

Welcome to the JEA Awards Meeting

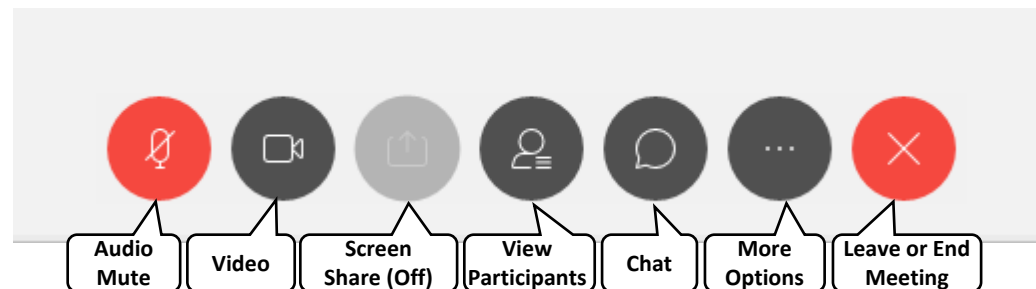
You have been joined to the meeting with your **audio muted** by default.

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 **Aileen Cruz** at **cruza@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 **Aileen Cruz** by telephone at **(904) 703-0996** or by email at **cruza@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, June 16, 2022

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): 2309 526 2709
WebEx Password: cQMmJPHA823

Public Comments:

Awards:

1. Approval of the minutes from the last meeting (06/09/2022).
2. Request approval to award contract to JACK DOHENY COMPANY for the purchase of an IBAK Truck Mounted CCTV Camera System in the amount of \$424,316.00, subject to the availability of lawfully appropriated funds.
3. 1410644646 – Request approval to award a contract to Superior ROW Services, LLC in the amount of \$2,221,964.86 for the CCCN East-West corridor patrol road construction, subject to the availability of lawfully appropriated funds.
4. Request approval to award a one-time purchase contract to CDW Government for Cisco Unified Computing System (UCS) Memory Upgrade - Hardware Only in the amount of \$797,669.53, subject to the availability of lawfully appropriated funds.
5. Request approval to award a contract renewal to Anixter Inc. for the supply of Electrical Conduit for JEA Inventory Stock in the amount of \$1,794,721.31, for a not-to-exceed amount of \$2,864,962.81, subject to the availability of lawfully appropriated funds.
6. Request approval to award a contract to Cumberland International Trucks of Florida, LLC. for JEA Fleet Straight Trucks in the amount of \$4,235,024.00, 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.

06-16-2022 Awards Committee

	<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 06/09/2022 meeting.
2	SINGLE SOURCE	McElroy	\$400,000.00	\$424,316.00	JACK DOHENY COMPANY	One Time Purchase (February 2023 Estimate)	<p><u>IBAK Truck Mounted CCTV Camera System</u></p> <p>The purpose of this Single Source purchase is to buy an IBAK Truck Mounted CCTV Camera System. This purchase is for the planned and budgeted replacement of JEA Vehicle 6925 with a CUES CCTV Mounted system associated with the Fleet Capital Procurement Plan.</p> <p>JEA currently uses Vans equipped with the CUES CCTV system to inspect wastewater pipes. This model has had reliability issues and has experienced repeated connection failures which required work crews to shut down the trucks to perform repairs that average about \$15,000.00 a year. The Water/Wastewater team received a demonstration of the IBAK CCTV System and found it to be the only system available with an advanced Kevlar reinforcement of the fiber optic cable system connection port to the tractor/camera; this area is the primary failure point on JEA's current CUES systems. The Kevlar support with the reinforced connection found in the IBAK system has been shown to reduce or eliminate most connection failures.</p> <p>Cost estimates for the CUES based solution is currently approximately \$400,000.00. The IBAK system costs approximately \$24,000.00 more; however, it is believed that the prevention of most connection failures seen in the CUES system will more than offset those costs. This is based on improved crew efficiency along with avoiding approximately \$10,000.00 of the previous \$15,000.00 spent annually in repair cost and the associated down time of the equipment. Lastly, the IBAK CCTV system comes with a panoramic camera that produces enhanced views similar to Google Street View, which should also enable crews to increase productivity.</p> <p>Request approval to award contract to JACK DOHENY COMPANY for the purchase of an IBAK Truck Mounted CCTV Camera System in the amount of \$424,316.00, subject to the availability of lawfully appropriated funds.</p>

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3	INVITATION FOR BID (IFB) 3 Bidders	Erixton	\$2,000,000.00	\$2,221,964.86	SUPERIOR ROW SERVICES, LLC	Project Completion (Estimated - 10/30/2022)	<p><u>CCCN East-West corridor patrol road construction</u></p> <p>JEA is proposing to construct an approximate 1.74-mile-long, 13-foot-wide road referred to as the Cecil Commerce Center Northeast (CCCN) East-West Patrol Road Project (Project). The Project is necessary to facilitate (1) construction of a new distribution line, and (2) to provide access for patrolling and maintaining transmission and distribution electric structures and components. This project will support existing infrastructure, as well as any future construction of solar fields at this location.</p> <p>The Award Amount has been adjusted to a 5% SWA, which is supported by the current budget.</p> <p>This award was delayed in being brought to the Awards Committee. This allowed the electric group to internally reviewed the cost / benefit of constructing the patrol road. It has been determined to be beneficial to proceed with the project to support existing transmission and distribution infrastructure in the area</p> <p>1410644646 – Request approval to award a contract to Superior ROW Services, LLC in the amount of \$2,221,964.86 for the CCCN East-West corridor patrol road construction, subject to the availability of lawfully appropriated funds.</p>
4	PIGGYBACK	Datz	\$800,000.00	\$797,669.53	CDW GOVERNMENT	One Time Purchase (delivery and install estimated prior to 09/30/2022)	<p><u>Cisco Unified Computing System (UCS) Memory Upgrade - Hardware Only</u></p> <p>The scope of work is for the NASPO authorized Cisco reseller CDW to provide hardware for JEA to perform a Unified Computing System (UCS) Memory upgrade for the VMware virtual server environment that supports the bulk of all virtual server and virtual desktop infrastructure for the enterprise. Note, additional support is included with this purchase because the upgraded parts will take the place of the existing server memory configuration. Since these are OEM components, they carry the warranty of the server itself.</p> <p>This request is for a one-time purchase of Cisco Unified Computing System (UCS), memory upgrade - hardware only for \$797,669.53. JEA will then perform a UCS Memory upgrade for the VMware virtual server environment that supports the bulk of all virtual server and virtual desktop infrastructure for the enterprise.</p> <p>Request approval to award a one-time purchase contract to CDW Government for Cisco Unified Computing System (UCS) Memory</p>

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							Upgrade - Hardware Only in the amount of \$797,669.53, subject to the availability of lawfully appropriated funds.
5	CONTRACT RENEWAL	McElroy	\$1,794,721.31	\$1,794,721.31	ANIXTER INC.	One (1) Year w/Two (2) – One (1) Yr. Renewals	<p><u>Electrical Conduit for JEA Inventory Stock Contract Renewal</u></p> <p>This agreement provides electrical conduit materials consisting of 47 items for JEA Inventory Stock and Storm Stores.</p> <p>This request is to execute the first One (1) Yr. Renewal with Anixter Inc. and increase the amount of the contract by \$1,794,721.31. This is also a note for transparency that we did not move forward with the award approved for Electric Supply Inc.</p> <p>The proposed award amount is based upon future forecasts, the current price of materials, and orders placed to date; it does not account for price adjustment and reconciliation efforts to align pricing to PVC resin indices and how that impacts finished goods pricing for already placed orders nor orders that will occur in the future. The increase in cost from the first year of the contract to this renewal is based primarily on two factors. The first and primary factor has been an increase in PVC pricing of 52.5% since the contract was implemented. The second factor has been an increase in demand based on conduit replacement and new developments.</p> <p>Request approval to execute a one (1) year contract renewal to Anixter Inc. (\$1,794,721.31) for Electrical Conduit for JEA Inventory Stock for a new not-to-exceed amount of \$2,864,962.81, subject to the availability of lawfully</p>
6	INVITATION TO NEGOTIATE (ITN) 3 Respondents	McElroy	\$3,640,000.00	\$4,235,024.00	CUMBERLAND INTERNATIONAL TRUCKS OF FLORIDA, LLC	Project Completion (Est. November 2023)	<p><u>JEA Fleet Straight Trucks Water Wastewater and Electric Underground</u></p> <p>The purpose of this Invitation to Negotiate (the "ITN") was to solicit pricing for the purchase of twelve (12) Straight Trucks for JEA's FY23 and FY24 requirements. This purchase is for planned and budgeted replacements of three (3) units in JEA's Fleet Water/Wastewater, and four (4) units in JEA's Fleet Electric Underground, as well as expansion of five (5) units in Fleet Water/Wastewater, associated with the Fleet Capital Procurement Plan.</p> <p>The solicitation was processed as an ITN given the complexity of the work found within the solicitation, in particular our complex technical requirements, along with these being the first time procuring this type of truck. The basis of award was to award the contract to the highest ranked Respondent for each vehicle groupings included in this solicitation, JEA CLASS 131+: CLASS-7 22' WATER/WASTEWATER STRAIGHT</p>

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						<p>TRUCK and JEA CLASS 131+: CLASS-7 ELECTRIC UNDERGROUND STRAIGHT TRUCK.</p> <p>JEA evaluated the three (3) companies, based on pricing, ease of doing business, delivery date, warranty/repair support, historical quality of work, form fit and functionality to JEA's requirements, and safety features. It should be noted that although Orlando Freightliner had the lowest total cost, Cumberland International Trucks of Florida, LLC was the respondent with the highest overall score for both categories given their overall approach and quality of proposed design.</p> <p>The decision to move to a Straight Trucks design, which are new designs to JEA, was predicated on the need to replace our aging MT-55 Freightliner Step Vans which have proven to be both unreliable nor robust enough to handle the JEA use case they were built for. These proposed replacement trucks are uniform and consistent with the majority of our Heavy-Duty Fleet Units (Bucket Trucks, Flatbeds, Cargo Reel Trucks etc.). The Cab/Chassis platform has proven to be much easier to maintain and repair compared to the Step Vans, which should yield less downtime and decreased O&M cost with this new platform.</p> <p>While we do not have previous purchase history of these items as noted earlier, for developing capital purchase budgets, Fleet used:</p> <ul style="list-style-type: none">• Cost of previous similarly designed MT-55 amounts• Estimates on new features JEA is including in heavy duty vehicles• Options from the end user groups feedback• Projected increases in costs <p>When comparing the budgeted amount and the present-day actual cost to purchase the trucks, there are two main factors driving the \$595,024 discrepancy: market cost increases and options not originally planned. The notable contributing factors for the discrepancy in the estimate and this solicitation were:</p> <ul style="list-style-type: none">• Cost inflation on cab & chassis pricing and upfitting costs surrounding labor and components<ul style="list-style-type: none">- When compared to previous year pricing, JEA has been seeing increases of approximately 20%.• Costs associated with new options and features which JEA has never purchased on this vehicle platform<ul style="list-style-type: none">- New re-usable/re-mountable box body design (full framed) attachment
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							<ul style="list-style-type: none">- The box body can be remounted on a new cab/chassis with an expectation to have 2 lifecycles out of the bodies- Addition of crash mitigation safety systems to include active braking <p>Request approval to award a contract to Cumberland International Trucks of Florida, LLC. for JEA Fleet Straight Trucks in the amount of \$4,235,024.00, subject to the availability of lawfully appropriated funds.</p>
Total Award				\$9,473,695.70			

JEA AWARDS COMMITTEE JUNE 9, 2022 MEETING MINUTES

The JEA procurement Awards Committee met on June 9, 2022, in person with a WebEx option.

