

Welcome to the

JEA Awards Meeting

February 02, 2023, 10:00 AM EST

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

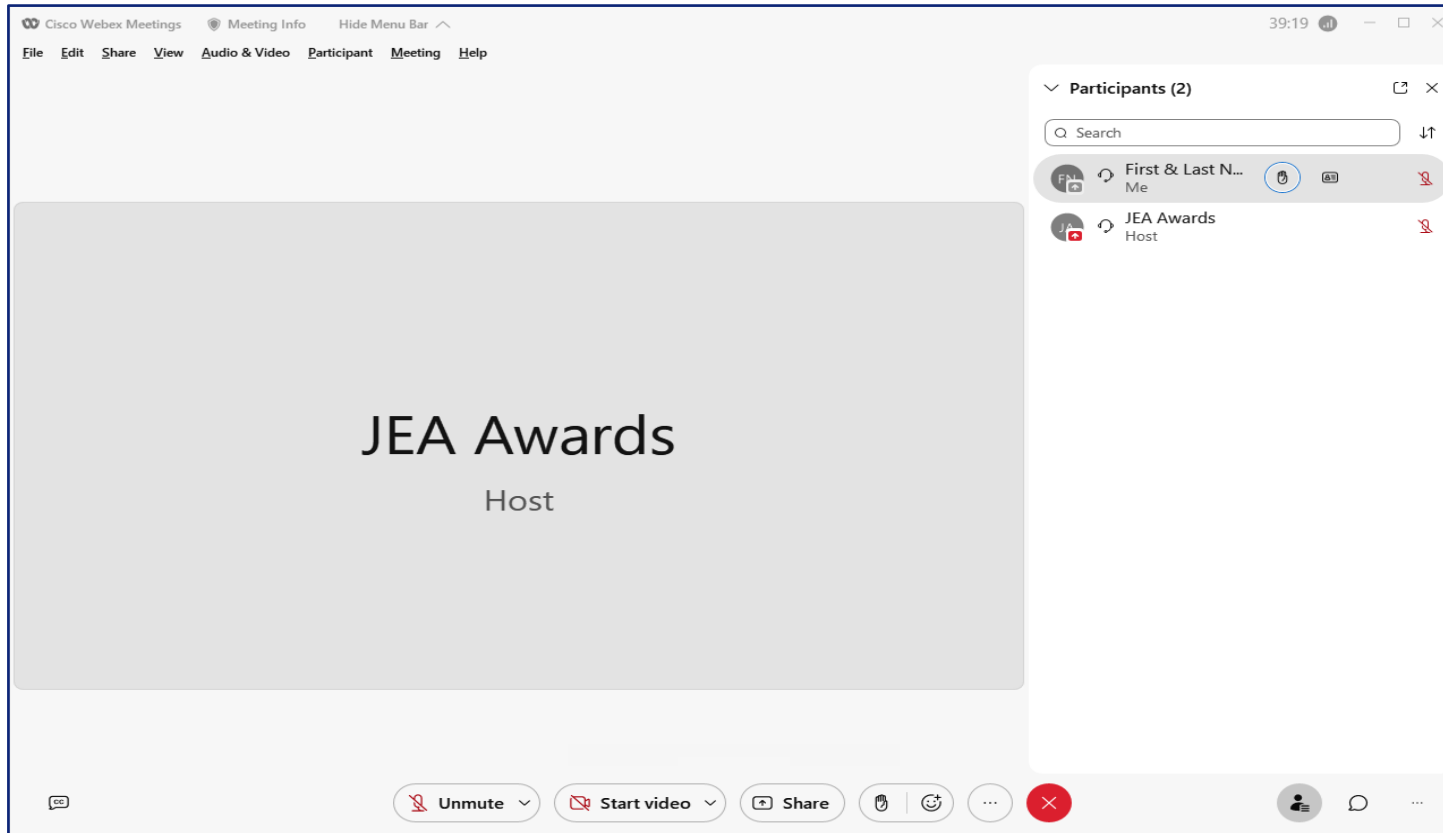
At the designated public comment time we will provide opportunity for you to unmute to speak.

During the meeting, public comments received via e-mail regarding any matter on the agenda for consideration will be read out. Per the Public Notice Agenda posted on JEA.com, public comments by e-mail must be received no later than 9:00 a.m. on the day of the meeting 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.





Awards Meeting – Public Comments



Controls for Public Comments

Located on the bottom-right side of your screen you will find an icon that looks like a person  labeled Participants. This option will allow you to see a long list of individuals who have joined today's meeting.

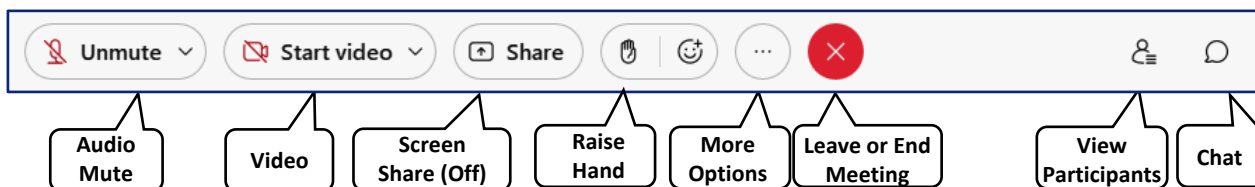
At the top of this list, your name will be visible and to the right you will notice a gray icon that looks like a hand .

If you click it, it will show a slash through the hand  letting us know that you would like to be recognized for comment, additionally you may click it again to lower your hand.

For those that may have called in directly, there are 2 additional ways that you can notify us that you would like to provide comment. The first is by **pressing *3** on your phone, which will raise your hand. The second way you may notify us is to **press *6** to unmute your line.

If you unmute your line, please state your name so that everyone may hear who is speaking before providing your comment.

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



**AWARDS
COMMITTEE
AGENDA**

DATE: Thursday, February 02, 2023

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(01/26/2023)
2. Request approval to award a contract increase to Southern Wrecker & Recovery, LLC for Fleet Wrecker and Porter Services in the amount of \$44,053.51, for a new not-to-exceed amount of \$344,053.50, subject to the availability of lawfully appropriated funds.
3. Request approval for a contract increase to GE Grid Solutions, LLC for Circuit Breaker Services in the amount of \$1,440,101.50, for a new not-to-exceed amount of \$5,999,401.50, subject to the availability of lawfully appropriated funds.
4. Request approval to award a contract to UCC Environmental for the Unit 2 fuel feed conveyor systems for JEA in the amount of \$775,300.00, subject to the availability of lawfully appropriated funds.
5. 1410972246 – Request approval to award a contract to Ferreira Construction Co. Inc for the Circuit 650 Underground Reconductor Project in the amount of \$2,598,542.06, subject to the availability of lawfully appropriated funds.
6. Deferred
7. Request approval to award a one-year contract renewal to Sensus USA Inc. (\$5,015,714.91) and to Badger Meter, Inc. (\$8,198,306.21) for residential water meters, for a new not-to-exceed amount of \$19,904,373.59, subject to the availability of lawfully appropriated funds.
8. 1410967246– Request approval to award a contract to Sawcross, Inc. for construction services for the SIPS-Southside Blvd Intertie to Deerwood III WTP – Deerwood WTP Priority 1 project in the amount of \$1,592,800.00, subject to the availability of lawfully appropriated funds.
9. 1410827846– Request approval to award a contract to Optimizely, Inc. for Professional Services for Licensing, Implementation, and Support of a Website Content Experience Management Solution in the amount of \$854,775.00, subject to the availability of lawfully appropriated funds.
10. 1410933446 – Request approval to award a contract to Allied Universal Corporation for the supply and delivery of Sodium Hypochlorite in the amount of \$20,573,540.00, subject to the availability of lawfully appropriated funds.

11. Request approval to award a piggyback contract to Environmental Products Group, Inc. (\$1,073,133.00) and to Vac-Con, Inc. (\$1,673,895.00) for the purchase of Class 142 and Class 143 Vacuum Trucks in the amount of \$2,747,028.00, 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.

02-02-2023 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 01/26/2023 meeting.
2	CONTRACT INCREASE/ EXTENSION	McElroy	\$44,053.51	\$44,053.51	SOUTHERN WRECKER & RECOVERY, LLC	Three (3) Years	<p><u>Fleet Services Wrecker and Towing Services Contract Increase</u></p> <p>The purpose of this amendment is to increase the original informal award issued on May 8, 2020, to Southwestern Wrecker and Recovery, LLC. This request is for a contract increase in the amount of \$44,053.51 and a contract extension through June 30, 2023, to allow sufficient time to create documents for a formal solicitation and award.</p> <p>The request to increase funding supports an increase in wrecker and porter services under the contract, in addition to the added time being requested. Under the current contract term, the projected quantities for services in the original solicitation have increased significantly. This increase is attributed to backorder of new Fleet assets and increasing wear and tear of existing assets. Southern Wrecker has not increased its pricing in the three years it has held the contract.</p> <p>A new not-to-exceed amount of \$344,053.50.</p>
3	CONTRACT INCREASE	Melendez	\$1,440,101.50	\$1,440,101.50	GE Grid Solutions LLC, (FKA ALSTOM GRID, LLC)	Five (5) Years, with Two (2) – 1 Yr. Renewals	<p><u>SSF 6 Gas Circuit Breakers</u></p> <p>The primary purpose of this Invitation to Negotiate (ITN) is to evaluate and select a vendor that can provide 145 and 245 kV SF 6 Circuit Breakers for JEA’s Operations and Maintenance and capital projects business units.</p> <p>The following companies are Approved Manufacturers:</p> <ul style="list-style-type: none"> • Alstom Grid, LLC • Hitachi HVB Inc. • Mitsubishi Electric Power Products Inc. <p>This request is to add funds for Capital projects in the amount of \$1,440,101.50 to allow continued use through the original term which expires in October of 2024. The original award amount was based on historical usage and budget estimates available at the time of award. The contract has price adjustments allowable at the time of order placement based on Bureau of Labor statistics published indices, at which point, prices are fixed through delivery.</p>

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							<p>It should be noted that term-based services contracts are typically not funded for the latter years of the contract. Should additional work develop during the contract term, or should JEA elect to renew the contracts, additional funding may be required. Additional increases will be processed through the Awards Committee as necessary.</p> <p>Request approval for a contract increase to GE Grid Solutions, LLC for Circuit Breaker Services in the amount of \$1,440,101.50, for a new not-to-exceed amount of \$5,999,401.50, subject to the availability of lawfully appropriated funds.</p>
4	SINGLE SOURCE	Melendez	\$786,024.26	\$775,300.00	UNITED CONVEYOR SUPPLY COMPANY (DBA UCC ENVIRONMENTAL)	Project Completion (12/30/2023)	<p><u>NGS CFB N02 – A2/E2 Fuel Feeder Replacement Project</u></p> <p>This is a request to purchase the replacement drag conveyor from the OEM. A separate single source award for fuel drops was processed on 01/19/2023. This award for equipment includes two (2) Drag Feeder Chain (DFC) boxes and 14 different conveyor section assemblies (approximately 300' of conveyor).</p> <p>The overall project is to replace the A2/E2 fuel feeder drag conveyors, all six A2 & E2 fuel drops, and associated equipment due to advanced damage/ wear. The drag conveyors have substantial corrosion and erosion-based damage which has compromised the integrity of the feeder drops. The equipment replacement is planned to be accomplished by the General Construction Contractors during the fall outage.</p> <p>The Award amount is 13.6% below the Business Unit Estimate (which includes a 13% contingency). When considering the potential impact to the plant from reduced operations or downtime and safety risks, the price is considered reasonable.</p> <p>Request approval to award a contract to UCC Environmental for the Unit 2 fuel feed conveyor systems for JEA in the amount of \$775,300.00, subject to the availability of lawfully appropriated funds.</p>
5	INVITATION FOR BID (IFB) 2 Bidders	Melendez	\$2,781,280.00	\$2,598,542.06	FERREIRA CONSTRUCTION CO. INC.	Project Completion (Expected: 05/31/2024)	<p><u>Circuit 650 UG 69 kV Reconductor Project</u></p> <p>The scope of work is to construct a 0.34-mile 69kV underground duct-bank and transmission circuit from a riser pole located at 8421 Free Avenue to the Oakwood Villa Substation.</p> <p>The award amount is \$182,737.94 or 6.6% lower than the budget estimate and is deemed reasonable.</p>

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							1410972246 – Request approval to award a contract to Ferreira Construction Co. Inc. for the Circuit 650 Underground Reconductor Project in the amount of \$2,598,942.06, subject to the availability of lawfully appropriated funds.
6	Deferred	Deferred	Deferred	Deferred	Deferred	Deferred	Deferred
7	CONTRACT RENEWAL	McElroy	\$13,847,104.08	\$8,198,306.21 \$5,015,714.91	BADGER METER INC. SENSUS USA, INC.	Two Years w/One (1) – One (1) Yr. Renewal	<p><u>Residential Water Meters for JEA Inventory Stock</u> This request is to execute a one (1) year renewal option with Sensus USA Inc. (\$5,015,714.91) and Badger Meter, Inc. (\$8,198,306.21) for residential water meters. This decision is based on the continued success of both approved manufacturers in providing JEA residential water meters.</p> <p>The considerable increase in volume and requested funds for historic trends is due to a changeout program of an expected 128,000 units throughout the JEA territory, of which a majority will be completed in the first year. This changeout program is linked to the network upgrade for water meter services. During the proof of concept for the future network it was identified that aged assets in our infrastructure should be replaced at the same time as the network upgrade.</p> <p>Badger Meter Inc. reduced its pricing, while Sensus USA, Inc, will see a slight increase in pricing due to a change in connector type.</p> <p>A new not-to-exceed amount of \$19,904,373.59.</p>
8	INVITATION FOR BID (IFB) 2 Bidders	Melendez	\$1,664,863.00	\$1,592,800.00	SAWCROSS, INC.	Project Completion	<p><u>Construction Services for the SIPS-Southside Blvd Intertie to Deerwood III WTP – Deerwood WTP Priority 1 Project</u></p> <p>This scope of work will connect the Deerwood III Water Treatment Plant (WTP) to the new Southside Integrated Pipeline System (SIPS) that will provide service to new developments in the South water grid.</p> <p>Companies that did not submit a bid stated workload commitments as the reason for not submitting a bid.</p> <p>The award amount is approximately 4.3% lower than the business unit estimate and deemed reasonable.</p> <p>A not-to-exceed amount of \$1,592,800.00.</p>

