB Requirement:	N/A – Optional

Background/Recommendations:

Originally bid and approved by the Awards Committee on 08/01/2019 to WEG Transformers USA and Wesco Distribution, Inc. in the amount of \$3,157,487.00. The original award item is attached for reference.

This request is for a change order to cover the redistribution of all the items that WEG Transformers USA originally won. During the contracting process, WEG informed JEA that while procuring the raw materials up for the upcoming contract from JEA they were informed that their ability to procure 409 Stainless Steel material was no longer an option. Because of that, WEG would have no access to this material and could not execute the contract at the previous quoted price.

After analyzing the updated unit costs and applying them to the recent bid results, it was determined, that the changes in WEG price would have materially affected the original award. In fact, Gresco Supply and Anixter will be new awardees entirely. Because this change was brought to JEA's attention so close to the original award, JEA seeks to revert back and utilize the previous bid pricing in order to further mitigate WEG's proposed increases. Gresco Supply and Anixter are willing to keep the original pricing however, when provided the opportunity.

Name	Original Low Priced Items	Original Award Amount	Updated Low Priced Items	Updated Award Amount
ANIXTER	0	0	7	\$194,064.00
ELECTRIC SUPPLY	0	0	0	\$0.00
GRESKO	0	0	20	\$2,552,874.34
IRBY	0	0	0	\$0.00
TRI STATE	-	-	-	-
WEG	27	\$2,708,100.00	-	-
WESCO	12	\$449,387.00	12	\$449,387.00
TOTALS	39	\$3,157,487.00	39	\$3,196,325.34

Because of these changes, JEA will still realize an estimated cost increase via unit price increases totaling \$38,838.34, or 1.23% due to the conditions described above. However, this amount was mitigated by utilizing a competitive bid process.

Request approval to award a change order to Gresco Supply (\$2,552,874.34) and Anixter (\$194,064.00) and WEG Transformers, Inc. (-2,387,348.38), for the supply of Three-Phase Transformers carried in JEA Inventory Stock, for a new total not-to-exceed amount of \$2,552,874.34 for Gresco Supply and \$194,064.00 for Anixter and \$0.00 for WEG Transformers, USA, subject to the availability of lawfully appropriated funds.

Manager: Pearson, Kenny – Procurement Category Manager
Director: McCollum, Jenny – Director, Procurement Services
VP: McCarthy, John P. – VP Logistics & Chief Supply Chain Officer

APPROVALS:



Chairman, Awards Committee **Date** 10/31/19



Manager, Capital Budget Planning **Date** 10/31/19



Formal Bid and Award System

Award #5 August 1, 2019

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6556
Requestor Name: Keeler, Jessica
Requestor Phone: (904) 665-6403
Project Title: Three-Phase Transformers for JEA Inventory Stock
Project Number: Various
Project Location: JEA
Funds: Inventory Blanket Account
Budget Estimate: \$2,883,180.49

Scope of Work:

The purpose of this Invitation to Negotiate (ITN) is to solicit pricing for Three-Phase Transformers for JEA's inventory stock. The primary use of these items is to enable voltage changes from one device to another within our network system and is utilized by the Electric department. During 2018, the annual spend for these items was \$2,460,354.00. At the time of bid release, our current inventory balance for the items found in this solicitation is \$1,924,528.87, with the average current lead-time of over (8) weeks depending upon the item.

This award impacts the following three (3) JEA Measures of Value:

- Customer Value – Ensures JEA can continue to efficiently and effectively operate the electric network grid
- Community Impact Value – Minimizes network outages by ensuring a consistent flow of materials from strategic supply chain partners
- Financial Value – Reduces operating expenses for these items and optimize the supplier portfolio for this commodity category

JEA IFB/RFP/State/City/GSA#: 095-19
Purchasing Agent: Roddy, Colin Patrick
Is this a Ratification?: No

RECOMMENDED AWARDEES:

Name	Vendor Contact	Email	Address	Phone	Amount
WEG TRANSFORMERS USA	Raymundo Chapa	rchapa@weg.net	One Pauwels Drive, Washington, MO 63090	678-699-7840	\$2,708,100.00
WESCO DISTRIBUTION INC.	Ashely Cirlot	acirlot@wescodist.com	5971 Pershing Ave, Orlando, FL 32920	407-434-4025	\$449,387.00

Amount for entire term of Contract/PO: \$3,157,487.00
Award Amount for remainder of this FY: \$350,831.89
Length of Contract/PO Term: Eighteen (18) Months
Begin Date (mm/dd/yyyy): 09/01/2019
End Date (mm/dd/yyyy): 03/01/2021
Renewal Options: No Renewals
JSEB Requirement: N/A - Optional

BIDDERS:

Name	First Round Total Extended Price	Initial Items Bid	Low Priced Items	BAFO Total Extended Price	BAFO Items Bid	BAFO Low Priced Items	Awarded Amount
ANIXTER	-	-	-	\$3,450,755.00	39	0	\$0.00
ELECTRIC SUPPLY	\$3,901,670.34	39	-	\$3,901,670.34	39	0	\$0.00
GRESKO	\$3,474,513.27	39	-	\$3,273,574.47	39	0	\$0.00
STUART C IRBY	\$5,808,436.00	10	-	\$3,069,490.18	10	0	\$0.00
TRI STATE	\$3,270,220.00	39	20	-	0	-	-
WEG TRANSFORMERS USA	\$3,214,307.00	39	14	\$3,204,527.00	39	27	\$2,708,100.00
WESCO DISTRIBUTION INC.	\$3,211,697.00	39	5	\$3,211,697.00	39	12	\$449,387.00

Background/Recommendation:

Advertised 04/18/2019, Eight (8) vendors attended the optional pre-response meeting on 05/02/2019. At Response opening on 05/14/2019, JEA received six (6) Responses.

In order to leverage JEA's spend for three-phase transformers included in JEA Inventory, the internal team identified thirty-nine (39) items deemed to be a good fit to be included in this initiative. In the past, these items were purchased on a blanket purchase through Wesco. The current agreement with Wesco was scheduled to expire on 2022, but will end on 08/31/2019, as Wesco utilized their ability to terminate without cause by providing a six (6) month written notice to JEA.

The basis for award for this bid was that JEA would award a contract(s) to the Respondent(s) that meet the Minimum Qualification and propose the total lowest cost to JEA for all items in the "High Usage Three-Phase Transformers" category on an all-inclusive basis, which consists of ten (10) transformers. JEA would also award a contract(s) to the Respondent(s) that meet the Minimum Qualification and propose the total lowest cost to JEA for each respective JEA item ID for the "Low Usage Three-Phase Transformers" category on an a la carte basis, which consists of twenty-nine (29) transformers.

After the evaluations were complete, WEG Transformers USA and Wesco Distribution were determined to be the vendors that provided the lowest cost to JEA for this work scope.

Even with utilizing best practices of aggregation of items and competitive bidding, JEA will still realize an estimated eighteen (18) month cost increase via unit price increases totaling \$274,306.51, or 8.68% due to market conditions and tariffs on materials. The BAFO resulted in a reduction of \$8,770.00. Unit pricing for the contract(s) will be adjusted quarterly with adjustments corresponding to fluctuations for Stainless Steel, Silicon Steel, Aluminum, Copper, Oil and All other Variable Costs and Margins.

Procurement tracks two different types of savings. The total cost difference is comparing the current pricing with the proposed pricing (+/-). The total sourcing savings is determined by negotiations, BAFO savings and value added savings. Below is the breakdown:

- **Total cost difference:** \$274,306.51 (unit price increase) = (\$274,306.51)
- **Total sourcing savings:** \$8,770.00 BAFO Savings

095-19 - Request approval to award a contract to WEG Transformers USA (\$2,708,100.00) and WESCO Distribution Inc. (\$449,387.00) for the supply of Three-Phase Transformers carried in JEA's inventory stock, subject to the availability of lawfully appropriated funds.

Manager: Pearson, Kenny – Procurement Category Manager
Director: McCollum, Jenny – Director, Procurement Services
VP: McCarthy, John P. – VP Logistics & Chief Supply Chain Officer

APPROVALS:


_____ 8/1/2019
Chairman, Awards Committee **Date**


_____ 8/1/2019
Manager, Operating Budgets **Date**

SEA Item ID	Type of Transformer	Item Description	Estimated Usage	Lead Time Requirements	Proposed Awarder	Electric Supply Quoted Price	Electric Supply Bid Position	Electric Supply Total Price	Quoted Price	Quoted Price	Quoted Price	WBS Bid Position	WBS Total Price	WBS Quoted Price	WBS Bid Position	WBS Total Price	WBS Quoted Price	WBS Bid Position	WBS Total Price	Another Quoted Price	Another Bid Position	Another Total Price	Men Bid	Award Bid	Savings	Estimated Value	
TRAPC02	High	TRANSFORMER, 300 KVA, 25000/14700 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO 2325 EMERSON ST., JAX, FL 32207)	40	84	Gresco	\$11,776.28	Medio	\$471,051.20	\$10,837.69	\$433,507.90	\$13,821.74	Max Bid	\$532,869.60	-	No Bid	-	-	No Bid	-	\$11,578.00	Medio	\$463,120.00		\$10,837.69	\$10,837.69	-\$4,244.49	
TRAPC03	High	TRANSFORMER, 300 KVA, 25000/14700 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO 2325 EMERSON ST., JAX, FL 32207)	40	84	Gresco	\$16,950.51	Max Bid	\$678,020.40	\$1,560.20	\$542,408.00	\$15,946.74	Medio	\$637,869.60	-	No Bid	-	-	No Bid	-	\$14,210.00	Medio	\$568,400.00		\$13,560.20	\$13,560.20	-\$35,175.81	
TRAPC01	High	TRANSFORMER, 150 KVA, 25000/14700 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO 2325 EMERSON ST., JAX, FL 32207)	20	84	Gresco	\$9,507.21	Medio	\$190,144.20	\$8,785.34	\$175,706.90	\$12,120.65	Max Bid	\$242,413.00	-	No Bid	-	-	No Bid	-	\$9,707.00	Medio	\$194,140.00		\$8,785.34	\$8,785.34	-\$4,214.21	
TRAPC09	High	TRANSFORMER, 300 KVA, 25000/14700 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO 2325 EMERSON ST., JAX, FL 32207)	15	84	Gresco	\$11,457.73	Medio	\$171,865.95	\$10,251.30	\$153,769.50	\$14,048.28	Max Bid	\$210,724.20	-	No Bid	-	-	No Bid	-	\$11,347.00	Medio	\$170,205.00		\$10,251.30	\$10,251.30	-\$19,970.93	
TRAPC04	High	TRANSFORMER, 750 KVA, 25000/14700 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO 2325 EMERSON ST., JAX, FL 32207)	12	84	Gresco	\$25,961.85	Max Bid	\$311,542.20	\$19,057.59	\$228,091.08	\$23,798.85	Medio	\$285,586.20	-	No Bid	-	-	No Bid	-	\$19,052.00	Min Bid	\$228,624.00		\$19,052.00	\$19,057.59	-\$29,223.41	
TRAPC011	High	TRANSFORMER, 750 KVA, 25000/14700 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO 2325 EMERSON ST., JAX, FL 32207)	12	84	Gresco	\$21,897.93	Max Bid	\$262,775.16	\$16,738.21	\$200,858.52	\$19,921.84	Medio	\$239,062.08	-	No Bid	-	-	No Bid	-	\$18,421.00	Medio	\$221,052.00		\$16,738.21	\$16,738.21	-\$35,532.16	
TRAPC012	High	TRANSFORMER, 1000 KVA, 25000/14700 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO 2325 EMERSON ST., JAX, FL 32207)	12	84	Gresco	\$25,484.53	Max Bid	\$305,814.36	\$19,392.67	\$232,712.04	\$24,701.15	Medio	\$296,413.80	-	No Bid	-	-	No Bid	-	\$19,473.00	Medio	\$233,676.00		\$19,392.67	\$19,392.67	-\$25,748.11	
TRAPC007	High	TRANSFORMER, 300 KVA, 25000/14700 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO 2325 EMERSON ST., JAX, FL 32207)	10	84	Gresco	\$9,381.44	Medio	\$93,814.40	\$8,445.02	\$84,450.20	\$12,636.78	Max Bid	\$126,367.80	-	No Bid	-	-	No Bid	-	\$9,578.00	Medio	\$95,780.00		\$8,445.02	\$8,445.02	-\$9,774.14	
TRAPC010	High	TRANSFORMER, 300 KVA, 25000/14700 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO 2325 EMERSON ST., JAX, FL 32207)	10	84	Gresco	\$14,707.21	Medio	\$147,072.10	\$12,115.18	\$121,151.80	\$15,922.99	Max Bid	\$159,229.90	-	No Bid	-	-	No Bid	-	\$13,473.00	Medio	\$134,730.00		\$12,115.18	\$12,115.18	-\$3,034.23	
TRAPC013	High	TRANSFORMER, 1500 KVA, 25000/14700 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - DELIVERY TO BE SCHEDULED 72 HOURS IN ADVANCE OF ARRIVAL WITH 2325 EMERSON ST., JAX, FL 32207	10	84	Gresco	\$27,264.94	Medio	\$272,649.40	\$22,188.48	\$221,884.80	\$31,895.40	Max Bid	\$318,954.00	-	No Bid	-	-	No Bid	-	\$25,560.00	Medio	\$255,600.00		\$22,188.48	\$22,188.48	\$1,325.40	#REF!
TRAPC015	Low	TRANSFORMER, 75 KVA, 25000/14700 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO 2325 EMERSON ST., JAX, FL 32207)	10	N/A	Wesco	\$8,761.85	Medio	\$87,618.50	\$8,189.36	\$81,893.60	-	No Bid	-	-	No Bid	-	\$7,990.00	Min Bid	\$79,900.00	\$8,946.00	Max Bid	\$89,460.00		\$7,990.00	\$7,990.00	-\$10,950.24	\$79,900.00
TRAPC014	Low	TRANSFORMER, 2500 KVA, 25000/14700 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, 3 PHASE - DELIVERY TO BE SCHEDULED 72 HOURS IN ADVANCE OF ARRIVAL WITH 2325 EMERSON ST., JAX, FL 32207	6	N/A	Wesco	\$42,400.00	Max Bid	\$254,400.00	\$38,301.86	\$229,811.16	-	No Bid	-	-	No Bid	-	\$29,885.00	Min Bid	\$179,310.00	\$37,141.00	Medio	\$222,846.00		\$29,885.00	\$29,885.00	-\$24,571.50	\$179,310.00
TRAPB04	Low	TRANSFORMER, 300 KVA, 13200/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO 2325 EMERSON ST., JAX, FL 32207)	3	N/A	Anixter	\$14,677.31	Max Bid	\$44,031.93	\$14,454.78	\$43,364.34	-	No Bid	-	-	No Bid	-	-	No Bid	-	\$14,016.00	Min Bid	\$42,048.00		\$14,016.00	\$14,016.00	-\$7,113.12	\$42,048.00
TRAPB011	Low	TRANSFORMER, 750 KVA, 13200/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO 2325 EMERSON ST., JAX, FL 32207)	3	N/A	Anixter	\$20,056.70	Max Bid	\$60,170.10	\$18,075.79	\$54,227.37	-	No Bid	-	-	No Bid	-	-	No Bid	-	\$17,528.00	Min Bid	\$52,584.00		\$17,528.00	\$17,528.00	-\$11,810.16	\$52,584.00
TRAPC025	Low	TRANSFORMER, 2000 KVA, 25000/14700 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO 2325 EMERSON ST., JAX, FL 32207)	3	N/A	Wesco	\$27,931.45	Max Bid	\$83,794.35	\$24,248.93	\$72,746.79	-	No Bid	-	-	No Bid	-	\$21,082.00	Min Bid	\$63,246.00	\$24,831.00	Medio	\$74,493.00		\$21,082.00	\$21,082.00	-\$8,668.39	\$63,246.00
TRAPB005	Low	TRANSFORMER, 750 KVA, 13200/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO 2325 EMERSON ST., JAX, FL 32207)	2	N/A	Wesco	\$24,830.92	Max Bid	\$49,661.84	\$19,989.36	\$39,978.72	-	No Bid	-	-	No Bid	-	\$18,774.00	Min Bid	\$37,548.00	\$19,384.00	Medio	\$38,768.00		\$18,774.00	\$18,774.00	-\$5,146.95	\$37,548.00
TRAPB006	Low	TRANSFORMER, 2000 KVA, 13200/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO 2325 EMERSON ST., JAX, FL 32207)	2	N/A	Wesco	\$26,442.26	Max Bid	\$52,884.52	\$24,208.51	\$48,417.02	-	No Bid	-	-	No Bid	-	\$21,899.00	Min Bid	\$43,798.00	\$25,161.00	Medio	\$50,322.00		\$21,899.00	\$21,899.00	-\$6,002.07	\$43,798.00
TRAPB009	Low	TRANSFORMER, 300 KVA, 13200/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO 2325 EMERSON ST., JAX, FL 32207)	2	N/A	Gresco	\$11,390.72	Max Bid	\$22,781.44	\$10,634.04	\$21,268.08	-	No Bid	-	-	No Bid	-	-	No Bid	-	\$11,173.00	Medio	\$22,346.00		\$10,634.04	\$10,634.04	-\$3,107.42	\$21,268.08
TRAPB010	Low	TRANSFORMER, 300 KVA, 13200/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO 2325 EMERSON ST., JAX, FL 32207)	2	N/A	Gresco	-	No Bid	\$12,612.76	\$25,225.51	-	-	No Bid	-	-	No Bid	-	-	No Bid	-	\$13,161.00	Max Bid	\$26,322.00		\$12,612.76	\$12,612.76	-\$3,771.41	\$25,225.51
TRAPC030	Low	TRANSFORMER, 2000 KVA, 25000/14700 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - DELIVERY TO BE SCHEDULED 72 HOURS IN ADVANCE OF ARRIVAL WITH 2325 EMERSON ST., JAX, FL 32207	2	N/A	Gresco	\$40,586.59	Max Bid	\$81,173.18	\$30,485.10	\$60,970.20	-	No Bid	-	-	No Bid	-	-	No Bid	-	\$32,215.00	Medio	\$64,430.00		\$30,485.10	\$30,485.10	-\$4,178.57	\$60,970.20
TRAPB001	Low	TRANSFORMER, 150 KVA, 4160/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO 2325 EMERSON ST., JAX, FL 32207)	1	N/A	Wesco	\$9,535.05	Medio	\$9,535.05	\$9,181.91	\$9,181.91	-	No Bid	-	-	No Bid	-	\$8,688.00	Min Bid	\$8,688.00	\$10,245.00	Max Bid	\$10,245.00		\$8,688.00	\$8,688.00	-\$1,190.64	\$8,688.00
TRAPB004	Low	TRANSFORMER, 750 KVA, 4160/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO 2325 EMERSON ST., JAX, FL 32207)	1	N/A	Wesco	\$27,515.46	Max Bid	\$27,515.46	\$21,587.23	\$21,587.23	-	No Bid	-	-	No Bid	-	\$20,806.00	Min Bid	\$20,806.00	\$21,444.00	Medio	\$21,444.00		\$20,806.00	\$20,806.00	-\$2,851.45	\$20,806.00