WebEx Meeting Number (access code): 2309 526 2709

WebEx Password: cQMmJPHA823

Members in attendance were Jenny McCollum as Chief Procurement Officer, Stephen Datz as Chairperson (onsite), Hai Vu as Vice Chairperson (onsite), Laure Whitmer as Budget Representative, Rebecca Lavie as Office of General Counsel Representative; Ricky Erixton, Joe Orfano, and Laura Schepis (onsite). Unless otherwise indicated, all attendees were via WebEx.

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

Public Comments:

Chair Datz 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 (06/02/2022). Chair Datz verbally presented the Committee Members the proposed June 2, 2022 minutes as presented.

MOTION: Hai Vu made a motion to approve the June 2, 2022 minutes (Award Item 1). The motion was seconded by Laura Schepis and approved unanimously by the Awards Committee (5-0).

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

2. 1410686046 - Request approval to award a contract to GE-Prolec Waukesha Inc. for the supply of 2 transformers for the St. John's Substation in the amount of \$1,515,700.00, subject to the availability of lawfully approved funds.

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

3. Request approval to award a contract to the developer, Mattamy Jacksonville, LLC for the construction of the reclaimed water main and sewer force main by T.G. Utility Company, Inc for the RiverTown Main Street Phase 4 project in the amount of \$3,373,790.00, subject to the availability of lawfully appropriated funds.

MOTION: Laura Schepis made a motion to approve Award Item 3 as presented in the committee packet. The motion was seconded by Hai Vu and approved unanimously by the Awards Committee (5-0).

4. Request approval for a contract increase and a one (1) year renewal award to J&D Maintenance and Services of North Florida LLC for Tree Removal, Irrigation and Mulch (TRIM) in the amount of \$444,728.74, with a new not-to-exceed amount of \$871,006.24, subject to the availability of lawfully

appropriated funds.

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

5. Request approval to award a change order to Cologix, Inc. for the build out of the office space for a back-up Emergency Operations Center (EOC) in the amount of \$1,896,177.00, for a new not-to-exceed amount of \$5,828,317.05, subject to the availability of lawfully appropriated funds.

MOTION: Laura Schepis made a motion to approve Award Item 5 as ammended in the committee packet. The motion was seconded by Hai Vu 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

Public Comments:

No additional public comment speaking period was taken.

Adjournment:

Chair Datz adjourned the meeting at 10:20 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/



Formal Bid and Award System

Award #2 June 16, 2022

Type of Award Request: SINGLE SOURCE
Requestor Name: Hightower, Justin
Requestor Phone: (904) 665-8357
Project Title: IBAK Truck Mounted CCTV Camera System
Project Number: FY23 (Fleet Water Replacement)
Project Location: JEA
Funds: Capital
Budget Estimate: \$400,000.00

Scope of Work:

The purpose of this Single Source purchase is to buy an IBAK Truck Mounted CCTV Camera System. This purchase is for the planned and budgeted replacement of JEA Vehicle 6925 with a CUES CCTV Mounted system associated with the Fleet Capital Procurement Plan.

JEA IFB/RFQ/State/City/GSA#: RFQ 17657
Purchasing Agent: Eddie Bayouth
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Vendor Contact	Email	Address	Phone	Amount
JACK DOHENY COMPANY	JOSHUA COLE	JoshuaCole@dohenycompany.com	777 Doheny Drive Northville, MI 48167	941-661-1699	\$424,316.00

Amount for entire term of Contract/PO: \$424,316.00
Award Amount for remainder of this FY: \$0.00
Length of Contract/PO Term: One-time purchase
Begin Date (mm/dd/yyyy): 07/01/2022
End Date (mm/dd/yyyy): Upon Project Completion (February 2023 Estimate)
JSEB Requirement: N/A – Optional

Background/Recommendations:

JEA currently uses Vans equipped with the CUES CCTV system to inspect wastewater pipes. This model has had reliability issues and has experienced repeated connection failures which required work crews to shut down the trucks to perform repairs that average about \$15,000.00 a year. The Water/Wastewater team received a demonstration of the IBAK CCTV System and found it to be the only system available with an advanced Kevlar reinforcement of the fiber optic cable system connection port to the tractor/camera; this area is the primary failure point on JEA's current CUES systems. The Kevlar support with the reinforced connection found in the IBAK system has been shown to reduce or eliminate most connection failures.

Cost estimates for the CUES based solution is currently approximately \$400,000.00. The IBAK system costs approximately \$24,000.00 more; however, it is believed that the prevention of most connection failures seen in the CUES system will more than offset those costs. This is based on improved crew efficiency along with avoiding approximately \$10,000.00 of the previous \$15,000.00 spent annually in repair cost and the associated down time of the equipment. Lastly, the IBAK CCTV system comes with a panoramic camera that produces enhanced views similar to Google Street View, which should also enable crews to increase productivity.

Request approval to award contract to JACK DOHENY COMPANY for the purchase of an IBAK Truck Mounted CCTV Camera System in the amount of \$424,316.00, subject to the availability of lawfully appropriated funds.

Manager: Justin Hightower – Manager Fleet Services
Director: Baley Brunell – Director, Facilities and Fleet Services
VP: Alan McElroy – VP Supply Chain & Operations Support

APPROVALS:

Stephan Doherty 6/16/22

Chairman, Awards Committee **Date**

Stephan M. Doherty 6/16/22

Budget Representative **Date**



Formal Bid and Award System

Award #3 June 16, 2022

Type of Award Request: INVITATION FOR BID (IFB)
Request #: 433
Requestor Name: Keith Gillean
Requestor Phone: (904) 665-8512
Project Title: CCCN East-West corridor patrol road construction
Project Number: 8006102
Project Location: JEA
Funds: Capital
Budget Estimate: \$2,000,000.00

Scope of Work:

JEA is proposing to construct an approximate 1.74-mile-long, 13-foot-wide road referred to as the Cecil Commerce Center Northeast (CCCN) East-West Patrol Road Project (Project). The Project is necessary to facilitate (1) construction of a new distribution line, and (2) to provided access for patrolling and maintaining transmission and distribution electric structures and components. This project will support existing infrastructure, as well as any future construction of solar fields at this location.

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.

JEA IFB/RFP/State/City/GSA#: 1410644646
Purchasing Agent: Lovgren, Rodney
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
SUPERIOR ROW SERVICES, LLC	David Joiner	djoiner@superiorrow.com	15000 Citrus Country Dr. Suite 205, Dade City, FL 33523	352-587-4007	\$2,221,964.86

Amount for entire term of Contract/PO: \$2,221,964.86
Award Amount for remainder of this FY: \$1,664,236.44 (FY22)
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 06/30/2022
End Date (mm/dd/yyyy): Project Completion (Estimated - 10/30/2022)
JSEB Requirement: Goal – 2%
Comments on JSEB Requirements:
 Legacy Engineering \$14,213.00
 D&J Erosion Control Specialists \$142,308.00

PROPOSERS:

Name	Total Bid Price
SUPERIOR ROW SERVICES, LLC	\$2,327,773.00
DICKERSON FLORIDA, INC.	\$2,548,975.00
CAPPS LAND MANAGEMENT & MATERIAL LLC	\$2,990,693.20

Background/Recommendations:

Advertised on 03/24/2022. Three (3) prime companies attended the optional pre-proposal meeting held on 03/31/2022. At Bid opening on 05/10/2022, JEA received 3 Bids. The Bid is evaluated 100% on price. Superior ROW Services, LLC is the lowest, Responsive and Responsible Bidder. A copy of the Bid is attached as backup.

The supplier Bid Price, less the 10% SWA is approximately 5.8% more than the budget estimate which is deemed reasonable consider considering price escalation in the market.

The Award Amount has been adjusted to a 5% SWA, which is supported by the current budget.

This award was delayed in being brought to the Awards Committee. This allowed the electric group to internally reviewed the cost / benefit of constructing the patrol road. It has been determined to be beneficial to proceed with the project to support existing transmission and distribution infrastructure in the area

1410644646 – Request approval to award a contract to Superior ROW Services, LLC in the amount of \$2,221,964.86 for the CCCN East-West corridor patrol road construction, subject to the availability of lawfully appropriated funds.

Manager: Akrayi, Jamila R. - Mgr Project Management
Director: Limbaugh, Margaret Z. - Dir Energy Project Management
VP: Erixton, Ricky D. - VP Electric Systems

APPROVALS:

 6/16/22

Chairman, Awards Committee **Date**

 6/16/22

Budget Representative **Date**

JEA CCN E-W Patrol Road Schedule of Values (SOV)

Item	Description	UOM	Quantity	Unit Price	Extended Price	August	September	October
1	Mobilization and Project Management	Lump Sum	1	\$ 125,606	\$ 125,606.00	\$72,803.00	\$26,401.50	\$26,401.50
2	Survey, As-builts and Testing	Lump Sum	1	\$ 94,015	\$ 94,015.00	\$41,338.33	\$26,338.33	\$26,338.33
3	Erosion Controls	Lump Sum	1	\$ 142,308	\$ 142,308.00	\$106,731.00	\$35,577.00	
4	NPDES Requirements	Lump Sum	1	\$ 11,035	\$ 11,035.00	\$3,678.33	\$3,678.33	\$3,678.33
5	Access Road Improvements	Lump Sum	1	\$ 1,254,400	\$ 1,254,400.00	\$427,200.00	\$513,600.00	\$313,600.00
6	Storm Drainage	Lump Sum	1	\$ 332,979	\$ 332,979.00	\$83,244.75	\$166,489.50	\$83,244.75
7	Restoration	Lump Sum	1	\$ 155,814	\$ 155,814.00		\$77,907.00	\$77,907.00
SUBTOTAL					\$ 2,116,157.00	\$ 734,995.42	\$ 849,991.67	\$ 531,169.92
SUPPLEMENTAL WORK AUTHORIZATION (10%)					\$ 211,615.70	\$ 73,499.54	\$ 84,999.17	\$ 53,116.99
TOTAL BID PRICE					\$ 2,327,772.70	\$ 808,494.96	\$ 934,990.83	\$ 584,286.91

*Start July 1, billing is one month later

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

Company Name: SUPERIOR Right of Way SERVICES, LLC
 Company's Address: 15000 Citrus Country Dr., Suite 205 Dade City, FL 33523
 License Number: CAC1516604
 Phone Number: 3525874007 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 for the CCCN E-W Street Patrol Road project	\$2,116,157.00
2	Supplemental Work Authorization (10% of Line 1)	\$211,616.00
3	Total Bid Price (Sum of Lines 1 & 2)	\$2,327,773.00

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

Dale S. Joiner May 3 2022
 Handwritten Signature of Authorized Officer of Company or Agent Date

Dale S. Joiner VP/GM
 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 Right of Way ^{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 S. JOINER