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9	INVITATION TO NEGOTIATE (ITN) 3 Respondents	Stultz	\$949,200.00	\$854,775.00	OPTIMIZEZY, INC.	Three (3) Years w/ Two – 1 Yr. Renewals	<p><u>Licensing, Implementation, and Support of a Website Content Experience Management Solution</u></p> <p>JEA seeks to partner with a Company to provide licensing, implementation, and support of a modern, standards-based platform to manage and deploy content for JEA digital assets, primary among them the jea.com website (current) and mobile app (forthcoming). The solution will help JEA streamline day-to-day digital content management with intuitive workflows and content creation tools that ensure a positive customer experience for any device or screen size.</p> <p>This request is for \$854,775.00 and three years from 02/15/2023 to 02/14/2026 to provide licensing, implementation, and support of a modern, standards-based platform to manage and deploy content for JEA digital assets, primary among them the jea.com website and the upcoming mobile app. Despite Optimizely Inc. being the highest cost solution, they scored highest on all of the quality evaluation criteria. The platform will provide JEA with the tools and framework to easily create and administer modern digital experiences for our customers that have the potential to improve the user experience and digital satisfaction scores. Optimizely’s cloud-based architecture will have the flexibility to scale up to meet future business needs with the functionality JEA’s customers expect. The Optimizely solution also provides deep migration expertise from JEA’s current Content Management System vendor, Ektron, which it acquired as Episerver in 2015. This should greatly streamline JEA’s platform transition. Furthermore, Optimizely’s flexible architecture gives JEA a modern platform from which we will launch a comprehensive website redesign effort beginning in FY24.</p>
10	INVITATION TO NEGOTIATE (ITN) 1 Bidder	Vu	\$15,730,000.00	\$20,573,540.00	ALLIED UNIVERSAL CORPORATION	Five (5) Years w/ Two (2) - 1 Yr. Renewals	<p><u>Continuing Services for Bulk Liquid Sodium Hypochlorite</u></p> <p>The scope of work for this contract includes delivery of sodium hypochlorite to JEA’s various water treatment, wastewater treatment and power generation stations.</p> <p>Participation for this solicitation was encouraged through extending the Response Due Date, communicating the solicitation to approximately 30 suppliers, and following up with communication to suppliers that participated in previous solicitations. Potential bidders shared feedback on their decision to decline participating citing lack of capacity due to closure of chlorine plants across the United States.</p>

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							<p>The pricing of \$1.33/gal. for this award represents a 53% increase over the current \$0.869/gal. This is due to increased market demand for chlorine and a reduced supplier base due to closure of chlorine facilities. This price is in line with what other municipalities have recently been able to get through their public procurement efforts. It is worth mentioning, municipalities have experienced limited vendor participation as well. JEA has offered annual price adjustments based on Consumer Price Index (CPI); based on recent volatility and the current trends of the chlorine market, increases are anticipated in subsequent years. The CPI increases are capped at 5%, up or down.</p> <p>As additional background, JEA Procurement staff participated in a virtual conference in 2022, where representatives from water utility companies around the United States shared insight on the extreme demand conditions related to chlorine. This included some states asking the Environmental Protection Agency (EPA) to activate for the first time a provision of the 1974 Safe Drinking Water Act that allows the federal government to order vendors to prioritize public water utilities when delivering chlorine. Over the course of the existing contract, Allied Universal has prioritized our relationship and have kept a consistent supply of chlorine, insulating JEA from supply disruptions experienced by other agencies.</p> <p>A not-to-exceed amount of \$20,573,540.00.</p>
11	PIGGYBACK	McElroy	\$2,700,000.00	\$1,073,133.00 \$1,673,895.00	<p>ENVIRONMENTAL PRODUCTS GROUP, INC.</p> <p>VAC-CON, INC.</p>	Project Completion	<p><u>211-W Water Replacement (Class 142 3.5 Cubic Yard and Class 143 16 Cubic Yard Vacuum Truck Purchase)</u></p> <p>The purpose of this piggyback was to solicit pricing for the purchase of three (3) 3.5 Cubic Yard from Environmental Products Group, Inc. (EPG) (\$1,073,133.00) and three (3) 16 Cubic Yard Vacuum Trucks from Vac-Con, Inc. (\$1,673,895.00) for FY23 JEA's fleet capital requirements for replacement for the Water department.</p> <p>To expedite the purchase and delivery of these trucks, JEA was able to take advantage of available chassis at the recommended awardees being upfitted through a Piggyback agreement through Sourcewell organization; this contract provided more favorable pricing than the FSA contract for both recommended awardees.</p> <p>When Fleet planned the FY23 Budget for the vacuum truck purchase they estimated a 12% yearly increase from the last price paid in 2019. For the 3.5 cyd trucks the last price paid in 2019 was \$256K/truck and the estimate was \$400K/truck. The EPG trucks will cost \$357K/truck, around 11% less than the</p>

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							<p>estimate. For the 16 cyd truck, they estimated a 15% yearly increase from the last price paid in 2021. The last price paid in FY21 was \$374K/truck and the estimated price was 500K/truck. The Vac-Con trucks will cost \$558K/truck around 12% more than the estimate. These increases are in line with the price increases JEA has seen in Heavy Duty trucks in the last 2-4 years.</p> <p>Not-to-exceed amount of \$2,747,028.00.</p>
Total Award				\$43,840,161.19			

JEA AWARDS COMMITTEE JANUARY 26, 2023, MEETING MINUTES

The JEA procurement Awards Committee met on January 26, 2023, 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), Stephanie Nealy as Budget Representative, Rebecca Lavie as Office of General Counsel Representative, Hai Vu as Vice Chairperson (onsite), Laura Schepis (onsite), Joe Orfano (onsite), and Ricky Erixton, 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 (01/19/2023). Chair Datz verbally presented the Committee Members the proposed January 19, 2023, minutes as presented

MOTION: Joe Orfano made a motion to approve the January 19, 2023, minutes (Award Item 1) as presented in the committee packet. 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 –8.

2. Request approval to award a contract increase to CDM Smith Inc. for additional services during construction for the RiverTown Water Treatment Plant Project in the amount of \$273,278.00, for a new not-to-exceed amount of \$2,483,978.00, subject to the availability of lawfully appropriated funds

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

3. Request approval to award a renewal to Sunbelt Rentals, Inc. for portable pump rental in the amount of \$324,090.00, for a new, not-to-exceed amount of \$887,730.00, 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 to award a contract to Mitsubishi Electric Power Products, Inc. for two (2) 145kV Synch Close Capacitor Bank Breakers in the amount of \$370,874.00, subject to the availability of lawfully appropriated funds.

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

5. 1410996446 – Request approval to award a contract to Kirby Development, Inc for construction services for the Blanding Blvd Driveway Entrance in the amount of \$694,621.51, subject to the availability of lawfully

appropriated funds.

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

6. Request approval to award a contract to Hanco International for the purchase of Dielectric PPE Testing Equipment in the amount of \$354,000.00, subject to the availability of lawfully appropriated funds.

MOTION: After discussion, Stephen Datz recommended a motion to Defer Item 6 for further review. Laura Schepis made the motion to defer Award Item 6 in the committee packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

7. Request approval for a contract increase for Cured-In-Place Pipe (CIPP) with Insituform Technologies, LLC in the amount of \$1,900,000.00, for a new not-to-exceed amount of \$5,197,877.00, subject to the availability of lawfully appropriated funds.

MOTION: Laura Schepis made a motion to approve Award Item 7 as presented in the committee packet. The motion was seconded by Ricky Erixton and approved unanimously by the Awards Committee (5-0).

8. Request approval to award contracts to ANIXTER (\$3,881,859.01), GRESCO SUPPLY, INC. (\$2,574,612.81), IRBY UTILITIES (\$10,180,393.30) and TRI-STATE UTILITY PRODUCTS, INC. (\$168,073.93) for Pole Line Hardware carried in JEA's inventory stock for a total amount of \$16,804,939.05, subject to the availability of lawfully appropriated funds.

MOTION: Hai Vu made a motion to approve Award Item 8 as amended 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 informational items were presented to the Awards Committee.

Public Comments:

No additional public comment speaking period was taken.

Adjournment:

Chair Datz adjourned the meeting at 10:37 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 #02 February 2, 2023

Type of Award Request: CONTRACT INCREASE/EXTENSION
Requestor Name: Hightower, Justin
Requestor Phone: (904) 665-8357
Project Title: Fleet Services Wrecker and Towing Services
Project Number: HEA0800
Project Location: JEA
Funds: O&M
Business Unit Estimate: \$44,053.51

Scope of Work:

The purpose of this amendment is to increase the original informal award issued on May 8, 2020, to Southwestern Wrecker and Recovery, LLC. The primary purpose of that solicitation was to select a Company to support JEA’s Fleet Services’ needs for wrecker and porter services related to light, medium, and heavy-duty vehicles and equipment.

JEA ITN/RFP/State/City/GSA#: 98978
Purchasing Agent: Eddie Bayouth
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
SOUTHERN WRECKER & RECOVERY, LLC	Evelyn Gaylord	evelyn@southernwrecker.com	6832 West Beaver St Jacksonville, FL 32254	(904) 378- 8000	\$44,053.51

Amount of Original Award: \$294,375.00
Date of Original Award: 05/08/2020
Contract Increase Amount: \$44,053.51

List of Previous Change Order/Amendments:

Name	Original Award	Administrative Increase	Contract Increase	New Not to Exceed
Date	05/08/2020	07/29/2022	02/02/2023	02/02/2023
Southern Wrecker & Recovery, LLC	\$294,375.00	\$5,624.99	\$44,053.51	\$344,053.50

New Not-To-Exceed Amount: \$344,053.50
Length of Contract/PO Term: Three (3) Years
Begin Date (mm/dd/yyyy): 05/08/2020
End Date: 06/30/2023
Renewal Options: None
JSEB Requirement: None

Background/Recommendations:

The original Invitation to Negotiate resulted in an informal award on May 8, 2020, to Southern Wrecker and Recovery, LLC., in the amount of \$294,375.50 for a three-year term, with no renewal options. The award value was an estimate and was calculated by using volumes for each service that were projected to occur over the contract term of three (3) years. These numbers can fluctuate depending on the actual frequency of each service, and can be impacted by fleet usage, as well as the age and condition of assets.

This request is for a contract increase in the amount of \$44,053.51 and a contract extension through June 30, 2023, to allow sufficient time to create documents for a formal solicitation and award.

The request to increase funding supports an increase in wrecker and porter services under the contract, in addition to the added time being requested. Under the current contract term, the projected quantities for services in the original solicitation have increased significantly. This increase is attributed to backorder of new Fleet assets and increasing wear and tear of existing assets. A new solicitation (ITN) for Wrecker and Porter Services is near publication and will include additional services and updated estimated volumes. It is anticipated that the solicitation will be published, evaluated, and awarded no later than June 30, 2023.

Request approval to award a contract increase to Southern Wrecker & Recovery, LLC for Fleet Wrecker and Porter Services in the amount of \$44,053.51, for a new not-to-exceed amount of \$344,053.50, subject to the availability of lawfully appropriated funds.

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

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**

Funding Sources and Cash Flows							
Capital or O&M	Index / Project # / Cost Center	O&M Spreadsheet Line	FY23 (12 Months)	FY24 (12 Months)	FY25 (12 Months)	Award Total Per Vendor	Related To:
O&M	HEA0800	1945	\$ 44,053.51			\$ 44,053.51	Fleet Wrecker Services
						\$ -	
			\$ 44,053.51	\$ -	\$ -	\$ 44,053.51	Total Award Amount

FY23 Designated Budget Line

1	System	Cost Center	Expense Type	Budget Li	FY23 Total Budg	Vendor	Justification
1945	021 - Electric Operating Fund	A0800 - Fleet Services	2005 - FLEET VEHICLES & MOBILE EQUIPMENT MAINT.	BL10	138,000	Southern Wrecker and Recovery	Historical average AP actuals, increase to accommodate parts and labor for renewing contracts

Southern Wrecker & Recovery Increase	
BPA Spend	\$ 81,725.00
CPA Committed (CPA 199729)	\$ 214,625.00
Total Committed/Spent**	\$ 296,350.00
Current Cap	\$ 299,999.99
Available Cap	\$ 3,649.99
**Invoices paid to date (01/18/23)	\$ 294,557.25

FY23 Spend	
Invoices Paid FY23 to date (01/18/23):	\$ 67,439.50
Projected Additional Spend thru July 1, 2023	\$ 49,500.00
Less Avail Encumbrance (Commitment)	\$ 3,126.50
Projected Contract Spend thru July 1, 2023	\$ 113,813.00
Approved FY23 Budget Line for Wrecker Services	\$ 138,000.00

Current Contract Expires 05/08/2023)	
12 Mo Avg Mo Spend (Rounded)	\$ 9,000.00
Projected time (months) to Award	5.5
Projected Additional Spend thru July 1, 2023	\$ 49,500.00
IAN PO not tied to CPA	\$ 1,330.00
Avail CPA Cap	\$ 3,649.99
Avail Encumbrance Jan 18, 2023 (PO 208059)	\$ 3,126.50
CAP Increase for 4.5 months (Jan 16-July 1) and extend current contract thru July 1	\$ 44,053.51
NEW CPA Cap	\$ 344,053.50

Award History	
Original Informal Award 5/8/2020, Expires 05/08/2023	\$ 294,375.00
Increased Cap to 299,999.99 on 07/29/2022	\$ 5,624.99
Current CPA Cap	\$ 299,999.99
Requested Increase	\$ 44,053.51
New Requested Cap	\$ 344,053.50



Formal Bid and Award System

Award #3 February 2, 2023

Type of Award Request: CONTRACT INCREASE
Requestor Name: Smith, Brandy – Electric Systems Engineer
Requestor Phone: 904-665-7987
Project Title: SSF 6 Gas Circuit Breakers
Project Number: 8008477 (\$564,289.50), CP #788-134 (\$875,812.00)
Project Location: JEA
Funds: Capital
Business Unit Estimate: \$564,289.50 + \$875,812.00 = \$1,440,101.50

Scope of Work:

The primary purpose of this Invitation to Negotiate (ITN) is to evaluate and select a vendor that can provide 145 and 245 kV SF 6 Circuit Breakers for JEA’s Operations and Maintenance and capital projects business units.