TRAPAD08	Low	TRANSFORMER, 750 KVA, 480Y/240 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHP TO 2325 EMERSON ST., JAK, FL 32207)	1	N/A	Aniater	\$22,303.09	Max Bid	\$22,303.09	\$19,079.78	Medi	\$19,079.78	-	No Bid	-	-	-	-	-	-	-	-	\$18,558.00	Min Bid	\$18,558.00	\$18,558.00	\$18,558.00					
TRAPAD09	Low	TRANSFORMER, 75 KVA, 480Y/240 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHP TO 2325 EMERSON ST., JAK, FL 32207)	1	N/A	Wesco	\$8,756.70	Medi	\$8,756.70	\$8,154.25	Medi	\$8,154.25	-	No Bid	-	-	-	-	-	-	-	-	\$7,390.00	Min Bid	\$7,390.00	\$8,941.00	\$7,390.00	\$7,390.00				
TRAPAD01	Low	TRANSFORMER, 130 KVA, 13200Y/7420 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHP TO 2325 EMERSON ST., JAK, FL 32207)	1	N/A	Wesco	\$9,525.77	Medi	\$9,525.77	\$9,080.85	Medi	\$9,080.85	-	No Bid	-	-	-	-	-	-	-	-	\$8,701.00	Min Bid	\$8,701.00	\$9,726.00	\$8,701.00	\$8,701.00				
TRAPAD03	Low	TRANSFORMER, 380 KVA, 13200Y/7420 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHP TO 2325 EMERSON ST., JAK, FL 32207)	1	N/A	Gresco	\$11,604.12	Max Bid	\$11,604.12	\$11,064.89	Min Bid	\$11,064.89	-	No Bid	-	-	-	-	-	-	-	-	-	Medi	\$11,377.00	\$11,377.00	\$11,064.89	\$11,064.89				
TRAPAD07	Low	TRANSFORMER, 230 KVA, 13200Y/7420 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHP TO 2325 EMERSON ST., JAK, FL 32207)	1	N/A	Gresco	\$9,494.84	Medi	\$9,494.84	\$8,729.78	Min Bid	\$8,729.78	-	No Bid	-	-	-	-	-	-	-	-	-	\$11,377.00	\$11,377.00	\$9,694.00	\$9,694.00					
TRAPAD12	Low	TRANSFORMER, 2800 KVA, 13200Y/7420 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHP TO 2325 EMERSON ST., JAK, FL 32207)	1	N/A	Aniater	\$25,276.28	Max Bid	\$25,276.28	\$19,682.18	Medi	\$19,682.18	-	No Bid	-	-	-	-	-	-	-	-	-	\$19,086.00	\$19,086.00	\$19,086.00	\$19,086.00					
TRAPAD13	Low	TRANSFORMER, 2300 KVA, 13200Y/7420 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHP TO 2325 EMERSON ST., JAK, FL 32207)	1	N/A	Aniater	\$30,948.45	Max Bid	\$30,948.45	\$25,977.65	Medi	\$25,977.65	-	No Bid	-	-	-	-	-	-	-	-	-	\$25,408.00	\$25,408.00	\$25,408.00	\$25,408.00					
TRAPAD14	Low	TRANSFORMER, 2500 KVA, 13200Y/7420 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHP TO 2325 EMERSON ST., JAK, FL 32207)	1	N/A	Aniater	\$44,062.88	Max Bid	\$44,062.88	\$37,517.28	Medi	\$37,517.28	-	No Bid	-	-	-	-	-	-	-	-	-	\$36,380.00	\$36,380.00	\$36,380.00	\$36,380.00					
TRAPAD17	Low	TRANSFORMER, 2800 KVA, 13200Y/7420 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHP TO 2325 EMERSON ST., JAK, FL 32207)	1	N/A	Gresco	\$36,178.35	Max Bid	\$36,178.35	\$30,475.53	Min Bid	\$30,475.53	-	No Bid	-	-	-	-	-	-	-	-	-	Medi	\$30,950.00	\$30,950.00	\$30,475.53	\$30,475.53				
TRAPAD20	Low	TRANSFORMER, 75 KVA, 480Y/240 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHP TO 2325 EMERSON ST., JAK, FL 32207)	0	N/A	Wesco	\$9,558.76	Max Bid	\$0.00	\$8,184.04	Medi	\$0.00	-	No Bid	-	-	-	-	-	-	-	-	\$7,417.00	Min Bid	\$0.00	\$9,287.00	\$0.00	\$7,417.00	\$7,417.00	\$0.00	\$0.00	
TRAPAD22	Low	TRANSFORMER, 380 KVA, 480Y/240 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHP TO 2325 EMERSON ST., JAK, FL 32207)	0	N/A	Gresco	\$11,491.75	Medi	\$0.00	\$11,430.85	Min Bid	\$0.00	-	No Bid	-	-	-	-	-	-	-	-	\$11,733.00	Min Bid	\$0.00	\$11,430.85	\$11,430.85	\$0.00	\$0.00			
TRAPAD31	Low	TRANSFORMER, 380 KVA, 480Y/240 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHP TO 2325 EMERSON ST., JAK, FL 32207)	0	N/A	Gresco	\$15,755.67	Max Bid	\$0.00	\$14,995.74	Min Bid	\$0.00	-	No Bid	-	-	-	-	-	-	-	-	-	Medi	\$0.00	\$15,200.00	\$14,995.74	\$14,995.74	\$0.00	\$0.00		
TRAPAD35	Low	TRANSFORMER, 130 KVA, 480Y/240 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHP TO 2325 EMERSON ST., JAK, FL 32207)	0	N/A	Gresco	\$9,403.09	Medi	\$0.00	\$8,689.36	Min Bid	\$0.00	-	No Bid	-	-	-	-	-	-	-	-	-	Max Bid	\$0.00	\$9,601.00	\$0.00	\$8,689.36	\$8,689.36	\$0.00	\$0.00	
TRAPAD36	Low	TRANSFORMER, 380 KVA, 480Y/240 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHP TO 2325 EMERSON ST., JAK, FL 32207)	0	N/A	Gresco	\$11,275.25	Medi	\$0.00	\$10,889.36	Min Bid	\$0.00	-	No Bid	-	-	-	-	-	-	-	-	-	Max Bid	\$0.00	\$11,512.00	\$10,889.36	\$10,889.36	\$0.00	\$0.00		
TRAPAD37	Low	TRANSFORMER, 380 KVA, 480Y/240 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHP TO 2325 EMERSON ST., JAK, FL 32207)	0	N/A	Aniater	-	No Bid	\$13,024.46	\$0.00	Max Bid	\$0.00	-	No Bid	-	-	-	-	-	-	-	-	-	Min Bid	\$0.00	\$12,750.00	\$0.00	\$12,750.00	\$12,750.00	\$0.00	\$0.00	
TRAPAD38	Low	TRANSFORMER, 75 KVA, 13200Y/7420 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHP TO 2325 EMERSON ST., JAK, FL 32207)	0	N/A	Wesco	\$9,529.89	Max Bid	\$0.00	\$8,177.65	Medi	\$0.00	-	No Bid	-	-	-	-	-	-	-	-	\$7,515.00	Min Bid	\$0.00	\$8,976.00	\$0.00	\$7,515.00	\$7,515.00	\$0.00	\$0.00	
TRAPAD315	Low	TRANSFORMER, 75 KVA, 13200Y/7420 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHP TO 2325 EMERSON ST., JAK, FL 32207)	0	N/A	Wesco	\$9,401.03	Max Bid	\$0.00	\$8,142.55	Medi	\$0.00	-	No Bid	-	-	-	-	-	-	-	-	\$7,539.00	Min Bid	\$0.00	\$9,038.00	\$0.00	\$7,539.00	\$7,539.00	\$0.00	\$0.00	

Name	Original Low Priced Items	Original Award Amount	Updated Low Priced Items	Updated Awarded Amount
ANIXTER	0	0	7	\$194,064.00
ELECTRIC SUPPLY	0	0	0	\$0.00
GRESKO	0	0	20	\$2,552,874.34
IRBY	0	0	0	\$0.00
TRI STATE	-	-	-	-
WEG	27	\$2,708,100.00	-	-
WESCO	12	\$449,387.00	12	\$449,387.00
TOTALS	39	\$3,157,487.00	39	\$3,196,325.34

Cost Difference	\$38,838.34
% Difference	1.23%

JEA Item ID	Type of Transformer	Item Description	UOM	Estimated Usage	Lead Time Requirements	Proposed Awardee	Awarded Unit Price	
TRAPC002	High	TRANSFORMER, 300 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	40	84	WEG	\$10,700.00	
TRAPC003		TRANSFORMER, 500 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	40	84	WEG	\$13,901.00	
TRAPC001		TRANSFORMER, 150 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	20	84	WEG	\$8,959.00	
TRAPC009		TRANSFORMER, 300 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	FT	15	84	WEG	\$10,269.00	
TRAPC004		TRANSFORMER, 750 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	12	84	WEG	\$19,052.00	
TRAPC011		TRANSFORMER, 750 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	12	84	WEG	\$15,500.00	
TRAPC012		TRANSFORMER, 1000 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	12	84	WEG	\$17,530.00	
TRAPC007		TRANSFORMER, 150 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	10	84	WEG	\$8,824.00	
TRAPC010		TRANSFORMER, 500 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	FT	10	84	WEG	\$12,157.00	
TRAPC013		TRANSFORMER, 1500 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - DELIVERY TO BE SCHEDULED 72 HOURS IN ADVANCE OF ARRIVAL WITH 2325 EMERSON ST., JAX., FL 32207	EA	10	84	WEG	\$22,991.00	
TRAPC015		Low	TRANSFORMER, 75 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	10	N/A	WESCO	\$7,990.00
TRAPC014		Low	TRANSFORMER, 2500 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, 3 PHASE - (DELIVERY TO BE SCHEDULED 72 HOURS IN ADVANCE OF ARRIVAL WITH 2325 EMERSON ST., JAX., FL 32207)	EA	6	N/A	WESCO	\$29,885.00
TRAPB004		Low	TRANSFORMER, 500 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	3	N/A	WEG	\$13,424.00
TRAPB011	Low	TRANSFORMER, 750 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	3	N/A	WEG	\$15,323.00	
TRAPC005	Low	TRANSFORMER, 1000 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	3	N/A	WESCO	\$21,082.00	
TRAPB005	Low	TRANSFORMER, 750 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	2	N/A	WESCO	\$18,774.00	
TRAPB006	Low	TRANSFORMER, 1000 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	2	N/A	WESCO	\$21,899.00	

TRAPB009	Low	TRANSFORMER, 300 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	2	N/A	WEG	\$10,170.00
TRAPB010	Low	TRANSFORMER, 500 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	2	N/A	WEG	\$12,012.00
TRAPC029	Low	TRANSFORMER, 2000 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (DELIVERY TO BE SCHEDULED 72 HOURS IN ADVANCE OF ARRIVAL WITH 2325 EMERSON ST., JAX., FL 32207)	EA	2	N/A	WEG	\$28,580.00
TRAPA001	Low	TRANSFORMER, 150 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WESCO	\$8,688.00
TRAPA004	Low	TRANSFORMER, 750 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WESCO	\$20,806.00
TRAPA008	Low	TRANSFORMER, 750 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$15,798.00
TRAPA009	Low	TRANSFORMER, 75 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WESCO	\$7,390.00
TRAPB001	Low	TRANSFORMER, 150 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WESCO	\$8,701.00
TRAPB003	Low	TRANSFORMER, 300 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$10,527.00
TRAPB007	Low	TRANSFORMER, 150 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$8,662.00
TRAPB012	Low	TRANSFORMER, 1000 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$17,375.00
TRAPB013	Low	TRANSFORMER, 1500 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$22,834.00
TRAPB014	Low	TRANSFORMER, 2500 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$35,249.00
TRAPB017	Low	TRANSFORMER, 2000 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$27,931.00
TRAPA000	Low	TRANSFORMER, 75 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WESCO	\$7,417.00
TRAPA002	Low	TRANSFORMER, 300 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WEG	\$10,642.00
TRAPA003	Low	TRANSFORMER, 500 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WEG	\$13,774.00
TRAPA005	Low	TRANSFORMER, 150 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WEG	\$8,629.00

TRAPA006	Low	TRANSFORMER, 300 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WEG	\$10,203.00
TRAPA007	Low	TRANSFORMER, 500 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WEG	\$12,282.00
TRAPB000	Low	TRANSFORMER, 75 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WESCO	\$7,515.00
TRAPB015	Low	TRANSFORMER, 75 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WESCO	\$7,539.00

Name	First Round Total Extended Price	First Round High Usage Extended Price	First Round Low Usage Extended Price	Initial Items Bid	Low Priced Items	BAFO Total Extended Price	BAFO High Usage Extended Price	BAFO Low Usage Extended Price	BAFO Items Bid	BAFO Low Priced Items	Awarded Amount
ANIXTER	-	-	-	-	-	\$3,450,755.00	\$2,565,327.00	\$885,428.00	39	0	\$0.00
ELECTRIC SUPPLY	\$3,901,670.34	\$2,904,749.37	\$996,920.97	39	-	\$3,901,670.34	\$2,904,749.37	\$996,920.97	39	0	\$0.00
GRESKO	\$3,474,513.27	\$2,557,037.43	\$917,475.83	39	-	\$3,273,574.47	\$2,395,140.34	\$878,434.13	39	0	\$0.00
IRBY	\$5,808,436.00	\$5,808,436.00	-	10	-	\$3,069,490.18	\$3,069,490.18	-	10	0	\$0.00
TRI STATE	\$3,270,220.00	\$2,380,860.00	\$889,360.00	39	20	-	-	-	0	-	-
WEG	\$3,214,307.00	\$2,390,729.00	\$823,578.00	39	14	\$3,204,527.00	\$2,381,959.00	\$822,568.00	39	27	\$2,708,100.00
WESCO	\$3,211,697.00	\$2,407,074.00	\$804,623.00	39	5	\$3,211,697.00	\$2,407,074.00	\$804,623.00	39	12	\$449,387.00



Formal Bid and Award System

Award #7 September 24, 2020

Type of Award Request: CONTRACT INCREASE
Request #: 6894
Requestor Name: Keeler, Jessica
Requestor Phone: (904) 665-6403
Project Title: Three-Phase Transformers for JEA Inventory Stock
Project Number: Various
Project Location: JEA
Funds: Inventory Blanket
Budget Estimate: \$694,658.53
Scope of Work:

The purpose of this agreement is to purchase Three-Phase Transformers carried in JEA's inventory stock. This agreement includes twenty (20) different Three-Phase Transformers with their primary application being to change values of three phase voltage and current.

JEA IFB/RFP/State/City/GSA#: 095-19
Sr. Purchasing Agent: Roddy, Colin P.
Is this a Ratification?: No

RECOMMENDED AWARDEES:

Name	Vendor Contact	Email	Address	Phone	Amount
GRESKO SUPPLY	Chris Therien	Christopher.Therien@gresco.com	6421 County Road 219, Wildwood, FL 34785	352-446-7536	\$694,658.53

Amount of original Award: \$0.00
Date of Original Award: 08/01/2019
Contract Increase Amount: \$694,658.53
New Not-To-Exceed Amount: \$3,247,532.87
Length of Contract/PO Term: Eighteen Months
Begin Date (mm/dd/yyyy): 09/01/2019
End Date (mm/dd/yyyy): 03/01/2021
Renewal Options: N/A

List of Previous Change Orders

BPA #	Amount	Date
184130	\$2,552,874.34	10/31/2019

Background/Recommendation:

Originally bid and approved by the Awards Committee on 08/01/2019 to WEG Transformers USA in the amount of \$2,708,100.00 and Wesco Distribution, Inc. in the amount of \$449,387.00. The original award is attached for reference.


On 10/31/2019, a change order was approved for the redistribution of items and contract value as one of the original Awardees, WEG Transformers USA, was unable to meet the required JEA technical specifications. Because of this, additional contracts were required to be awarded to Gresco Supply in the amount of \$2,552,874.34 and Anixter, Inc. in the amount of \$194,064.00, with both vendors picking up the items that could not be supplied by WEG Transformers. The change order is attached for reference.

Since inception of the original agreement, one (1) factor has played into a shift in spending relative to projections driving the proposed contract increase. Estimated usage for the one hundred and two (102) contracted items is 42.21% higher than originally forecasted primarily attributed by project work related to new development work. Based on this factor, this request is to add contract funds in the amount of \$694,658.53 to cover the forecasted requirements received from the Planning team in order to get JEA through the end of the current agreement which expires on 03/01/2021.


Request approval for a contract increase for Three-Phase Transformers for JEA Inventory Stock in the amount of \$694,658.53, for a new not-to-exceed total of \$3,247,532.87, subject to the availability of lawfully appropriated funds.

Manager: Keeler, Jessica – Inventory Planning Manager
Director: McCollum, Jenny – Director, Procurement Services
VP: McElroy, Alan – Interim VP Logistics & Chief Supply Chain Officer

APPROVALS:

 09/24/2020

Chairman, Awards Committee **Date**

 9/24/2020

Budget Representative **Date**



Formal Bid and Award System

Award #4 February 4, 2021

Type of Award Request: CONTRACT AMENDMENT
Request #: 66
Requestor Name: Keeler, Jessica
Requestor Phone: (904) 665-6403
Project Title: Three-Phase Transformers for JEA Inventory Stock
Project Number: Various
Project Location: JEA
Funds: Inventory Blanket
Budget Estimate: \$76,706.73
Scope of Work:

The purpose of this agreement is to purchase three-phase transformers carried in JEA's inventory stock. This agreement includes twelve (12) different three-phase transformers with their primary application being to change values of three phase voltage and current.

JEA IFB/RFP/State/City/GSA#: 095-19
Sr. Purchasing Agent: Roddy, Colin P.
Is this a Ratification?: No

RECOMMENDED AWARDEES:

Name	Vendor Contact	Email	Address	Phone	Amount
WESCO DISTRIBUTION, INC.	Ashely Cirlot	acirlot@wesco.com	5971 Pershing Ave, Orlando, FL 32822	407-434-4025	\$76,706.73

Amount of original Award: \$449,387.00
Date of Original Award: 08/01/2019
Contract Increase Amount: \$76,706.73
New Not-To-Exceed Amount: \$570,922.43
Length of Contract/PO Term: Eighteen Months
Begin Date (mm/dd/yyyy): 09/01/2019
End Date (mm/dd/yyyy): 03/01/2021
Renewal Options: N/A

List of Previous Change Orders

BPA #	Amount	Date
183752	\$44,928.70	09/09/2020

Background/Recommendation:

Originally bid and approved by the Awards Committee on 08/01/2019 to WEG Transformers USA in the amount of \$2,708,100.00 and Wesco Distribution, Inc. in the amount of \$449,387.00. The original award is attached for reference. On 09/09/2020, a one-time 10% administrative contract increase was approved in the amount of \$44,928.70.

Since inception of the original agreement, one (1) factor has played into a shift in spending relative to projections driving the proposed contract increase. Estimated usage for the twelve (12) contracted items is 10.89% higher than originally forecasted primarily attributed by project requirements related to new development work. Based on this factor, this request is to add contract funds in the amount of \$76,706.73 to cover the forecasted requirements received from the Inventory Planning team in order to get JEA through the end of the current agreement which expires on 03/01/2021.

The requested Wesco Distribution, Inc. contract amendment amount is smaller than the proposed Gresco Supply contract amendment for Award #3 given the relatively smaller scope of items found on the agreement. Wesco Distribution, Inc. was awarded twelve (12) transformers compared to the twenty (20) awarded to Gresco Supply as part of the original bid and initial change order. It should be noted, consumption of the items found on the third vendor in the original award, Anixter, are in line with early projections and consequently that agreement does not require any additional funding at this time.

Request approval for a contract amendment for the Wesco Distribution, Inc. Three-Phase Transformers for JEA Inventory Stock Agreement in the amount of \$76,706.73, for a new not-to-exceed total of \$570,922.43, subject to the availability of lawfully appropriated funds.