SIGNATURE OF AUTHORIZED REPRESENTATIVE: Dale S. Joiner

NAME AND TITLE OF AUTHORIZED REPRESENTATIVE: DALE S. JOINER, VP/GM

- o 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

LIST OF SUBCONTRACTORS

JEA Solicitation Number 1410644646 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/Fill	GH Land & Timber Investments	Mike Horton (904) 238-3113		\$509,695.00
Survey	Clarson Surveying	Tim Schram (904) 885-0183		\$79,802.00
Restoration	Larry's Sod	Larry Johns (352) 867-0296		\$130,968.00

Signed: Cole S. James

Company: Superior Row Services, LLC

Address: 5000 Citrus County Dr., Suite 205
 Dade City, FL 33523

Date: May 3, 2022

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-¹⁴¹⁰⁶⁴⁴⁶⁴⁶ . 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
---	---	----------------------------

Density
Testing

Legacy Engineering

\$14,213.00

Erosion Controls

DJT Erosion
Control Specialists

\$142,308.00

Signed:

Col. S. Jemien

Company:

Superior Right of Way Services, LLC

Address:

15000 C. Trub Country Dr., Suite 205
Dade City, FL 33523

Date:

May 3, 2022

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

BID BOND

STATE OF FLORIDA

COUNTY OF: DUVAL

KNOW ALL PERSONS BY THESE PRESENTS, That we, Superior ROW Services, LLC (hereinafter called "Principal"), and Argonaut Insurance Company as Surety (hereinafter called "Surety"), are held and firmly bound unto the JEA of the City of Jacksonville, Florida (hereinafter called the "JEA"), in the sum of \$ Five Percent of Amount Bid (5%), lawful money of the United States of America, for the payment which sum well and truly to be made, we bind ourselves, our heirs, executors, administrators, and successors, jointly and severally, firmly by these presents:

WHEREAS, the Principal contemplates submitting or has submitted a Bid to the JEA for:

CCCN E-W Patrol Road Construction Services

Solicitation Number 1410644646

WHEREAS, it was a condition precedent to the submission of said Bid that a certified check or Bid Bond in the amount of Five Percent of Amount Bid (5%) be submitted with said Bid as a guaranty that the Principal would, if awarded the contract, enter into a written contract with the JEA and furnish a Section 255.05 Florida Statutes Contract Bond in an amount equal to One Hundred Percent of Contract Amount (100%) for the performance of said contract, within ten consecutive calendar days after written notice being given of acceptance by the JEA.

NOW, THEREFORE, THE CONDITIONS OF THIS OBLIGATION ARE SUCH, that if the Bid of the Principal herein be accepted and said Principal, within ten consecutive calendar days after written notice being given of such acceptance, enters into a written contract with the JEA, and furnishes a Section 255.05, Florida Statutes Contract Bond in an amount equal to One Hundred Percent of Contract Amount (100%) satisfactory to the JEA, then this obligation shall be void; otherwise, the sum herein stated shall be due and payable to the JEA, and the Surety herein agrees to pay said sum immediately upon demand of said JEA, in good and lawful money of the United States of America; as liquidated damages for failure thereof of said Principal.

IN WITNESS WHEREOF, the said Principal and the said Surety have duly executed this bond the 26th day of April, 2022.

ATTEST:

Nikara Potts
Signature

Nikara Potts
Type/Print Name

Elizabeth Sessinger
Signature

Elizabeth Sessinger
Type/Print Name

**Signed, Sealed and Delivered
in the Presence of:**

Courtney Weiss
Signature

Courtney Weiss
Type/Print Name

Katie McConnell
Signature

Katie McConnell
Type/Print Name

Countersigned:

By Shelby E. Daniels
Shelby E. Daniels, Resident Agent
State of Florida

Name of Firm: Daniels Commercial Insurance, LLC

Address: 120 E. Main St., Suite D, 2nd Floor
Pensacola, FL 32502

Superior ROW Services, LLC
(Principal Company Name)

Dale S. Joiner
Signature

DALE S. JOINER
Type/Print Name

VP / GM
Title
AS PRINCIPAL

Argonaut Insurance Company
(Surety Company Name)

Richard H. Mitchell
Signature

Richard H. Mitchell
Type/Print Name

Richard H. Mitchell
Attorney-in-Fact
Title
AS SURETY

Name of Agent: McGriff Insurance Services, Inc.
Richard H. Mitchell

Address: 2211 7th Avenue South
Birmingham, AL 35233

Form Approved:

Assistant General Counsel

Argonaut Insurance Company
Deliveries Only: 225 W. Washington, 24th Floor
Chicago, IL 60606
United States Postal Service: P.O. Box 469011, San Antonio, TX 78246
POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS: That the Argonaut Insurance Company, a Corporation duly organized and existing under the laws of the State of Illinois and having its principal office in the County of Cook, Illinois does hereby nominate, constitute and appoint:

Mark W. Edwards II, Robert R. Freel, Alisa B. Ferris, Jeffrey M. Wilson, Robert M. Verdin, Richard H. Mitchell, Anna Childress

Their true and lawful agent(s) and attorney(s)-in-fact, each in their separate capacity if more than one is named above, to make, execute, seal and deliver for and on its behalf as surety, and as its act and deed any and all bonds, contracts, agreements of indemnity and other undertakings in suretyship provided, however, that the penal sum of any one such instrument executed hereunder shall not exceed the sum of:

\$97,550,000.00

This Power of Attorney is granted and is signed and sealed under and by the authority of the following Resolution adopted by the Board of Directors of Argonaut Insurance Company:

"RESOLVED, That the President, Senior Vice President, Vice President, Assistant Vice President, Secretary, Treasurer and each of them hereby is authorized to execute powers of attorney, and such authority can be executed by use of facsimile signature, which may be attested or acknowledged by any officer or attorney, of the Company, qualifying the attorney or attorneys named in the given power of attorney, to execute in behalf of, and acknowledge as the act and deed of the Argonaut Insurance Company, all bond undertakings and contracts of suretyship, and to affix the corporate seal thereto."

IN WITNESS WHEREOF, Argonaut Insurance Company has caused its official seal to be hereunto affixed and these presents to be signed by its duly authorized officer on the 19th day of November, 2021.



by:

Gary E. Grose, President

STATE OF TEXAS
COUNTY OF HARRIS SS:

On this 19th day of November, 2021 A.D., before me, a Notary Public of the State of Texas, in and for the County of Harris, duly commissioned and qualified, came THE ABOVE OFFICER OF THE COMPANY, to me personally known to be the individual and officer described in, and who executed the preceding instrument, and he acknowledged the execution of same, and being by me duly sworn, deposed and said that he is the officer of the said Company aforesaid, and that the seal affixed to the preceding instrument is the Corporate Seal of said Company, and the said Corporate Seal and his signature as officer were duly affixed and subscribed to the said instrument by the authority and direction of the said corporation, and that Resolution adopted by the Board of Directors of said Company, referred to in the preceding instrument is now in force.

IN TESTIMONY WHEREOF, I have hereunto set my hand, and affixed my Official Seal at the County of Harris, the day and year first above written.



(Notary Public)

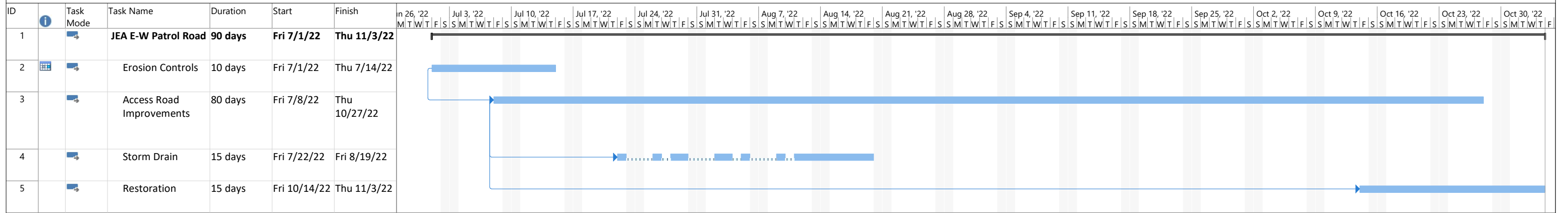
I, the undersigned Officer of the Argonaut Insurance Company, Illinois Corporation, do hereby certify that the original POWER OF ATTORNEY of which the foregoing is a full, true and correct copy is still in full force and effect and has not been revoked.

IN WITNESS WHEREOF, I have hereunto set my hand, and affixed the Seal of said Company, on the 26th day of April, 2022.



Austin W. King, Secretary

JEA E-W Patrol Road Schedule



Project: JEA E-W Patrol Road Sc
Date: Mon 5/2/22

Task	Summary	Inactive Milestone	Inactive Task	Duration-only	Start-only	External Milestone	Manual Progress
Split	Project Summary	Inactive Summary	Inactive Task	Manual Summary Rollup	Finish-only	Deadline	Manual Progress
Milestone	Inactive Task	Manual Task	Manual Summary	External Tasks	Progress	Manual Progress	

1410644646 - CCCN Patrol Road

Description	August	September	October
SOV	\$ 734,995.42	\$ 849,991.67	\$ 531,169.92
5% SWA	5%	5%	5%
5% SWA	\$ 36,749.77	\$ 42,499.58	\$ 26,558.50
Total w/ SWA	\$ 771,745.19	\$ 892,491.25	\$ 557,728.42
FY 22		\$ 1,664,236.44	
Total Award Amount			\$ 2,221,964.86



Formal Bid and Award System

Award #4 June 16, 2022

Type of Award Request: PIGGYBACK
Requestor Name: Williams, Clint J. - Manager Technical Services
Requestor Phone: 904-665-6028
Project Title: Cisco Unified Computing System (UCS) Memory Upgrade - Hardware Only
Cost Center: 8007354
Project Location: Cologix/SOCC
Funds: Capital
Budget Estimate: \$800,000.00

Scope of Work:

The scope of work is for the NASPO authorized Cisco reseller CDW to provide hardware for JEA to perform a Unified Computing System (UCS) Memory upgrade for the VMware virtual server environment that supports the bulk of all virtual server and virtual desktop infrastructure for the enterprise. Note, additional support is included with this purchase because the upgraded parts will take the place of the existing server memory configuration. Since these are OEM components, they carry the warranty of the server itself.

JEA IFB/RFP/State/City/GSA#: Florida Cisco NASPO ValuePoint AR3227 (AR3227 43220000-NASPO-19)

Purchasing Agent: Woyak, Nathan

Is this a ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
CDW GOVERNMENT	John Vrablik	johnvra@cdwg.com	75 Remittance Drive Suite 1515 Chicago, IL 60675-1515	(877) 466-6333	\$797,669.53

Amount for entire term of Contract/PO: \$797,669.53

Award Amount for remainder of this FY: \$797,669.53

Length of Contract/PO Term: One Time Purchase

Begin Date (mm/dd/yyyy): 06/17/2022

End Date (mm/dd/yyyy): One Time Purchase (delivery and install estimated prior to 09/30/2022)

JSEB Requirement: N/A – GSA Contract

Background/Recommendations:

The Florida Cisco NASPO ValuePoint AR3227 (AR322743220000-NASPO-19) contract includes CDW as an authorized Cisco provider since 2020. JEA requested NASPO based quotes from the authorized resellers, and only two (2) responded (CDW and Presidio) with CDW being the lowest. No additional reseller quotes were submitted. JEA's current pricing offer by CDW has been deemed fair and reasonable and is 50% lower than the NASPO published price shown and attached as backup. Note, Cisco UCS Chassis is a JEA standard for server, storage, and system tools – blade servers.