The following companies are Approved Manufacturers:

- Alstom Grid, LLC
- Hitachi HVB Inc.
- Mitsubishi Electric Power Products Inc.

JEA IFB/RFP/State/City/GSA#: 097-19
Purchasing Agent: Lovgren, Rodney Dennis
Is this a ratification?: NO

RECOMMENDED AWARDEE:

Name	Contact Name	Email	Original Award	Contract Increase	New NTE
GE GRID SOLUTIONS LLC, (FKA ALSTOM GRID, LLC)	George Muchesko	Georg.muchesko@ge.com	\$4,559,300.00	\$1,440,101.50	\$5,999,401.50

Amount of Original Award: \$4,559,300.00
Date of Original Award: 10/03/2019
Change Order Amount: \$1,440,101.50
New Not-To-Exceed Amount: \$5,999,401.50
Length of Contract/PO Term: Five (5) Years, with Two (2) – 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 10/15/2019
End Date (mm/dd/yyyy): 10/14/2024
Renewal Options: Two (2) – 1 Yr. Renewals
JSEB Requirement: NA – Optional

Background/Recommendations:

Competitively bid and approved by Awards Committee on 10/03/2019. The original award and renewal are attached as back-up. The original award was to Alstom Grid LLC.

In October of 2021, GE Grid Solutions, LLC acquired Alstom Grid, LLC.

This request is to add funds for Capital projects in the amount of \$1,440,101.50 to allow continued use through the original term which expires in October of 2024. The original award amount was based on historical usage and budget estimates available at the time of award. The contract has price adjustments allowable at the time of order placement based on Bureau of Labor statistics published indices, at which point, prices are fixed through delivery.

It should be noted that term-based services contracts are typically not funded for the latter years of the contract. Should additional work develop during the contract term, or should JEA elect to renew the contracts, additional funding may be required. Additional increases will be processed through the Awards Committee as necessary.

Request approval for a contract increase to GE Grid Solutions, LLC for Circuit Breaker Services in the amount of \$1,440,101.50, for a new not-to-exceed amount of \$5,999,401.50, subject to the availability of lawfully appropriated funds.

Manager: Hamilton, Darrell D – Mgr. Transmission & Substation Projects
Director: Acs, Gabor – Sr. Dir Engineering & Projects
VP: Melendez, Pedro A - VP Planning Engineering & Construction

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**



Formal Bid and Award System

Award #8 October 3, 2019

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6599
Requestor Name: Short, Michael L. - Manager, Project Design
Requestor Phone: 904-665-8165
Project Title: SSF 6 Gas Circuit Breakers
Project Number: 6599
Project Location: JEA
Funds: Capital – CP # 788-134, 788-125, 788-01
Budget Estimate: \$4,800,000.00

Scope of Work:

The primary purpose of this Invitation to Negotiate (ITN) is to evaluate and select a vendor that can provide 145 and 245 kV SF 6 Circuit Breakers for JEA’s Operations and Maintenance and capital projects business units.

All technical requirements (approved manufacturers, materials and ratings) and service requirements are provided in Appendix B – Response Workbook and Form and Appendix A – Technical Specifications, attached hereto.

The following companies are Approved Manufacturers:

- Alstom
- Hitachi HVB Inc.
- Mitsubishi Electric Power Products Inc.

This project will positively affect JEA Measures of Value:

- * Customer Value: Explain how this project will increase value to the customer
- * Community Impact Value: Explain how this project will increase value to the community
- * Environmental Value: Explain how this project will increase value to the environment
- * Financial Value: Explain how this project will positively impact the bottom line (to JEA and/or customer)

JEA IFB/RFP/State/City/GSA#: 097-19
Purchasing Agent: Rodney D.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
Altom Grid, LLC	George Muchesko	Georg.muchesko@ge.com	1 Power Lane	(724)-483-7874	\$4,559,300.00

Amount for entire term of Contract/PO: \$4,559,300.00
Award Amount for remainder of this FY: \$1,402,255.00
Length of Contract/PO Term: Five (5) Years, with two (2) – 1 Yr. Renewals

Begin Date (mm/dd/yyyy): 10/15/2019
End Date (mm/dd/yyyy): 10/14/2024
Renewal Options: Two (2) – 1 Yr. Renewals
JSEB Requirement: None

BIDDERS:

Name	First Round	BAFO	Rank
ALSTOM GRID LLC	\$4,578,175.00	\$4,578,175.00	1
MEPPI	\$5,437,061.00	\$5,327,058.00	2

Background/Recommendations:

Advertised on 06/17/2019. Three (3) companies attended the mandatory pre-response meeting held on 06/25/2019. At response opening on 07/23/2019, JEA received two (2) responses. The third qualified company Hitachi declined to bid, as their company is going through an acquisition and is not certain of the future of their product lines. Both Respondents were short-listed and invited to submit Best and Final Offers (BAFO). JEA evaluated the companies on price only and Alstom Grid LLC, a GE Company was deemed the lowest responsive and responsible respondent. A copy of the Response Form is attached as backup.

The total forecast savings is comparing the current pricing with the proposed pricing (+/-).

Total five (5) year total cost difference savings: \$223,450.00

In the interest of looking at engineered productions for additional savings, Alstom has offered additional savings, should JEA standards accept the following technical specification modifications.

- 145kV & 245kV breakers we can reduce your cost by \$200 per breaker if JEA only uses 1 SF6 gauge instead of 2 as shown on Appendix II.
- 145kV breaker, if JEA will accept NEMA 3R painted steel control cabinet vs NEMA 4X Aluminum, we can reduce your cost by \$400/breaker.

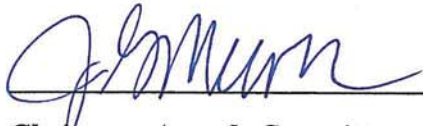
38% of the Unit Price is not subject to price adjustment and is fixed for the life of the contract. The remaining 62% of the unit price is fixed for the first year, subject to price adjustment annually thereafter, based on a weighted indices of major commodities (Stainless, Copper, Aluminum & Oil).

The Award amount is less than the Alstom Bid Amount due to removing spare parts from the Award.

097-19 – Request approval to award a one (1) contract to Alstom Grid LLC, a GE Company, the Supply of SF6 Circuit Breakers in the amount of \$4,559,300.00, subject to the availability of lawfully appropriated funds.

Manager: Short, Michael L. - Manager, Project Design
Director: Pinkstaff, Larry G. - Dir Energy Project Mgmt & Joint Assets
Sr. Director: Acs, Gabor - Sr Director Engineering & Projects
VP: Anders, Caren B. - VP/GM Energy

APPROVALS:



Chairman, Awards Committee

10/3/19

Date



Manager, Operating Budgets

10/3/19

Date



GE – JEA Price Adjustment for Contract: 184921

Pricing for items offered are subject to adjustment due to fluctuating raw material and labor costs. For items subject to market fluctuations procured through this agreement and contract, pricing shall be based on the index for the commodity or product from the Bureau of Labor Statistics (BLS) as detailed herein. In the event the index is discontinued, or the titles or codes are revised, a new index will be promptly identified and incorporated into this agreement.

Prices shall be adjusted prior to each Release/Order being placed. The contract price shall be based upon the percent changes in the indices specified below, between the reference base period (average of September thru November 2021 data points) and the current adjustment period (average of available 3 months data points prior to the PO date). Delivery date of the circuit breakers to be within current lead times.

All calculations for the special index shall be based upon the latest versions of the Producer Price Index and Employment Cost Index data published at <http://data.bls.gov/cgi-bin/srgate>.

		Base	Index	% of unit price	Series ID	Series Description
A1	Current Aluminum Index	Ave Sept - Nov 2022	229.45	7%	WPU102802	Aluminum castings
A	Base Aluminum Index	Ave July - Sept 2022	226.27			
S1	Current Steel Index	Ave Sept - Nov 2022	203.99	3%	PCU33211133211111	Hot impression die impact, press, & upset carbon steel forgings
S	Base Steel Index	Ave July - Sept 2022	194.748			
L1	Current Labor Index	Ave Sept - Nov 2022	28.00	25%	CEU0500000008	AVERAGE HOURLY EARNINGS OF PRODUCTION WORKERS
L	Base Labor Index	Ave July - Sept 2022	27.59			
T1	Current Transportation Index	Ave Sept - Nov 2022	167.48	10%	PCU4842304842306	Specialized freight (except used goods) trucking, long-distance
T	Base Transportation Index	Ave July - Sept 2022	167.47			
M1	Current Switchgear Index	Ave Sept - Nov 2022	288.74	25%	PCU335313335313	Switchgear and switchboard apparatus mfg
M	Base Switchgear Index	Ave July - Sept 2022	284.42			
F	Fixed Portion			30%		

Formula for calculating new contract price using the above index data:

$$PF = [0.07 \times A1 / A + 0.03 \times S1 / S + 0.25 \times L1 / L + 0.1 \times T1 / T + 0.25 \times M1 / M + 0.3] = 1.01$$

Adjusted Contract Price = Contract Price x PF

Contract Price – 145kV, 50kA Circuit Breaker - \$93,123.93 - 1/06/23 Adjusted Price: \$94,048.25

Contract Price – 245kV, 50kA Circuit Breaker - \$122,212.897 - 1/06/23 Adjusted Price: \$123,425.95



Formal Bid and Award System

Award #4 February 2, 2023

Type of Award Request: SINGLE SOURCE
Requestor Name: Baldwin, Michael – Electric Systems Engineer
Requestor Phone: 904-773-3138
Project Title: NGS CFB N02 – A2/E2 Fuel Feeder Replacement Project
Project Number: 8008359
Project Location: JEA
Funds: Capital
Business Unit Estimate \$786,024.26

Scope of Work:

This is a request to purchase the replacement drag conveyor from the OEM. A separate single source award for fuel drops was processed on 01/19/2023. This award for equipment includes two (2) Drag Feeder Chain (DFC) boxes and 14 different conveyor section assemblies (approximately 300’ of conveyor).

The overall project is to replace the A2/E2 fuel feeder drag conveyors, all six A2 & E2 fuel drops, and associated equipment due to advanced damage/ wear. The drag conveyors have substantial corrosion and erosion-based damage which has compromised the integrity of the feeder drops. The equipment replacement is planned to be accomplished by the General Construction Contractors during the fall outage.

JEA has some other components and materials for this project that will be purchased under separate purchase orders.

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

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
UNITED CONVEYOR SUPPLY COMPANY (DBA UCC ENVIRONMENTAL)	Keith Goettelmann	Keithgoettelmann@uccenvironmental.com	2100 Norman Drive West, Waukegan, IL	(847) 672-5169	\$775,300.00

Amount for entire term of Contract/PO: \$775,300.00
Award Amount for remainder of this FY: \$775,300.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 02/08/2023
End Date (mm/dd/yyyy): Project Completion (12/30/2023 - overall project completion)
JSEB Requirement: N/A

Background/Recommendations:

The drag conveyor and feeder drops have reached their end of life and require replacement. Since 2016, according to plant records, there have been six rear wall feeder breaches, resulting in lost MWh. During that same period, there have been over 40 Plant Work Orders (PWOs) associated with fuel leaks within the feeders and associated drops in addition to various mechanical failures or other issues on the rear wall feeders/ drops. Equipment leaks allow the accumulation of coal and coal dust along equipment and build-up of fuel below the unit. Coal build-up poses a potential safety risk due to combustion capability.

Pursuant to section 3 – 112 of the JEA Purchasing Code - A Contract may be awarded for Supplies or Services as a Single Source when, pursuant to the Operational Procedures, the Chief Procurement Officer determines that:

(b) the Supplies or Services must be a certain type, brand, make or manufacturer due to the criticality of the item or compatibility within a JEA utility system, and such Supplies or Services may not be obtained from multiple sources such as distributors;

The use of the OEM for Fabrication & Installation reduces operational risk, outage duration and potential for defects in allowing non-OEM fabricated equipment.

The equipment conveyors, boxes and ancillary equipment will be delivered in FY23. The actual equipment installation will take place in Q1, FY 2024 during the fall outage.

The Award amount is 13.6% below the Business Unit Estimate (which includes a 13% contingency). When considering the potential impact to the plant from reduced operations or downtime and safety risks, the price is considered reasonable.

Request approval to award a contract to UCC Environmental for the Unit 2 fuel feed conveyor systems for JEA in the amount of \$775,300.00, subject to the availability of lawfully appropriated funds.