Manager: Keeler, Jessica – Inventory Planning Manager
Director: McCollum, Jenny – Director, Procurement Services
VP: McElroy, Alan – Interim Chief Supply Chain Officer

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**

Current NTE	\$494,215.70
Amount Released	\$487,928.49
Funding Left	\$6,287.21
Should Cost to Date	\$440,005.57
Fund Tracking	10.89%
Contract Amendment Amount	\$76,706.73
Proposed New NTE	\$570,922.43

Item	Description	Current Contract Price	Estimated Quantity	Estimated Value
TRAPC015	TRANSFORMER, 75 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$7,229.06	4	\$28,916.24
TRAPC014	TRANSFORMER, 2500 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, 3 PHASE - (DELIVERY TO BE SCHEDULED 72 HOURS IN ADVANCE OF ARRIVAL WITH 2325 EMERSON ST., JAX., FL 32207)	\$27,038.85	2	\$54,077.70
TRAPC005	TRANSFORMER, 1000 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$19,074.22	0	\$0.00
TRAPB005	TRANSFORMER, 750 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$16,986.03	0	\$0.00
TRAPB006	TRANSFORMER, 1000 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$19,813.41	0	\$0.00
TRAPA001	TRANSFORMER, 150 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$7,860.58	0	\$0.00
TRAPA004	TRANSFORMER, 750 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$18,824.51	0	\$0.00
TRAPA009	TRANSFORMER, 75 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$6,686.20	0	\$0.00
TRAPB001	TRANSFORMER, 150 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$7,872.35	0	\$0.00
TRAPA000	TRANSFORMER, 75 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$6,710.63	0	\$0.00
TRAPB000	TRANSFORMER, 75 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$6,799.30	0	\$0.00
TRAPB015	TRANSFORMER, 75 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	\$6,821.01	0	\$0.00



Formal Bid and Award System

Award #5 August 1, 2019

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6556
Requestor Name: Keeler, Jessica
Requestor Phone: (904) 665-6403
Project Title: Three-Phase Transformers for JEA Inventory Stock
Project Number: Various
Project Location: JEA
Funds: Inventory Blanket Account
Budget Estimate: \$2,883,180.49

Scope of Work:

The purpose of this Invitation to Negotiate (ITN) is to solicit pricing for Three-Phase Transformers for JEA's inventory stock. The primary use of these items is to enable voltage changes from one device to another within our network system and is utilized by the Electric department. During 2018, the annual spend for these items was \$2,460,354.00. At the time of bid release, our current inventory balance for the items found in this solicitation is \$1,924,528.87, with the average current lead-time of over (8) weeks depending upon the item.

This award impacts the following three (3) JEA Measures of Value:

- Customer Value – Ensures JEA can continue to efficiently and effectively operate the electric network grid
- Community Impact Value – Minimizes network outages by ensuring a consistent flow of materials from strategic supply chain partners
- Financial Value – Reduces operating expenses for these items and optimize the supplier portfolio for this commodity category

JEA IFB/RFP/State/City/GSA#: 095-19
Purchasing Agent: Roddy, Colin Patrick
Is this a Ratification?: No

RECOMMENDED AWARDEES:

Name	Vendor Contact	Email	Address	Phone	Amount
WEG TRANSFORMERS USA	Raymundo Chapa	rchapa@weg.net	One Pauwels Drive, Washington, MO 63090	678-699-7840	\$2,708,100.00
WESCO DISTRIBUTION INC.	Ashely Cirlot	acirlot@wescodist.com	5971 Pershing Ave, Orlando, FL 32920	407-434-4025	\$449,387.00

Amount for entire term of Contract/PO: \$3,157,487.00
Award Amount for remainder of this FY: \$350,831.89
Length of Contract/PO Term: Eighteen (18) Months
Begin Date (mm/dd/yyyy): 09/01/2019
End Date (mm/dd/yyyy): 03/01/2021
Renewal Options: No Renewals
JSEB Requirement: N/A - Optional

BIDDERS:

Name	First Round Total Extended Price	Initial Items Bid	Low Priced Items	BAFO Total Extended Price	BAFO Items Bid	BAFO Low Priced Items	Awarded Amount
ANIXTER	-	-	-	\$3,450,755.00	39	0	\$0.00
ELECTRIC SUPPLY	\$3,901,670.34	39	-	\$3,901,670.34	39	0	\$0.00
GRESKO	\$3,474,513.27	39	-	\$3,273,574.47	39	0	\$0.00
STUART C IRBY	\$5,808,436.00	10	-	\$3,069,490.18	10	0	\$0.00
TRI STATE	\$3,270,220.00	39	20	-	0	-	-
WEG TRANSFORMERS USA	\$3,214,307.00	39	14	\$3,204,527.00	39	27	\$2,708,100.00
WESCO DISTRIBUTION INC.	\$3,211,697.00	39	5	\$3,211,697.00	39	12	\$449,387.00

Background/Recommendation:

Advertised 04/18/2019, Eight (8) vendors attended the optional pre-response meeting on 05/02/2019. At Response opening on 05/14/2019, JEA received six (6) Responses.

In order to leverage JEA's spend for three-phase transformers included in JEA Inventory, the internal team identified thirty-nine (39) items deemed to be a good fit to be included in this initiative. In the past, these items were purchased on a blanket purchase through Wesco. The current agreement with Wesco was scheduled to expire on 2022, but will end on 08/31/2019, as Wesco utilized their ability to terminate without cause by providing a six (6) month written notice to JEA.

The basis for award for this bid was that JEA would award a contract(s) to the Respondent(s) that meet the Minimum Qualification and propose the total lowest cost to JEA for all items in the "High Usage Three-Phase Transformers" category on an all-inclusive basis, which consists of ten (10) transformers. JEA would also award a contract(s) to the Respondent(s) that meet the Minimum Qualification and propose the total lowest cost to JEA for each respective JEA item ID for the "Low Usage Three-Phase Transformers" category on an a la carte basis, which consists of twenty-nine (29) transformers.

After the evaluations were complete, WEG Transformers USA and Wesco Distribution were determined to be the vendors that provided the lowest cost to JEA for this work scope.

Even with utilizing best practices of aggregation of items and competitive bidding, JEA will still realize an estimated eighteen (18) month cost increase via unit price increases totaling \$274,306.51, or 8.68% due to market conditions and tariffs on materials. The BAFO resulted in a reduction of \$8,770.00. Unit pricing for the contract(s) will be adjusted quarterly with adjustments corresponding to fluctuations for Stainless Steel, Silicon Steel, Aluminum, Copper, Oil and All other Variable Costs and Margins.


Procurement tracks two different types of savings. The total cost difference is comparing the current pricing with the proposed pricing (+/-). The total sourcing savings is determined by negotiations, BAFO savings and value added savings. Below is the breakdown:

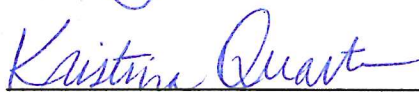
- **Total cost difference:** \$274,306.51 (unit price increase) = (\$274,306.51)
- **Total sourcing savings:** \$8,770.00 BAFO Savings

095-19 - Request approval to award a contract to WEG Transformers USA (\$2,708,100.00) and WESCO Distribution Inc. (\$449,387.00) for the supply of Three-Phase Transformers carried in JEA's inventory stock, subject to the availability of lawfully appropriated funds.

Manager: Pearson, Kenny – Procurement Category Manager
Director: McCollum, Jenny – Director, Procurement Services
VP: McCarthy, John P. – VP Logistics & Chief Supply Chain Officer

APPROVALS:


_____ 8/1/2019
Chairman, Awards Committee **Date**


_____ 8/1/2019
Manager, Operating Budgets **Date**

JEA Item ID	Type of Transformer	Item Description	UOM	Estimated Usage	Lead Time Requirements	Proposed Awardee	Awarded Unit Price	
TRAPC002	High	TRANSFORMER, 300 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	40	84	WEG	\$10,700.00	
TRAPC003		TRANSFORMER, 500 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	40	84	WEG	\$13,901.00	
TRAPC001		TRANSFORMER, 150 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	20	84	WEG	\$8,959.00	
TRAPC009		TRANSFORMER, 300 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	FT	15	84	WEG	\$10,269.00	
TRAPC004		TRANSFORMER, 750 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	12	84	WEG	\$19,052.00	
TRAPC011		TRANSFORMER, 750 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	12	84	WEG	\$15,500.00	
TRAPC012		TRANSFORMER, 1000 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	12	84	WEG	\$17,530.00	
TRAPC007		TRANSFORMER, 150 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	10	84	WEG	\$8,824.00	
TRAPC010		TRANSFORMER, 500 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	FT	10	84	WEG	\$12,157.00	
TRAPC013		TRANSFORMER, 1500 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - DELIVERY TO BE SCHEDULED 72 HOURS IN ADVANCE OF ARRIVAL WITH 2325 EMERSON ST., JAX., FL 32207	EA	10	84	WEG	\$22,991.00	
TRAPC015		Low	TRANSFORMER, 75 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	10	N/A	WESCO	\$7,990.00
TRAPC014		Low	TRANSFORMER, 2500 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, 3 PHASE - (DELIVERY TO BE SCHEDULED 72 HOURS IN ADVANCE OF ARRIVAL WITH 2325 EMERSON ST., JAX., FL 32207)	EA	6	N/A	WESCO	\$29,885.00
TRAPB004		Low	TRANSFORMER, 500 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	3	N/A	WEG	\$13,424.00
TRAPB011	Low	TRANSFORMER, 750 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	3	N/A	WEG	\$15,323.00	
TRAPC005	Low	TRANSFORMER, 1000 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	3	N/A	WESCO	\$21,082.00	
TRAPB005	Low	TRANSFORMER, 750 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	2	N/A	WESCO	\$18,774.00	
TRAPB006	Low	TRANSFORMER, 1000 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	2	N/A	WESCO	\$21,899.00	

TRAPB009	Low	TRANSFORMER, 300 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	2	N/A	WEG	\$10,170.00
TRAPB010	Low	TRANSFORMER, 500 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	2	N/A	WEG	\$12,012.00
TRAPC029	Low	TRANSFORMER, 2000 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (DELIVERY TO BE SCHEDULED 72 HOURS IN ADVANCE OF ARRIVAL WITH 2325 EMERSON ST., JAX., FL 32207)	EA	2	N/A	WEG	\$28,580.00
TRAPA001	Low	TRANSFORMER, 150 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WESCO	\$8,688.00
TRAPA004	Low	TRANSFORMER, 750 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WESCO	\$20,806.00
TRAPA008	Low	TRANSFORMER, 750 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$15,798.00
TRAPA009	Low	TRANSFORMER, 75 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WESCO	\$7,390.00
TRAPB001	Low	TRANSFORMER, 150 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WESCO	\$8,701.00
TRAPB003	Low	TRANSFORMER, 300 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$10,527.00
TRAPB007	Low	TRANSFORMER, 150 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$8,662.00
TRAPB012	Low	TRANSFORMER, 1000 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$17,375.00
TRAPB013	Low	TRANSFORMER, 1500 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$22,834.00
TRAPB014	Low	TRANSFORMER, 2500 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$35,249.00
TRAPB017	Low	TRANSFORMER, 2000 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	1	N/A	WEG	\$27,931.00
TRAPA000	Low	TRANSFORMER, 75 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WESCO	\$7,417.00
TRAPA002	Low	TRANSFORMER, 300 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WEG	\$10,642.00
TRAPA003	Low	TRANSFORMER, 500 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WEG	\$13,774.00
TRAPA005	Low	TRANSFORMER, 150 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WEG	\$8,629.00

TRAPA006	Low	TRANSFORMER, 300 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WEG	\$10,203.00
TRAPA007	Low	TRANSFORMER, 500 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WEG	\$12,282.00
TRAPB000	Low	TRANSFORMER, 75 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WESCO	\$7,515.00
TRAPB015	Low	TRANSFORMER, 75 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	0	N/A	WESCO	\$7,539.00

Name	First Round Total Extended Price	First Round High Usage Extended Price	First Round Low Usage Extended Price	Initial Items Bid	Low Priced Items	BAFO Total Extended Price	BAFO High Usage Extended Price	BAFO Low Usage Extended Price	BAFO Items Bid	BAFO Low Priced Items	Awarded Amount
ANIXTER	-	-	-	-	-	\$3,450,755.00	\$2,565,327.00	\$885,428.00	39	0	\$0.00
ELECTRIC SUPPLY	\$3,901,670.34	\$2,904,749.37	\$996,920.97	39	-	\$3,901,670.34	\$2,904,749.37	\$996,920.97	39	0	\$0.00
GRESKO	\$3,474,513.27	\$2,557,037.43	\$917,475.83	39	-	\$3,273,574.47	\$2,395,140.34	\$878,434.13	39	0	\$0.00
IRBY	\$5,808,436.00	\$5,808,436.00	-	10	-	\$3,069,490.18	\$3,069,490.18	-	10	0	\$0.00
TRI STATE	\$3,270,220.00	\$2,380,860.00	\$889,360.00	39	20	-	-	-	0	-	-
WEG	\$3,214,307.00	\$2,390,729.00	\$823,578.00	39	14	\$3,204,527.00	\$2,381,959.00	\$822,568.00	39	27	\$2,708,100.00
WESCO	\$3,211,697.00	\$2,407,074.00	\$804,623.00	39	5	\$3,211,697.00	\$2,407,074.00	\$804,623.00	39	12	\$449,387.00



Formal Bid and Award System

Award #5 February 4, 2021

Type of Award Request: JOINT PROJECT
Requestor Name: Bides, Arthur R.
Requestor Phone: (904) 665-8451
Project Title: Palm Avenue Water Main (WM) Replacement
Project Number: 101-34
Project Location: Palm Ave from Gary St to Prudential Dr
Funds: Capital
Award Estimate: \$1,101,577.50

Scope of Work:

The scope of this work is to replace two (2) water mains; the first water main segment recommended for replacement is approximately 700 feet of 8-inch cast iron water main along Prudential Drive, beginning at the intersection of Prudential Drive and Palm Avenue, and extending westerly to the end of Prudential Drive at the Hospital entrance. The second water main segment recommended for replacement is approximately 1,120 feet of 12-inch ductile iron water main along Palm Avenue crossing under I-95.

Purchasing Agent: King, David

Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
J.B. COXWELL CONTRACTING, INC.	Garland Chick, Jr.	estimating@jbcowwell.com	6741 Lloyd Road West, Jacksonville, FL 32254	(904) 786-1120	\$1,311,847.50

Amount for entire term of Contract/PO: \$1,311,847.50
Award Amount for remainder of this FY: \$920,851.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 03/01/2021
End Date (mm/dd/yyyy): Project Completion (Est. 04/2022)
JSEB Requirement: N/A - Developer Agreement w/ COJ

BIDDERS:

Name	Amount	JEA Portion
JB COXWELL CONSTRUCTION INC.	\$7,040,518.65	\$1,311,847.50
SUPERIOR CONSTRUCTION	\$7,127,618.18	\$1,191,937.18
VALLENCOURT CONSTRUCTION CO INC.	\$14,602,287.67	\$4,607,130.04

Background/Recommendations:

This is a joint project with the City of Jacksonville as permitted by Section 3-116 of the Procurement Code. The water mains along Prudential Drive and Palm Avenue serve as the source of potable water for the Baptist Medical Center, which is a JEA Critical Customer. Given this customer’s high water demand, the need for continuous water supply to the city’s largest hospital, and the age of the existing infrastructure, the replacement of the Palm Avenue water mains is the second-highest ranked water project in the Large Diameter Pipe Evaluation and Replacement Program.

The existing 8-inch and 12-inch water mains were originally installed in the 1970s, with portions possibly installed earlier. Record drawings in the vicinity of the 8-inch water main show it as existing in the area before 1974, however, the original construction drawings and installation date are not available. A Desktop Risk Assessment, performed by Arcadis for the Large Diameter Pipe Evaluation and Replacement Program, assigned the water mains poor condition scores, based upon the typical remaining useful life for small diameter cast and ductile iron water mains and a past failure of the 12-inch water main. As the Prudential Drive water main is a non-looped dead end, any failure would cause an immediate disruption to the service and would necessitate emergency repairs. Replacing these water mains prior to the end of their useful lives reduces the potential risk of future pipe failures.

Southern Baptist Hospital of Florida, Inc., dba Baptist Medical Center Jacksonville (“Baptist”) entered into a Development Agreement with the City of Jacksonville on August 30, 2019 related to various infrastructure improvements for Palm Avenue. Baptist has hired England-Thims and Miller, Inc. (ETM) as the owner’s agent for this project. ETM advertised and awarded the contract to the lowest responsible bidder in compliance with COJ and JEA’s procurement codes. The solicitation was a developer cost share for the Palm Ave road widening and improvements, with JEA’s WM replacement project being part of the advertised scope of work for construction coordination benefits. The solicitation was advertised and a pre-bid meeting was held on July 10, 2020. ETM requested that bids include all the utility work and the project was awarded based upon the lowest lump sum total for COJ and JEA work. All of the bidders are listed above, with JB Coxwell Construction, Inc. being the lowest responsive bidder with \$1,311,847.50 for the JEA portion. This is \$210,270.00 or approximately 19.1% higher than JEA's estimate and is deemed reasonable. This is due to Technical Special Conditions to address potential conflicts with existing FDOT, COJ, and JEA buried infrastructure.

Request approval to award a contract to the contractor, J.B. Coxwell Contracting, Inc. for the construction of the Palm Ave WM Replacement in the amount of \$1,311,847.50, subject to the availability of lawfully appropriated funds.

- Manager:** DiMeo, Elizabeth A. - Mgr W/WW Project Management
- Director:** Conner, Sean M. - Dir W/WW Project Engineering & Construction
- GM:** Vu, Hai X. - Interim General Manager Water Wastewater Systems

APPROVALS:

Chairman, Awards Committee	Date
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Budget Representative	Date
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**PROPOSAL
(Official Proposal Cost Summary Form)**

FOR

Palm Avenue Improvements – Gary Street to Prudential

FOR

**City of Jacksonville
c/o
Baptist Medical Center**

TO BE SUBMITTED IN DUPLICATE TO:

ENGLAND-THIMS & MILLER, Inc.
14775 Old St. Augustine Road
Jacksonville, FL 32258

on or before August 7, 2020 @ 3:00 pm

TO: City of Jacksonville c/o Baptist Medical Center

FROM: J.B. Coxwell Contracting, Inc.
(Contractor)

In accordance with the Request for Proposals for **Palm Avenue Improvements – Gary Street to Prudential** the undersigned proposes to construct all work necessary to complete the work including but not limited to clearing, grading, earthwork, paving, storm drainage, new utilities, utility relocation, signalization, hardscape, landscape, irrigation, lighting and signing and pavement marking as shown on the plans labeled “proposal plans” and dated March 2, 2020, the Geotechnical Reports prepared by Wood, Inc., the Jones Edmunds, Inc. plans dated August 16, 2019, JEA Geotechnical Reports prepared by CSI Geo, Inc. and in accordance with City of Jacksonville, FDOT Standard Specifications, JEA, FDEP and the St. Johns River Water Management District permit exemptions.

The Work included with this contract shall be Substantially Complete within three hundred thirty five (335) calendar days from the date Contract Times commence as indicated in the Notice to Proceed. The Contractor shall achieve Final Completion within thirty (30) calendar days after the date for Substantial Completion. Total contract time is three hundred sixty five (365) calendar days.

The Contractor is made aware that **significant coordination is required** for the construction operations on adjacent properties underway by others, most notably, the construction of a new NICU hospital along the west right of way of Palm Ave. and a multifamily development at the intersection of Palm Ave and Prudential Dr. Significant coordination is also required for the **around the clock operations (24 hrs/day, 7 days/week)** by the Baptist Medical Center, 2,200 space parking garage (and associated pedestrians), 900 space parking garage (and associated pedestrians), CSX Railroad and existing hospital energy center. **At all times**, Contractor is required to provide access to hospital entrances, ingress/egress of emergency vehicles and hospital deliveries.

All proposals shall be for complete work in accordance with the construction plans. (No partial proposals accepted).

PROPOSAL
(OFFICIAL PROPOSAL COST SUMMARY FORM)
PALM AVENUE IMPROVEMENTS – GARY STREET TO PRUDENTIAL
FOR
CITY OF JACKSONVILLE c/o BAPTIST MEDICAL CENTER

TO: City of Jacksonville c/o Baptist Medical Center

From: J.B. Coxwell Contracting, Inc.

In response to your Request for Proposal, the undersigned hereby submits our Proposal for the project for City of Jacksonville c/o Baptist Medical Center (“Owner”). This Proposal has been prepared and submitted subject to the conditions and requirements set forth in the Project Manual, including all Addenda. All of the documents included in the Project Manual and Addenda thereto, so far as they relate to this Proposal, are made a part hereof. The undersigned (Contractor) herewith proposes to perform the work stipulated for the unit and/or lump sum and unit prices given by the Summary of Costs and schedule of values that is part hereof.

The undersigned has carefully checked the Summary of Costs and schedule of values against the Project Manual, including but not limited to the plans and specifications, general and special conditions and other contract documents and all Addenda before proposing this Proposal and accepts them as correctly listing the complete work to be done in accordance with the Project Manual, including but not limited to the plans and specifications, general and special conditions and other contract documents.