This request is for a one-time purchase of Cisco Unified Computing System (UCS), memory upgrade - hardware for \$797,669.53. JEA will then perform a UCS Memory upgrade for the VMware virtual server environment that supports the bulk of all virtual server and virtual desktop infrastructure for the enterprise.

Request approval to award a one-time purchase contract to CDW Government for Cisco Unified Computing System (UCS) Memory Upgrade - Hardware Only in the amount of \$797,669.53, subject to the availability of lawfully appropriated funds.

Director: Traylor, Kymberly A. - Dir Network & Telecommunication Services

VP: Datz, Stephen H. - VP IT Infrastructure and Operations

Chief: Krol, Bradley D. (Brad) - Chief Information Officer

APPROVALS:

 6/16/22

Chairman, Awards Committee **Date**

 6/16/22

Budget Representative **Date**

QUOTE CONFIRMATION



DEAR CLINT WILLIAMS,

Thank you for considering CDW•G LLC for your computing needs. The details of your quote are below. [Click here](#) to convert your quote to an order.

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
MTMH079	5/20/2022	UCS 64GB STICKS	7219250	\$797,669.53

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
Cisco UCS - DDR4 - 64 GB - LRDIMM 288-pin - LRDIMM	271	4868257	\$2,943.43	\$797,669.53
Mfg. Part#: UCS-ML-X64G4RS-H= UNSPSC: 32101602 Contract: Florida Cisco NASPO ValuePoint AR3227 (AR3227 43220000-NASPO-19-)				

PURCHASER BILLING INFO		SUBTOTAL	\$797,669.53
Billing Address: JEA ACCOUNTS PAYABLE PO BOX 4910 JACKSONVILLE, FL 32201-4910 Phone: (904) 665-8402 Payment Terms: VISA		SHIPPING	\$0.00
		SALES TAX	\$0.00
		GRAND TOTAL	\$797,669.53
		DELIVER TO	
Shipping Address: JEA 21 W CHURCH ST TOWER 2 JACKSONVILLE, FL 32202-3155 Phone: (904) 665-6000 Shipping Method: DROP SHIP-COMMON CARRIER			

Need Assistance? CDW•G LLC SALES CONTACT INFORMATION

	John Vrablik		(877) 466-6333		johnvra@cdwg.com
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LEASE OPTIONS			
FMV TOTAL	FMV LEASE OPTION	BO TOTAL	BO LEASE OPTION
\$797,669.53	\$21,170.15/Month	\$797,669.53	\$24,512.38/Month

Monthly payment based on 36 month lease. Other terms and options are available. Contact your Account Manager for details. Payment quoted is subject to change.

Why finance?

- Lower Upfront Costs. Get the products you need without impacting cash flow. Preserve your working capital and existing credit line.
- Flexible Payment Terms. 100% financing with no money down, payment deferrals and payment schedules that match your company's business cycles.
- Predictable, Low Monthly Payments. Pay over time. Lease payments are fixed and can be tailored to your budget levels or revenue streams.

- Technology Refresh. Keep current technology with minimal financial impact or risk. Add-on or upgrade during the lease term and choose to return or purchase the equipment at end of lease.
- Bundle Costs. You can combine hardware, software, and services into a single transaction and pay for your software licenses over time! We know your challenges and understand the need for flexibility.

General Terms and Conditions:

This quote is not legally binding and is for discussion purposes only. The rates are estimate only and are based on a collection of industry data from numerous sources. All rates and financial quotes are subject to final review, approval, and documentation by our leasing partners. Payments above exclude all applicable taxes. Financing is subject to credit approval and review of final equipment and services configuration. Fair Market Value leases are structured with the assumption that the equipment has a residual value at the end of the lease term.

This quote is subject to CDW's Terms and Conditions of Sales and Service Projects at <http://www.cdwg.com/content/terms-conditions/product-sales.aspx>
For more information, contact a CDW account manager

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04c CDW Cicso UCS NASPO contract backup

https://www.dms.myflorida.com/business_operations/state_purchasing/state_contracts_and_agreements/alternate_contract_source/data_communications_products_and_services/pricing

Contract Product Category	UNSPSC	SKU	Description	Contract Unit List Price (MST)	Contract Minimum Disco	Contract Unit Net Pr	CategoryBaseDiscount
761 Category 1.2 Networking	43222627	UCS-S3260-HDW18TR	18TB NL-SAS 7200 RPM 12Gb HDD w/Carrier- Rear Load	\$5,702.05	35%	\$3,706.33	COMPUTE
762 Category 1.2 Networking	43222627	UCS-S3260-HDW18TR+	18TB NL-SAS 7200 RPM 12Gb HDD w/Carrier- Rear Load	\$5,702.05	35%	\$3,706.33	COMPUTE
763 Category 1.2 Networking	43222627	UCS-S-42HD12K9	UCS S3260 3row of drives 42 x 12TB SED Total: 504TB	\$133,664.82	35%	\$86,882.13	COMPUTE
764 Category 1.2 Networking	43222627	UCS-S-56HD12K9	UCS S3260 4row of drives 56 x 12TB SED Total: 672TB	\$170,860.64	35%	\$111,059.42	COMPUTE
765 Category 1.2 Networking	43222627	UCS-S-E48TK9	UCS S3260 Rear Expander with 4x 12TB SED NL-SAS Drives	\$16,539.20	35%	\$10,763.48	COMPUTE
766 Category 1.2 Networking	43222627	UCS-S-HD12TK9	UCS S3260 12TB (4K) 7.2K RPM SED Drives Top Load	\$3,962.66	35%	\$2,575.73	COMPUTE
767 Category 1.2 Networking	43222627	UCS-S-HD12TK9-	UCS S3260 12TB (4K) 7.2K RPM SED Drives Top Load	\$3,962.66	35%	\$2,575.73	COMPUTE
768 Category 1.2 Networking	43222627	UCS-S-HD12TRK9	UCS S3260 12TB (4K) 7.2K RPM SED Drives Rear Load	\$3,962.66	35%	\$2,575.73	COMPUTE
769 Category 1.2 Networking	43222627	UCS-S-HD12TRK9-	UCS S3260 12TB (4K) 7.2K RPM SED Drives Rear Load	\$3,962.66	35%	\$2,575.73	COMPUTE
770 Category 1.2 Networking	43202100	UCS-ML-128G4RT-H	128GB DDR4-2933-MHz LRDIMM/4Rw/1.2v	\$12,076.28	35%	\$7,849.58	COMPUTE
771 Category 1.2 Networking	43202100	UCS-ML-128G4RT-H+	128GB DDR4-2933-MHz LRDIMM/4Rw/1.2v	\$12,076.28	35%	\$7,849.58	COMPUTE
772 Category 1.2 Networking	43202100	UCS-ML-128G4RW	128GB LRDIMM QRw4 3200 (16Gb)	\$12,076.28	35%	\$7,849.58	COMPUTE
773 Category 1.2 Networking	43222600	UCS-ML-128G4RW+	128GB LRDIMM QRw4 3200 (16Gb)	\$12,076.28	35%	\$7,849.58	COMPUTE
774 Category 1.2 Networking	43202100	UCS-ML-256G8RT-H	256GB DDR4-2933-MHz LRDIMM/8Rw/1.2v	\$27,098.82	35%	\$17,614.23	COMPUTE
775 Category 1.2 Networking	43202100	UCS-ML-256G8RT-H+	256GB DDR4-2933-MHz LRDIMM/8Rw/1.2v	\$27,098.82	35%	\$17,614.23	COMPUTE
776 Category 1.2 Networking	43202100	UCS-ML-X32G2RS-H	32GB DDR4-2666-MHz LRDIMM/PC4-21300/dual rank/4/1.2v	\$3,778.85	35%	\$2,456.25	COMPUTE
777 Category 1.2 Networking	43202100	UCS-ML-X32G2RS-H+	32GB DDR4-2666-MHz LRDIMM/PC4-21300/dual rank/4/1.2v	\$3,778.85	35%	\$2,456.25	COMPUTE
778 Category 1.2 Networking	43202100	UCS-ML-X32G2RSHM	32GB DDR4-2666-MHz LRDIMM/dual rank/4/1.2v. Micron only	\$4,024.72	35%	\$2,616.07	COMPUTE
779 Category 1.2 Networking	43202100	UCS-ML-X32G2RSHM+	32GB DDR4-2666-MHz LRDIMM/dual rank/4/1.2v	\$4,024.72	35%	\$2,616.07	COMPUTE
780 Category 1.2 Networking	43202100	UCS-ML-X64G4RS-H	64GB DDR4-2666-MHz LRDIMM/PC4-21300/quad rank/4/1.2v	\$7,336.10	35%	\$4,768.47	COMPUTE
781 Category 1.2 Networking	43202100	UCS-ML-X64G4RS-H+	64GB DDR4-2666-MHz LRDIMM/PC4-21300/quad rank/4/1.2v	\$9,161.00	35%	\$5,954.65	COMPUTE
782 Category 1.2 Networking	43202100	UCS-ML-X64G4RSHM	64GB DDR4-2666-MHz LRDIMM/quad rank/4/1.2v. Micron only	\$7,336.10	35%	\$4,768.47	COMPUTE

1410552447 - Insulation & Lagging Budget

Cost Center	Budget line	Expense Type	FY22 - 6/30/2022 - 9/30/2022	FY23	FY24	FY25	FY26	FY 27 - 10/1/2027 - 06/29/2028	Total Award Amount
30300	BL01	2006	\$ 100,000.00	\$ 118,098.13	\$ 123,098.13	\$ 123,098.13	\$ 123,098.13	\$ 82,717.47	\$ 670,109.99
30300	BL01	2033	\$ -	\$ 487,392.67	\$ 492,392.67	\$ 492,392.67	\$ 492,392.67	\$ 330,869.87	\$ 2,295,440.55
30402	BL01	2006	\$ 50,000.00	\$ 9,087.64	\$ 14,087.64	\$ 14,087.64	\$ 14,087.64	\$ 9,466.38	\$ 110,816.94
30402	BL01	2033	\$ -	\$ 51,350.06	\$ 56,350.56	\$ 56,350.56	\$ 56,350.56	\$ 37,865.53	\$ 258,267.27
30403	BL01	2006	\$ 30,000.00	\$ 2,635.56	\$ 7,635.56	\$ 7,635.56	\$ 7,635.56	\$ 5,130.82	\$ 60,673.06
30403	BL01	2033	\$ -	\$ 25,542.23	\$ 30,542.23	\$ 30,542.23	\$ 30,542.23	\$ 20,523.27	\$ 137,692.19
30402	Capital	8007835	\$ -	\$ 15,000.00	\$ -	\$ -	\$ -	\$ -	\$ 15,000.00
30402	Capital	8007836	\$ -	\$ 15,000.00	\$ -	\$ -	\$ -	\$ -	\$ 15,000.00
Totals			\$ 180,000.00	\$ 724,106.29	\$ 724,106.79	\$ 724,106.79	\$ 724,106.79	\$ 486,573.34	\$ 3,563,000.00



Formal Bid and Award System

Award #5 June 16, 2022

Type of Award Request: CONTRACT RENEWAL
Requestor Name: Keeler, Jessica
Requestor Phone: (904) 665-6403
Project Title: Electrical Conduit for JEA Inventory Stock
Project Number: Various
Project Location: JEA
Funds: Inventory Blanket Account
Budget Estimate: \$1,794,721.31
Scope of Work:

This agreement provides electrical conduit materials consisting of 47 items for JEA Inventory Stock and Storm Stores. These items are used for providing underground utilities throughout the JEA system. Our current inventory balance for the items found in this contract is \$451,872.71 and the annual spend was \$1,113,474.50.