Manager: Akrayi, Jamila R. – Mgr. Project Management
Sr. Director: Acs, Gabor. – Sr. Dir. Engineering & Projects
VP: Melendez, Pedro A. - VP Planning Engineering & Construction

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**

	Proposal
BASE Firm Pricing for engineering and supply of replacement Drag Flight Conveyor boxes, as described in this proposal	\$ 398,500.00
OPTION 1 Firm Price Adder for engineering and supply of DFC discharge hoppers, as described in this proposal (when ordered with DFC boxes) \$99,700	\$ 99,700.00
OPTION 2 Firm Price Adder for engineering and supply of an Automatic Lubricating System, as described in this proposal (when ordered with DFC boxes) \$44,800	Not Elected
OPTION 3 Firm Price Adder for engineering and supply of Hydraulic DFC Chain Tensioner, as described in this proposal (when ordered with DFC boxes)	\$ 39,500.00
OPTION 4 Firm Price Adder for engineering and supply of Discharge hoppers lower shut-off valves, as described in this proposal (when ordered with DFC boxes) \$38,100	Not Elected
OPTION 5 Firm Price Adder for engineering and supply of Head and Tail (Boxes only), as described in this proposal (when ordered with DFC boxes)	\$ 128,900.00
OPTION 6 Firm Price Adder for engineering and supply of Head and Tail Sections (Fully Assembled), as described in this proposal (when ordered with Option 5 Head and Tail boxes)	\$ 108,700.00
	\$ 775,300.00

Total	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
\$ 775,300.00				\$ 310,120.00				\$ 465,180.00			
Payment Schedule											
Manufacture	40%										
Delivery	60%										



20 January 2023

Jacksonville Electric Authority
 4377 Heckscher Dr
 Jacksonville, FL 32226

Attention: Jason Compton, Staff Engineer

Subject: Jacksonville Electric Authority
 Northside Generating Station
 DFC Rebuild Project, Unit NO2
 UCC Proposal Q21184, Rev. 3

Mr. Compton,

In response to your request, UCC Environmental (UCC) is pleased to provide the attached firm proposal for replacement Drag Feeder Chain (DFC) boxes in Unit NO2 at the Northside Generating Station. The proposed project consists of drag feeder chain weldment boxes to replace the existing boxes.

Due to their time in use and the material (coal) being conveyed the existing units are showing wear and need to be rebuilt. Each conveyor section will be replaced based on their current design and each new section will be supplied with a new set of idlers and a wear rail in between the idlers. An optional Auto-Lubrication system is described later in this proposal.

This conveyor rebuild will be made up of two parts. The existing head and tail sections will be rebuilt, as is, by JEA. The sections between the head and tail section are included in this proposal.

For the above base proposal, UCC Scope of Supply includes the following:

Quantity	U/M	Description
1	EA	Drag Feeder Chain Box Assemblies, consisting of: <ul style="list-style-type: none"> • (1) 9'-10" Section • (2) 11'-9" Sections • (1) 11'-11" Section • (1) 6'-4" Section • (1) 10'-5" Section • (1) 11'-7" Section
1	EA	Drag Feeder Chain Box Assemblies, consisting of: <ul style="list-style-type: none"> • (1) 9'-10" Section • (2) 11'-9" Sections • (1) 10'-5" Section • (1) 6'-4" Section • (1) 11'-11" Section • (1) 10'-8" Section

Each section will have the following:

- CS construction
- AR Wear resistant plate on bottom
- Idler Assembles
- CS chain rail with AR plate
- CS support legs

Support legs for one set of conveyors will provide approximately 9” of clearance. The support legs on the second conveyor will provide approximately 31-1/2” of clearance.

Each conveyor will also be provided with:

- One inlet opening
- Two outlet openings (third outlet is located in existing head section)
- Two temperature probe mounts
- Two observation ports
- Two 4” flanged pipe stubs, capped off.

Notes:

- 1) The designs and dimensions referenced in this proposal are based off drawings 961-22481-0-01, -02 (Rev. 4) provided with the original RFQ. Any changes to these may affect final pricing.
- 2) Replacement chain and flights are not included.
- 3) Electrical boxes, conduit or other items shown on these drawings have not been included.
- 4) Proposal is based on utilizing UCC’s global sourcing capabilities

Option 1 – Conveyor Discharge Hoppers

As an option, we are proposing replacement Conveyor Outlet Hoppers. This option includes the modified plugged chute detector mounting box supplied by UCC in 2004.

For this option, UCC Scope of Supply includes the following:

Quantity	U/M	Description
2	EA	Discharge #3 Hopper <ul style="list-style-type: none"> • 304SS construction • 3/8” thk plate • 12” outlet w/150# flange • 4’-9 3/8” OAH
4	EA	Discharge #1 & 2 Hopper <ul style="list-style-type: none"> • 304SS construction • 3/8” thk plate • 12” outlet w/150# flange • 4’-6 5/8” OAH
6	EA	Material Level Detectors

Option 2 – Automatic Lubricating System

To keep the new chain idler assemblies operating at the peak efficiencies and prevent any unwanted maintenance issues, UCC recommends the installation and use of an Automatic lubricating system. This system once installed will keep the bearings in the idler assemblies fully lubricated ensuring that the chain moves freely and does not suffer and undue wear. Each conveyor will receive its own, independent system.

For the option, UCC Scope of Supply includes the following:

Quantity	U/M	Description
2	EA	Automatic Lubrication System, comprising of: <ul style="list-style-type: none"> • 120 VAC grease pump • Cycle Timer • Failure alert circuit • Cycle Switch / Proximity Switch • Primary and Secondary Divider Valves

Note: Interconnecting piping is not included as this is considered an item supplied by the installing contractor. Pricing can be supplied if desired.

Option 3 – Hydraulic DFC Chain Tensioner

The drag chain conveyors, as they are currently installed, utilize a spring tensioning system to keep tension on the drag chain. This is a manual based system that requires operators to periodically check the adjustment of the springs and tensioning rods to ensure there is enough force being exerted to the drag chain to keep it operating properly. If this tension is reduced, as happens when the chain stretches, undue chain wear can occur which could cause premature failure or cause the chain to dislodge from the drive or return sprockets, causing further damage.

To help reduce these possibilities, UCC can replace the existing spring-loaded system with a hydraulic based tensioning system.

For the option, UCC Scope of Supply (per conveyor) includes the following:

Quantity	U/M	Description
2	EA	Hydraulic Cylinders
2	EA	Cylinder Brackets
2	LOT	Mounting Hardware
1	EA	Hydraulic Power Unit (HPU), Compressed air driven
1	LOT	Hydraulic Diverter Valves
1	LOT	Hydraulic pipes/hoses for installation

Option 4 – Discharge Hopper Shut-off valves

As an option, UCC can supply new 12” Air-Actuated valves to be mounted on the bottom of the drag chain feeder discharge hoppers. There are similar in features to the valves shown in Stock drawing D35241. Dimensions may vary.

For the option, UCC Scope of Supply includes the following:

Quantity	U/M	Description
6	EA	12” Discharge Hopper Valves: <ul style="list-style-type: none">• 12” Valve• High Temp Design• Air-Actuated• 120VAC Solenoid Valve• Open/Close proofing switches

Option 5 – Head and Tail Section Boxes

As an option, UCC can supply new head and tail section boxes for two (2) conveyors on Unit N02. These will be supplied with only the weldment and associated bolt on plates. This does not include and take up or drive components.

Option 6 – Head and Tail Section Assemblies

As an option, UCC can supply new head and tail section assemblies for two (2) conveyors on Unit N02. These will be supplied with all the components necessary to replace the sections on the existing and/or new conveyor assemblies, less any electrical sensors or field mounted electrical enclosures.

UCC’s Scope of Work for Engineering for this proposal includes the following:

- Creation of physical drawings for fabrication. Drawings will reflect existing designs.

We expect that the following items will be included in your scope of supply. Please refer to UCC Equipment and Services Not Included (attached) for additional details.

- Removal and disposal of current piping and couplings
- Design and supply of any service piping (air, water, drain, etc.)
- Design and supply of piping supports
- Construction and erection

PRICING SUMMARY

BASE Firm Pricing for engineering and supply of replacement Drag Flight Conveyor boxes, as described in this proposal	\$398,500
OPTION 1 Firm Price Adder for engineering and supply of DFC discharge hoppers, as described in this proposal (when ordered with DFC boxes)	\$99,700
OPTION 2 Firm Price Adder for engineering and supply of an Automatic Lubricating System, as described in this proposal (when ordered with DFC boxes).....	\$44,800
OPTION 3 Firm Price Adder for engineering and supply of Hydraulic DFC Chain Tensioner, as described in this proposal (when ordered with DFC boxes)	\$39,500
OPTION 4 Firm Price Adder for engineering and supply of Discharge hoppers lower shut-off valves, as described in this proposal (when ordered with DFC boxes).....	\$38,100
OPTION 5 Firm Price Adder for engineering and supply of Head and Tail (Boxes only), as described in this proposal (when ordered with DFC boxes)	\$128,900
OPTION 6 Firm Price Adder for engineering and supply of Head and Tail Sections (Fully Assembled), as described in this proposal (when ordered with Option 5 Head and Tail boxes)	\$108,700

Payment Terms:	To be discussed
Commercial Terms:	UCC's Standard Domestic Conditions of Sale will apply
Freight Terms:	FOB Destination
Validity:	Pricing is firm and valid for acceptance within 30 days. Prices is based on utilizing UCC's global sourcing capabilities. Prices quoted are subject to escalation based on labor statistics published by the U.S. Department of Labor, Bureau of Labor Statistics, with a starting index month of the month in which this Proposal is provided.
Taxes:	Pricing does not include taxes, duties, or fees of any kind
Estimated Delivery:	36-40 weeks ARO (Lead time may vary depending on options ordered and will be confirmed at time of order).
Field Service:	No field service has been included in this proposal. If field service is requested, it may be added or purchased separately at the rates noted in the UCC Standard Service Agreement (copy available upon request).
Equipment Finish:	In accordance with the attached UCC Equipment Standard Finish Specification.

This Proposal and its underlying estimate incorporate pricing obtained by UCC as of the date of this Proposal. Should changes to United States laws or trade policies or to those of other nations enacted after the date of this Proposal, regardless of the validity date of the Proposal, affect the underlying estimate, UCC reserves the right either to modify or withdraw this Proposal if no award has proceeded pursuant to it, or to pass any such effects on to Buyer if an award has been made to UCC.

UCC Environmental appreciates the opportunity to present this budgetary price proposal. Should you have any questions or comments, please contact me at the office or your local representative listed below. We look forward to working with you towards a successful completion of this project.

Respectfully Submitted,
UNITED CONVEYOR CORPORATION



Keith Goettelmann
Sales Engineer II
Phone: 847.672.5169
Email: KeithGoettelmann@uccenvironmental.com

Represented By:
Steve Pero
Pero Engineering and Sales Co
748 Broadway Ave, Suite 202
Dunedin, FL 34683
Phone: 904.631.4506
spero@peroengineering.com

EQUIPMENT AND SERVICES NOT INCLUDED

The engineering design and supply of the following items are normally furnished by the Owner or Installing Contractor. They are not included in our offering.

General
Field erection, field welding, welding electrodes, inserts, backing rings
Field touch-up primer, finish paint
Pipe and equipment supports
Lighting fixtures
Heating, ventilation, air conditioning equipment and duct work
Shims

Mechanical
Gauges
Test connections
Instrument lists
Instrument manifolding
Instrument, compressed air or water services isolation valves
Tubing, piping or fittings for connection of instruments to process piping
Pipe reducers for NF pipe
Orifice plates for utilities service piping
Gaskets for NF pipe
Bolts for NF pipe
Interconnecting piping for blowers or pumps
Safety devices other than those specified or listed in the Bill of Material whether or not required by law
Heat tracing, insulation or cladding
Hopper heating or other devices necessary to ensure dry free-flowing fly ash

Conveyor & Service Piping
Pipe supports, support force calculations/vector diagrams
Interconnecting steel for pipe supports
Pipe support accessories
Compressed air services piping or routings
Water services piping or routings
Routings for any services pipe; 2-1/2" diameter or smaller

Field Service
Field Service technical assistance
Field Service supervision
As built drawing

Structural
Soil testing, sub-grade engineering or design
Engineering, design or supply of foundations or concrete slabs at grade
Reinforcing bars or their detailing
Anchor bolts, expansion bolts, pipe sleeves
Concrete, grout
Metal decking, wood forms or closure plates for concrete slabs
Temporary support for decking or forms
Floor drains, drain piping, gutters and downspouts
Glass for windows
Refractory, brick, refractory anchors or installation of same
Flashing
Electrical grounding connections
Caulking and concrete sealant
Hoists for monorails and/or jib cranes
Temporary erection handrails and safety lines
Trenches and trench cover plates
Access platforms except as identified
Ladders except as identified
Stair systems except as identified
Rupture disc vent ducts or containment devices
Room, roof or sound enclosures

Controls / Electrical
Motor starters
Contactors
Switchgear
Power distribution
Lighting
Grounding
Lightning protection
Telephone and communication
Power wiring
Raceways
Junction boxes
Wiring schedules
Field wire routing
Cable, trays and cable tabulations
External interconnections

UCC EQUIPMENT STANDARD FINISH

Unless otherwise stated, the proposed equipment will be supplied with the finish as listed below:

Material	Finish	Comments
Nuts and Bolts	None	Light machining oil film
DFC Box Weldments	Finish	Exterior CS surfaces only
DFC Discharge Hoppers	None	*
Motors	Mfg Standard	
Cylinders	Mfg Standard	
Valves	Mfg Standard	
Hydraulic Power Unit (HPU)	Mfg Standard	

* = Most installations do not prime or finish paint these items.

** = Finish painting will be in accordance with manufacturer's standard.

Certification of Single Source or Emergency Procurement

Please use this form to certify a Single Source or Emergency Procurement complies with the requirements of the JEA Procurement Code. The JEA Procurement Code defines a Single Source and Emergency Procurement as follows:

3-112 Single Source

A Contract may be awarded for Supplies or Services as a Single Source when, pursuant to the Operational Procedures, the Chief Procurement Officer determines that:

- (a) there is only one justifiable source for the required Supplies or Services;
- (b) the Supplies or Services must be a certain type, brand, make or manufacturer due to the criticality of the item or compatibility within a JEA utility system, and such Supplies or Services may not be obtained from multiple sources such as distributors;
- (c) the Services are a follow-up of Services that may only be done efficiently and effectively by the Vendor that rendered the initial Services to JEA, provided the Procurement of the initial Services was competitive;
- (d) at the conclusion of a Pilot Project under Section 3-118 of this Code, the Procurement of Supplies or Services tested during the Pilot Project, provided the Vendor was competitively selected for the Pilot Project.