The undersigned Proposer examined the entire Project Manual, including but not limited to the Request for Proposal, plans and specifications, General and Special Conditions, and other contract documents and all addenda and is acquainted with and fully understands the extent and character of the work covered by this Proposal and the specified requirements for the work to be performed for the Project. Further, the Proposer has examined the work site and is fully informed as to conditions at this site. All work shall be warranted in accordance with the Contract Documents. However, none of the above is intended to shorten the statutory or common law construction warranties to which the Owner is otherwise entitled.

The undersigned Proposer certifies that no officer or agent of City of Jacksonville or Baptist Medical Center is directly or indirectly interested in this Proposal.

The undersigned Proposer states that this Proposal is made in conformity with the Project Manual and agrees that in case of any discrepancy or differences between any condition of his/her or her Proposal and those of the Project Manual, the provisions of the latter shall prevail.

The undersigned Proposer certifies that he or she has carefully examined the project site, made his/her own measurements and calculations and prepared and checked the foregoing Proposal after the same was completed and has verified every item placed thereon; and agrees to indemnify, defend and hold harmless the City of Jacksonville, Baptist Medical Center, and England-Thims and Miller, Inc. against any cost, damage or expense which may be incurred or caused by error in his or her preparation of the same.

The undersigned Proposer certifies that he or she is a licensed underground utility contractor as well as a prequalified contractor with the Florida Department of Transportation in the following major classes of work, per Rule 14-22.003(3)(b), Florida Administrative Code:

- 7. DRAINAGE
- 10. FLEXIBLE PAVING
- 11. GRADING
- 15. HOT PLANT-MIXED BITUM. COURSES

PROPOSAL
 (OFFICIAL PROPOSAL COST SUMMARY FORM)
 PALM AVENUE IMPROVEMENTS – GARY STREET TO PRUDENTIAL
 FOR
 CITY OF JACKSONVILLE c/o BAPTIST MEDICAL CENTER

The undersigned Proposer certifies that he or she is prequalified with the City of Jacksonville in Horizontal Construction.

The undersigned acknowledges, by execution of this Proposal, that all information provided herein has been provided in full and that such information is truthful and accurate. Proposer agrees through submission of this Proposal to honor all pricing information one hundred twenty (120) days from that date of the Proposal opening, and if awarded a contract on the basis of this Proposal, or a portion thereof, to enter into and execute the EJCDC standard form of agreement in substantially the form included in the Project Manual. Further the Contractor warrants the pricing provided in the Proposal shall remain valid and binding for the term of the agreement and not subject to escalation, including for gasoline, labor or material price increases.

Proposer understands that inclusion of false, deceptive, or fraudulent statements on the Proposal constitutes fraud; and that the Owner considers such action on the part of the Proposer to constitute good cause for denial, suspension or revocation of a Proposal for work for Baptist Medical Center.

J.B. Coxwell Contracting, Inc.

 Name of Organization

By: Garland F. Chick, Jr.

This 21st day of August, 2020

By: Garland F. Chick, Jr., Vice President
 Name and Title of Person Signing

(Apply Corporate Seal if filing as a Corporation)

PROPOSAL
 (OFFICIAL PROPOSAL COST SUMMARY FORM)
 PALM AVENUE IMPROVEMENTS – GARY STREET TO PRUDENTIAL
 FOR
 CITY OF JACKSONVILLE c/o BAPTIST MEDICAL CENTER

PROPOSAL SUMMARY

BASE PROPOSAL

PART 1. ROADWAY AND DRAINAGE

<u>Item No. and Description</u>	<u>TOTAL</u>
A. ROADWAY	
A.1 MOBILIZATION	\$ 594,888.00
A.2 MAINTENANCE OF TRAFFIC	\$ 311,420.00
A.3 TRAFFIC CONTROL OFFICER / SIGNS (ALLOWANCE)	\$ 160,000.00
A.4 CLEARING AND GRUBBING	\$ 167,253.00
A.5 EARTHWORK	\$ 96,698.00
A.6 ROADWAY CONSTRUCTION	\$ 832,813.15
A.7 HIGHWAY SIGNING	\$ 3,831.00
A.8 ROADWAY MARKING	\$ 46,332.00
A.9 TRAFFIC SIGNALS	\$ 1,060,705.00
A.10 PREVENTION, CONTROL, AND ABATEMENT OF EROSION AND WATER POLLUTION	\$ 19,578.00

SUBTOTAL ROADWAY (ITEMS A.1 – A.10)	\$3,293,518.15
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B. DRAINAGE

B.1 STORM DRAINAGE COLLECTION AND CONVEYANCE	\$ 128,974.00
B.2 UNDERDRAIN TYPE 1 (CONTINGENCY)	\$ 78,000.00
B.3 FLOWABLE FILL (CONTINGENCY)	\$ 75,000.00
B.4 STORM DRAIN VIDEOTAPING	\$ 15,130.00
B.5 INSITUFORM (CONTINGENCY)	\$ 546,765.00

SUBTOTAL DRAINAGE (ITEMS B.1 – B.4)	\$297,104.00
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Subtotal B.1 - B.5 = \$843,869.00

TOTAL PART ONE (ITEMS A-B)	\$ 4,137,387.15
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PROPOSAL
 (OFFICIAL PROPOSAL COST SUMMARY FORM)
 PALM AVENUE IMPROVEMENTS – GARY STREET TO PRUDENTIAL
 FOR
 CITY OF JACKSONVILLE c/o BAPTIST MEDICAL CENTER

PART TWO – LANDSCAPING & MISC.

A. LANDSCAPE	\$ 205,153.00
B. HARDSCAPE	\$ 782,605.00
C. IRRIGATION	\$ 61,684.00
D. LIGHTING	\$ 122,589.00
E. IRRIGATION SLEEVES AND ELECTRICAL TELEPHONE/CATV CONDUIT (CONTINGENCY)	\$ 211,500.00

TOTAL PART TWO (ITEM A-E)	\$ 1,383,531.00
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PART THREE – JEA UTILITIES

3.1. GENERAL	\$ 146,192.00
3.2 PALM AVE. WATERMAIN	\$ 657,551.75
DEDUCTIVE Proposal Alternate 3.2.A.BA-1	\$ 79,305.25
3.3 PRUDENTIAL DR. WATERMAIN	\$ 270,762.75
DEDUCTIVE Proposal Alternate 3.3.A.BA-2 "Add"	\$ 77,899.50
3.4. SPECIAL CONDITIONS (01 TO 05)	\$ 237,341.00

TOTAL PART THREE (ITEMS ONLY 3.1 + 3.2 + 3.3 + 3.4) Does not include Proposal Alternates.	\$ 1,311,847.50
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PROPOSAL
(OFFICIAL PROPOSAL COST SUMMARY FORM)
PALM AVENUE IMPROVEMENTS – GARY STREET TO PRUDENTIAL
FOR
CITY OF JACKSONVILLE c/o BAPTIST MEDICAL CENTER

PART FOUR - MISCELLANEOUS

A. TESTING ALLOWANCE	\$ <u>75,000.00</u>
B. BONDING	\$ <u>52,753.00</u>
C. AS-BUILTS	\$ <u>7,000.00</u>
D. INFRASTRUCTURE COORDINATION	\$ <u>2,000.00</u>
E. UTILITY CONFLICT RESOLUTION (ALLOWANCE)	\$ <u>50,000.00</u>
F. SUBSURFACE UTILITY EXPLORATION (ALLOWANCE)	\$ <u>20,000.00</u>
G. INDEMNIFICATIONS	\$ <u>1,000.00</u>

TOTAL PART FOUR (ITEMS A-F)	\$ <u>207,753.00</u>
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GRAND TOTAL LUMP SUM BASE PROPOSAL	\$ <u>7,040,518.65</u>
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Formal Bid and Award System

Award #6 February 4, 2020

Type of Award Request: CONTRACT AMENDMENT
Request #: 6756
Requestor Name: Williams, Clint J. - Manager Technical Services
Requestor Phone: (904) 665-6028

Project Title: FY20 and FY21 Cisco Equipment and Support Purchases with 1 Year Support Contract (Replacement Server Purchase)

Project Number: 8005675
Project Location: JEA
Funds: CAPTIAL
Award Estimate: \$1,200,000.00
Scope of Work:

The original scope of work is to select a vendor(s) for FY20 and FY21 Cisco equipment and support purchases which JEA estimates to purchase during a twelve month period. This request is to leverage contract spend for a minimum of one year to get fixed pricing on high use items, a percentage discount on unexpected items, and reduce the number of small informal spot buys and transactions.

IFB/RFP/State/City/GSA#: 039-20
Purchasing Agent: Garland, Brooke
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Address	Phone	Amount
PRESIDIO NETWORK SOLUTIONS LLC	Ray Watkins	8647 Baypine Road Building 1 Suite 100, Jacksonville, FL 32256	(904) 638-5610	\$301,945.48

Amount of Original Award: \$1,207,540.95
Date of Original Award: 05/07/2020
Contract Amendment Amount: \$301,945.48
Length of Contract/PO Term: One (1) year w/ Two One (1) Year Renewals
New Not-To-Exceed-Amount: \$1,509,486.43
Begin Date (mm/dd/yyyy): 05/08/2020
End Date (mm/dd/yyyy): 05/07/2021
Renewal Options: One (1) year w/ Two One (1) Year Renewals
JSEB Requirement: JSEBs were reviewed and no opportunities available.

Background/Recommendations:

Advertised 03/23/2020. This contract was competitively bid and approved at awards committee under under Invitation to Negotiate 039-20 on 11/19/2020. See the attached original award as backup.

This request is to purchase four (4) replacement servers and components and one (1) year of support for \$301,945.48 for additional capacity leveraged by the Mobile Platform Infrastructure high availability (HA) footprint.

This purchase was not originally estimated in the competitive bid however it exceeds the 61% percent off Cisco list price contractual discount for servers and meets the 20% percent off Cisco list price contractual discount for server support. The ITN included the flexibility to purchase equipment not specifically listed in the originally bid based the same or greater contractual discounts provided.

039-20 - Request approval to award a contract amendment to Presidio for the Cisco Replacement Server Equipment and Support in the amount of \$301,945.48, for a not-to-exceed amount of \$1,509,486.43, subject to the availability of lawfully appropriated funds.

Manager: Williams, Clint J. - Manager Technical Services
Director: Traylor, Kymberly A. - Dir Network & Telecommunication Services
Chief: Datz, Stephen H. - Interim Chief Information Officer

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**

TO: JEA
 Clint Williams
 P.O. Box 4910
 Jacksonville, FL 32232

 willcj2@jea.com
 (p) 904-665-6028

FROM: Presidio Networked Solutions
 Gabe Stix
 8647 Baypine Road
 Building 1
 Suite 100
 Jacksonville, FL 32256

 gstix@PRESIDIO.com
 (p) 301.313.2087

Customer#: JEAAA002
Account Manager: John Behee
Inside Sales Rep: Gabe Stix
Title: JEA - Cisco UCS

#	Part #	Description	List Price	Unit Price	Qty	Discount	Ext List Price	Ext Price
UCS-SP-5108-AC4								
1	UCS-SP-5108-AC4	UCS SP Select 5108 AC2 Chassis w/2408 IO, 4x SFP cable 3m	\$24,544.61	\$9,326.95	4	62.00 %	\$98,178.44	\$37,307.80
2	CON-SNT-P5108AC4	SNTC-8X5XNBD UCS SP Select 5108 AC2 Chassis w/2408 IO, 4x SF	\$195.00	\$156.00	4 for 12 mo(s)	20.00 %	\$780.00	\$624.00
3	N20-FW016	UCS 5108 Blade Chassis FW Package 4.0	\$0.00	\$0.00	4	62.00 %	\$0.00	\$0.00
4	CAB-C19-CBN	Cabinet Jumper Power Cord, 250 VAC 16A, C20-C19 Connectors	\$0.00	\$0.00	16	62.00 %	\$0.00	\$0.00
5	UCSB-PSU-2500ACDV	2500W Platinum AC Hot Plug Power Supply - DV	\$0.00	\$0.00	16	62.00 %	\$0.00	\$0.00
6	UCS-IOM-2408	UCS 2408 I/O Module (8 External 25Gb Ports, 32 Internal 10Gb)	\$0.00	\$0.00	8	62.00 %	\$0.00	\$0.00
7	N20-CAK	Accessory kit for UCS 5108 Blade Server Chassis	\$0.00	\$0.00	4	62.00 %	\$0.00	\$0.00
8	N20-CBLKB1	Blade slot blanking panel for UCS 5108/single slot	\$0.00	\$0.00	32	62.00 %	\$0.00	\$0.00
9	N20-FAN5	Fan module for UCS 5108	\$0.00	\$0.00	32	62.00 %	\$0.00	\$0.00
10	UCSB-5108-PKG-HW	UCS 5108 Packaging for chassis with half width blades.	\$0.00	\$0.00	4	62.00 %	\$0.00	\$0.00
11	N01-UAC1	Single phase AC power module for UCS 5108	\$0.00	\$0.00	4	62.00 %	\$0.00	\$0.00
12	SFP-H25G-CU3M	25GBASE-CU SFP28 Cable 3 Meter	\$0.00	\$0.00	16	62.00 %	\$0.00	\$0.00
							Total:	\$37,931.80
UCSB-B200-M5-U								
13	UCSB-B200-M5-U	UCS B200 M5 Blade w/o CPU, mem, HDD, mezz (UPG)	\$3,462.08	\$1,315.59	6	62.00 %	\$20,772.48	\$7,893.54
14	CON-SNT-BB200M5U	SNTC 8X5XNBD UCS B200 M5 Blade w/o CPU, mem, HDD, mezz (UPG)	\$367.50	\$294.00	6 for 12 mo(s)	20.00 %	\$2,205.00	\$1,764.00
15	UCS-ML-X32G2RS-H	32GB DDR4-2666-MHz LRDIMM/PC4-21300/dual rank/x4/1.2v	\$2,318.09	\$880.87	144	62.00 %	\$333,804.96	\$126,845.28
16	UCSB-MLOM-40G-04	Cisco UCS VIC 1440 modular LOM for Blade Servers	\$1,403.90	\$533.48	6	62.00 %	\$8,423.40	\$3,200.88
17	UCS-SD-128G	128GB SD Card for UCS servers	\$730.55	\$277.61	6	62.00 %	\$4,383.30	\$1,665.66
18	N20-FW017	UCS 5108 Blade Chassis FW Package 4.1	\$0.00	\$0.00	6	62.00 %	\$0.00	\$0.00
19	UCS-SID-INFR-OI	Other Infrastructure	\$0.00	\$0.00	6	62.00 %	\$0.00	\$0.00

20	UCS-SID-WKL-OW	Other Workload	\$0.00	\$0.00	6	62.00 %	\$0.00	\$0.00
21	UCSB-LSTOR-BK	FlexStorage blanking panels w/o controller, w/o drive bays	\$0.00	\$0.00	12	62.00 %	\$0.00	\$0.00
22	UCS-MSTOR-SD	Mini Storage Carrier for SD (holds up to 2)	\$0.00	\$0.00	6	62.00 %	\$0.00	\$0.00
23	UCSB-HS-M5-R	CPU Heat Sink for UCS B-Series M5 CPU socket (Rear)	\$0.00	\$0.00	6	62.00 %	\$0.00	\$0.00
24	UCSB-HS-M5-F	CPU Heat Sink for UCS B-Series M5 CPU socket (Front)	\$0.00	\$0.00	6	62.00 %	\$0.00	\$0.00
25	UCS-CPU-6154	3.0 GHz 6154/200W 18C/24.75MB Cache/DDR4 2666MHz	\$12,042.00	\$4,575.96	12	62.00 %	\$144,504.00	\$54,911.52
							Total:	\$196,280.88
UCS-SP-FI6454-2X								
26	UCS-SP-FI6454-2X	UCS SP Select 6454 FI, SFP Cables/FC Optics -2Pk	\$0.00	\$0.00	2	62.00 %	\$0.00	\$0.00
27	UCS-SP-FI6454	(Not sold standalone) UCS 6454 FI	\$34,119.00	\$12,965.22	4	62.00 %	\$136,476.00	\$51,860.88
28	CON-SNT-SPFI6454	SNTC-8X5XNBD (Not sold standalone) UCS 6454 FI	\$1,671.00	\$1,336.80	4 for 12 mo(s)	20.00 %	\$6,684.00	\$5,347.20
29	N10-MGT016	UCS Manager v4.0	\$0.00	\$0.00	4	62.00 %	\$0.00	\$0.00
30	UCS-PSU-6332-AC	UCS 6332/ 6454 Power Supply/100-240VAC	\$0.00	\$0.00	8	62.00 %	\$0.00	\$0.00
31	CAB-C13-C14-2M	Power Cord Jumper, C13-C14 Connectors, 2 Meter Length	\$0.00	\$0.00	8	62.00 %	\$0.00	\$0.00
32	DS-SFP-FC32G-SW	32 Gbps Fibre Channel SW SFP+, LC	\$0.00	\$0.00	8	62.00 %	\$0.00	\$0.00
33	SFP-H10GB-CU3M	10GBASE-CU SFP+ Cable 3 Meter	\$0.00	\$0.00	16	62.00 %	\$0.00	\$0.00
34	UCS-ACC-6332	UCS 6332/ 6454 Chassis Accessory Kit	\$0.00	\$0.00	4	62.00 %	\$0.00	\$0.00
35	UCS-FAN-6332	UCS 6332/ 6454 Fan Module	\$0.00	\$0.00	16	62.00 %	\$0.00	\$0.00
							Total:	\$57,208.08
UCSB-B200-M5=								
36	UCSB-B200-M5=	UCS B200 M5 Blade w/o CPU, mem, HDD, mezz	\$3,462.08	\$1,315.59	8	62.00 %	\$27,696.64	\$10,524.72
							Total:	\$10,524.72

Total List Price:		\$783,908.22
Sub Total:		\$301,945.48
Grand Total:		\$301,945.48

Quote valid for 30 days. Payment of invoices are due within 30 days from date of invoice unless other terms are issued. Late payments are subject to interest charges of the lesser of 1½% per month or the maximum amount allowed by law. All prices subject to change without notice. Supply subject to availability. This Quote is subject to Presidio's Standard Terms and Conditions below. Any changes to the following Terms and Conditions must be accepted in writing by Presidio, otherwise, CLIENT agrees to be bound by the following Terms and Conditions and pricing contained herein:

Pricing

- Quoted prices exclude applicable taxes. Invoicing will include applicable taxes unless a valid tax exempt certificate is provided.
- The price included herein reflects a 3% discount for payment by cash, check or wire transfer. This discount will not apply in the event that CLIENT pays using a credit card or debit card.
- Prices exclude freight, handling or insurance (unless itemized in the quote).
- Pricing for Professional Services are best-effort estimates only. Actual pricing will be finalized as part of a mutually-agreeable Statement of Work.

Invoicing

- CLIENT is billed upon shipment from the manufacturer and shall accept and pay for partial shipment of products.
- Usage-Based Services Terms and Conditions. For Usage-Based Services purchased by CLIENT, Presidio shall invoice CLIENT once a month. Notwithstanding the amounts included on the applicable purchase order, the invoice for Usage-Based Services will vary from month to month based upon CLIENT's usage and CLIENT shall be obligated to pay all charges for the Usage-Based Services used by CLIENT in the previous month. If CLIENT is delinquent in its payment obligations for the Usage-Based Services, then, upon reasonable, prior notice, Presidio reserves the right to suspend or discontinue such services at its sole discretion. CLIENT acknowledges and agrees that such discontinuation or suspension by PRESIDIO will not constitute a breach of PRESIDIO'S obligations to CLIENT. CLIENT agrees to indemnify and hold harmless PRESIDIO for any resulting damages due to the suspension or discontinuation of the Usage-Based Services due to CLIENT's delinquent or non-payment.
- Enterprise Software, Licensing and Subscription Services ("Enterprise Agreement"). For Third-Party-provided, enterprise-based software licensing and services, Presidio shall invoice CLIENT according to the terms of the Enterprise Agreement between CLIENT and the Third Party. If CLIENT is delinquent in its payment obligations hereunder, then, upon reasonable, prior notice, Presidio reserves the right to suspend or discontinue such services at its sole discretion. CLIENT acknowledges and agrees that such discontinuation or suspension by PRESIDIO will not constitute a breach of PRESIDIO'S obligations to CLIENT. CLIENT agrees to indemnify and hold harmless PRESIDIO for any resulting damages due to the suspension or discontinuation of the services due to CLIENT's delinquent or non-payment.