JEA IFB/RFP/State/City/GSA#: 1410334649-21
Purchasing Agent: Eddie Bayouth
Is this a ratification?: No

RECOMMENDED AWARDEE(S):

Name	Vendor Contact	Email	Address	Phone	Amount
ANIXTER INC.	Renee Lackey	Renee.lackey@anixter.com	3881 Old Winter Garden Road, Orlando, FL 32805	(352) 408-3898	\$1,794,721.31

Amount of Original Award: \$1,070,241.50
Date of Original Award: 07/15/2021
Contract Increase Amount: \$1,794,721.31
New Not-To-Exceed Amount: \$2,864,962.81
Length of Contract/PO Term: One (1) Year w/Two (2) – One (1) Yr. Renewals
Begin Date (mm/dd/yyyy): 09/01/2021
End Date (mm/dd/yyyy): 08/31/2023
Renewal Options: Yes - One (1) – One (1) Year Renewal
JSEB Requirement: N/A – Optional

Background/Recommendations:

Originally competitively bid and awarded on July 15, 2021 to Anixter Inc. in the amount of \$1,070,241.50, and Electric Supply, Inc. in the amount of \$15,205.07 for the performance of a one (1) year term, with two (2) – one (1) Yr. renewal options. The original award has been attached as back-up.

It should be noted that JEA and Electric Supply Inc., through post award negotiations, elected to not pursue a contract primarily related to the difficulty of a supplier to perform with such small volume as awarded. In

response, and in accordance with JEA's Operating Procedures, elected to award the remaining work to the next lowest respondent which was Anixter Inc. Given the relatively small costs, the originally awarded and contract amount did not change.

This request is to execute the first One (1) Yr. Renewal with Anixter Inc. and increase the amount of the contract by \$1,794,721.31. This is also a note for transparency that we did not move forward with the award approved for Electric Supply Inc.

The proposed award amount for Anixter Inc. is based upon future forecasts, the current price of materials, and orders placed to date. The amount does not account for price adjustment and reconciliation efforts to align PVC resin indices values and finished goods pricing in accordance with contract and solicitation adjustment language, for currently placed orders and orders that will occur in the future. It should be noted that JEA has seen increase in cost since the inception of the contract and is factored into the amount requested as part of this renewal. These increases are based primarily on two factors, the first and primary factor has been an increase in PVC pricing directly linked to PVC resin costs, which are the primary cost driver of PVC pipe; JEA has experienced a 52.5% increase since the contract was implemented. The second factor in the annual projected spend has been attributed to an increase in demand based on new underground utility development within the JEA service territory.

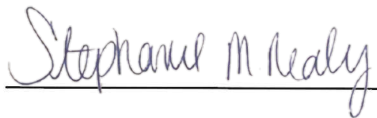
Request approval to award a contract renewal to Anixter Inc. for the supply of Electrical Conduit for JEA Inventory Stock in the amount of \$1,794,721.31, for a not-to-exceed amount of \$2,864,962.81, subject to the availability of lawfully appropriated funds.

Manager: Keeler, Jessica – Manager, Procurement Inventory Control
Director: McCollum, Jenny – Director, Procurement Services
VP: McElroy, Alan. – VP Supply Chain & Operations Support

APPROVALS:

 6/16/22

Chairman, Awards Committee **Date**

 6/16/22

Budget Representative **Date**

Warehouse	Item	UOM	Min	Max	OHQ 04/27	PO	Demand	1 Yr Total	4 Month Total	Unit Price	Extended Price 4 mo	Extended Price 16 months
CSC Stores	CODAD009	EA	5	10	36	0	0	0	0	\$ 0.67	\$ -	\$ -
CSC Stores	CODAF010	EA	10	20	15	0	8	80	30	\$ 3.88	\$ 116.52	\$ 427.26
CSC Stores	CODBE001	EA	6	20	30	0	0	0	0	\$ 14.19	\$ -	\$ -
CSC Stores	CODBE003	EA	15	25	58	0	12	70	20	\$ 19.78	\$ 395.62	\$ 1,780.27
CSC Stores	CODBE004	EA	10	30	76	0	50	50	20	\$ 33.34	\$ 666.83	\$ 2,333.92
CSC Stores	CODCO004	EA	20	40	82	165	191	280	100	\$ 5.81	\$ 581.35	\$ 2,209.11
CSC Stores	CODCO006	EA	60	120	108	65	55	140	50	\$ 21.68	\$ 1,083.75	\$ 4,118.26
CSC Stores	CODCO032	EA	20	40	33	0	0	90	30	\$ 21.67	\$ 650.23	\$ 2,600.93
CSC Stores	CODCO033	EA	20	40	8	105	78	100	30	\$ 22.98	\$ 689.30	\$ 2,986.96
CSC Stores	CODCO034	EA	50	100	0	96	11	100	50	\$ 37.66	\$ 1,883.05	\$ 5,649.15
CSC Stores	CODCO040	EA	2	10	12	0	2	10	0	\$ 9.99	\$ -	\$ 99.89
CSC Stores	CODCO041	EA	2	10	6	0	0	10	0	\$ 12.37	\$ -	\$ 123.67
CSC Stores	CODCO042	EA	2	10	2	0	0	10	0	\$ 17.60	\$ -	\$ 176.00
CSC Stores	CODCO043	EA	2	10	7	0	0	10	0	\$ 29.97	\$ -	\$ 299.67
CSC Stores	CODEF002	EA	15	40	104	0	18	175	75	\$ 12.74	\$ 955.15	\$ 3,183.83
CSC Stores	CODEP001	EA	30	60	126	0	55	160	50	\$ 12.38	\$ 618.89	\$ 2,599.33
CSC Stores	CODEP002	EA	60	90	189	280	390	400	135	\$ 31.60	\$ 4,266.61	\$ 16,908.40
CSC Stores	CODEP003	EA	10	30	21	30	15	70	25	\$ 22.65	\$ 566.20	\$ 2,151.55
CSC Stores	CODEP004	EA	30	80	484	20	76	380	125	\$ 28.17	\$ 3,520.94	\$ 14,224.60
CSC Stores	CODEP005	EA	60	150	69	120	75	225	75	\$ 35.69	\$ 2,677.04	\$ 10,708.15
CSC Stores	CODEP006	EA	100	250	238	200	176	715	240	\$ 35.70	\$ 8,567.10	\$ 34,089.93
CSC Stores	CODEP008	EA	1	2	3	0	0	15	5	\$ 272.16	\$ 1,360.78	\$ 5,443.12
CSC Stores	CODEP009	EA	15	30	70	0	27	90	30	\$ 93.59	\$ 2,807.58	\$ 11,230.32
CSC Stores	CODEP010	EA	15	30	0	30	4	45	30	\$ 69.28	\$ 2,078.45	\$ 5,196.12
CSC Stores	CODEP011	EA	10	30	0	40	17	40	20	\$ 64.71	\$ 1,294.21	\$ 3,882.62
CSC Stores	CODEP013	EA	0	0	0	0	0	0	0	\$ 570.80	\$ -	\$ -
CSC Stores	CODEP024	EA	35	77	393	53	401	200	70	\$ 8.74	\$ 611.78	\$ 2,359.73
CSC Stores	CODEP030	EA	2	2	2	0	0	2	0	\$ 137.94	\$ -	\$ 275.89
CSC Stores	CODEP031	EA	2	2	2	0	0	2	0	\$ 214.05	\$ -	\$ 428.10
CSC Stores	CODEP032	EA	1	2	2	0	0	2	0	\$ 142.70	\$ -	\$ 285.40
CSC Stores	CODKT001	EA	140	300	388	0	151	576	192	\$ 46.04	\$ 8,839.71	\$ 35,358.85
CSC Stores	CODPC003	FT	10,000	35,000	31,086	28,500	61370	123120	41040	\$ 8.51	\$ 349,277.38	\$ 1,397,109.54
CSC Stores	CODPC005	FT	1,000	3,000	38,420	0	35060	18200	6240	\$ 15.72	\$ 98,106.41	\$ 384,250.11
CSC Stores	CODPC012	FT	15	30	20	70	60	60	20	\$ 0.16	\$ 3.14	\$ 12.55
CSC Stores	CODPC013	FT	5	10	50	0	0	40	0	\$ 0.27	\$ -	\$ 10.65
CSC Stores	CODPC014	FT	10	20	10	0	0	20	10	\$ 0.07	\$ 0.67	\$ 2.00
CSC Stores	CODPC015	FT	10	30	300	0	0	0	0	\$ 0.11	\$ -	\$ -
CSC Stores	CODPC016	FT	800	1,800	2,610	0	802	7200	3600	\$ 1.58	\$ 5,698.84	\$ 17,096.51
CSC Stores	CODPC017	FT	150	400	605	400	785	2000	700	\$ 1.41	\$ 987.17	\$ 3,807.67
CSC Stores	CODPC019	FT	3,000	6,000	4,551	0	294	19600	5600	\$ 3.06	\$ 17,150.94	\$ 77,179.23
CSC Stores	CODPC020	FT	1,000	3,000	3,370	0	125	3520	0	\$ 6.17	\$ -	\$ 21,725.67
CSC Stores	CODPL001	EA	40	80	295	0	10	100	0	\$ 1.31	\$ -	\$ 131.07
CSC Stores	CODPL004	EA	20	60	93	0	45	100	50	\$ 3.69	\$ 184.40	\$ 553.19
CSC Stores	CODPL005	EA	40	100	149	0	36	100	100	\$ 1.33	\$ 133.19	\$ 266.37
CSC Stores	CODRC043	EA	14	26	90	0	0	0	0	\$ 7.02	\$ -	\$ -
CSC Stores	CODSC002	EA	25	53	30	0	0	50	0	\$ 0.33	\$ -	\$ 16.69
CSC Stores	CODWH002	EA	10	25	24	0	8	100	30	\$ 4.97	\$ 149.22	\$ 646.60

4mo total	\$ 515,922.44			
Estimated spend for next 16 months				\$ 2,073,938.89
Remaining in BPA				\$ 279,217.58
Amount Needed by Anixter	\$ 1,794,721.31	Original Anixter Amount	\$ 1,070,241.50	New Anixter Amount \$ 2,864,962.81
Contract Increase Amount	\$ 1,794,721.31			