3-113 Emergency Procurements

In the event of an Emergency, the Chief Procurement Officer may make or authorize an Emergency Procurement, provided that Emergency Procurements shall be made with as much competition as practicable under the circumstances. A written Determination of the basis for the Emergency and for the selection of the particular Vendor shall be included in the Procurement file.

For purposes of this Section 3-113, an "Emergency" means any one of the following:

- (a) a reasonably unforeseen breakdown in machinery;
- (b) an interruption in the delivery of an essential governmental service or the development of a circumstance causing a threatened curtailment, diminution, or termination of an essential service;
- (c) the development of a dangerous condition causing an immediate danger to the public health, safety, or welfare or other substantial loss to JEA;
- (d) an immediate danger of loss of public or private property;
- (e) the opportunity to secure significant financial gain, to avoid delays to any Governmental Entity or avoid significant financial loss through immediate or timely action; or (f) a valid public emergency certified by the Chief Executive Officer.

Please provide the following information:

1. Vendor Name:

UCC Environmental

2. Description of Services or Supplies provided by Vendor:

In 2004, UCC was contracted to modify the STOCK Equipment Company rear wall feeders. UCC changes included installation of new head & tail sections, addition of idlers, idler auto-lube system, new chain design, new sprocket design and mods to the transition sections & drop chutes. Currently, the majority of the feeders have been provided or modified by UCC and, as such, are now considered the OEM.

3. **Certification:**

I the undersigned certify that to the best of my knowledge, no JEA employee has, either directly or indirectly, a financial interest in this Single Source Emergency Procurement, and

I the undersigned certify that this procurement meets the requirements of a (choose one of the following):

Single Source Procurement. Please state which subsection of Section 3-112 above applies to this Single Source Procurement: 3-112-b

OR

Emergency Procurement - Please state which subsection of Section 3-113 above applies to this Emergency Procurement: _____


Signature of JEA Business Unit Manager

1/13/23
Date

David Biruk
Name of JEA Business Unit Manager

This certification shall be attached to the Purchase Order when it is routed for approval. A Single Source or Emergency Procurement shall be reported to the JEA Board in accordance with Section 1-110 of the JEA Procurement Code.



Formal Bid and Award System

Award #5 February 2, 2023

Type of Award Request: INVITATION FOR BID (IFB)
Request #: 652
Requestor Name: Rinehart, Jason – Electric Systems Engineer
Requestor Phone: (904) 625-5974
Project Title: Circuit 650 UG 69 kV Reconductor Project
Project Number: 8007604
Project Location: JEA
Funds: Capital
Business Unit Estimate \$2,781,280.00

Scope of Work:

The scope of work is to construct a 0.34-mile 69kV underground duct-bank and transmission circuit from a riser pole located at 8421 Free Avenue to the Oakwood Villa Substation.

1.4. Scope of Work: The Contractor shall supply all material to complete the work, including any cable, splices, terminations, conduit, and manholes. The Contractor shall also construct a duct-bank consisting of 4x6”and one 2” duct by way of HDD and open trenching. The Contractor shall pull the specified cable, make up terminations, splices and jumpers and commission the cable system.

Background: Between 1974 and 1978, JEA installed underground 69KV transmission cable into substations; 10 circuits serving 8 substations. The underground cable was utilized to alleviate overhead infrastructure congestion within the substation and surrounding neighborhoods. All cable was installed, direct bury in the ROW requiring 48-inches of minimum ground cover and a non-reinforced concrete cap for protection. Road crossings used conduit or steel casing systems. The cable used was a solid dielectric 1500 or 2000MCM EPR (ethylene-propylene rubber insulation) cable. Cable and splicing technology at the time had a service life expectancy of 25-35 years. Within our system, all circuits using the underground 69KV EPR transmission cable is well past that service life expectancy and is (or will be) in need of replacement soon. Case in point; the Oakwood Villa Circuit 649 circuit was installed in 1978 and has experienced 2 cable failures

JEA IFB/RFP/State/City/GSA#: 1410972246
Purchasing Agent: Lovgren, Rodney D.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
FERREIRA CONSTRUCTION CO. INC.	Nick Payne	npayne@ferreiraconstruction.com	11459 Phillips Hwy, Jacksonville, FL 32258	904-404-6085	\$2,598,942.06

Amount for entire term of Contract/PO: \$2,598,942.06
Award Amount for remainder of this FY: \$0.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 02/15/2023
End Date (mm/dd/yyyy): Project Completion (Expected: 05/31/2024)
JSEB Requirement: Goal (10%)
Comments on JSEB Requirements:
 RZ Service Group - Material Supply & Labor – 10% (\$236,267.46)

BIDDERS:

Name	Amount	Comment
FERREIRA CONSTRUCTION CO. INC.	\$2,598,942.06	
WILCO ELECTRICAL LLC	\$2,508,000.00	Disqualified
C AND C POWERLINE, INC.	\$3,315,768.57	

Background/Recommendations:

Advertised on 11/16/2022. Three (3) prime contractors attended the optional pre-bid meeting held on 11/29/2022. At the original Bid opening on 01/10/2023 JEA received one (1) Bid. JEA reopened the Bid for an additional 2 weeks and contacted other Bidders. JEA found that one of the approved cable manufacturers has production issue, which did not give them enough time to find a replacement provider. At Bid opening on 01/24/2023, JEA received three (3) Bids. JEA disqualified Wilco Electrical, LLC due to not meeting the minimum qualifications. Ferreira Construction Co, Inc. is the lowest responsive and responsible Bidder. A copy of the Bid Form is attached as backup.

The award amount is \$182,737.94 or 6.6% lower than the budget estimate and is deemed reasonable.

1410972246 – Request approval to award a contract to Ferreira Construction Co. Inc. for the Circuit 650 Underground Reconductor Project in the amount of \$2,598,942.06, subject to the availability of lawfully appropriated funds.

Sr. Manager: Hamilton, Darrell – Mgr. Transmission & Substation Projects
Director: Acs, Gabor – Sr. Dir. Engineering & Projects
VP: Melendez, Pedro A. - VP Planning Engineering & Construction

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**

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

Company Name: Ferreira Construction Co. Inc

Company's Address: 11459 Phillips Hwy., Jacksonville, FL 32258

License Number: CGC1509418 EC13006679

Phone Number: 904-404-6085 FAX No: _____ Email Address: npayne@ferreiraconstruction.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 69 kV Circuit 650 underground reconductor Project	\$ <u>2,362,674.60</u>
2	Supplemental Work Authorization (10% of Line 1)	\$ <u>236,267.46</u>
3	Total Bid Price (Sum of Lines 1 & 2)	\$ <u>2,598,942.06</u>

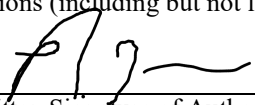
I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".

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 3



Handwritten Signature of Authorized Officer of Company or Agent

01/24/2023

Date

Nicholas Payne - Division Manager
Printed Name and Title

LIST OF SUBCONTRACTORS

JEA Solicitation Number 1410972246 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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High Voltage UG	Ferreira UTEC LLC	Charles Vandenburg Jr. 908-524-7565		35%
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Horizontal Directional Drill	Atlantic Directional Drilling	Scott Kennedy 407-402-5168		35%
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Signed: 

Company: Ferreira Construction

Address: 11459 Phillips Hwy., Jacksonville, FL 32258

Date: 01/24/2023

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 - 1410972246. 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
Material Supply & Labor	RZ Service Group	10%

Signed: 

Company: Ferreira Construction

Address: 11459 Phillips Hwy., Jacksonville, FL 32258

Date: 01/24/2023

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 #07 February 2, 2023

Type of Award Request: CONTRACT RENEWAL
Request #: 1410307847-21
Requestor Name: Keeler, Jessica – Manager, Procurement Inventory Control
Requestor Phone: (904) 665-6403
Project Title: Residential Water Meters for JEA Inventory Stock
Project Number: VARIOUS, mainly from 3 Capital Programs; RCP736-01, RCP736-04, RCP736-08
Project Location: JEA
Funds: Inventory Blanket
Budget Estimate: \$13,847,104.08

Scope of Work:

This agreement provides residential water meters for JEA’s Inventory Stock. The contract being renewed contains six (6) unique line items. Their primary application is to measure water consumption for residential customers. These items are utilized by the water meter departments on a regular basis. There are 2 manufacturers approved for these residential water meters.

JEA IFB/RFP/State/City/GSA#: 1410307847-21
Purchasing Agent: Eddie Bayouth
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
BADGER METER INC.	Brad Lowe	BLowe@badgermeter.com	4545 W Brown Deer Rd. Milwaukee, WI 53224	(414)218-7070	\$8,198,306.21
SENSUS USA, INC.	Griff Machinski	Griff.Machinski@xyleminc.com	450 N. Gallatin Ave. Uniontown, PA 15401	(904)229-9132	\$5,015,714.91

Amount of Original Award: \$6,690,352.47
Date of Original Award: 05/06/2021
Contract Increase Amount: \$13,214,021.12
New Not-To-Exceed Amount: \$19,904,373.59

Name	Original Award Amount	Change Order Amount	New Not-To-Exceed Amount
BADGER METER INC.	\$4,078,679.49	\$8,198,306.21	\$12,276,985.70
SENSUS USA, INC.	\$2,611,672.98	\$5,015,714.91	\$7,627,387.89
Total	\$6,690,352.47	\$13,214,021.12	\$19,904,373.59

Length of Contract/PO Term: Two Years w/One (1) – One (1) Yr. Renewal
Begin Date (mm/dd/yyyy): 05/11/2021
End Date (mm/dd/yyyy): 05/10/2024
Renewal Options: None Remaining
JSEB Requirement: N/A – No JSEBs available

Background/Recommendations:

Competitively bid and awarded to Badger Meter Inc. and Sensus USA Inc., the two (2) JEA approved manufacturers of residential water meters, on 05/06/2021.

This request is to execute the one (1) year renewal option with Badger Meter Inc. and Sensus USA Inc. This decision is based on the continued success of both approved manufacturers in providing JEA residential water meters.

The considerable increase in volume and requested funds for historic trends is due to a changeout program of an expected 128,000 units throughout the JEA territory, of which a majority will be completed in the first year. This changeout program is linked to the network upgrade for water meter services. During the proof of concept for the future network it was identified that aged assets in our infrastructure should be replaced at the same time as the network upgrade. Specific details are found below for projected distribution of maintenance and repair by Water Meter Services (WMS) and the quantity needed for the AMI meter network driven changeout program.

Size	Item ID	Total	WMS	AMI Project
5/8 x 3/4	MTEAA015/017	29000	5000	24000
5/8"	MTEAA010/012	3900	8570	4670
3/4"	MTEAA020/022	54933	19494	35439
3/4"	MTEAA270/272	5600	4905	695
1"	MTEAA030/032	4898	2509	2389
1"	MTEAA300/302	1907	288	1619

The original solicitation allowed for multiple contracts be awarded to help prevent residential customers from experiencing any delays in services due to JEA not having the necessary meter to complete their work orders, this same concept and distribution is planned for the renewal period. The award amount for each Respondent is relative to the ranking of vendors on the original solicitation, with the lowest cost Respondent for each lowest cost item receiving approximately seventy percent (70%) of the volume requirements, and the second lowest cost Respondent receiving approximately thirty percent (30%) of the volume requirements. The forecasted quantities for the next fifteen (15) months were reviewed and approved by the business.

Request approval to award a one-year contract renewal to Sensus USA Inc. (\$5,015,714.91) and to Badger Meter, Inc. (\$8,198,306.21) for residential water meters, for a new not-to-exceed amount of \$19,904,373.59, subject to the availability of lawfully appropriated funds.