Freight, Handling, Shipping

- CLIENT will be billed for Presidio's and/or the manufacturer's freight charges.
- Title/Risk of loss passes to CLIENT Freight on Board (FOB) origin (FOB destination (CONUS) applicable to Federal Government CLIENTS only) unless otherwise agreed to in writing by Presidio. Orders shipped from a manufacturer to Presidio at CLIENT request for warehousing, configuration, storage or otherwise, shall be deemed to have been shipped to CLIENT FOB origin.
- Presidio accepts no responsibility / liability in connection with the shipment.
- International delivery services include (i) Consolidated billing in USD for all international deliveries (ii) Consolidated contracting with one entity, namely Presidio (iii) Single point of contact (iv) Freight forwarding including exportation permits, application of tariff headings, customs clearance (including import permits, licenses, certificates) (v) Asset Management, Tracking & Reporting.
- Goods held in a Presidio warehouse either a) at the CLIENT's request or b) in the event CLIENT refuses to accept delivery, may be subject to warehousing fees of 1% of the list price of such goods.

Warranty and Limitation of Liability

- Product is warranted by the Manufacturer, not by Presidio. Please consult Manufacturer for warranty terms. IN NO EVENT SHALL PRESIDIO BE LIABLE TO CLIENT FOR ANY INDIRECT, INCIDENTAL, SPECIAL, CONSEQUENTIAL, EXEMPLARY, OR PUNITIVE DAMAGES OF ANY KIND WHATSOEVER, ARISING IN CONTRACT, TORT OR OTHERWISE, EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. PRESIDIO'S ENTIRE LIABILITY AND CLIENT'S EXCLUSIVE REMEDY FOR DAMAGES FROM ANY CAUSE WHATSOEVER, INCLUDING, BUT NOT LIMITED TO, NONPERFORMANCE OR MISREPRESENTATION, AND REGARDLESS OF THE FORM OF ACTIONS, SHALL BE LIMITED TO THE AMOUNT WHICH HAS BEEN ACTUALLY PAID TO PRESIDIO BY CLIENT FOR PRODUCTS HEREUNDER.

Return Policy

- CLIENTS return rights are subject to the return policies (& fees including restocking) of the applicable manufacturer
- A Presidio-issued Return Material Authorization (RMA) is required & needs to accompany returned items before any credit is issued to a CLIENT. Presidio reserves the right to deny RMA requests in the event the Manufacturer will not provide for an authorized return. If integration of product is performed at a Presidio facility, transfer of ownership occurs as of inception of integration regardless of shipment terms as manufacturers will not accept return of open product.
- CLIENTS have 15 calendar days from original ship date to request a RMA (unless shorter period is required by manufacturer)
- Items returned must be in original shipping cartons, unopened, unused, undamaged and unaltered failing which Presidio is entitled to reject acceptance of items or charge further fees
- The CLIENT is responsible for shipping fees to the destination highlighted in the RMA
- Opened software cannot be returned

Cancellation Policy

- CLIENT's cancellation of purchase order rights are subject to the cancellation policies (& fees) of the applicable manufacturer

Leases

- In the event Presidio does not receive payment for leased goods purchased on the CLIENT's behalf from the applicable third-party financing entity, CLIENT is obligated to pay Presidio for all such goods as indicated in the applicable Presidio invoice.

Software terms

- Software is subject to the license terms that accompany it.
- License terms are established between the CLIENT & owner of the software
- Unless Presidio is the owner or licensor, Presidio makes no representations and/or warranties relating to its operation, ownership or use.

Term and Termination of Orders: Usage-Based Services, Enterprise Agreements and Multi-Year Orders

- The terms of use for Usage-Based Services (i.e. Cisco-provided WebEx or Software as a Service (SaaS)) are established by the applicable third-party provider of such services either at the applicable third-party provider website or via the separate agreement between CLIENT and third-party provider.
- The "Initial Term" of an order for Usage-Based Services and/or Enterprise Agreement ("Order") starts on the date the Usage-Based Services and/or Enterprise Agreement are available for use by CLIENT and lasts for the time period stated in the Order. After the Initial Term, unless prohibited by applicable law, there will be an automatic "Renewal Term" of the same length of time unless CLIENT notifies Presidio in writing that CLIENT does not want to renew at least sixty (60) days before the end of the then current Initial Term or Renewal Term. If the fees will change for the Renewal Term, Presidio will notify CLIENT reasonably in advance of the Renewal and in time for CLIENT to accept or reject renewing the Usage-Based Services and/or Enterprise Agreement. If CLIENT agrees with the fee changes, CLIENT may do nothing and the new fees will apply for the upcoming Renewal Term.
- Either party may terminate an Order by providing the other party written notice of termination at least sixty (60) days before the end of such Initial or Renewal Term. The termination will be effective on the last day of the Initial or Renewal Term and CLIENT will pay for the Usage-Based Services and/or Enterprise Agreement until the end of the current Initial or Renewal Term regardless of when CLIENT provided notice. Notwithstanding the foregoing, Usage-Based Services and Enterprise Agreements ordered are strictly non-cancelable during the Initial Term or Renewal Term except as otherwise provided in the applicable Service Terms and/or otherwise agreed upon in writing by Presidio. CLIENT will not be entitled to any refund for terminated Usage-Based Services or Enterprise Agreements during the Initial Term or Renewal Term except as agreed upon in writing by Provider and/or Presidio

Multi-Year Agreements

- For multi-year agreements, CLIENT expressly agrees to enter into a binding, non-cancelable agreement per the billing schedule set forth in the quote. THE CLIENT ACKNOWLEDGES AND AGREES THAT THE CLIENT'S AGREEMENT AND PAYMENTS FOR A MULTI-YEAR TRANSACTION ARE ESSENTIAL ELEMENTS OF THE BASIS OF THE BARGAIN BETWEEN THE PARTIES FOR MULTI-YEAR AGREEMENTS, SUCH THAT PRESIDIO WOULD NOT HAVE ENTERED INTO A MULTI-YEAR TRANSACTION WITHOUT SUCH AGREEMENT.

SmartNet (Third party Maintenance)

- CLIENTS rights are subject to the terms provided by the applicable manufacturer. (per website address)

Confidential Information.

• CLIENT agrees that this quote is Presidio Confidential Information. CLIENT shall not disclose this quote to any third party for any purpose. CLIENT agrees to protect this Quote to the same extent that it protects its own Confidential Information, but with no less than a reasonable degree of care.

Export Law Compliance.

• CLIENT has been advised that any hardware or software provided to CLIENT via this Quote and/or subsequent purchase order may be subject to the U.S. Export Administration Regulations. CLIENT agrees to comply with all applicable United States export control laws, and regulations, as from time to time amended, including without limitation, the laws and regulations administered by the United States Department of Commerce and the United States Department of State.

Miscellaneous Terms

• Preprinted terms appearing on CLIENT Purchase Orders must be accepted in writing by Presidio to be applicable. Presidio's performance of such purchase order shall not constitute Presidio's acceptance of new or different terms, including pre-printed terms on such order. In absence of a purchase order, CLIENT agrees that its signature below grants Presidio the right to invoice CLIENT and authorizes payment to Presidio for the amounts owed.

Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

Customer Signature

Date



Formal Bid and Award System

Award #3 May 7, 2020

Type of Award Request: INVITATION TO NEGOTIATE (STANDARD)
Request #: 6756
Requestor Name: Anderson, Bonnie J. (Dell)Williams, Clint J. - Manager Technical Services (Cisco)
Requestor Phone: (904)665-7761, (904) 665-6028
Project Title: FY20 and FY21 Dell and Cisco Equipment and Support Purchases with 1 Year Support Contract
Project Number: 8006028, 30903
Project Location: JEA
Funds: CAPTIAL AND O&M
Award Estimate: \$350,000.00 (Dell), \$1,200,000.00 (CISCO)

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor(s) for FY20 and FY21 Dell, HP, and Cisco equipment and support purchases which JEA estimates to purchase during a twelve month period. This request is to leverage contract spend for a minimum of one year to get fixed pricing on high use items, a percentage discount on unexpected items, and reduce the number of small informal spot buys and transactions. The ITN included all three (3) types of JEA standard equipment Dell, HP, and Cisco to allow the opportunity for one (1) reseller to provide all equipment at the best value to JEA and the list of resellers is the same. This award only includes Dell and Cisco, due to the HP part of the ITN being rescinded in a separate award due to the late discovery of obsolete items and will be rebid.

The specific JEA standard laptop related equipment will include Dell 7400 2-in-1, 7200 2-in-1 tablets with accessories, WD19TB and WD19 docks, active pens and auto/air adapters. Also JEA standard network related equipment will include Cisco Catalyst 9300 and Catalyst 9400, and IE4000 switches, and Aironet 1852I wireless access points. The JEA standard documents are attached as backup.

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

- Financial Value: Reduce long term operating expenses through replacing older, more inefficient and unreliable equipment.

IFB/RFP/State/City/GSA#: 039-20
Purchasing Agent: Garland, Brooke
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Address	Phone	Amount
CDW (DELL)	John Vrablik	75 Remittance DR STE 1515, Chicago, IL 60675-1515	(877) 466-6333	\$261,815.00
PRESIDIO NETWORK SOLUTIONS LLC (CISCO)	John Behee	8647 Baypine Road Building 1 Suite 100 , Jacksonville, FL 32256	(904) 638-5610	\$1,207,540.95

Amount for entire term of Contract/PO: \$261,815.00 (Dell), \$1,207,540.95 (Cisco)
Award Amount for remainder of this FY: \$150,000.00 (Dell), \$402,513.65 (Cisco)
Length of Contract/PO Term: One (1) year w/ Two One (1) Year Renewals
Begin Date (mm/dd/yyyy): 05/08/2020
End Date (mm/dd/yyyy): 05/07/2021
Renewal Options: One (1) year w/ Two One (1) Year Renewals
JSEB Requirement: N/A

BIDDERS:
Dell Part:

Vendor Name	Original Amount	Original Rank	BAFO Amount	BAFO Rank
CDW	\$261,815.00	1	\$261,815.00	1
ZONES	\$356,369.00	2	\$355,771.00	2
PRESIDIO	\$367,818.00	3	\$367,818.00	3
NETSYNC	\$385,080.00	4	N/A	N/A

Cisco Part:

Vendor Name	Original Amount	Original Rank	BAFO Amount	BAFO Rank
PRESIDIO	\$1,217,969.35	1	\$1,207,540.95	1
CDW	\$1,286,436.65	2	\$1,286,436.65	2
ZONES	\$1,557,839.60	3	\$1,557,839.60	3
NETSYNC	\$2,238,822.00	4	N/A	N/A

Background/Recommendations:

Advertised 03/23/2020. At Response opening on 04/07/2020, JEA received four (4) Responses for both Dell and Cisco and in both cases three (3) respondents CDW, Presidio, and Zones were shortlisted and invited to submit a Best and Final Offer (BAFO). The Responses were evaluated based upon price only, per type of equipment and evaluated as a potential combined opportunity. JEA determined awarding Dell to CDW and Cisco to Presidio separately provided the best value to JEA. A copy of the CDW/Dell and Presidio/Cisco Response Forms and Response Workbooks are attached as backup.

The CDW Dell BAFO response did not include a reduction from the original response. CDW is offering a 10-24% discount off list price on the Dell equipment and support including any additional related equipment not specifically listed in the workbook. The Presidio Cisco BAFO response did include a reduction cost savings of \$10,428.40 from the original response. Presidio is offering a 20-61% discount off list price on the Cisco equipment including any additional related equipment not specifically listed in the workbook. The comparable item pricing for both Dell and Cisco is similar to previous recent pricing for smaller spot buys.

Procurement tracks two different types of savings. The total cost difference is comparing the current pricing with the proposed pricing (+/-). The total sourcing savings is determined by negotiations, BAFO savings and value added savings. Below is the result for this award:

* Total cost difference: N/A

* Total sourcing savings: \$10,428.40

039-20 - Request approval to award contracts to CDW to Dell Equipment and Support in the not to exceed amount of \$261,815.00, and to Presidio for the Cisco Equipment and Support in the not to exceed amount of \$1,207,540.95, subject to the availability of lawfully appropriated funds.

Manager: Quarterman, Diane - Mgr Operations & Help Desk Support and
Williams, Clint J. - Manager Technical Services

Director: Datz, Stephen H. - Dir IT Infrastructure & Compliance Assurance

VP: Eads, Shawn W. - VP & Chief Information Officer

APPROVALS:

 _____ 05/07/2020

Chairman, Awards Committee **Date**

 _____ 5/7/2020

Budget Representative **Date**

**039-20 APPENDIX A – RESPONSE FORM BAFO
FY20 and FY21 Dell, HP, and Cisco Equipment Purchases, 1 Year term Contract**

The Respondent shall submit all documents via email to: Brooke Garland at: garljb@jea.com.

Company Name: _____ CDW _____

Company's Address _____ 120 S Riverside, Chicago IL 60606 _____

Phone Number: 877-466-6333 FAX No: 312-705-9084 Email Address: johnvra@cdwg.com

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

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

QUANTITIES <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.	INSURANCE REQUIREMENTS Insurance required
--	--

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

Item No.	ENTER YOUR BID FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES FY20 and FY21 Dell, HP, and Cisco Equipment Purchases, 1 Year term Contract	TOTAL BID PRICE
1	FY20 and FY21 Dell Equipment Purchases, 1 Year term Contract (Transfer from Appendix A - Response Workbook Dell Equipment BAFO)	\$261,815.00
2	FY20 and FY21 HP Equipment Purchases, 1 Year term Contract (Transfer from Appendix A - Response Workbook HP Equipment BAFO)	
3	FY20 and FY21 Cisco Equipment Purchases, 1 Year term Contract (Transfer from Appendix A - Response Workbook Cisco Equipment BAFO)	\$1,286,436.65
	TOTAL BID PRICE (All Dell, HP and Cisco Equipment BAFO)	\$1,548,251.65

X 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".

RESPONDENT CERTIFICATION

By submitting this Response, the Respondent 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 Respondent 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 Respondent 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 _____ John Vrablik _____ 04/18/2020 _____

Handwritten Signature of Authorized Officer of Company or Agent

Date

_____ through _____

John Vrablik, Executive Account Manager _____

Printed Name and Title

**039-20 APPENDIX A – RESPONSE FORM BAFO
FY20 and FY21 Dell, HP, and Cisco Equipment Purchases, 1 Year term Contract**

ITN #039-20 FY20 and FY21 Dell, HP, and Cisco Equipment Purchases, 1 Year term Contract
Appendix A - Response Workbook (Dell) BAFO

Bidder shall submit pricing that includes inside shipping to: JEA: 21 West Church Street, Jacksonville, FL 32202 for all items seen below to: garljb@jea.com. Pricing submitted below shall include any other associated costs. No additional fees shall apply.				CDW		
Item Number	Part Number	Item Description	Quantity	Discount% of Dell Retail/List Price	Unit Price	SubTotal
1	210-ARIK	Dell Thunderbolt Dock- WD19TB	100		\$ 227.00	\$ 22,700.00
1.1	824-3984	Advanced Exchange Service, 3 Years				\$ -
1.2	824-3993	Dell Limited Hardware Warranty				\$ -
						\$ -
2		Latitude 7400 2-in-1	100		\$ 1,525.84	\$ 152,584.00
2.1	210-ASQF	Dell Latitude 7400 2-in-1 XCTO				\$ -
2.2	379-BDKM	8th Generation Intel(R) Core(TM) i5-8365U Processor (4 Core,6MB Cache,1.6GHz,15W, vPro-Capable)				\$ -
2.3	619-AHKN	Win 10 Pro 64 English, French, Spanish				\$ -
2.4	340-CKSZ	No AutoPilot				\$ -
2.5	658-BCSB	Microsoft(R) Office 30 Days Trial				\$ -
2.6	338-BQUK	I5-8365U vPro, Thunderbolt, 16G memory				\$ -
2.7	338-BQUM	ODM Assembly Base				\$ -
2.8	631-ABYN	No Out-of-Band Systems Management				\$ -
2.9	631-ABYQ	Intel Sensor Solution				\$ -
2.1	370-AESY	16GB LPDDR3 2133MHz				\$ -
2.10	400-BDKQ	M.2 512GB PCIe NVMe Class 40 Solid State Drive				\$ -
2.11	575-BBXQ	PCIe SSD Bracket				\$ -
2.12	401-AAGM	No Additional Hard Drive				\$ -
2.13	658-BEDL	Control Vault 3, vpro				\$ -
2.14	391-BECK	14" FHD (1920x 1080) Touch Anti-Reflective & Anti-Smudge, IR Camera & Proximity-Sensor & Mic, SLP Narrow Bezel				\$ -
2.15	391-BEKB	Proximity Sensor Application vPro				\$ -
2.16	580-AHTT	US English Keyboard with Backlight				\$ -
2.17	570-AADK	No Mouse				\$ -
2.18	555-BESO	Intel(R) 9560AC Wireless Driver with Bluetooth				\$ -
2.19	555-BESD	Intel Dual Band Wireless AC 9560 (802.11ac) 2x2				\$ -
2.20	556-BBCD	No Mobile Broadband Card				\$ -

ITN #039-20 FY20 and FY21 Dell, HP, and Cisco Equipment Purchases, 1 Year term Contract
Appendix A - Response Workbook (Dell) BAFO

Bidder shall submit pricing that includes inside shipping to: JEA: 21 West Church Street, Jacksonville, FL 32202 for all items seen below to: garljb@jea.com. Pricing submitted below shall include any other associated costs. No additional fees shall apply.				CDW		
Item Number	Part Number	Item Description	Quantity	Discount% of Dell Retail/List Price	Unit Price	SubTotal
2.21	575-BBYC	No Mobile Broadband Card				\$ -
2.22	451-BCID	6 Cell 78 Whr ExpressCharge Capable				\$ -
2.23	492-BCOR	65W E5 Type-C Power Adapter				\$ -
2.24	346-BEXE	Palmrest, no security, Thunderbolt 3, 78Whr Battery				\$ -
2.25	817-BBBB	No FGA				\$ -
2.26	620-AAOH	No Media				\$ -
2.27	800-BBQK	BTO Standard Shipment (VS)				\$ -
2.28	389-BEYY	Regulatory Label included				\$ -
2.29	340-AAPP	Direct ship Info Mod				\$ -
2.30	340-CLIX	Shuttle Box				\$ -
2.31	340-CLJB	Shuttle Box				\$ -
2.32	340-CLJJ	Min config box				\$ -
2.33	340-CLRF	Mix Model Packaging DAO				\$ -
2.34	387-BBNM	ENERGY STAR Qualified				\$ -
2.35	340-CLGX	Quick Reference Guide				\$ -
2.36	340-ACQQ	No Option Included				\$ -
2.37	332-1286	US Order				\$ -
2.38	430-XXYG	No Resource DVD / USB				\$ -
2.39	389-BCGW	No UPC Label				\$ -
2.40	340-AGIK	Safety/Environment and Regulatory Guide (English/French Multi-language)				\$ -
2.41	389-DPGO	FCC Label				\$ -
2.42	658-BCUV	Dell Developed Recovery Environment				\$ -
2.43	658-BEER	Additional Software VPro				\$ -
2.44	450-AAEJ	US Power Cord				\$ -
2.45	354-BBBE	Bottom Cover				\$ -
2.46	452-BBSE	No Docking Station				\$ -

ITN #039-20 FY20 and FY21 Dell, HP, and Cisco Equipment Purchases, 1 Year term Contract
Appendix A - Response Workbook (Dell) BAFO