JEA Item Id	Item Description	UOM Code	Estimated 1 Year Usage	Quoted MPNs	ANIXTER Unit Price	ADJUSTED PRICING VALID THROUGH 3/30/21	Corrected Pricing Q2	Q3 Pricing (2.5% Increase)	Average price increase
CODAD009	ADAPTER, CONDUIT, PVC, SCH-40 W/LOCKNUT, MALE, 2"	EA	1	CARLON (SEE SPEC)E943J	0.4375	\$0.90	\$ 0.65	\$ 0.67	52.2%
CODAF010	ACCESS FITTING, 1", TYPE LB SCHEDULE 40, PVC	EA	117	CAN TEX (SEE SPEC)5133665	2.5518	\$5.26	\$ 3.79	\$ 3.88	52.2%
CODBE001	BELL-END, 2", PVC, TYPE EB,	EA	5	CAN TEX (SEE SPEC)5124010	9.3200	\$19.22	\$ 13.84	\$ 14.19	52.2%
CODBE003	BELL-END, 4", PVC, TYPE EB,	EA	50	CAN TEX SEE SPEC)5124014	12.9955	\$26.79	\$ 19.30	\$ 19.78	52.2%
CODBE004	BELL END, 6 IN. TYPE EB	EA	33	CAN TEX (SEE SPEC)5124017	21.9047	\$45.16	\$ 32.53	\$ 33.34	52.2%
CODCO004	COUPLING, CONDUIT, PVC, 3", SCH-40	EA	367	CARLON (SEE SPEC)E941L	3.8193	\$7.87	\$ 5.67	\$ 5.81	52.2%
CODCO006	COUPLING, CONDUIT, PVC, 6", TYPE SCH-40	EA	95	CAN TEX (SEE SPEC)6202016	14.2400	\$29.36	\$ 21.15	\$ 21.68	52.2%
CODCO032	COUPLING, CONDUIT, SCH-40 PVC, REPAIR, 3" SLIP TYPE	EA	107	CAN TEX (SEE SPEC)6203005	14.2396	\$29.36	\$ 21.15	\$ 21.67	52.2%
CODCO033	COUPLING, CONDUIT, SCH-40 PVC, REPAIR, 4" SLIP TYPE	EA	113	CAN TEX (SEE SPEC)6203007	15.0951	\$31.12	\$ 22.42	\$ 22.98	52.2%
CODCO034	COUPLING, CONDUIT, SCH-40 PVC, REPAIR, 6" SLIP TYPE	EA	33	CAN TEX (SEE SPEC)6203010	24.7424	\$51.02	\$ 36.74	\$ 37.66	52.2%
CODEP001	ELBOW, PVC, CONDUIT, 2", 45-DEGREE 36" SWEEP-RADIUS, SCH-40, WITH INTEGRAL BELL END	EA	200	PRIME CONDUIT (SEE SPEC) UC7FJB	8.1319	\$16.77	\$ 12.08	\$ 12.38	52.2%
CODEP002	ELBOW, PVC, CONDUIT, 2", 90-DEGREE 48" SWEEP-RADIUS, SCH-40, WITH INTEGRAL BELL END	EA	500	PRIME CONDUIT (SEE SPEC) UC9HJB	20.7634	\$42.81	\$ 30.83	\$ 31.60	52.2%
CODEP003	ELBOW, PVC, CONDUIT, 3", 45-DEGREE 36" SWEEP-RADIUS, SCH-40, WITH INTEGRAL BELL END	EA	57	PRIME CONDUIT (SEE SPEC) UC7FLB	14.8791	\$30.68	\$ 22.10	\$ 22.65	52.2%
CODEP004	ELBOW, PVC, CONDUIT, 3", 90-DEGREE 36" SWEEP-RADIUS, SCH-40, WITH INTEGRAL BELL END	EA	367	PRIME CONDUIT (SEE SPEC) UC9FLB	18.5054	\$38.16	\$ 27.48	\$ 28.17	52.2%
CODEP005	ELBOW, PVC, CONDUIT, 4", 45-DEGREE 36" SWEEP-RADIUS, SCH-40, WITH INTEGRAL BELLED END.	EA	233	PRIME CONDUIT (SEE SPEC) UC7FNB	23.4500	\$48.35	\$ 34.82	\$ 35.69	52.2%
CODEP006	ELBOW, PVC, CONDUIT, 4", 90-DEGREE 36" SWEEP-RADIUS, SCH-40, WITH INTEGRAL BELL END	EA	833	PRIME CONDUIT(SEE SPEC) UC9FNB	23.4516	\$48.35	\$ 34.83	\$ 35.70	52.2%
CODEP008	ELBOW, PVC, CONDUIT, 6", 45-DEGREE 150" SWEEP-RADIUS, TYPE DB-60, WITH INTEGRAL BELLED END	EA	2	PRIME CONDUIT PF7SR	178.8000	\$368.66	\$ 265.52	\$ 272.16	52.2%
CODEP009	ELBOW, PVC, CONDUIT, 6", 90-DEGREE 48" SWEEP-RADIUS, SCH-40, WITH INTEGRAL BELLED END	EA	83	PRIME CONDUIT(SEE SPEC) UC9HRB	61.4838	\$126.77	\$ 91.30	\$ 93.59	52.2%
CODEP010	ELBOW, PVC, CONDUIT, 6", 45-DEGREE, 48" SWEEP-RADIUS, SCH-40, WITH INTEGRAL BELLED END	EA	23	PRIME CONDUIT(SEE SPEC) UC7HRB	45.5164	\$93.85	\$ 67.59	\$ 69.28	52.2%
CODEP011	ELBOW, PVC, CONDUIT, 6", 22.5-DEGREE 48" SWEEP-RADIUS, SCH-40, WITH INTEGRAL BELLED END	EA	23	CAN TEX(SEE SPEC) 5233862	42.5131	\$87.66	\$ 63.13	\$ 64.71	52.2%
CODEP013	ELBOW, PVC, CONDUIT, 6", 90-DEGREE 150" SWEEP-RADIUS, SCH-40, WITH INTEGRAL BELLED END	EA	1	PRIME CONDUIT UA9SRB	375.0000	\$773.20	\$ 556.88	\$ 570.80	52.2%
CODEP024	ELBOW, 1" PVC 90-DEGREE, 18" RADIUS SCH-40	EA	230	CAN TEX (SEE SPEC) 5233844	5.7418	\$11.84	\$ 8.53	\$ 8.74	52.2%
CODPC003	CONDUIT, PVC, 4", SCH-40, W/COUPLING ATTACHED OR ONE BELLED END, 20' SECTIONS END WITHOUT COUPLING MUST BE CHAMFERED 40-DEGREES SHIPPED ON OPEN FLAT BED TRUCK	FT	123,500	PRIME CONDUIT(SEE SPEC) 59615-020	5.5913	\$11.53	\$ 8.30	\$ 8.51	52.2%
CODPC005	CONDUIT, PVC, 6", SCH-40, W/COUPLING ATTACHED OR ONE BELLED END, 20' SECTIONS END WITHOUT COUPLING MUST BE CHAMFERED 40-DEGREES SHIPPED ON OPEN FLAT BED TRUCK	FT	20,000	PRIME CONDUIT PER SPEC. 59617-020	10.3291	\$21.30	\$ 15.34	\$ 15.72	52.2%
CODPC016	CONDUIT, PVC, 1" SCHEDULE-40, 10' LONG PACKAGED 10-UNITS PER BUNDLE	FT	10,800	PRIME CONDUIT PER SPEC. 49008-010	1.0400	\$2.14	\$ 1.54	\$ 1.58	52.2%
CODPC019	CONDUIT, PVC, 2", SCH-40, W/COUPLING ATTACHED OR ONE BELLED END, 20' SECTIONS END WITHOUT COUPLING MUST BE CHAMFERED 40-DEGREES SHIPPED ON OPEN FLAT BED TRUCK	FT	25,200	CAN TEX PER SPEC. A52CA42G	2.0121	\$4.15	\$ 2.99	\$ 3.06	52.2%
CODPC020	CONDUIT, PVC, 3", SCH-40, W/COUPLING ATTACHED OR ONE BELLED END, 20' SECTIONS END WITHOUT COUPLING MUST BE CHAMFERED 40-DEGREES SHIPPED ON OPEN FLAT BED TRUCK	FT	4,107	PRIME CONDUIT PER SPEC. 59613-020	4.0549	\$8.36	\$ 6.02	\$ 6.17	52.2%
CODPL001	PLUG, CONDUIT, PVC, 2" ID, TYPE EB	EA	167	CAN TEX (SEE SPEC)5315258	0.8611	\$1.78	\$ 1.28	\$ 1.31	52.2%
CODPL004	PLUG, CONDUIT, PVC, 6" ID, TYPE EB	EA	100	CAN TEX (SEE SPEC)5315264	2.4229	\$5.00	\$ 3.60	\$ 3.69	52.2%
CODPL005	PLUG, PVC CONDUIT, 1" I.D., CAP-TYPE	EA	38	CAN TEX (SEE SPEC)5140033	0.8750	\$1.80	\$ 1.30	\$ 1.33	52.2%
CODWH002	WEATHERHEAD, PVC, 1" PACKAGED 15-UNITS PER CARTON	EA	140	CAN TEX (SEE SPEC)5133741	3.2677	\$6.74	\$ 4.85	\$ 4.97	52.2%



Formal Bid and Award System

Award #6 June 16, 2022

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 352
Requestor Name: Hightower, Justin
Requestor Phone: (904) 665-8357
Project Title: JEA Fleet Straight Trucks Water Wastewater and Electric Underground
FY 22 Project Numbers: 8007294 (Fleet - Replacement – E), 8007344 (Fleet - Replacement – W), 8007352 (Fleet - Expansion – W)
FY 23 Project Numbers: TBD
FY 24 Project Numbers: TBD
Project Location: JEA
Funds: Capital
Budget Estimate: \$3,640,000.00

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") was to solicit pricing for the purchase of twelve (12) Straight Trucks for JEA’s FY23 and FY24 requirements. This purchase is for planned and budgeted replacements of three (3) units in JEA’s Fleet Water/Wastewater, and four (4) units in JEA’s Fleet Electric Underground, as well as expansion of five (5) units in Fleet Water/Wastewater, associated with the Fleet Capital Procurement Plan.

JEA IFB/RFP/State/City/GSA#: ITN 1410569646-22
Purchasing Agent: Eddie Bayouth
Is this a Ratification?: No

RECOMMENDED AWARDEE:

Name	Vendor Contact	Email	Address	Phone	Award Amount
CUMBERLAND INTERNATIONAL TRUCKS OF FLORIDA, LLC	Michael O'Brien	mobrien@cltte.com	2110 S Division Avenue, Orlando, FL 32805	904-219-9766	\$4,235,024.00

Amount for entire term of Contract/PO: \$4,235,024.00
Award Amount for remainder of this FY: \$0.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 06/01/2022
End Date (mm/dd/yyyy): Project Completion (Est. November 2023)
JSEB Requirement: N/A - Optional

BIDDERS:

Name	Original Amount	Original Number of Vehicle Groupings Expected to be Awarded	BAFO Amount	BAFO Evaluated Scores (Water / Electric Underground)	BAFO Number of Vehicle Groupings to be Awarded
CUMBERLAND INTERNATIONAL TRUCKS OF FLORIDA, LLC	\$4,259,316.20	2	\$4,235,024.00	94.54 / 95.38	2
ORLANDO FREIGHTLINER	\$4,056,168.00	0	\$4,093,752.00*	91.87 / 91.87	0
KENWORTH OF JACKSONVILLE, INC.	\$4,858,540.00	0	\$4,858,540.00	80.50 / 86.65	0
*Orlando Freightliner BAFO was \$37,854 higher than their initial bid due to manufacturer price increase announced after initial bid due date, but before BAFO due date.					

Background/Recommendation:

Advertised on 02/02/2022. Four (4) vendors attended the mandatory pre-response meeting held on 02/10/2022. At bid opening, held on 04/05/2022, JEA received three (3) Responses. Best and Final Offers (BAFOs) were received on 05/04/2022.