- Manager:** Kenny Pearson – Procurement Category Manager
- Director:** McCollum, Jenny – Director, Procurement Services
- VP:** McElroy, Alan – VP Supply Chain & Operations Support

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**

JEA Planner	BPA Number	Vendor	JEA Item ID	Item Description	UOM	Min	Max	On Hand Quantity	Demand Quantity	PO Quantity	Unit Cost	Award %	Estimated One (1) Year Usage	Estimated One (1) Yr Usage based on Awarded %	Est. Need	Safety Stock (20%)	Change Order	Change Order w/lot multiplier	BPA Pricing	Change Order Amount/Old Pricing	Lead Time	Inventory Item Status Code	User Item Type	Fixed Lot Multiplier	New pricing	Total Cost	Business Unit Estimate Per Manufacturer	Actual Cost
Krista	197427	Sensus	MTEAA010	**TEST REQD** METER, WATER 5/8" X 1/2" - LOW LEAD SR11 METER, PLASTIC DIVISION PLATE, PLASTIC BOTTOM PLATE/STAINLESS STL CAP SCREWS, ELECTRONIC REGISTER TRPL, 0.1 GALLONS 8 WHL, 6"TRPL CBL 3-WIRE, MFG S/N=REG ID (WITH TRPL HOUSING ASSEMBLY)	EA	218	432	924	0.0	750.0	\$80.16	0.3	3900	1170	1,602	320	1,922	1,944	88.53	\$ 172,102.32	126	Active	JEA WATER	216	88.53	\$172,102.32		
Krista	197427	Sensus	MTEAA015	**TEST REQD** METER, WATER 5/8" X 3/4" - LOW LEAD SR11 METER, PLASTIC DIVISION PLATE, PLASTIC BOTTOM PLATE/SS CAP SCREWS, ELECTRONIC REGISTER TRPL, 0.1 GALLONS 8 WHL, 6"TRPL CBL 3-WIRE, MFG S/N=REG ID (WITH TRPL HOUSING ASSEMBLY)	EA	433	648	50	0.0	750.0	\$80.37	0.3	29000	8700	9,348	1,870	11,218	11,232	88.53	\$ 994,368.96	126	Active	JEA WATER	216	88.53	\$994,368.96		
Krista	197427	Sensus	MTEAA020	**TEST REQD** METER, WATER 3/4" - LOW LEAD SR11 METER, PLASTIC DIVISION PLATE, BRONZE BOTTOM PLATE/SS CAP SCREWS, ELECTRONIC REGISTER TRPL, 0.1 GALLONS 8 WHL, 6"TRPL CBL 3-WIRE, MFG S/N=REG ID. (WITH TRPL HOUSING ASSEMBLY)	EA	961	1,280	0	0.0	2700.0	\$99.21	0.3	54933	16479.9	17,760	3,552	21,312	21,440	109.29	\$ 2,343,177.60	126	Active	JEA WATER	160	109.29	\$2,343,177.60		
Krista	197427	Sensus	MTEAA030	**TEST REQD** METER, WATER 1" - LOW LEAD SR11 METER, PLASTIC DIVISION PLATE, BRONZE BOTTOM PLATE/SS CAP SCREWS, ELECTRONIC REGISTER TRPL, 0.1 GALLONS 8 WHL, 6"TRPL CBL 3-WIRE, MFG S/N=REG ID. (WITH TRPL HOUSING ASSEMBLY)	EA	361	600	1732	0.0	500.0	\$129.53	0.7	4898	3428.6	4,029	806	4,834	4,920	138.54	\$ 681,616.80	126	Active	JEA WATER	120	138.54	\$681,616.80		
Krista	197427	Sensus	MTEAA270	**TESTING REQUIRED** METER, WATER 3/4" - LOW LEAD SR11 METER, NO DRINK, PLASTIC DIVISION PLATE, BRONZE BTM PLATE/STAINLESS/SS CAP SCREWS, ELECTRONIC REGISTER TRPL, 0.1 GALLONS 8 WHL, 6"TRPL CBL 3-WIRE, MFG S/N=REG ID (WITH TRPL HOUSING ASSY)	EA	321	480	1083	0.0	2000.0	\$102.13	0.7	5600	3920	4,400	880	5,280	5,280	112.5	\$ 594,000.00	133	Active	JEA WATER	160	112.5	\$594,000.00		
Krista	197427	Sensus	MTEAA300	**TEST REQUIRED** METER, WATER 1" - LOW LEAD SR11 METER, NO DRINK, PLASTIC DIVISION PLATE, BRONZE BOTTOM PLATE/SS CAP SCREWS, ELECTRONIC REGISTER TRPL, 0.1 GALLONS 8 WHL, 6"TRPL CBL 3-WIRE, MFG S/N=REG ID (WITH TRPL HOUSING ASSEMBLY)	EA	100	216	0	18.0	250.0	\$128.69	0.7	1907	1334.9	1,551	310	1,861	1,920	141.76	\$ 272,179.20	133	Active	JEA WATER	120	141.76	\$272,179.20		
Krista	197426	Badger	MTEAA014	**TEST REQD** METER, WATER 5/8" X 1/2" - LOW LEAD BADGER RECORDALL METER, PLASTIC DIVISION PLATE, PLASTIC BOTTOM PLATE/SS CAP SCREWS, MECHANICAL REGISTER TRPL, 0.1 GALLONS 8 WHL, 6" CBL 3-WIRE, MFG S/N=REG ID (WITH TRPL HOUSING ASSEMBLY)	EA	541	900	2690	0.0	254.0	\$79.54	0.7	3900	2730	3,630	726	4,356	4,500	88.25	\$ 397,125.00	50	Active	JEA WATER	180	\$ 83.25	\$374,625.00	\$5,057,444.88	\$5,057,444.88
Krista	197426	Badger	MTEAA018	**TEST REQD** METER, WATER 5/8" X 3/4" - LOW LEAD BADGER RECORDALL METER, PLASTIC DIVISION PLATE, PLASTIC BOTTOM PLATE/SS CAP SCREWS, MECHANICAL REGISTER TRPL, 0.1 GALLONS 8 WHL, 6" CBL 3-WIRE, MFG S/N=REG ID (WITH TRPL HOUSING ASSEMBLY)	EA	721	1,080	4189	0.0	381.0	\$79.65	0.7	29000	20300	21,380	4,276	25,656	25,740	88.25	\$ 2,271,555.00	50	Active	JEA WATER	180	\$ 83.25	\$2,142,855.00		
Krista	197426	Badger	MTEAA024	**TEST REQD** METER, WATER 3/4" - LOW LEAD BADGER RECORDALL METER, PLASTIC DIVISION PLATE, BRONZE BOTTOM PLATE/SS CAP SCREWS, MECHANICAL REGISTER TRPL, 0.1 GALLONS 8 WHL, 6" CBL 3-WIRE, MFG S/N=REG ID. (WITH TRPL HOUSING ASSEMBLY)	EA	1,921	3,040	5980	0.0	10360.0	\$97.54	0.7	54933	38453.1	41,493	8,299	49,792	49,920	108.93	\$ 5,437,785.60	50	Active	JEA WATER	160	\$ 103.93	\$5,188,185.60		
Krista	197426	Badger	MTEAA034	**TEST REQD** METER, WATER 1" - LOW LEAD BADGER RECORDALL METER, PLASTIC DIVISION PLATE, BRONZE BOTTOM PLATE/SS CAP SCREWS, MECHANICAL REGISTER TRPL, 0.1 GALLONS 8 WHL, 6" CBL 3-WIRE, MFG S/N=REG ID. (WITH TRPL HOUSING ASSEMBLY)	EA	97	192	0	15.0	73.0	\$128.21	0.3	4898	1469.4	1,661	332	1,994	2,016	138.1	\$ 278,409.60	40	Active	JEA WATER	96	\$ 133.10	\$268,329.60		
Krista	197426	Badger	MTEAA274	**TEST REQUIRED** METER, WATER 3/4" - LOW LEAD BADGER RECORDALL METER, NO DRINK, PLASTIC DIVISION PLTE, BRONZE BTM PLTE/SS CAP SCREWS, MECHANICAL REGISTER TRPL, 0.1 GALLONS 8 WHL, 6" CBL 3-WIRE, MFG S/N=REG ID (WITH TRPL HOUSING ASSEMBLY)	EA	161	320	1260	0.0	1076.0	\$105.34	0.3	5600	1680	2,000	400	2,400	2,400	112.14	\$ 269,136.00	50	Active	JEA WATER	160	\$ 107.14	\$257,136.00		
Krista	197426	Badger	MTEAA304	**TEST REQUIRED** METER, WATER 1" - LOW LEAD BADGER RECORDALL METER, NO DRINK, PLASTIC DIVISION PLTE, BRONZE BTM PLATE/SS CAP SCREWS, MECHANICAL REGISTER TRPL, 0.1 GALLONS 8 WHL, 6" CBL 3-WIRE, MFG S/N=REG ID (WITH TRPL HOUSING ASSEMBLY)	EA	70	192	210	0.0	12.0	\$135.21	0.3	1907	572.1	764	153	917	960	141.3	\$ 135,648.00	40	Active	JEA WATER	96	\$ 136.00	\$130,560.00		

Contracts expires May 14, 2023

Business Unit Estimate

\$13,847,104

\$13,419,136.08 \$13,847,104.08 \$13,419,136.08

Left on BPAs \$ 205,114.96

Total C/O \$13,214,021.12

Sensus Increase	\$5,057,444.88
Amount left on BPA 197427	\$ 41,729.97
Sensus Change Order Amount	\$5,015,714.91
Original Award	\$2,611,672.98
New not to exceed Sensus	\$7,627,387.89

Badger Increase	\$8,361,691.20
Amount left on BPA 197426	\$ 163,384.99
Badger Change Order Amount	\$8,198,306.21
Original Award	\$4,078,679.49
New not to exceed Badger	\$12,276,985.70

Total Increase	\$13,419,136.08
Amount left on BPAs 197426 and 197427	\$ 205,114.96
Total Change Order Amount	\$13,214,021.12
Original Award	\$6,690,352.47
New not to exceed Total	\$19,904,373.59

Item ID	New BMI Part No	Old Price	New Price	New Badger Description
MTEAA014	109-9146	\$88.25	\$83.25	Disc, M25 5/8"(1/2x7-1/2), PL Btm 430SS-1, PL, (TS-135, SN Per PO and PBB, HR-E, 4CXN2 ORION, PL Lid/Shrd-GRY, Trx Scrw, Sidewalk read, 8D-0.1 Gal, SN Per PO (SB) in/Per PO out, TT-10', BMI STD, 6 PACK,
MTEAA018	109-9145	\$88.25	\$83.25	Disc, M25 5/8"(3/4x7-1/2), PL Btm 430SS-1, PL, (TS-135, SN Per PO and PBB, HR-E, 4CXN2 ORION, PL Lid/Shrd-GRY, Trx Scrw, Sidewalk read, 8D-0.1 Gal, SN Per PO (SB) in/Per PO out, TT-10', BMI STD, 6 PACK,
MTEAA024	109-9148	\$108.93	\$103.93	Disc, M35 3/4"(9), Brz Btm 430SS-1, PL, (TS-135, SN Per PO and PBB, HR-E, 4CXN2 ORION, PL Lid/Shrd-GRY, Trx Scrw, Sidewalk read, 8D-0.1 Gal, SN Per PO (SB) in/Per PO out, TT-10', BMI STD, 6 PACK,
MTEAA274	109-9150	\$112.14	\$107.14	Disc, M35 3/4"(9), Rclmd, Brz Btm 430SS-1, PL, (TS-135, SN Per PO and PBB, HR-E, 4CXN2 ORION, PL Lid/Shrd-Rclmd, Trx Scrw, Sidewalk read, Rclmd, 8D-0.1 Gal, SN Per PO (SB) in/Per PO out, TT-10', BMI STD, 6 PACK,
MTEAA034	109-9152	\$138.10	\$133.10	Disc, M55 1"(10-3/4), Brz Btm 430SS-1, PL, (TS-135, SN Per PO and PBB, HR-E, 4CXN2 ORION, PL Lid/Shrd-GRY, Trx Scrw, Sidewalk read, 8D-0.1 Gal, SN Per PO (SB) in/Per PO out, TT-10', BMI STD, 4 PACK,
MTEAA304	109-9154	\$141.30	\$136.00	Disc, M55 1"(10-3/4), Rclmd, Brz Btm 430SS-1, PL, (TS-135, SN Per PO and PBB, HR-E, 4CXN2 ORION, PL Lid/Shrd-Rclmd, Trx Scrw, Sidewalk read, Rclmd, 8D-0.1 Gal, SN Per PO (SB) in/Per PO out, TT-10', BMI STD, 4 PACK,

Num	Type	Item	Description	Category	UOM	Price
1	GOODS QUANT	MTEAA018	**TEST REQD** METER, WATER 5/8" X 3/4" - LOW LEAD BADGER RECORDALL METER, PLASTIC DIVISION PLATE, PLASTIC BOTTOM PLATE/SS CAP SCREWS, MECHANICAL REGISTER TRPL, 0.1 GALLONS 8 WHL, 6' CBL 3-WIRE, MFG S/N=REG ID (WITH TRPL HOUSING ASSEMBLY)	INVENTORY	Each	79.54
2	GOODS QUANT	MTEAA014	**TEST REQD** METER, WATER 5/8" X 1/2" - LOW LEAD BADGER RECORDALL METER, PLASTIC DIVISION PLATE, PLASTIC BOTTOM PLATE/SS CAP SCREWS, MECHANICAL REGISTER TRPL, 0.1 GALLONS 8 WHL, 6' CBL 3-WIRE, MFG S/N=REG ID (WITH TRPL HOUSING ASSEMBLY)	INVENTORY	Each	79.54
3	GOODS QUANT	MTEAA024	**TEST REQD** METER, WATER 3/4" - LOW LEAD BADGER RECORDALL METER, PLASTIC DIVISION PLATE, BRONZE BOTTOM PLATE/SS CAP SCREWS, MECHANICAL REGISTER TRPL, 0.1 GALLONS 8 WHL, 6' CBL 3-WIRE, MFG S/N=REG ID. (WITH TRPL HOUSING ASSEMBLY)	INVENTORY	Each	97.54
4	GOODS QUANT	MTEAA274	**TEST REQUIRED** METER, WATER 3/4" - LOW LEAD BADGER RECORDALL METER, NO DRINK, PLASTIC DIVISION PLTE, BRONZE BTMOM PLTE/SS CAP SCREWS, MECHANICAL REGISTER TRPL, 0.1 GALLONS 8 WHL, 6' CBL 3-WIRE, MFG S/N=REG ID (WITH TRPL HOUSING ASSEMBLY)	INVENTORY	Each	105.54
5	GOODS QUANT	MTEAA034	**TEST REQD** METER, WATER 1" - LOW LEAD BADGER RECORDALL METER, PLASTIC DIVISION PLATE, BRONZE BOTTOM PLATE/SS CAP SCREWS, MECHANICAL REGISTER TRPL, 0.1 GALLONS 8 WHL, 6' CBL 3-WIRE, MFG S/N=REG ID. (WITH TRPL HOUSING ASSEMBLY)	INVENTORY	Each	128.21
6	GOODS QUANT	MTEAA304	**TEST REQUIRED** METER, WATER 1" - LOW LEAD BADGER RECORDALL METER, NO DRINK, PLASTIC DIVISION PLTE, BRONZE BTMOM PLATE/SS CAP SCREWS, MECHANICAL REGISTER TRPL, 0.1 GALLONS 8 WHL, 6' CBL 3-WIRE, MFG S/N=REG ID (WITH TRPL HOUSING ASSEMBLY)	INVENTORY	Each	135.21