Bidder shall submit pricing that includes inside shipping to: JEA: 21 West Church Street, Jacksonville, FL 32202 for all items seen below to: garljb@jea.com. Pricing submitted below shall include any other associated costs. No additional fees shall apply.				CDW		
Item Number	Part Number	Item Description	Quantity	Discount% of Dell Retail/List Price	Unit Price	SubTotal
2.47	650-AAAM	No Anti-Virus Software				\$ -
2.48	389-CGBB	Intel(R) Core(TM) i5 Processor Label				\$ -
2.49	807-7362	Dell Limited Hardware Warranty Plus Service				\$ -
2.50	807-7429	ProSupport Plus: Accidental Damage Service, 3 Years				\$ -
2.51	807-7430	ProSupport Plus: Next Business Day Onsite, 3 Years				\$ -
2.52	807-7431	ProSupport Plus: Keep Your Hard Drive, 3 Years				\$ -
2.53	807-7432	ProSupport Plus: 7x24 Technical Support, 3 Years				\$ -
2.54	997-8367	Thank you for choosing Dell ProSupport Plus. For tech support, visit www.dell.com/contactdell or call 1-866-516-3115				\$ -
3	750-AATY	Dell Active Pen - PN557W	150		\$ 42.00	\$ 6,300.00
4		Dell Latitude 7200 2-in-1	50		\$ 1,235.97	\$ 61,798.50
4.1	210-ASRG	Dell Latitude 7200 2-in-1 XCTO				\$ -
4.2	379-BDKM	8th Generation Intel(R) Core(TM) i5-8365U Processor (4 Core,6MB Cache,1.6GHz,15W, vPro-Capable)				\$ -
4.3	619-AHKN	Win 10 Pro 64 English, French, Spanish				\$ -
4.4	340-CKSZ	No AutoPilot				\$ -
4.5	658-BCSB	Microsoft(R) Office 30 Days Trial				\$ -
4.6	421-9984	Dell Data Protection Encryption Personal Digital Delivery				\$ -
4.7	954-3455	Dell ProSupport for Software, Dell Data Protection Encryption Personal, 1 Year				\$ -
4.8	338-BRHX	8th Generation Intel Core i5-8365U and 8GB memory				\$ -
4.9	631-ACCJ	Intel vPro Technology Advanced Management Features				\$ -
4.10	631-ACCT	Intel Sensor Solution				\$ -
4.11	370-AENZ	8GB, onboard, LPDDR3, 2133MHz				\$ -
4.12	400-BCEC	M.2 256GB 2230 PCIe Class 35 Solid State Drive				\$ -
4.13	400-BCEC	12.3" FHD (1920 x 1280) Anti-Glare Anti-Smudge				\$ -

ITN #039-20 FY20 and FY21 Dell, HP, and Cisco Equipment Purchases, 1 Year term Contract
Appendix A - Response Workbook (Dell) BAFO

Bidder shall submit pricing that includes inside shipping to: JEA: 21 West Church Street, Jacksonville, FL 32202 for all items seen below to: garljb@jea.com. Pricing submitted below shall include any other associated costs. No additional fees shall apply.				CDW		
Item Number	Part Number	Item Description	Quantity	Discount% of Dell Retail/List Price	Unit Price	SubTotal
4.14	580-ABIS	No Additional Keyboard				\$ -
4.15	570-AADK	No Mouse				\$ -
4.16	555-BEWD	Intel 9560AC Wireless Driver with Bluetooth				\$ -
4.17	555-BESD	Intel Dual Band Wireless AC 9560 (802.11ac) 2x2				\$ -
4.18	555-BEUS	Qualcomm Snapdragon X20 LTE (DW5821e)				\$ -
4.19	451-BCLQ	2 Cell 38Whr ExpressCharge Capable Battery				\$ -
4.20	492-BBXR	65W E5 Type-C Power Adapter				\$ -
4.21	817-BBBB	No FGA				\$ -
4.22	320-BCZD	Latitude 7200 2-in-1 without FPR/SmartCard/NFC, with uSIM				\$ -
4.23	800-BBQK	BTO Standard Shipment (VS)				\$ -
4.24	387-BBIT	ENERGY STAR Qualified				\$ -
4.25	340-ACQQ	No Option Included				\$ -
4.26	450-AAEJ	US Power Cord				\$ -
4.27	620-AALW	OS-Windows Media Not Included				\$ -
4.28	389-CGNN	Intel Core i5 vPRO Label				\$ -
4.29	452-BBSE	No Docking Station				\$ -
4.3	340-CMMF	Mix Config SHIP Material				\$ -
4.31	340-AGIK	Safety/Environment and Regulatory Guide (English/French Multi-language)				\$ -
4.32	389-BCGW	No UPC Label				\$ -
4.33	430-XXYG	No Resource DVD / USB				\$ -
4.34	389-DQLE	Intel Wireless 9560 Label				\$ -
4.35	340-CLXK	Quick Reference Guide				\$ -
4.36	460-BBEX	No Carrying Case				\$ -
4.37	658-BEHV	Additional Software Windows 10				\$ -
4.38	332-1286	US Order				\$ -
4.39	319-BBFS	RGB Camera				\$ -

ITN #039-20 FY20 and FY21 Dell, HP, and Cisco Equipment Purchases, 1 Year term Contract
Appendix A - Response Workbook (Dell) BAFO

Bidder shall submit pricing that includes inside shipping to: JEA: 21 West Church Street, Jacksonville, FL 32202 for all items seen below to: garljb@jea.com. Pricing submitted below shall include any other associated costs. No additional fees shall apply.				CDW		
Item Number	Part Number	Item Description	Quantity	Discount% of Dell Retail/List Price	Unit Price	SubTotal
4.40	325-BDKU	LCD Bezel				\$ -
4.41	650-AAAM	No Anti-Virus Software				\$ -
4.42	807-7362	Dell Limited Hardware Warranty Plus Service				\$ -
4.43	807-7429	ProSupport Plus: Accidental Damage Service, 3 Years				\$ -
4.44	807-7430	ProSupport Plus: Next Business Day Onsite, 3 Years				\$ -
4.45	807-7431	ProSupport Plus: Keep Your Hard Drive, 3 Years				\$ -
4.46	807-7432	ProSupport Plus: 7x24 Technical Support, 3 Years				\$ -
4.47	997-8367	Thank you for choosing Dell ProSupport Plus. For tech support, visit www.dell.com/contactdell or call 1-866-516-3115				\$ -
5	580-AIBC	Keyboard for the Latitude 7200, US English, Customer Kit	50		\$ 100.00	\$ 5,000.00
6	460-BCRL	Dell Commercial Grade Case for Latitude 7200 2-in-1	50		\$ 42.00	\$ 2,100.00
7	492-BBUN	Dell 65-Watt Auto Air Adapter - USB Type-C	150		\$ 75.55	\$ 11,332.50
		All other Dell Equipment not specifically identified (please provide % discount)				\$ -
8		Notebook Discount %		24		
8.1		Hardware Discount %				
8.2		Software Discount %				
8.3		Support/Warranty Discount %				
9		Desktop Discount %		24		
9.1		Hardware Discount %				
9.2		Software Discount %				
9.3		Support/Warranty Discount %				
10		Thin Client Discount %		13		
10.1		Hardware Discount %				

ITN #039-20 FY20 and FY21 Dell, HP, and Cisco Equipment Purchases, 1 Year term Contract
 Appendix A - Response Workbook (Dell) BAFO

Bidder shall submit pricing that includes inside shipping to: JEA: 21 West Church Street, Jacksonville, FL 32202 for all items seen below to: garljb@jea.com. Pricing submitted below shall include any other associated costs. No additional fees shall apply.				CDW		
Item Number	Part Number	Item Description	Quantity	Discount% of Dell Retail/List Price	Unit Price	SubTotal
10.2		Software Discount %				
10.3		Support/Warranty Discount %				
11		Accessories Discount %		10		
11.1		Hardware Discount %				
11.2		Software Discount %				
11.3		Support/Warranty Discount %				

TOTAL BID PRICE				\$	261,815.00
(Please transfer this amount to page one (1) of Appendix A - Response Form BAFO)					

**039-20 APPENDIX A – RESPONSE FORM BAFO
FY20 and FY21 Dell, HP, and Cisco Equipment Purchases, 1 Year term Contract**

The Respondent shall submit all documents via email to: Brooke Garland at: garljb@jea.com.

Company Name: Presidio Networked Solutions LLC

Company's Address 8161 Maple Lawn Boulevard #150 Fulton, MD 20759

Phone Number: 904.638.5610 FAX No: 904.638.5611 Email Address: jbehcc@presidio.com

<u>BID SECURITY REQUIREMENTS</u> <input checked="" type="checkbox"/> None required <input type="checkbox"/> Certified Check or Bond Five Percent (5%)	<u>TERM OF CONTRACT</u> <input checked="" type="checkbox"/> One-Time Purchase <input type="checkbox"/> Annual Requirements <input type="checkbox"/> Other, Specify- Project Completion
--	--

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

<u>QUANTITIES</u> <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.	<u>INSURANCE REQUIREMENTS</u> Insurance required
---	---

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

Item No.	ENTER YOUR BID FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES FY20 and FY21 Dell, HP, and Cisco Equipment Purchases, 1 Year term Contract	TOTAL BID PRICE
1	FY20 and FY21 Dell Equipment Purchases, 1 Year term Contract (Transfer from Appendix A - Response Workbook Dell Equipment BAFO) (Dell) BAFO	\$367,818.00
2	FY20 and FY21 HP Equipment Purchases, 1 Year term Contract (Transfer from Appendix A - Response Workbook HP Equipment BAFO) (HP) BAFO	\$932,349.72
3	FY20 and FY21 Cisco Equipment Purchases, 1 Year term Contract (Transfer from Appendix A - Response Workbook Cisco Equipment BAFO) (Cisco) BAFO	\$1,207,540.95
	TOTAL BID PRICE (All Dell, HP and Cisco Equipment BAFO)	\$2,507,708.67

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".

RESPONDENT CERTIFICATION

By submitting this Response, the Respondent 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 Respondent 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 Respondent 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

Trina Dennis-Carlson
Trina Dennis-Carlson (Apr 17, 2020)

4/17/2020

Handwritten Signature of Authorized Officer of Company or Agent

Date

One through Four

Trina Dennis-Carlson | Director of Government Contracts

Printed Name and Title

**039-20 APPENDIX A – RESPONSE FORM BAFO
FY20 and FY21 Dell, HP, and Cisco Equipment Purchases, 1 Year term Contract**

ITN #039-20

Appendix A - Response Workbook (Cisco) BAFO

Bidder shall submit pricing that includes inside shipping to: JEA: 21 West Church Street, Jacksonville, FL 32202 for all items seen below to: garljb@jea.com. Pricing submitted below shall include any other associated costs. No additional fees shall apply.						
Item Number	Part Number	Item Description	Quantity	Discount% of Cisco Retail/List Price	Unit Price	SubTotal
1	C9300-48U-A	Catalyst 9300 48-port UPOE, Network Advantage, full Layer 3	60	54.40%	\$ 5,038.80	\$ 302,328.00
2	C9300-NW-A-48	C9300 Network Advantage, 48-port license	60	0.00%	\$ -	\$ -
3	PWR-C1-1100WAC-P	1100W AC 80+ platinum Config 1 Power Supply	60	0.00%	\$ -	\$ -
4	PWR-C1-715WDC	DC Power supply for redundancy, spare	60	54.40%	\$ 684.00	\$ 41,040.00
5	SSD-120G=	Cisco pluggable USB3.0 SSD storage, spare	60	54.40%	\$ 684.00	\$ 41,040.00
6	C9300-DNA-A-48-5Y	C9300 DNA Advantage, 48-Port, 5 Year Term License	60	54.40%	\$ 2,863.68	\$ 171,820.80
7	C9300-NM-4G	Catalyst 9300 4 x 1GE SFP Network Module	60	54.40%	\$ 232.56	\$ 13,953.60
8	CAB-TA-NA=	AC power cord for Cisco Catalyst (North America)	60	0.00%	\$ -	\$ -
9	GLC-LH-SMD=	1000BASE-LX SFP w/DOM for Cisco®	60	54.40%	\$ 467.86	\$ 28,071.60
10	GLC-SX-MMD=	1000BASE-SX SFP w/DOM for Cisco®	60	54.40%	\$ 236.21	\$ 14,172.60
11	IE-4000-4GS8GP4G-E	IE 4000 4 x SFP 1G with 8 x 1G PoE, 4 x 1G Combo, LAN Base	10	54.40%	\$ 3,696.79	\$ 36,967.90
12	IE4000-DNA-A-M-5Y	Cisco DNA Advantage 5 year term license(up to 12 ports)	10	54.40%	\$ 948.48	\$ 9,484.80
13	PWR-IE170W-PC- AC=	170W AC 100-240V/2.3A 50-60Hz	10	54.40%	\$ 860.47	\$ 8,604.70
14	GLC-SX-MM-RGD=	1000BASE-SX MMF	10	54.40%	\$ 259.46	\$ 2,594.60
15	GLC-LX-SM-RGD=	1000BASE-LX/LH, MMF/SMF	10	54.40%	\$ 514.82	\$ 5,148.20
16	C9410R (=)	Cisco Catalyst 9400 Series 10 slot chassis, fan, no ps	5	54.40%	\$ 3,720.96	\$ 18,604.80
17	C9400-DNA-A-5Y	DNA Software Subscription	5	54.40%	\$ 9,767.52	\$ 48,837.60
18	CON-SNT-C9410R	SNTC-8X5XNBD Cisco Catalyst 9400	5	23.00%	\$ 3,725.95	\$ 18,629.75
19	C9400-SUP-1XL	Cisco Catalyst 9400 Series Supervisor 1 Module, full eigrp	5	54.40%	\$ 8,837.28	\$ 44,186.40
20	C9400-LC-48U	Cisco Catalyst 9400 Series 48-Port UPOE 10/100/1000 (RJ-45)	5	54.40%	\$ 4,186.08	\$ 20,930.40
21	C9400-LC-24S	Cisco Catalyst 9400 Series 24-Port Gigabit Ethernet(SFP)	5	54.40%	\$ 6,384.00	\$ 31,920.00
22	C9400-NW-A	Cisco Catalyst 9400 Network Advantage License	5	0.00%	\$ -	\$ -
23	S9400ULPEK9-166	Cisco Catalyst 9400 XE 16.6 Universal	5	0.00%	\$ -	\$ -
24	C9400-PWR-3200AC	Cisco Catalyst 9400 Series 3200W AC Power Supply (Data + PoE)	5	54.40%	\$ 930.24	\$ 4,651.20
25	C9410-RACK-19-KIT=	Cisco Catalyst 9400 Series 10 slot chassis Rack Mount	5	0.00%	\$ -	\$ -
26	CAB-L620P-C19-US	NEMA L6-20 to IEC-C19 14ft US	5	0.00%	\$ -	\$ -

ITN #039-20

Appendix A - Response Workbook (Cisco) BAFO

Bidder shall submit pricing that includes inside shipping to: JEA: 21 West Church Street, Jacksonville, FL 32202 for all items seen below to: garljb@jea.com. Pricing submitted below shall include any other associated costs. No additional fees shall apply.						
Item Number	Part Number	Item Description	Quantity	Discount% of Cisco Retail/List Price	Unit Price	SubTotal
27	AIR-AP1852I-B-K9	Cisco Aironet 1852I - wireless access point Note: JEA is willing to take the above equipment as individual units or in 3x10 packs	100	54.40%	\$ 508.90	\$ 50,890.00
28	C9130AXI-x	Cisco Catalyst 9130 Access Point	200	54.40%	\$ 955.32	\$ 191,064.00
28.1	D-DNAS-EXT-5Y	Cisco Digital Network Architecture Spaces - Term License	200	54.40%	\$ 456.00	\$ 91,200.00
28.2	AIR-DNA-A-5Y	Cisco Digital Network Architecture Advantage - Term License	200	54.40%	\$ 57.00	\$ 11,400.00
		All other Cisco Equipment not specifically identified (please provide % discount)				
29		Switch Discount %				
29.1		Hardware Discount %		49		
29.2		Software Discount %		49		
29.3		Support/Warranty Discount %		20		
30		Server Discount %				
30.1		Hardware Discount %		61		
30.2		Software Discount %		61		
30.3		Support/Warranty Discount %		20		
31		Security Discount %				
31.1		Hardware Discount %		49		
31.2		Software Discount %		49		
31.3		Support/Warranty Discount %		20		
TOTAL BID PRICE						\$ 1,207,540.95
(Please transfer this amount to page one (1) of Appendix A - Response Form BAFO)						

Certification of Standard, Proprietary or Original Equipment Manufacturer Item

For Purchase Requisition No. ITN039-20

3-112 Procurement of Standard, Proprietary and Original Equipment Manufacturer Items.

A contract may be awarded for Supplies or Services with limited or no competition when the Supplies or Services:

- (a) have been selected as a JEA standard in the course of a standards program or through the action of a standards committee (standard); or
- (b) must be a certain type, brand, make or manufacture (proprietary); or
- (c) must be obtained from the original equipment manufacturer , manufacturer's representative or a distributor authorized by the original equipment manufacturer because of the criticality of the item or compatibility within the JEA system (original equipment manufacturer).

Category

The procurement item is (check the appropriate description):

 X Standard Proprietary Original Equipment Manufacturer

Certification

I the undersigned certify that the specific supplies, services or construction described in the above referenced purchase requisition are the only such supplies, services or construction that will fulfill the intended need for the following reasons:

All JEA standard network switch, routing and unified computing systems(UCS) are manufactured by Cisco Systems, Inc. The specific model numbers change frequently based on usecase and hardware generation. The current series model numbers are 9300 (small sites/network closets), 9400 (large site chassis switch), IE4000 (industrial switch), 1852I/9130AIX (wireless AP) and 5108/M5(UCS).

/s/ Clint J. Williams

Signature of appointed employee initiating the purchase request

5/4/2020

Date

***This Certification shall be attached the purchase requisition when routed for approval.
Approval of the purchase requisition shall constitute affirmation of this Certification.***

Certification of Standard, Proprietary or Original Equipment Manufacturer Item

For Purchase Requisition No. _____ 461290 _____

3-112 Procurement of Standard, Proprietary and Original Equipment Manufacturer Items.

A contract may be awarded for Supplies or Services with limited or no competition when the Supplies or Services:

- (a) have been selected as a JEA standard in the course of a standards program or through the action of a standards committee (standard); or
- (b) must be a certain type, brand, make or manufacture (proprietary); or
- (c) must be obtained from the original equipment manufacturer , manufacturer's representative or a distributor authorized by the original equipment manufacturer because of the criticality of the item or compatibility within the JEA system (original equipment manufacturer).

Category

The procurement item is (check the appropriate description):

X _____ Standard _____ Proprietary _____ Original Equipment Manufacturer

Certification

I the undersigned certify that the specific supplies, services or construction described in the above referenced purchase requisition are the only such supplies, services or construction that will fulfill the intended need for the following reasons:

Del Latitude 7400 and 7200 are now the standard hardware, as well as the associated accessories, i.e. docking stations, styluses

/s/ Diane Quarterman,

Manager, Operations and Help Desk _____

5/4/20 _____

Signature of appointed employee initiating the purchase request

Date

***This Certification shall be attached the purchase requisition when routed for approval.
Approval of the purchase requisition shall constitute affirmation of this Certification.***



Formal Bid and Award System

Award #7 February 04, 2021

Type of Award Request: INVITATION FOR BID (IFB)
Request #: 37
Requestor Name: Smith, Thaliah
Requestor Phone: (904) 665-8465
Project Title: Purchase and Installation of Generators for JEA Lift Stations
Project Number: 8006484
Project Location: JEA
Funds: Capital
Budget Estimate: \$550,000.00

Scope of Work:

The purpose of this Solicitation is to obtain generator supply and installation services (the “Work”) at various locations provided in the Appendix A - Bid Workbook for lift stations throughout JEA’s service territory (Duval, St. Johns, Nassau counties).

The Contractor shall furnish equipment, install, and test a complete, self-contained, automatic standby emergency generator system as specified herein and according to established JEA Standards.

Contractor(s) shall submit Engineered Drawings to JEA for approval. The self-contained emergency electric system shall consist of an electric generating unit, which upon interruption of normal power from transformer, will start automatically and, by an automatic transfer switch, will disconnect load from normal supply and connect load to emergency generator. Diesel engine driven electric generator set shall be of the latest commercial type and design with all necessary switchgear, and controls. Contractor shall furnish fuel tank, sound attenuated aluminum generator set enclosure, and all accessories necessary for a complete and operable installation. All materials shall be new unless specifically called for otherwise.