The solicitation was processed as an ITN given the complexity of the work found within the solicitation, in particular our complex technical requirements, along with these being the first time procuring this type of truck. The basis of award was to award the contract to the highest ranked Respondent for each vehicle groupings included in this solicitation, JEA CLASS 131+: CLASS-7 22' WATER/WASTEWATER STRAIGHT TRUCK and JEA CLASS 131+: CLASS-7 ELECTRIC UNDERGROUND STRAIGHT TRUCK.

JEA evaluated the three (3) companies, based on pricing, ease of doing business, delivery date, warranty/repair support, historical quality of work, form fit and functionality to JEA's requirements, and safety features. It should be noted that although Orlando Freightliner had the lowest total cost, Cumberland International Trucks of Florida, LLC was the respondent with the highest overall score for both categories given their overall approach and quality of proposed design.

The decision to move to a Straight Trucks design, which are new designs to JEA, was predicated on the need to replace our aging MT-55 Freightliner Step Vans which have proven to be both unreliable nor robust enough to handle the JEA use case they were built for. These proposed replacement trucks are uniform and consistent with the majority of our Heavy-Duty Fleet Units (Bucket Trucks, Flatbeds, Cargo Reel Trucks etc.). The Cab/Chassis platform has proven to be much easier to maintain and repair compared to the Step Vans, which should yield less downtime and decreased O&M cost with this new platform.

While we do not have previous purchase history of these items as noted earlier, for developing capital purchase budgets, Fleet used:

- Cost of previous similarly designed MT-55 amounts
- Estimates on new features JEA is including in heavy duty vehicles

- Options from the end user groups feedback
- Projected increases in costs

When comparing the budgeted amount and the present-day actual cost to purchase the trucks, there are two main factors driving the \$595,024 discrepancy: market cost increases and options not originally planned. The notable contributing factors for the discrepancy in the estimate and this solicitation were:

- Cost inflation on cab & chassis pricing and upfitting costs surrounding labor and components
 - When compared to previous year pricing, JEA has been seeing increases of approximately 20%.
- Costs associated with new options and features which JEA has never purchased on this vehicle platform
 - New re-usable/re-mountable box body design (full framed) attachment
 - The box body can be remounted on a new cab/chassis with an expectation to have 2 lifecycles out of the bodies
 - Addition of crash mitigation safety systems to include active braking

Request approval to award a contract to Cumberland International Trucks of Florida, LLC. for JEA Fleet Straight Trucks in the amount of \$4,235,024.00, subject to the availability of lawfully appropriated funds.

Manager: Justin Hightower, Manager, Fleet Services
Director: Baley Brunell – Director, Facilities & Fleet Services
VP: McElroy, Alan – VP Supply Chain & Operations Support

APPROVALS:

Stephen DeB 6/16/22
 Chairman, Awards Committee Date

Stephanie M Realy 6/16/22
 Budget Representative Date

BAFO Price Evaluation	Water Waste Water	Points	Electric Underground	Points	Totals
Orlando Freightliner	\$2,680,608.00	60.00	\$ 1,413,144.00	60.00	\$ 4,093,752.00
Cumberland International	\$2,786,192.00	57.64	\$ 1,448,832.00	58.48	\$ 4,235,024.00
Kenworth of Jacksonville	\$3,276,184.00	46.67	\$ 1,582,356.00	52.82	\$ 4,858,540.00
Original Bid Price Evaluation					
Orlando Freightliner	\$2,655,552.00	60.00	\$ 1,400,616.00	60.00	\$ 4,056,168.00
Cumberland International	\$2,802,386.80	57.27	\$ 1,456,929.40	58.14	\$ 4,259,316.20
Kenworth of Jacksonville	\$3,276,184.00	46.67	\$ 1,582,356.00	52.82	\$ 4,858,540.00

Bid Analysis JEA CLASS 131+: CLASS-7 22' WATER/WASTEWATER STRAIGHT TRUCK						Orlando Freightliner				Kenworth of Jacksonville				Cumberland International							
Vendor Name: [REDACTED]																					
Instructions: Provide price per trailer with specifications listed in Appendix A. The lead-time listed in Column I must be the number of calendar days after receipt of order that JEA will receive the material, not the number of days to ship. This should be as number of days, do not quote a range. Any blanks left on the workbook will be considered to be a "no bid." Your quoted unit price must be listed in Column G. You must take the final amount located in cell H2 and transfer that total to Appendix B - Response Form.																					
JEA Item ID	Item Description	Mfg. Name & Mfg. Part Number	Quoted Mfg. & Part Number	UOM	Total Needed	Quoted Unit Price	Total Proposed Price	Lead Time: In Calendar Days After Receipt of Order	Contractual Minimum Order Quantities	Quoted Unit Price	Total Proposed Price	Lead Time: In Calendar Days After Receipt of Order	Contractual Minimum Order Quantities	Quoted Unit Price	Total Proposed Price	Lead Time: In Calendar Days After Receipt of Order	Contractual Minimum Order Quantities				
JEA CLASS 131+	JEA CLASS 131+: CLASS-7 22' WATER/WASTEWATER STRAIGHT TRUCK, SEE FULL SPECIFICATIONS IN APPENDIX A	N/A	N/A	Each	8	\$ 331,944.00	\$2,655,552.00	365	4	\$ 409,523.00	\$3,276,184.00	991	4	\$350,298.35	\$2,802,386.80	515	8				

BAFO

JEA Item ID	Item Description	Mfg. Name & Mfg. Part Number	Quoted Mfg. & Part Number	UOM	Total Needed	BAFO Quoted Unit Price	BAFO Total Proposed Price	Lead Time: In Calendar Days After Receipt of Order	Contractual Minimum Order Quantities	BAFO Quoted Unit Price	BAFO Total Proposed Price	Lead Time: In Calendar Days After Receipt of Order	Contractual Minimum Order Quantities	BAFO Quoted Unit Price	BAFO Total Proposed Price	Lead Time: In Calendar Days After Receipt of Order	Contractual Minimum Order Quantities
JEA CLASS 131+	JEA CLASS 131+: CLASS-7 22' WATER/WASTEWATER STRAIGHT TRUCK, SEE FULL SPECIFICATIONS IN APPENDIX A	N/A	N/A	Each	8	\$ 335,076.00	\$2,680,608.00	365	4	\$ 409,523.00	\$3,276,184.00	991	4	\$348,274.00	\$2,786,192.00	515	2

Bid Analysis JEA CLASS 131+: CLASS-7 ELECTRIC UNDERGROUND STRAIGHT TRUCK

Orlando Freightliner

Kenworth of Jacksonville

Cumberland International

Instructions: Provide price per trailer with specifications listed in Appendix A. The lead-time listed in Column I must be the number of calendar days after receipt of order that JEA will receive the material, not the number of days to ship. This should be as number of days, do not quote a range. Any blanks left on the workbook will be considered to be a "no bid." Your quoted unit price must be listed in Column G. You must take the final amount located in cell H2 and transfer that total to Appendix B - Response Form.

JEA Item ID	Item Description	Mfg. Name & Mfg. Part Number	Quoted Mfg. & Part Number	UOM	Total Needed	Quoted Unit Price	Total Proposed Price	Lead Time: In Calendar Days After Receipt of Order	Contractual Minimum Order Quantities	Quoted Unit Price	Total Proposed Price	Lead Time: In Calendar Days After Receipt of Order	Contractual Minimum Order Quantities	Quoted Unit Price	Total Proposed Price	Lead Time: In Calendar Days After Receipt of Order	Contractual Minimum Order Quantities
JEA CLASS 131+	JEA CLASS 131+: CLASS-7 ELECTRIC UNDERGROUND STRAIGHT TRUCK, SEE FULL SPECIFICATIONS IN APPENDIX A	N/A	N/A	Each	4	\$ 350,154.00	\$1,400,616.00	365	4	\$ 395,589.00	\$1,582,356.00	991	2	\$ 364,232.35	\$1,456,929.40	515	4

BAFO

JEA Item ID	Item Description	Mfg. Name & Mfg. Part Number	Quoted Mfg. & Part Number	UOM	Total Needed	BAFO Quoted Unit Price	BAFO Total Proposed Price	Lead Time: In Calendar Days After Receipt of Order	Contractual Minimum Order Quantities	BAFO Quoted Unit Price	BAFO Total Proposed Price	Lead Time: In Calendar Days After Receipt of Order	Contractual Minimum Order Quantities	BAFO Quoted Unit Price	BAFO Total Proposed Price	Lead Time: In Calendar Days After Receipt of Order	Contractual Minimum Order Quantities
JEA CLASS 131+	JEA CLASS 131+: CLASS-7 ELECTRIC UNDERGROUND STRAIGHT TRUCK, SEE FULL SPECIFICATIONS IN APPENDIX A	N/A	N/A	Each	4	\$ 353,286.00	\$1,413,144.00	365	4	\$ 395,589.00	\$1,582,356.00	991	2	\$ 362,208.00	\$1,448,832.00	515	4

BAFO EVALUATION

Water Waste Water Truck

	CUMBERLAND	KENWORTH	FREIGHTLINER
Evaluation	36.90	33.83	31.87
Pricing	57.64	46.67	60.00
Total Points	94.54	80.50	91.87

Electric Underground

	CUMBERLAND	KENWORTH	FREIGHTLINER
Evaluation	36.90	33.83	31.87
Pricing	58.48	52.82	60.00
Total Points	95.38	86.65	91.87

BAFO PRICE EVALUATION

	Water Waste Water	Points	Electric Underground	Points
Orlando Freightliner	\$ 2,680,608.00	60.00	\$ 1,413,144.00	60.00
Cumberland International	\$ 2,786,192.00	57.64	\$ 1,448,832.00	58.48
Kenworth of Jacksonville	\$ 3,276,184.00	46.67	\$ 1,582,356.00	52.82

Original Bid Price Evaluation

	Water Waste Water	Points	Electric Underground	Points
Orlando Freightliner	\$ 2,655,552.00	60.00	\$ 1,400,616.00	60.00
Cumberland International	\$ 2,802,386.80	57.27	\$ 1,456,929.40	58.14
Kenworth of Jacksonville	\$ 3,276,184.00	46.67	\$ 1,582,356.00	52.82