Num	Type	Item	Description	Category	UOM	Price
1	GOODS QUAN	MTEAA270	**TESTING REQUIRED** METER, WATER 3/4" - LOW LEAD SRII METER, NO DRINK, PLASTIC DIVISN PLATE, BRONZE BTM PLATE/STAINLESS/SS CAP SCREWS, ELECTRONIC REGISTER TRPL, 0.1 GALLONS 8 WHL, 6'TRPL CBL 3-WIRE, MFG S/N=REG ID (WITH TRPL HOUSING ASSY)	INVENTORY	Each	112.5
2	GOODS QUAN	MTEAA030	**TEST REQD** METER, WATER 1" - LOW LEAD SRII METER, PLASTIC DIVISION PLATE, BRONZE BOTTOM PLATE/SS CAP SCREWS, ELECTRONIC REGISTER TRPL, 0.1 GALLONS 8 WHL, 6'TRPL CBL 3-WIRE, MFG S/N=REG ID. (WITH TRPL HOUSING ASSEMBLY)	INVENTORY	Each	138.54
3	GOODS QUAN	MTEAA300	**TEST REQUIRED** METER, WATER 1" - LOW LEAD SRII METER, NO DRINK, PLASTIC DIVISION PLATE, BRONZE BOTTOM PLATE/SS CAP SCREWS, ELECTRONIC REGISTER TRPL, 0.1 GALLONS 8 WHL, 6'TRPL CBL 3-WIRE, MFG S/N=REG ID (WITH TRPL HOUSING ASSEMBLY)	INVENTORY	Each	141.76
4	GOODS QUAN	MTEAA015	**TEST REQD** METER, WATER 5/8" X 3/4" - LOW LEAD SRII METER, PLASTIC DIVISION PLATE, PLASTIC BOTTOM PLATE/SS CAP SCREWS, ELECTRONIC REGISTER TRPL, 0.1 GALLONS 8 WHL, 6'TRPL CBL 3-WIRE, MFG S/N=REG ID (WITH TRPL HOUSING ASSEMBLY)	INVENTORY	Each	88.53
5	GOODS QUAN	MTEAA010	**TEST REQD** METER, WATER 5/8" x 1/2" - LOW LEAD SRII METER, PLASTIC DIVISION PLATE, PLASTIC BOTTOM PLATE/STAINLESS STL CAP SCREWS, ELECTRONIC REGISTER TRPL, 0.1 GALLONS 8 WHL, 6'TRPL CBL 3-WIRE, MFG S/N=REG ID (WITH TRPL HOUSING ASSEMBLY)	INVENTORY	Each	88.53
6	GOODS QUAN	MTEAA020	**TEST REQD** METER, WATER 3/4" - LOW LEAD SRII METER, PLASTIC DIVISION PLATE, BRONZE BOTTOM PLATE/SS CAP SCREWS, ELECTRONIC REGISTER TRPL, 0.1 GALLONS 8 WHL, 6'TRPL CBL 3-WIRE, MFG S/N=REG ID. (WITH TRPL HOUSING ASSEMBLY)	INVENTORY	Each	109.29

Meter Size	Meter Description ID	FY22 YTD Meters or Modules Used		FY23 Projected	Meter Costs	FY23
5/8 x 3/4	MTEAA015/018	14950		29000	\$85	Projected Meter Costs
5/8"	MTEAA010/014	2800		3900	\$85	\$329,649
3/4"	MTEAA020/024	34759		54933	\$102	\$5,623,328
3/4"	MTEAA270/274	5177		5600	\$102	\$573,255
1"	MTEAA030/034	3807		4898	\$136	\$663,778
1"	MTEAA300/304	671		1907	\$136	\$258,437



Formal Bid and Award System

Award #8 February 2, 2023

Type of Award Request: INVITATION FOR BID (IFB)
Requestor Name: Betancur, Maria A.
Requestor Phone: (904) 665-7215
Project Title: Construction Services for the SIPS-Southside Blvd Intertie to Deerwood III WTP – Deerwood WTP Priority 1 Project
Project Number: 8004887
Project Location: JEA
Funds: Capital
Business Unit Estimate: \$1,664,863.00

Scope of Work:

This scope of work will connect the Deerwood III Water Treatment Plant (WTP) to the new Southside Integrated Pipeline System (SIPS) that will provide service to new developments in the South water grid. The implementation of the SIPS project will deliver raw water from the Main Street WTP (North water grid) to the Deerwood III WTP, which serves the South grid, resulting in a direct offset of water withdrawal from the JEA South grid wellfield.

Work for this project includes the installation of approximately:

- 20 LF of 30-inch ductile iron pipe (DIP) SIPS water main via open cut
- 300 LF of 24-inch DIP SIPS water main via open cut
- 24-inch SIPS Deerwood III WTP Intertie Station
- Water Quality Monitoring Station
- Supervisory Control and Data Acquisition (SCADA) Design Integration
- Decommissioning of the three existing Total Water Management Plan (TWMP) Intertie Stations
- Electrical, Instrumentation, SCADA, Yard Piping, Tank Connection, and WTP site work

JEA IFB/RFP/State/City/GSA#: 1410967246
Purchasing Agent: Kruck, Dan
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
SAWCROSS, INC.	Mark Hickinbotham	markh@sawcross.com	10970 New Berlin Road, Jacksonville, FL 32226	(904) 751-7500	\$1,592,800.00

Amount for entire term of Contract/PO: \$1,592,800.00
Award Amount for remainder of this FY: \$27,539.33
Length of Contract/PO Term: Project Completion
Begin Date: 02/16/2023
End Date: Project Completion (Expected: May 2024)

Appendix B – Bid Form

1410967246 Construction Services for the SIPS-Southside Blvd. Intertie to Deerwood III WTP - Deerwood WTP Priority 1 Project

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

Company Name: Sawcross, Inc.

Company's Address: 10970 New Berlin Road, Jacksonville, FL 32226

License Number: CGC036203

Phone Number: 904-751-7500 FAX No: 904-751-0600 Email Address: markh@sawcross.com

BID SECURITY REQUIREMENTS <input type="checkbox"/> None required <input checked="" 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
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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 type="checkbox"/> None required <input checked="" type="checkbox"/> Bond required 100% of Bid Award
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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 <p align="center">Insurance required</p>
--	--

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 1410967246	TOTAL BID PRICE
Total Bid Price (enter total from cell G23 in the Bid Workbook)	\$ 1,592,800.00

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 _____

_____ 1-24-2023
Handwritten Signature of Authorized Officer of Company or Agent Date

_____ 1 through _____ 1

Mark Hickinbotham, President
Printed Name and Title

Appendix B - Bid Workbook

1410967246 Construction Services for the SIPS-Southside Blvd. Intertie to Deerwood III WTP - Deerwood WTP Priority 1 Project

(Only complete the Prices in Yellow Cells)

Company:

SAWCROSS, INC.

*Refer to 1410967246 Appendix A - Technical Specifications found in this solicitation

**Reference

Item No.	Spec No.	Est. Qty.	Unit	Description	Unit Price	Total Price
SIPS Deerwood WTP Priority 1 Projects						
1*	925	1	LS	Water Quality Monitoring and Sampling Station	\$ 5,000.00	\$5,000.00
2*	926	1	LS	Deerwood III WTP SIPS Intertie Station	\$ 1,323,000.00	\$1,323,000.00
3*	927	1	LS	SCADA Design Integration	\$ 15,000.00	\$15,000.00
4*	928	1	LS	TWMP Intertie Stations Decommissioning	\$ 5,000.00	\$5,000.00
Cash Allowances						
5**	2.16.1	1	LS	Testing Allowance		\$10,000.00
6*	931	1	LS	Pipe Surcharge Allowance		\$20,000.00
7**	2.2.56	1	LS	Supplemental Work Authorization (SWA) Allowance		\$70,000.00

SUBTOTAL (Includes Cash Allowances) **\$1,448,000.00**

GENERAL/SPECIAL CONDITIONS (MAX. 10% OF SUBTOTAL) **\$144,800.00**

Total Bid Price (transfer total to Page 1 Appendix B - Bid Form) \$1,592,800.00



Formal Bid and Award System

Award #9 February 2, 2023

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 560
Requestor Name: Magee, Jay - Dir Digital Communications
Requestor Phone: (904) 665-4778
Project Title: Licensing, Implementation, and Support of a Website Content Experience Management Solution
Project Number: 8008568, B0400
Project Location: JEA
Funds: Capital and O&M (\$532,775 capital, \$322,000 O&M)
Business Unit Estimate: \$949,200.00

Scope of Work:

JEA seeks to partner with a Company to provide licensing, implementation, and support of a modern, standards-based platform to manage and deploy content for JEA digital assets, primary among them the jea.com website (current) and mobile app (forthcoming). The solution will help JEA streamline day-to-day digital content management with intuitive workflows and content creation tools that ensure a positive customer experience for any device or screen size.

JEA IFB/RFP/State/City/GSA#: #1410827846
Purchasing Agent: Dambrose, Nickolas C.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
OPTIMIZELY, INC.	Christienne Benz	chris.benz@optimizely.com	119 5 th Ave 7 th floor New York, NY 10003	(603) 594 0249	\$854,775.00

Amount for entire term of Contract/PO: \$854,775.00
Award Amount for remainder of this FY: \$777,075.00
Length of Contract/PO Term: Three (3) Years w/ Two – 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 02/15/2023
End Date (mm/dd/yyyy): 02/14/2026
Renewal Options: Yes - Two – 1 Yr. Renewals
JSEB Requirement: JSEB opportunities were reviewed, and none were available

Respondents:

Name	Original			BAFO		
	Bid Amount	Score	Rank	Bid Amount	Score	Rank
OPTIMIZEZY INC.	\$891,750.00	78.01	2	\$854,775.00	102.66	1
LIFERAY	\$740,000.00	78.11	1	\$740,000.00	100.63	2
OPEN TEXT	\$665,506.00	72.01	3	\$774,020.20	90.24	3

Background/Recommendations:

Advertised 08/01/2022. Three (3) Companies attended the optional pre-response meeting held on 08/10/2022. At Response opening on 09/07/2022, JEA received three (3) Responses. The Responses were evaluated on price, professional staff experience, past performance, ability to meet the business requirements, design approach and work plan, and vendor presentation. JEA shortlisted all three (3) Companies for vendor presentations and Best and Final Offers (BAFOs). BAFOs were submitted on 01/06/2023. JEA specified a cloud-based solution during solicitation of the BAFO. Optimizely Inc. is deemed the highest evaluated Respondent. Note, following the BAFO the Optimizely Inc. solution was reviewed and approved by JEA Information Security and JEA Technology Steering Committee on 01/25/2023. A copy of the Response Workbook and evaluation matrix summary are attached as back-up.

This request is for \$854,775.00 and three years from 02/15/2023 to 02/14/2026 to provide licensing, implementation, and support of a modern, standards-based platform to manage and deploy content for JEA digital assets, primary among them the jea.com website and the upcoming mobile app. Despite Optimizely Inc. being the highest cost solution, they scored highest on all of the quality evaluation criteria. The platform will provide JEA with the tools and framework to easily create and administer modern digital experiences for our customers that have the potential to improve the user experience and digital satisfaction scores. Optimizely’s cloud-based architecture will have the flexibility to scale up to meet future business needs with the functionality JEA’s customers expect. The Optimizely solution also provides deep migration expertise from JEA’s current Content Management System vendor, Ektron, which it acquired as Episerver in 2015. This should greatly streamline JEA’s platform transition. Furthermore, Optimizely’s flexible architecture gives JEA a modern platform from which we will launch a comprehensive website redesign effort beginning in FY24.

1410827846– Request approval to award a contract to Optimizely, Inc. for Professional Services for Licensing, Implementation, and Support of a Website Content Experience Management Solution in the amount of \$854,775.00, subject to the availability of lawfully appropriated funds.

Director: Magee, Jay – Dir. Digital Communications
VP: Stultz, Mark – VP Communications
Chief: Schepis, Laura – Chief External Affairs Officer

JEA Solicitation1410827846 ITN - Website Content Experience Management Solution Licensing, Implementation, Maintenance, Support, and Training
Appendix B - Response Workbook (BAFO)

1) Website Content Experience Management Solution Licensing, Implementation, Maintenance, Support, and Training

Optimizely

Provider shall submit pricing to provide the Website Content Experience Management Solution provided in this Solicitation. All bid prices shall include all parts, labor, tools and materials to provide the requirements. No additional fees shall apply.

Description of Services

1.1 Website Content Experience Management Solution - Annual Software Licenses Cost

Bidder agrees to provide JEA a non-revocable right to install and use the various Applications on prescribed devices during the three (3) year term of agreement. JEA anticipates the estimated quantity to be purchased over the three-year duration of the contract term. JEA shall evaluate the less cost of the two licensing options below.

Item No	Description	Estimated Qty	Unit of Measure	Unit Price	Total Three (3) Year Price
1.1.1	Software Licenses - Cloud Based Solution	38,000,000	pg views/year	\$160,000/year (comes with standard support package and 3 environments)	480,000.00
1.1.2	Software Licenses - On Premise Solution	3	Websites	\$109,250/year (with 3 website domains and 3 environments)	327,750.00

Optimizely cloud is priced based off of annual page views, with unlimited seats, we used 38 million annual page views, but if this is incorrect we can share updated pricing

Optimizely On-Premise is based off of the number of domains, we based our price on 3 domains-- the cost to add additional is \$27,000/domain with bulk options if there are more websites

1.1.3	Website Content Experience Management Solution - Annual Software License Cost			\$160,000/year
	Discount			\$15,000/year
	Total w/adjustment			435,000.00

Description of Services

1.2 Website Content Experience Management Solution - Setup / Implementation Fees

1.2.1 Setup / Implementation -

Any travel expenses shall be included and subject to Appendix A - JEA Travel Policy.