JEA IFB/RFP/State/City/GSA#: 014-21
Purchasing Agent: Kruck, Daniel R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
ZABATT ENGINE SERVICES, INC. dba: ZABATT POWER SYSTEMS INC.	J. Michael Sabatier	bids@zabatt.com	4612 Highway Ave, Jacksonville, FL 32254	(904) 384-4505	\$549,082.90

Amount for entire term of Contract/PO: \$549,082.90
Award Amount for remainder of this FY: \$549,082.90
Length of Contract/PO Term: Project Completion
Begin Date: 02/15/2021
End Date: Project Completion (Estimated: September 2021)
JSEB Requirement: N/A - Optional

BIDDERS:

Name	Bid Total
ZABATT ENGINE SERVICES, INC. dba: ZABATT POWER SYSTEMS INC.	\$549,082.90
CUMMINS INC.	\$578,172.00
RING POWER CORP	\$580,400.00

Background/Recommendations:

Advertised on 12/02/2020. Four (4) companies attended the optional pre-bid meeting held on 12/15/2020. At bid opening on 01/20/2021, JEA received three (3) bids. Zabatt Engine Services, Inc. dba: Zabbatt Power Systems Inc. is deemed the lowest responsive and responsible bidder. A copy of the Bid Form and Workbook are attached as backup.

The award estimate was based on previous bids and the bid pricing is deemed reasonable.

014-21 – Request approval to award a contract to Zabatt Engine Services, Inc. dba: Zabatt Power Systems Inc. for the Purchase and Installation of Generators for JEA Lift Stations in the amount of \$549,082.90, subject to the availability of lawfully appropriated funds.

Manager: Domingo, Oliver - W/WW Program Manager
Director: Conner, Sean - Dir W/WW Project Engineering & Construction
GM: Vu, Hai X. - Interim GM Water/Wastewater Systems

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**

Appendix B - Bid Form
014-21 Purchase and Installation of Generators for JEA Lift Stations

Submit the Bid electronically as described in section 1.1.3 of the Solicitation.

Company Name: Zabatt Engine Services DBA Zabatt Power Systems

Company's Address 4612 Hwy Ave, Jacksonville, FL 32254

Phone Number: 904-384-4505 FAX No: 904-394-7446 Email Address: Bids@zabatt.com

<u>BID SECURITY REQUIREMENTS</u> <input type="checkbox"/> None required <input checked="" type="checkbox"/> Certified Check or Bond Five Percent (5%)	<u>TERM OF CONTRACT</u> <input checked="" type="checkbox"/> One Time Purchase <input type="checkbox"/> Annual Requirements <input type="checkbox"/> Other, Specify - Project Completion
--	---

<u>SAMPLE REQUIREMENTS</u> <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	<u>SECTION 255.05, FLORIDA STATUTES CONTRACT BOND</u> <input type="checkbox"/> None required <input checked="" type="checkbox"/> Bond required 100% of Bid Award
--	---

<u>QUANTITIES</u> <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.	<u>INSURANCE REQUIREMENTS</u> <p align="center">Insurance required</p>
---	---

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

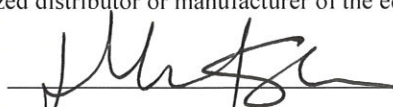
Item No.	ENTER YOUR BID FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES: Purchase and Installation of Generators for JEA Lift Stations	TOTAL BID PRICE
1	Enter TOTAL BID PRICE from Appendix B - Bid Workbook (Cell L9)	\$ 549,082.90

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".

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 _____ 1/20/2021


 Handwritten Signature of Authorized Officer of Company or Agent

Date

1 through 3

J. Michael Sabatier, President
 Printed Name and Title

Appendix B - Bid Workbook
014-21 Purchase and Installation of Generators for JEA Lift Stations

Item Number	Proposed Generator Locations	Generator Size	Voltage	AMPS	Asset ID/Location Number	Bidder Planned Completion Date	Equipment Only			All Other Items*	Bid Price per Location
							Generator	ATS	Fuel Tank		
001	9766 RG Skinner Py	80	230	200	South Grid	8/25/2021	\$68,759	\$11,001	\$22,003	\$35,755	\$ 137,518.66
002	12403 Hood Landing Rd	60	230	100	South Grid	8/25/2021	\$63,636	\$10,182	\$20,363	\$33,090	\$ 127,271.11
003	74 Davis Park Drive	125	480	200	St Johns Grid	8/25/2021	\$70,353	\$11,256	\$22,513	\$36,583	\$ 140,705.24
004	1154 Monument Rd	100	480	125	East Grid	8/25/2021	\$71,794	\$11,487	\$22,974	\$37,333	\$ 143,587.89
SUBTOTALS:							\$ 274,541.45	\$ 43,926.63	\$ 87,853.26	\$ 142,761.55	
TOTAL BID PRICE - SUM (ITEM NUMBERS 001 - 004):										\$ 549,082.90	

NOTE
* ALL OTHER ITEMS INCLUDE, BUT NOT LIMITED TO:
1) BID UNIT AS INDICATED ON BID WORK BOOK
2) DESIGN AND LAYOUT
3) ALL LABOR
4) CONTRACT AND PROJECT MANAGEMENT
5) ALL REQUIRED PERMITS
6) SITE WORK (I.E. EXCAVATIONS, PIPING INSTALLATIONS, ALL NECESSARY WIRING, CONCRETE PAD)
7) ELECTRICAL WORK, IF NEEDED (I.E. BREAKER AND SERVICE ENTRANCE)
8) (ANY) SITE RESTORATION TO ORIGINAL CONDITION



Formal Bid and Award System

Award #8 February 4, 2021

Type of Award Request: RESCIND
Request #: 6865
Requestor Name: Willoughby, Mickey L.
Requestor Phone: (904) 665-7494
Project Title: Production Well Drilling - Part 1 of RiverTown Water Treatment Plant Project
Project Number: 8003981
Project Location: JEA
Funds: Capital
Budget Estimate: \$1,700,000.00

Scope of Work:

The scope of work for this project is to construct Production Wells #1 and #2 and Backup Well #3 plus preparation and development of the well sites and the well access roads at the RiverTown Water Treatment Plant.

JEA IFB/RFP/State/City/GSA#: 083-20
Purchasing Agent: King, David
Is this a Ratification?: NO
JSEB Requirement: Five Percent (5%) Goal

BIDDERS:

Vendor Name	Amount
SAWCROSS, INC.	N/A
WILLIAMS INDUSTRIAL SERVICES GROUP, LLC	N/A
PETTICOAT-SCHMITT CIVIL CONTRACTORS, INC.	N/A

Background/Recommendations:

This solicitation was advertised on 10/12/2020. Three (3) prime contractors attended the mandatory pre-bid meeting held on 10/28/2020. At Bid opening on 12/08/2020, JEA received three (3) Bids

After bid opening, JEA was made aware that the bid workbook and technical specifications were in conflict concerning the well flow testing requirements. The technical specification required one test total and the bid workbook required one test per well.

This request is to rescind with the intent to rebid. JEA will update the workbook and technical specifications. All pricing will be held confidential for 12 months or, if earlier, such time as JEA provides notice of an intended decision concerning the reissued IFB or until JEA withdraws the reissued IFB.

083-20 - Request approval to rescind this solicitation, and reject all Responses received in anticipation of rebidding.

Manager: Phillips, Brian R. - Mgr W/WW Project Management
Director: Conner, Sean M. - Dir W/WW Project Engineering & Construction
GM: Vu, Hai X. - Interim GM Water Wastewater Systems

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**



Formal Bid and Award System

Award #9 February 04, 2021

Type of Award Request: BID (IFB)
Request #: 61
Requestor Name: Jason Rinehart – Staff Engineer
Requestor Phone: (904) 665-7380
Project Title: Herlong Circuit 692 Replacement Project
Project Number: 8006891
Project Location: JEA
Funds: Capital
Budget Estimate: \$1,523,045.00

Scope of Work:

Construction services for the replacement of the Herlong Underground circuit 692.

The scope of work the contractor will perform shall include, but is not limited to:

- Permitting
- Ducbank, Raceway & manhole structure installation
- Cable Removal
- Cable Supply
- Cable Installation
- MOT
- Termination and Testing

Project must be completed ready to energize no later than May 27, 2021 and the completion of the project shall be no later than July 30, 2021.

JEA IFB/RFP/State/City/GSA#: 1410256648
Documents: Contract & Purchase Order
Purchasing Agent: Lovgren, Rodney
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
MARMON UTILITY LLC	Ian Stangle	istangle@marmonutility.com	49 Day Street, Seymour, CT 06483	203-881 5307	\$1,752,499.49

Amount for entire term of Contract/PO: \$1,752,499.49
Award Amount for remainder of this FY: \$1,752,499.49
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): (01/04/2021 – Construction start 05/07/2021)
End Date (mm/dd/yyyy): Project Completion (Expected: 07/30/2021)
JSEB Requirement: Goal (10%)
 Melsuela Industrial – Electrical Equipment & Supplies 9.7%

BIDDERS:

Name	Amount
MARMON UTILITY LLC	\$1,835,951.84
MICHELS POWER	\$1,924,427.33
W A CHESTER	\$2,042,700.00
Note: The Award Amount includes a 5% SWA, the bids included a 10% SWA, which is why the Award Amount is less than the bid Amount.	

Background/Recommendations:

Advertised on 12/24/2020. Four (4) prime contractors attended the optional pre-bid meeting held on 01/07/2021. At Bid opening on 01/19/2021, JEA received three (3) Bids. Marmon Utility LLC is the lowest responsive and responsible Bidder. A copy of the Bid Form is attached as backup.

As of December 2019, circuit 692 has sustained at least six cable failures, due to the age and weakening of the cable. One of the most recent failure resulted in faults in two separate sections of the cable. Each fault weakens the cable and its ability to operate reliably. As a result of the fault, the ground wire blew off the riser pole while a customer was sitting in his backyard, causing sparks and pieces of metal to fall into the yard.

In order to place the circuit back in service, the wire has been spliced and repaired in four different locations. Each time a splice is made, there is an added weak point to the cable. The ground must be dug up, which has been in yards of customers. The cable fault in late August of 2019 was repaired and faulted again in November and December 2019. Due to the cable fault in August of FY20, SOCC is requesting this project be accelerated to be complete by July of FY21.

The award amount of \$1,752,499.49 (which includes a 5% SWA) is approximately 13% higher than the budget estimate. JEA has request a fixed price project, which puts some risk with the supplier to manage price escalation for materials. Additionally, this project has a compressed timeline, which cause the supplier to use additional resources during construction to meet the in service data, based on this the price is deemed reasonable.

1410256648 - Request approval to award a contract to Marmon Utility LLC for construction services for the replacement of circuit 692 in the amount of \$1,752,499.49, subject to the availability of lawfully appropriated funds.

Manager: Hamilton, Darrell D. - Manager, Project Design
Director: Limbaugh, Margaret. - Dir Energy Project Management
Sr. Director: Acs, Gabor - Sr Dir Engineering & Projects
VP: Erixton, Ricky D. - Interim General Manager Electric Systems

APPROVALS:

Chairman, Awards Committee

Date

Budget Representative

Date

Appendix B - Bid Forms
1410256648 Herlong Underground Circuit 692 Construction Project

Submit the Response an electronic pdf in accordance with the procedures in the solicitation

Company Name: Marmon Utility LLC

Company's Address: 49 Day Street Seymour, CT 06483

License Number: Subcontractor's License# ECA000909 C&C Powerline, Inc.

Phone Number: 203-881-5307 FAX No: 203-881-5384 Email Address: istangle@marmonutility.com

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

<p><u>SAMPLE REQUIREMENTS</u></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><u>SECTION 255.05, FLORIDA STATUTES CONTRACT BOND</u></p> <input type="checkbox"/> None required <input checked="" type="checkbox"/> Bond required 100% of Bid Award
--	---

<p><u>QUANTITIES</u></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><u>INSURANCE REQUIREMENTS</u></p> <p style="text-align: center;">Insurance required</p>
---	--

PAYMENT DISCOUNTS

 1% 20, net 30
 2% 10, net 30
 Other _____
 None Offered

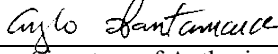
Item No.	ENTER YOUR BID FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES:	TOTAL BID PRICE
1	Subtotal for work in Solicitation 1410256648 Herlong Underground Circuit 692 Construction Project	\$1,669,047.13
2	Supplemental Work Authorization (10% of Line 1)	\$166,904.71
3	Total Bid Price (Sum of Lines 1 & 2)	\$1,835,951.84

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".

BIDDER 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

January 25, 2021
 Date

___ 1 ___ through ___ 3 ___

Angelo Santamaria- President, Marmon Utility LLC- Power Cable
 Printed Name and Title

The Owner desires a breakdown of the Lump Sum Fixed Price. Each part of the breakdown shall be considered complete and shall include its respective portions of all direct and indirect costs such as trench safety, performance and payment bonds and all other costs as may be applicable, including overhead and profit. The breakdown is as follows:

Item No.	Unit (Cost Center)	MATERIAL COST	LABOR COST
1	Mobilization/Demobilization	\$23,251.00	\$78,571.00
2	General Conditions	\$21,429.00	\$207,810.00
3	Herlong Substation Riser Rebuild	\$28,571.00	\$35,714.00
4	Four (4) 6" and one (1) 2" Directional Drilled Conduits	\$57,143.00	\$135,714.00
5	Three (3) and Four 6" Direct Buried Conduits	\$23,077.00	\$83,077.00
6	Manhole	\$106,306.00	\$98,651.00
7	692 Transmission Riser Rebuild	\$28,571.00	\$35,714.00
8	Cable	\$403,348.13	\$228,571.00
9	MOT	-	\$56,714.00
10	Erosion Control	\$14,321.00	\$25,714.00
Total Lump Sum (sum of items 1 through 10 inclusive)		\$706,017.13	\$963,030.00

EXHIBIT "B"
SCHEDULE OF UNIT PRICES

(Bidder shall complete the Schedule of Unit Prices, below, and submit this Exhibit "B" with submission of its Bid)

1. Exhibit "B" unit prices shall include labor and material to install.

<i>Item</i>	<i>Description</i>	<i>Unit Price</i>	<i>Unit of Measure</i>
1	2000kcmil 69kV CU Cable	\$105.85	LF
2	Ground Rod (5/8" x 10')	\$298.00	EA
3	Directional Drill Bundle (Detail 13/TR1315P)	\$146.10	LF
4	Direct Buried Conduits (Detail 15/TR1315P)	\$99.97	LF
5	2000kcmil Splice (Material and Labor)	16,561	EA
6	2000kcmil Termination (Material and Labor)	16,628	EA
7	Lightning Arrester (Material and Labor)	4,800	EA

End Schedule of Unit Price

LIST OF SUBCONTRACTORS

JEA Solicitation Number 1410256648 requires certain major Subcontractors be listed on this form, unless the work will be self-performed by the Company.

The undersigned understands that failure to submit the required Subcontractor information on this form will result in bid rejection, and the Company agrees to employ the Subcontractors specified below: (Use additional sheets as necessary)

Note: This list of Subcontractors shall not be modified subsequent to bid opening, without a showing of good cause and the written consent of JEA.

Type of Work	Corporate Name of Subcontractor	Subcontractor Primary Contact Person & Telephone Number	Subcontractor's License Number (if applicable)	Percentage of Work or Dollar Amount
Installation of duct bank, HDD & Manhole, cable pull	C&C Powerline Inc.	Rick Sprenger (904)-751-6020	ECA000909	40%
VLF Cable Testing	Advanced Testing Systems	Jeff Thompson (203)743-2001		3%

Signed: 

Company: Marmon Utility LLC

Address: 49 Day St. Seymour, CT 06483

Date: January 25, 2021

LIST OF JSEB SUBCONTRACTORS

The following JSEB Subcontractors will be utilized in fulfilling the terms and conditions of a Project Authorization arising from award of JEA -¹⁴¹⁰²⁵⁶⁶⁴⁸I (We) the undersigned understand that failure to submit said information will result in bid rejection. I (We) will employ the JSEB Subcontractors specified below: (Use additional sheets as necessary)

Class of Work (Category) Dollar Amount	Name of JSEB Contractor (Indicate below)	Percentage of Total Job or
---	---	----------------------------

- | | | |
|--|--|------|
| 1. Class of Work
280 Electrical Cable
285 Electrical Equipment & Supplies
345-00 First Aid & Safety Equip. & Supplies | Melsuela Industrial Solutions
2045 N. Liberty St.
Jacksonville, FL 32206 | 9.7% |
|--|--|------|

\$162,030.00

- | | | |
|-----------------------------------|--|-----|
| 2. 925.86 Surveyor Services, Land | Johnson Surveying & Mapping, Inc
10250 Normandy Blvd. Suite 604
Jacksonville, FL 32221 | .3% |
|-----------------------------------|--|-----|

\$5,000

Total: **10%**

Signed: 

Company: Marmon Utility LLC

Address: 49 Day Street Seymour, CT 06489

Date: January 25, 2021

Note: This list shall not be modified subsequent to bid opening without a showing of good cause and the written consent of the JEA.



Formal Bid and Award System

Award #10 February 04, 2021

Type of Award Request: INVITATION FOR BID (IFB)
Request #: 53
Requestor Name: Keith Gillean - Mgr Project Manager
Requestor Phone: 904-403-8066
Project Title: Beaver Street Patrol Road Construction Services
Project Number: 8006100
Project Location: JEA
Funds: Capital
Budget Estimate: \$1,340,000.00

Scope of Work:

This solicitation is for the decommissioning of the byproducts storage area at the St. John’s River Power (SJRPP), (“Work”).

This scope of work is for the construction of the proposed patrol road only. The patrol road shall be constructed in areas as shown on the drawings and as per the requirements of these specifications and the construction plans.

The work includes the furnishing of all materials and equipment not furnished by the OWNER or others, machinery, tools, labor, transportation, and other means required to complete the Project in strict accordance with the Specifications and Drawings.

A complete scope of work is listed in the Appendix A Technical Specification attached to this solicitation.

JEA IFB/RFP/State/City/GSA#: 1410242853
Documents Contract & Purchase Order
Purchasing Agent: Lovgren, Rodney
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
SUPERIOR ROW SERVICES, LLC	Donald Joiner	djoiner@superiorrow.com	15000 Citrus County Dr. Suite 205, Dade City, FL 33524	(352)834-8880	\$766,637.16

Amount for entire term of Contract/PO: \$766,637.16
Award Amount for remainder of this FY: \$766,637.16
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 02/10/2021 (03/01/2021 - Construction Start)
End Date (mm/dd/yyyy): 07/15/2021 (Construction Completion)
JSEB Requirement: Goal – 10%
 K and C – Fill - \$120,193.00 (15.6%)

BIDDERS:

Name	Bid Amount
SUPERIOR ROW SERVICES, LLC	\$843,300.90
PHILLIPS AND JORDAN, INC.	\$1,091,329.80
SUPERIOR CONSTRUCTION COMPANY SOUTHEAST LLC	\$1,130,806.74
CGC INC.	\$1,172,679.20
J. D. HINSON COMPANY	\$1,314,499.38
J. B. COXWELL CONTRACTING INC.	\$2,867,700.00

Background/Recommendations:

Advertised on 12/03/2020. Eight (8) prime companies attended the optional webex prebid. Six (6) prime companies completed the mandatory site visit. At proposal opening on 01/19/2021, JEA received six (6) Bids. JEA determined Superior Row Services, Inc. to be the lowest priced Responsive and Responsible Bidder. A copy of the Bid Form is attached as backup.

The work was bid on lump sum basis, the Bid Price and includes a 10% SWA. The lump sum bid includes 3600 cubic yards of demucking (material removal). A unit price / cu yard is provided if additional material removal is required.

The price is approximately 37% below the estimate. Considering the range of Bidders, the price is within the budget amount and is deemed to be reasonable.