Straight Trucks Water Waste Water and Electric Underground Bid Evaluation

Factor	Description	Max Points	Weight	CUMBERLAND				KENWORTH				FREIGHTLINER			
				Martin	Oca	Lucas	Wheighted Average	Martin	Oca	Lucas	Wheighted Average	Martin	Oca	Lucas	Wheighted Average
Ease of doing business (prebuild, communication during contract, ease of after sales service and support/punch list)	Please provide information regarding how you plan to address ease of doing business. This can be, but not limited to, areas such as prebuild process, communication during contract, ease of after sales services and support/punch list corrective action.	100	8	80	100	100	7.47	85	95	100	7.47	80	85	25	5.07
Delivery date (define expected delivery date)	Timeliness - Please provide your anticipated delivery date along with how this date is created relative to major components and labor. Please also define any contingency plans to mitigate issues along with any obligations you have of JEA to meet your proposed plan.	100	6	90	95	100	5.70	80	85	90	5.10	80	90	90	5.20
Warranty/Repair Support	Warranty - Please provide information regarding your proposed solution's warranty and how JEA would be supported for warranty work if your solution was awarded. Please specifically define as to how this aligns with the specification and any deviations either less or greater. Please also provide information regarding how/where the work would be performed with shop location, mobile technicians if applicable, etc.. so that JEA can better understand the entire offering.	100	6	90	100	75	5.30	90	100	60	5.00	90	100	50	4.80
Historical quality of work	As noted in the Minimum Qualifications, the Bidder must have successfully completed two (2) similar type builds in the United States in the last three (3) years, with an aggregate one (1) year contract total of \$500,000 or greater. If a supplier has successfully performed work with JEA, this is an acceptable reference for one (1) of the two (2) references and highly encouraged. A similar contract is defined as building a straight truck from design drawings with similar complexity as the ones in this solicitation. For scoring this evaluation, JEA will contact and evaluate the responses of two minimum qualification projects submitted. The response here shall be 1) notation of the supplier and supplier contact for each project; and 2) a summarization of two (2) similar projects which should be able to demonstrate the Respondent's experience and knowledge to qualify them to complete the necessary work of this solicitation in a successful manner. The Respondent should clearly identify what type of goods or services was provided in the projects listed. The Respondent should also describe any of the same sub-suppliers for the current solicitation that are the same as the reference projects to facilitate a smooth manufacturing and delivery process.	100	6	90	95	100	5.70	90	90	75	5.10	90	95	100	5.70
Form, Fit, and Functionality to JEA's requirements (comparison of proposed unit vs JEA specification)	Form, Fit and Functionality to JEA's Requirements - Please describe how your proposed solution meets and does not meet the technical specification submitted with this solicitation. Please also provide information regarding your proposed solution's functionality and operational aspects may and can provide value to JEA.	100	10	85	95	100	9.33	85	90	50	7.50	85	90	50	7.50
Safety Features (those offered outside of technical specification)	Safety - Please provide information regarding your proposed solution's safety features from basic aspects through unique functionality and the value it can provide to JEA. Please specifically state those features that are outside the specification and the benefits that you feel it can bring JEA.	100	4	90	90	75	3.40	90	95	90	3.67	90	90	90	3.60

40

36.90

33.83

31.87

Straight Trucks Water Waste Water and Electric Underground Bid Evaluation

Factor	Description	Max Points	Cumberland Score	Comments	Kenworth Score	Comments	Freightliner Score	Comments
Ease of doing business (prebuild, communication during contract, ease of after sales service and support/punch list)	Please provide information regarding how you plan to address ease of doing business. This can be, but not limited to, areas such as prebuild process, communication during contract, ease of after sales services and support/punch list corrective action.	100	100	Very detailed response provided on their proposal.	100	Very detailed response provided on their proposal.	25	No detailed plan provided
Delivery date (define expected delivery date)	Timeliness - Please provide your anticipated delivery date along with how this date is created relative to major components and labor. Please also define any contingency plans to mitigate issues along with any obligations you have of JEA to meet your proposed plan.	100	100	Specific timeline is provided on their proposal.	90	Projections, and not a specific timeline is provided on their proposal.	90	Projections, and not a specific timeline is provided on their proposal.
Warranty/Repair Support	Warranty - Please provide information regarding your proposed solution's warranty and how JEA would be supported for warranty work if your solution was awarded. Please specifically define as to how this aligns with the specification and any deviations either less or greater. Please also provide information regarding how/where the work would be performed with shop location, mobile technicians if applicable, etc.. so that JEA can better understand the entire offering.	100	75	Chassis warranty info is addressed well including location and parts availability, however upfitter warranty descriptions and timeline for repairs are vague.	60	Chassis warranty info is addressed well including location and parts availability, however upfitter warranty is not.	50	Chassis and upfitter vendor info was provided, but no specifics, or location that work would be performed was mentioned.
Historical quality of work	As noted in the Minimum Qualifications, the Bidder must have successfully completed two (2) similar type builds in the United States in the last three (3) years, with an aggregate one (1) year contract total of \$500,000 or greater. If a supplier has successfully performed work with JEA, this is an acceptable reference for one (1) of the two (2) references and highly encouraged. A similar contract is defined as building a straight truck from design drawings with similar complexity as the ones in this solicitation. For scoring this evaluation, JEA will contact and evaluate the responses of two minimum qualification projects submitted. The response here shall be 1) notation of the supplier and supplier contact for each project; and 2) a summarization of two (2) similar projects which should be able to demonstrate the Respondent's experience and knowledge to qualify them to complete the necessary work of this solicitation in a successful manner. The Respondent should clearly identify what type of goods or services was provided in the projects listed. The Respondent should also describe any of the same sub-suppliers for the current solicitation that are the same as the reference projects to facilitate a smooth manufacturing and delivery process.	100	100	The feed back received from the multiple references that were provided was positive and covered all items listed as a requirement.	75	The feed back received from the reference that were provided was positive and covered the items listed as a requirement, but there was only the one reference listed.	100	The feed back received from the multiple references that were provided was positive and covered all items listed as a requirement.
Form, Fit, and Functionality to JEA's requirements (comparison of proposed unit vs JEA specification)	Form, Fit and Functionality to JEA's Requirements - Please describe how your proposed solution meets and does not meet the technical specification submitted with this solicitation. Please also provide information regarding your proposed solution's functionality and operational aspects may and can provide value to JEA.	100	100	Proposal meets requirements and explains the features and benefits that are available to JEA.	50	Although they state that it meets, or exceeds specs they did not provide details	50	Although they state that it meets, or exceeds specs they did not provide details
Safety Features (those offered outside of technical specification)	Safety - Please provide information regarding your proposed solution's safety features from basic aspects through unique functionality and the value it can provide to JEA. Please specifically state those features that are outside the specification and the benefits that you feel it can bring JEA.	100	75	Good info provided on the available safety features, however it is not stated what specific features outside of the spec is available.	90	Very detailed description of safety features and they as well provided additional info on the wider cab features, but did not identify what features were outside of the specs.	90	They provided detailed description of safety features as well as listing additional features.

Straight Trucks Water Waste Water and Electric Underground Bid Evaluation

Factor	Description	Max Points	Cumberland Score	Comments	Kenworth Score	Comments	Freightliner Score	Comments
Ease of doing business (prebuild, communication during contract, ease of after sales service and support/punch list)	Please provide information regarding how you plan to address ease of doing business. This can be, but not limited to, areas such as prebuild process, communication during contract, ease of after sales services and support/punch list corrective action.	100	100	Provided detailed info in regards to communication of build and after sales support	95	Provided information about build, drawings and after sales support	85	Did not provide detailed information except we can expect the same as the past. Considering this is a new, complex build, I would have liked more info.
Delivery date (define expected delivery date)	Timeliness - Please provide your anticipated delivery date along with how this date is created relative to major components and labor. Please also define any contingency plans to mitigate issues along with any obligations you have of JEA to meet your proposed plan.	100	95	15 - 17 months	85	6/30/23 - 12/31/2024	90	18 months
Warranty/Repair Support	Warranty - Please provide information regarding your proposed solution's warranty and how JEA would be supported for warranty work if your solution was awarded. Please specifically define as to how this aligns with the specification and any deviations either less or greater. Please also provide information regarding how/where the work would be performed with shop location, mobile technicians if applicable, etc.. so that JEA can better understand the entire offering.	100	100		100		100	
Historical quality of work	As noted in the Minimum Qualifications, the Bidder must have successfully completed two (2) similar type builds in the United States in the last three (3) years, with an aggregate one (1) year contract total of \$500,000 or greater. If a supplier has successfully performed work with JEA, this is an acceptable reference for one (1) of the two (2) references and highly encouraged. A similar contract is defined as building a straight truck from design drawings with similar complexity as the ones in this solicitation. For scoring this evaluation, JEA will contact and evaluate the responses of two minimum qualification projects submitted. The response here shall be 1) notation of the supplier and supplier contact for each project; and 2) a summarization of two (2) similar projects which should be able to demonstrate the Respondent's experience and knowledge to qualify them to complete the necessary work of this solicitation in a successful manner. The Respondent should clearly identify what type of goods or services was provided in the projects listed. The Respondent should also describe any of the same sub-suppliers for the current solicitation that are the same as the reference projects to facilitate a smooth manufacturing and delivery process.	100	95	Provided detailed information about their historical work	90	Provided historical work information	95	Provided detailed information about their historical work
Form, Fit, and Functionality to JEA's requirements (comparison of proposed unit vs JEA specification)	Form, Fit and Functionality to JEA's Requirements - Please describe how your proposed solution meets and does not meet the technical specification submitted with this solicitation. Please also provide information regarding your proposed solution's functionality and operational aspects may and can provide value to JEA.	100	95	Provided detailed information	90	States they meet or exceed specs but did not specify how they exceed	90	States they meet specs
Safety Features (those offered outside of technical specification)	Safety - Please provide information regarding your proposed solution's safety features from basic aspects through unique functionality and the value it can provide to JEA. Please specifically state those features that are outside the specification and the benefits that you feel it can bring JEA.	100	90		95	Provided detailed safety information	90	

Straight Trucks Water Waste Water and Electric Underground Bid Evaluation

Factor	Description	Max Points	Weight	Cumberland Score	Comments	Kenworth Score	Comments	Freightliner Score	Comments
Ease of doing business (prebuild, communication during contract, ease of after sales service and support/punch list)	Please provide information regarding how you plan to address ease of doing business. This can be, but not limited to, areas such as prebuild process, communication during contract, ease of after sales services and support/punch list corrective action.	100		80		85		80	
Delivery date (define expected delivery date)	Timeliness - Please provide your anticipated delivery date along with how this date is created relative to major components and labor. Please also define any contingency plans to mitigate issues along with any obligations you have of JEA to meet your proposed plan.	100		90		80		80	
Warranty/Repair Support	Warranty - Please provide information regarding your proposed solution's warranty and how JEA would be supported for warranty work if your solution was awarded. Please specifically define as to how this aligns with the specification and any deviations either less or greater. Please also provide information regarding how/where the work would be performed with shop location, mobile technicians if applicable, etc.. so that JEA can better understand the entire offering.	100		90		90		90	
Historical quality of work	As noted in the Minimum Qualifications, the Bidder must have successfully completed two (2) similar type builds in the United States in the last three (3) years, with an aggregate one (1) year contract total of \$500,000 or greater. If a supplier has successfully performed work with JEA, this is an acceptable reference for one (1) of the two (2) references and highly encouraged. A similar contract is defined as building a straight truck from design drawings with similar complexity as the ones in this solicitation. For scoring this evaluation, JEA will contact and evaluate the responses of two minimum qualification projects submitted. The response here shall be 1) notation of the supplier and supplier contact for each project; and 2) a summarization of two (2) similar projects which should be able to demonstrate the Respondent's experience and knowledge to qualify them to complete the necessary work of this solicitation in a successful manner. The Respondent should clearly identify what type of goods or services was provided in the projects listed. The Respondent should also describe any of the same sub-suppliers for the current solicitation that are the same as the reference projects to facilitate a smooth manufacturing and delivery process.	100		90		90		90	
Form, Fit, and Functionality to JEA's requirements (comparison of proposed unit vs JEA specification)	Form, Fit and Functionality to JEA's Requirements - Please describe how your proposed solution meets and does not meet the technical specification submitted with this solicitation. Please also provide information regarding your proposed solution's functionality and operational aspects may and can provide value to JEA.	100		85		85		85	
Safety Features (those offered outside of technical specification)	Safety - Please provide information regarding your proposed solution's safety features from basic aspects through unique functionality and the value it can provide to JEA. Please specifically state those features that are outside the specification and the benefits that you feel it can bring JEA.	100		90		90		90	