1410242853 – Request approval to award a contract to Superior Row Services, LLC, for the construction of the Beaver Street Patrol Road in the amount of \$766,637.16, subject to the availability of lawfully appropriated funds.

Manager: Akrayi, Jamila - Mgr Project Manage
Director: Limbaugh, Margaret Z. - Dir Energy Project
Sr. Director: Acs, Gabor - Sr Dir Engineering & Projects
Chief: Erixton, Ricky D. - Interim General

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**

Appendix B - Bid Forms
1410242853-21 Beaver Street Patrol Road project

Submit the Response an electronic pdf in an accordance with the procedures in the solicitation

Company Name: Superior ROW Services, LLC

Company's Address 15000 Citrus Country Dr. Suite 205 Dade City, FL 33523

License Number: CGC1516604

Phone Number: 352-834-8880

FAX No: _____

Email Address: Djoiner@superiorrow.com

BID SECURITY REQUIREMENTS

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

TERM OF CONTRACT

- One Time Purchase
 Term - Five (5) Years w/Two (2) – 1Yr Renewals
 Other, Specify - Project Completion

SAMPLE REQUIREMENTS

- None required
 Samples required prior to Bid Opening
 Samples may be required subsequent to Bid Opening

SECTION 255.05, FLORIDA STATUTES CONTRACT BOND

- None required
 Bond required 100% of Bid Award

QUANTITIES

- Quantities indicated are exacting
 Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.

INSURANCE REQUIREMENTS

Insurance required

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 BID PRICE
1	Subtotal for work in Solicitation 1410242853-21 Beaver Street Road project	\$ <u>766,637.16</u>
2	Supplemental Work Authorization (10% of Line 1)	\$ <u>76,663.72</u>
3	Total Bid Price (Sum of Lines 1 & 2)	\$ <u>843,300.90</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".

BIDDER 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

1 through 2


Handwritten Signature of Authorized Officer of Company or Agent

02/01/2021
Date

Dale Joiner Vice President/ General Manager
Printed Name and Title

MINIMUM QUALIFICATIONS

THE MINIMUM QUALIFICATIONS SHALL BE SUBMITTED ON THIS FORM. IN ORDER TO BE CONSIDERED A QUALIFIED BIDDER BY JEA YOU MUST MEET THE MINIMUM QUALIFICATIONS LISTED BELOW, AND BE ABLE TO PROVIDE ALL THE SERVICES LISTED IN THIS SOLICITATION.

THE BIDDER MUST COMPLETE THE BIDDER INFORMATION SECTION BELOW AND PROVIDE ANY OTHER INFORMATION OR REFERENCE REQUESTED. THE BIDDER MUST ALSO PROVIDE ANY ATTACHMENTS REQUESTED WITH THIS MINIMUM QUALIFICATIONS FORM. BIDDER SHALL SUBMIT AN ELECTRONIC COPY IN ACCORDANCE WITH THE SOLICITATION REQUIREMENTS

BIDDER INFORMATION

COMPANY NAME: Superior ROW Services, LLC

BUSINESS ADDRESS: 15000 Citrus Country Dr. Suite 205

CITY, STATE, ZIP CODE: Dade City, Florida 33523

TELEPHONE: 352-834-8880

FAX: _____

E-MAIL: Djoiner@superiorrow.com

PRINT NAME OF AUTHORIZED REPRESENTATIVE: Dale Joiner

SIGNATURE OF AUTHORIZED REPRESENTATIVE: 

NAME AND TITLE OF AUTHORIZED REPRESENTATIVE: VP/ General Manager

- The Bidder shall have successfully completed two (2) similar projects in the past five (5) years as of the Bid Due Date. A similar project is a permitted road construction project of \$250,000.00 in value or greater. Permitted projects may have been in connection with any of the following agencies:
 - FDOT Permitted Road Project
 - U.S. Army Corp of Engineers, Nation Wide Permit (NWP)
 - FDEP related permits
 - SJRWMD related permits

Appendix B - Bid Forms
1410242853-21 Beaver Street Patrol Road project

Reference 1 of 2

Reference Name Mike Brusca, Service Electric Company

Reference Phone Number _____

Reference E-Mail Address MBrusca@serviceelectricco.com

Contract Duration/Amount 15 months, \$2,619,096.89

Description of Project Duke Energy's Fort Meade to West Lake Wales 230kV Transmission

Line Improvements.

Construction of aggregate right of way roads and pads for 20 miles of tower installations. Included
were culvert installations, cable matting, temporary and permanent fencing, access and patrol
road gates. Challenges to this project included extensive deep muck in multiple areas. This
required deeper excavation, additional fill material and specialized sewing of geotextile fabric
to contain the material and stabilize the roads.

Reference 2 of 2

Reference Name Troy Janoske Energy Erectors

Reference Phone Number 352-787-3878

Reference E-Mail Address tjanoske@energyerectors.net

Contract Duration/Amount 6 Months / \$1,181,667

Description of Project FPL Crawford Substation

Construction of substation pad, drainage improvements and access road.
Stripping and earthwork, installation of sub base and base material.
Installation of culverts and building a retention pond.
Building access road to substation, capping entire site with granite.

LIST OF SUBCONTRACTORS

JEA Solicitation Number **1410242853-21** requires certain major Subcontractors be listed on this form, unless the work will be self-performed by the Company.

The undersigned understands that failure to submit the required Subcontractor information on this form will result in bid rejection, and the Company agrees to employ the Subcontractors specified below: (Use additional sheets as necessary)
Note: This list of Subcontractors shall not be modified subsequent to bid opening, without a showing of good cause and the written consent of JEA.

Type of Work	Corporate Name of Subcontractor	Subcontractor Primary Contact Person & Telephone Number	Subcontractor's License Number (if applicable)	Percentage of Work or Dollar Amount
--------------	---------------------------------	---	--	-------------------------------------

Hauling	Pritchett Trucking Inc	Sam McLaughlin 386-523-9643		13.5%
Survey	Ghiotto & Associates, Inc.	Phill Ghiotto 904-886-0071		2%

Signed: 

Company: Superior ROW Services, LLC

Address: 15000 Citrus Country Dr. Suite 205 Dade City, FL 3352

Date: 02/01/2021

LIST OF JSEB SUBCONTRACTORS

The following JSEB Subcontractors will be utilized in fulfilling the terms and conditions of a Project Authorization arising from award of JEA -1410242853-21 . I (We) the undersigned understand that failure to submit said information will result in bid rejection. I (We) will employ the JSEB Subcontractors specified below: (Use additional sheets as necessary)

Class of Work (Category) Dollar Amount	Name of JSEB Contractor (Indicate below)	Percentage of Total Job or
---	---	----------------------------

Hauling/Fill Supply
\$120,193.00

K&C Sand

15.67%

Signed: 

Company: Superior ROW Services, LLC

Address: 15000 Citrus Country Dr. Suite 205 Dade City, FL 3352

Date: 02/01/2021

Note: This list shall not be modified subsequent to bid opening without a showing of good cause and the written consent of the JEA.

Appendix B - Bid Forms
1410242853-21 Beaver Street Patrol Road project

Submit the Response an electronic pdf in an accordance with the procedures in the solicitation

Company Name: Superior ROW Services, LLC

Company's Address 15000 Citrus Country Dr. Suite 205 Dade City, FL 33523

License Number: CGC1516604

Phone Number: 352-834-8880

FAX No: _____

Email Address: Djoiner@superiorrow.com

BID SECURITY REQUIREMENTS

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

TERM OF CONTRACT

- One Time Purchase
 Term - Five (5) Years w/Two (2) – 1Yr Renewals
 Other, Specify - Project Completion

SAMPLE REQUIREMENTS

- None required
 Samples required prior to Bid Opening
 Samples may be required subsequent to Bid Opening

SECTION 255.05, FLORIDA STATUTES CONTRACT BOND

- None required
 Bond required 100% of Bid Award

QUANTITIES

- Quantities indicated are exacting
 Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.

INSURANCE REQUIREMENTS

Insurance required

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 BID PRICE
1	Subtotal for work in Solicitation 1410242853-21 Beaver Street Road project	\$ <u>766,637.16</u>
2	Supplemental Work Authorization (10% of Line 1)	\$ <u>76,663.72</u>
3	Total Bid Price (Sum of Lines 1 & 2)	\$ <u>843,300.90</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".

BIDDER 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

1 through 2


Handwritten Signature of Authorized Officer of Company or Agent

02/01/2021
Date

Dale Joiner Vice President/ General Manager
Printed Name and Title

MINIMUM QUALIFICATIONS

THE MINIMUM QUALIFICATIONS SHALL BE SUBMITTED ON THIS FORM. IN ORDER TO BE CONSIDERED A QUALIFIED BIDDER BY JEA YOU MUST MEET THE MINIMUM QUALIFICATIONS LISTED BELOW, AND BE ABLE TO PROVIDE ALL THE SERVICES LISTED IN THIS SOLICITATION.

THE BIDDER MUST COMPLETE THE BIDDER INFORMATION SECTION BELOW AND PROVIDE ANY OTHER INFORMATION OR REFERENCE REQUESTED. THE BIDDER MUST ALSO PROVIDE ANY ATTACHMENTS REQUESTED WITH THIS MINIMUM QUALIFICATIONS FORM. BIDDER SHALL SUBMIT AN ELECTRONIC COPY IN ACCORDANCE WITH THE SOLICITATION REQUIREMENTS

BIDDER INFORMATION

COMPANY NAME: Superior ROW Services, LLC

BUSINESS ADDRESS: 15000 Citrus Country Dr. Suite 205

CITY, STATE, ZIP CODE: Dade City, Florida 33523

TELEPHONE: 352-834-8880

FAX: _____

E-MAIL: Djoiner@superiorrow.com

PRINT NAME OF AUTHORIZED REPRESENTATIVE: Dale Joiner

SIGNATURE OF AUTHORIZED REPRESENTATIVE: 

NAME AND TITLE OF AUTHORIZED REPRESENTATIVE: VP/ General Manager

- The Bidder shall have successfully completed two (2) similar projects in the past five (5) years as of the Bid Due Date. A similar project is a permitted road construction project of \$250,000.00 in value or greater. Permitted projects may have been in connection with any of the following agencies:
 - FDOT Permitted Road Project
 - U.S. Army Corp of Engineers, Nation Wide Permit (NWP)
 - FDEP related permits
 - SJRWMD related permits

Appendix B - Bid Forms
1410242853-21 Beaver Street Patrol Road project

Reference 1 of 2

Reference Name Mike Brusca, Service Electric Company

Reference Phone Number _____

Reference E-Mail Address MBrusca@serviceelectricco.com

Contract Duration/Amount 15 months, \$2,619,096.89

Description of Project Duke Energy's Fort Meade to West Lake Wales 230kV Transmission

Line Improvements.

Construction of aggregate right of way roads and pads for 20 miles of tower installations. Included
were culvert installations, cable matting, temporary and permanent fencing, access and patrol
road gates. Challenges to this project included extensive deep muck in multiple areas. This
required deeper excavation, additional fill material and specialized sewing of geotextile fabric
to contain the material and stabilize the roads.

Reference 2 of 2

Reference Name Troy Janoske Energy Erectors

Reference Phone Number 352-787-3878

Reference E-Mail Address tjanoske@energyerectors.net

Contract Duration/Amount 6 Months / \$1,181,667

Description of Project FPL Crawford Substation

Construction of substation pad, drainage improvements and access road.
Stripping and earthwork, installation of sub base and base material.
Installation of culverts and building a retention pond.
Building access road to substation, capping entire site with granite.

LIST OF SUBCONTRACTORS

JEA Solicitation Number **1410242853-21** requires certain major Subcontractors be listed on this form, unless the work will be self-performed by the Company.

The undersigned understands that failure to submit the required Subcontractor information on this form will result in bid rejection, and the Company agrees to employ the Subcontractors specified below: (Use additional sheets as necessary)
Note: This list of Subcontractors shall not be modified subsequent to bid opening, without a showing of good cause and the written consent of JEA.

Type of Work	Corporate Name of Subcontractor	Subcontractor Primary Contact Person & Telephone Number	Subcontractor's License Number (if applicable)	Percentage of Work or Dollar Amount
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Hauling	Pritchett Trucking Inc	Sam McLaughlin 386-523-9643		13.5%
Survey	Ghiotto & Associates, Inc.	Phill Ghiotto 904-886-0071		2%

Signed: 

Company: Superior ROW Services, LLC

Address: 15000 Citrus Country Dr. Suite 205 Dade City, FL 3352

Date: 02/01/2021

LIST OF JSEB SUBCONTRACTORS

The following JSEB Subcontractors will be utilized in fulfilling the terms and conditions of a Project Authorization arising from award of JEA -1410242853-21 . I (We) the undersigned understand that failure to submit said information will result in bid rejection. I (We) will employ the JSEB Subcontractors specified below: (Use additional sheets as necessary)

Class of Work (Category) Dollar Amount	Name of JSEB Contractor (Indicate below)	Percentage of Total Job or
---	---	----------------------------

Hauling/Fill Supply
\$120,193.00

K&C Sand

15.67%

Signed: 

Company: Superior ROW Services, LLC

Address: 15000 Citrus Country Dr. Suite 205 Dade City, FL 3352

Date: 02/01/2021

Note: This list shall not be modified subsequent to bid opening without a showing of good cause and the written consent of the JEA.



Formal Bid and Award System

Award #11 February 04, 2021

Type of Award Request: INVITATION FOR BID (IFB)
Request #: 6907
Requestor Name: Oca, Christi L.
Requestor Phone: (904) 665-4269
Project Title: Purchase of Trailer Mounted Pumps
Project Number: 8006484, 8006562
Project Location: JEA
Funds: Capital
Budget Estimate: \$580,000.00

Scope of Work:

The scope of work for this solicitation is to purchase seven (7) six inch and two (2) eight inch trailer-mounted pumps to meet resiliency requirements.

JEA IFB/RFP/State/City/GSA#: 005-21
Purchasing Agent: Kruck, Daniel R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
AMCO PUMP MANUFACTURING, INC.	Tasneeny Saleh	sales@amcopumps.com	4849 Cranswick Rd, Houston, TX 77041	(713) 690-7575	\$391,433.00
POWER AND PUMPS, INC.	Daniel McCaskill	dlee@powerandpumps.com	803 N Myrtle Ave, Jacksonville, FL	(904) 356-5881	\$175,664.00

Amount for entire term of Contract/PO: \$567,097.00
Award Amount for remainder of this FY: \$567,097.00
Length of Contract/PO Term: Project Completion
Begin Date: 02/15/2021
End Date: Project Completion (Expected: September 2021)
JSEB Requirement: N/A - Optional

BIDDERS:

Name	6" Pumps	8" Pumps
AMCO PUMP MANUFACTURING, INC.	\$391,433.00	NO BID
WASTEWATER SOLUTIONS, LLC	\$425,880.00	NO BID

XYLEM DEWATERING SOLUTIONS, LLC	\$443,729.80	NO BID
POWER AND PUMPS, INC.	\$451,206.00	\$175,664.00
THOMPSON PUMP AND MFG., CO. INC.	\$474,187.00	NO BID
MERSINO DEWATERING, INC.	\$521,010.00	NO BID
TRECKKER TRACKTOR, LLC	NO BID	NO BID

Background/Recommendations:

Advertised on 11/19/2020. Eight (8) companies attended the optional pre-bid meeting held on 12/01/2020. At response opening on 01/05/2021, JEA received seven (7) bids. Amco Pump Manufacturing, Inc. and Power and Pumps, Inc. are deemed the lowest responsive and responsible bidders. Copies of the Bid Forms and Workbooks are attached as backup.

Bid pricing for the six inch pumps is 2.8% higher when compared to the last JEA purchase in 2019 and deemed reasonable. JEA has not purchased eight inch portable pumps in the past, however, the bid pricing is consistent with the Florida Sheriffs Association continuing contract and deemed reasonable.

005-21 – Request approval to award a contract to Amco Pump Manufacturing, Inc. (\$391,433.00) for six inch trailer mounted pumps and Power and Pumps, Inc. (\$175,664.00) for eight inch trailer mounted pumps in the amount of \$567,097.00, subject to the availability of lawfully appropriated funds.

Manager: Brunell, Baley L. - Mgr Fleet Services & Business Operations

Chief: McElroy, Alan D. – Interim Chief Supply Officer

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**

Appendix B - Bid Form
005-21 Purchase of Trailer Mounted Pumps

Submit the Bid electronically as described in section 1.1.3 of the Solicitation.

Company Name: Amco Pump Manufacturing, Inc

Company's Address: 4849 Cranswick Rd, Houston TX 77041

License Number: _____

Phone Number: (713) 690-7575 FAX No: (713) 896-9009 Email Address: sales@amcopumps.com

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

SAMPLE REQUIREMENTS <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	SECTION 255.05, FLORIDA STATUTES CONTRACT BOND <input checked="" type="checkbox"/> None required <input type="checkbox"/> Bond required 100% of Bid Award
---	--

QUANTITIES <input checked="" type="checkbox"/> Quantities indicated are exacting <input 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.	INSURANCE REQUIREMENTS Insurance required
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PAYMENT DISCOUNTS <input type="checkbox"/> 1% 20, net 30 <input type="checkbox"/> 2% 10, net 30 <input type="checkbox"/> Other _____ <input checked="" type="checkbox"/> None Offered	
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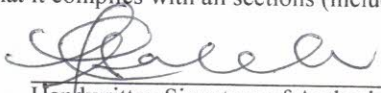
ENTER YOUR BID FOR SOLICITATION 005-21	TOTAL BID PRICE
Total Bid Price (enter total from cell F6 in the Bid Workbook)	\$ 391,433.00


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".

BIDDER 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 _____ through _____


 Handwritten Signature of Authorized Officer of Company or Agent


 Date

TASNEEM SALEH VP OPERATIONS
 Printed Name and Title

**005-21 Purchase of Trailer Mounted Pumps
Appendix B - Bid Workbook**

Item	Description	QTY	UOM	Unit Price	Total Price
1	Six Inch Trailer Mounted Pump	7	EA	\$ 55,919.00	\$ 391,433.00
2	Eight Inch Trailer Mounted Pump	2	EA	NO BID	\$ -
Total					\$ 391,433.00

Appendix B - Bid Form
005-21 Purchase of Trailer Mounted Pumps

Submit the Bid electronically as described in section 1.1.3 of the Solicitation.

Company Name: POWER & PUMPS, INC.

Company's Address: 803 N MYRTLE AVE

License Number: 7080

Phone Number: 904-356-5881 FAX No: 904-356-8717 Email Address: DLEE@POWERANDPUMPS.COM

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

SAMPLE REQUIREMENTS <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	SECTION 255.05, FLORIDA STATUTES CONTRACT BOND <input checked="" type="checkbox"/> None required <input type="checkbox"/> Bond required 100% of Bid Award
---	--

QUANTITIES <input checked="" type="checkbox"/> Quantities indicated are exacting <input 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.	INSURANCE REQUIREMENTS <p align="center">Insurance required</p>
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PAYMENT DISCOUNTS <input type="checkbox"/> 1% 20, net 30 <input type="checkbox"/> 2% 10, net 30 <input type="checkbox"/> Other _____ <input checked="" type="checkbox"/> None Offered	
--	--

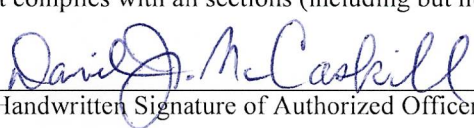
ENTER YOUR BID FOR SOLICITATION 005-21	TOTAL BID PRICE
Total Bid Price (enter total from cell F6 in the Bid Workbook)	\$ 626,870.00

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".

BIDDER 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 _____
 _____ 1 through 3 _____


 Handwritten Signature of Authorized Officer of Company or Agent

1/5/2021
 Date

DANIEL J. McCASKILL, VICE PRESIDENT
 Printed Name and Title

005-21 Purchase of Trailer Mounted Pumps**Appendix B - Bid Workbook**

Item	Description	QTY	UOM	Unit Price	Total Price
1	Six Inch Trailer Mounted Pump	7	EA	\$ 64,458.00	\$ 451,206.00
2	Eight Inch Trailer Mounted Pump	2	EA	\$ 87,832.00	\$ 175,664.00
				Total	\$ 626,870.00