Item No	Description	Not to Exceed (NTE) Hours	Hourly Rate	Total Price
1.2.4	Fixed Discovery	1.0	93,500.00	93,500.00
1.2.2	Director Professional Services	26.0	200.00	5,200.00
1.2.3	Project management / Non-Technical Team Professional Services	230.0	175.00	40,250.00
1.2.4	Business Analyst	160.0	175.00	28,000.00
1.2.5	Architect - Unit, Configuration and system	460.0	195.00	89,700.00
1.2.6	Front End Developer	280.0	125.00	35,000.00
1.2.7	Developer	460.0	125.00	57,500.00
1.2.8	QA/Testing	460.0	110.00	50,600.00

1.2.9	Website Content Experience Management Solution - Setup / Implementation Fees			399,750.00
	10% Discount			-39,975.00
	Total w/adjustment			359,775.00

Description of Services

1.3 Website Content Experience Management Solution - Recurring Annual Maintenance and Support

Costs shall include, but may not be limited to Maintenance and Support, must include technical support, customizations, and free software upgrades

Item No	Description	Estimated Qty	Unit of Measure	Unit Price	Total Three (3) Year Price
	Maintenance and Support - During the term of the Program, Bidder agrees to maintain its platform and systems to a commercially reasonable level, provide complimentary timely repair of material deficiencies, to provide limited unobtrusive updates and software revisions, and to support its platform and systems to a commercially reasonable level with customer service available from 9 a.m. to 5 a.m. eastern standard time during the term.	3	per one (1) year	16,000.00	48,000.00
	Service Level Agreement - Maintenance and Support shall be subject to a service level agreement. The service level agreement shall contain the quality criteria and the at risk percentages contained in this Section.	Severity	Quality Criteria	Definition	% of Monthly Maintenance and Support Fees at Risk
		Critical	Average Response Time <= 1 Hour	Business outage or significant customer impact that threatens future productivity	5%

JEA Solicitation#077-19 Employee Performance Management System
Appendix B - Response Workbook

1.3.1	Urgent	Average Response Time <= 2 Hours	High-impact problem where production is proceeding, but in a significantly impaired fashion; there is a time-sensitive issue important to long term productivity that is not causing an immediate work stoppage; or there is significant customer concern.	2%	
	Important	Average Response Time <= 4 Hours	Important issue that does not have significant current productivity impact	2%	
	Monitor	Average Response Time <= 1 business day	Issue requiring no further action beyond monitoring for follow-up, if needed	1%	
	Informational	Average Response Time <= 2 business days	Request for information only	1%	
Total \$ of Monthly Maintenance and Support Fees at Risk				146.67	
1.3.3	Website Content Experience Management Solution - Recurring Annual Maintenance and Support			48,000.00	
Item No	Description	Estimated Qty	Unit of Measure	Unit Price	Total Price
1.4.1	Website Content Experience Management Solution - Administrative Level Training Training to be completed for all identified personnel 2 weeks before launch. See Appendix A - Technical Specifications for additional details.	1	\$1,000/per person	\$1000/per person	12,000.00
1.4.2	Website Content Experience Management Solution - Administrative Level Training			12,000.00	
1.5	Website Content Experience Management Solution - Total Bid Price (Transfer this Amount to Zycus E-Sourcing Tool)			854,775.00	

S.No	Question	Weightage	Scorer	Scores		
				OPTIMIZEZLY INC (chris.beno@optimizezly.com)	OPEN TEXT INC (doonny@opentext.com)	LIFERAY, INC. (lfrank.lehoty@liferay.com)
Grand Total of Scores				102.66	90.24	100.63
Supplier Rank				1	3	2
1	(25) Quotation of Rates	25		25-21.64 (\$854,775.00)	18-48-23.90 (\$774,020.20)	22-16-25.00 (\$740,000.00)
1.2	Quotation of Rates - Bid Form	100		26-21.64	18-48-23.90	22-16-25.00
2	Sum Qualifications - Past Performance/Company	25		15.33	14.33	18.67
2.2	Reference 1	50		7	7.67	9.33
			Kayleigh Jensen	5	9	10
			Angela DuBose	9	8	9
			Jay Magee	7	6	9
2.7	Reference 2	50		8.33	6.67	9.33
			Kayleigh Jensen	5	9	10
			Angela DuBose	9	8	9
			Jay Magee	11	3	9
3	(10) Professional Experience of Respondents Staff	10		10	7.33	6.63
3.1	Review prior approval by the IEA Project Manager to use	100		10	7.33	6.63
			Kayleigh Jensen	10	7.3	6.3
			Angela DuBose	10	6.7	4.3
			Jay Magee	10	8	7.3
4	(25) Ability to Meet the Business Requirements	25		20.67	16	19.33
4.1	Functionalities. This document includes the requirements	100		20.67	16	19.33
			Kayleigh Jensen	20	22	20
			Angela DuBose	20	15	18
			Jay Magee	22	11	20
5	(15) Design Approach and Workplan	15		13.35	9.35	11
5.1	Need to complete the engagement and prepare a proposed	100		13.35	9.35	11
			Kayleigh Jensen	12	10.95	12
			Angela DuBose	15	10.95	13.95
			Jay Magee	13.65	7.65	7.95
5	(25) Vendor Presentations	25		21.67	19.33	20
5.1		100		21.67	19.33	20
			Kayleigh Jensen	20	15	18
			Angela DuBose	25	20	20
			Jay Magee	20	23	22



Formal Bid and Award System

Award #10 February 2, 2023

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Requestor Name: Barry, Jay
Requestor Phone: (904) 233-7858
Project Title: Continuing Services for Bulk Liquid Sodium Hypochlorite
Project Number: Various
Project Location: JEA
Funds: O&M
Business Unit Estimate: \$14,330,000.00 (Water), \$1,400,000.00 (Electric)

Scope of Work:

Delivery of sodium hypochlorite to JEA’s various water treatment, wastewater treatment and power generation stations. All items quoted must comply with the technical specifications.

JEA IFB/RFP/State/City/GSA#: 1410933446
Purchasing Agent: Brown, Darriel
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
ALLIED UNIVERSAL CORPORATION	Dave Adams	davea@allieduniversal.com	3901 NW 115 Ave, Miami, FL 33178	(904) 625-7073	\$20,573,540.00

Amount for entire term of Contract/PO: \$20,573,540.00
Length of Contract/PO Term: Five (5) Years w/ Two (2) - 1 Yr. Renewals
Begin Date: 03/16/2023
End Date: 03/15/2028
Renewal Options: Two (2) - 1 Yr. Renewals
JSEB Requirement: N/A - Optional

BIDDERS:

Name	BAFO	Rank
ALLIED UNIVERSAL CORPORATION	\$23,530,200.00	1

Background/Recommendations:

Advertised on 11/04/2022. Two (2) companies attended the mandatory pre-response meeting held on 11/07/2022. At response opening on 12/13/2022, JEA received one (1) Response. Allied Universal Corporation was deemed the highest responsive and responsible respondent. A copy of the Response Form is attached for reference.

Participation for this solicitation was encouraged through extending the Response Due Date, communicating the solicitation to approximately 30 suppliers, and following up with communication to

suppliers that participated in previous solicitations. Potential bidders shared feedback on their decision to decline participating citing lack of capacity due to closure of chlorine plants across the United States.

The pricing of \$1.33/gal. for this award represents a 53% increase over the current \$0.869/gal. This is due to increased market demand for chlorine and a reduced supplier base due to closure of chlorine facilities. This price is in line with what other municipalities have recently been able to get through their public procurement efforts. It is worth mentioning, municipalities have experienced limited vendor participation as well. JEA has offered annual price adjustments based on Consumer Price Index (CPI); based on recent volatility and the current trends of the chlorine market, increases are anticipated in subsequent years. The CPI increases are capped at 5%, up or down.

As additional background, JEA Procurement staff participated in a virtual conference in 2022, where representatives from water utility companies around the United States shared insight on the extreme demand conditions related to chlorine. This included some states asking the Environmental Protection Agency (EPA) to activate for the first time a provision of the 1974 Safe Drinking Water Act that allows the federal government to order vendors to prioritize public water utilities when delivering chlorine. Over the course of the existing contract, Allied Universal has prioritized our relationship and have kept a consistent supply of chlorine, insulating JEA from supply disruptions experienced by other agencies.

The Water portion of the award amount is based on original quantities from the solicitation. For the Electric portion, the projected quantities were updated (decreased) and JEA is awarding to the budget.

Award Amount Details	
Water	\$18,409,700.00
Electric	\$2,163,840.00
Total	\$20,573,540.00

1410933446 – Request approval to award a contract to Allied Universal Corporation for the supply and delivery of Sodium Hypochlorite in the amount of \$20,573,540.00, subject to the availability of lawfully appropriated funds.

Director: Wagoner, Bryan L. – Dir. Water Operations & Treatment Support Services

VP: Vu, Hai X. – VP Water Wastewater Systems

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**

Appendix B - Response Forms
1410933446 Continuing Services for Bulk Liquid Sodium Hypochlorite

Submit all Response documents electronically as described in Appendix C – Zycus Supplier Instructions.

Company Name: Allied Universal Corporation

Company's Address: 3901 NW 115 Ave Miami, FL 33178

License Number: 183054 Document Number State of Florida

Phone Number: 305-888-2623 FAX No: _____ Email Address: Bids@Allieduniversal.com

BID SECURITY REQUIREMENTS <input type="checkbox"/> None required <input checked="" 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
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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 type="checkbox"/> None required <input checked="" type="checkbox"/> Bond required 100% of Bid Award
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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 <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	
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ENTER YOUR RESPONSE FOR SOLICITATION 1410933446	TOTAL RESPONSE PRICE
Total Response Price (Enter total from cell I22 in the Response Workbook)	\$23,530,200.00


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".

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 Responding Company, that the Company is legally authorized to do business in the State of Florida, and that the Company maintains in active status an appropriate contractor's license for the work (if applicable). The 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

1 through 2


 Handwritten Signature of Authorized Officer of Company or Agent

11/22/22
 Date

Cristhianne Munguia, Bid Coordinator
 Printed Name and Title

1410933446 Appendix A - Response Workbook
Continuing Services for Bulk Liquid Sodium Hypochlorite
 (Only complete the Prices in Yellow Cells)

Company: **Allied Universal Corporation**

#	Product Type (Tanker, Partial, Drum)	DELIVERY LOCATION	LOCATION TYPE	UOM	Minimum Order Quantity	5 year Qty	Unit Price	Extended Price
1	Sodium Hypochlorite, ANSI / NSF 60 certified, tank truck	Northside Generating Station	Power Gen	Gallon	500 gallons	2,350,000	\$ 1.33	\$ 3,125,500.00
2	Sodium Hypochlorite, ANSI / NSF 60 certified, tank truck	Brandy Branch	Power Gen	Gallon	500 gallons	1,000,000	\$ 1.33	\$ 1,330,000.00
3	Sodium Hypochlorite, ANSI / NSF 60 certified, tank truck	Blacks Ford	Wastewater Treatment	Gallon	500 gallons	127,000	\$ 1.33	\$ 168,910.00
4	Sodium Hypochlorite, ANSI / NSF 60 certified, tank truck	Arlington East	Wastewater Treatment	Gallon	500 gallons	1,200,000	\$ 1.33	\$ 1,596,000.00
5	Sodium Hypochlorite, ANSI / NSF 60 certified, tank truck	Buckman	Wastewater Treatment	Gallon	500 gallons	100,000	\$ 1.33	\$ 133,000.00
6	Sodium Hypochlorite, ANSI / NSF 60 certified, tank truck	Mandarin	Wastewater Treatment	Gallon	500 gallons	1,100,000	\$ 1.33	\$ 1,463,000.00
7	Sodium Hypochlorite, ANSI / NSF 60 certified, tank truck	District II	Wastewater Treatment	Gallon	500 gallons	5,000	\$ 1.33	\$ 6,650.00
8	Sodium Hypochlorite, ANSI / NSF 60 certified, tank truck	Southwest	Wastewater Treatment	Gallon	500 gallons	15,000	\$ 1.33	\$ 19,950.00
9	Sodium Hypochlorite, ANSI / NSF 60 certified, tank truck	Ponce de Leon	Wastewater Treatment	Gallon	500 gallons	10,000	\$ 1.33	\$ 13,300.00
10	Sodium Hypochlorite, ANSI / NSF 60 certified, tank truck	Ponte Vedra	Wastewater Treatment	Gallon	500 gallons	22,000	\$ 1.33	\$ 29,260.00
11	Sodium Hypochlorite, ANSI / NSF 60 certified, tank truck	Julington Creek	Wastewater Treatment	Gallon	500 gallons	1,600,000	\$ 1.33	\$ 2,128,000.00
12	Sodium Hypochlorite, ANSI / NSF 60 certified, tank truck	Nassau	Wastewater Treatment	Gallon	500 gallons	61,000	\$ 1.33	\$ 81,130.00
13	Sodium hypochlorite, ANSI/NSF 60certified, low contaminant levels, tank truck	All Water Treatment Plants	Water Treatment	Gallon	500 gallons	9,500,000	\$ 1.33	\$ 12,635,000.00
14	Sodium hypochlorite, ANSI/NSF 60 certified, low contaminant levels, (partial loads / route trucks)	Northside Generating Station and Water Treatment Plants	Power Gen and Water Treatment	Gallon	100 gallons	500,000	\$ 1.33	\$ 665,000.00
15	Emergency Deliveries - Sodium Hypochlorite, ANSI / NSF 60 certified, tank truck	Location to be provided upon call out	Water Treatment	Gallon	500 gallons	25,000	\$ 1.52	\$ 38,000.00
16	Sodium hypochlorite, ANSI/NSF 60 certified, low contaminant levels	North Grid Location, South Grid Locations	Water Treatment	Drum (55 gallon)	1 Drum	500	\$ 195.00	\$ 97,500.00

Total Response Price (transfer total to Page 1 Appendix B - Response Forms) \$ 23,530,200.00

PLEASE NOTE THE FOLLOWING:

All estimates given on the Response Workbook are just estimates for the purpose of evaluation and are not a guarantee of work volume of any kind.



Formal Bid and Award System

Award #11 February 2, 2023

Type of Award Request: PIGGYBACK – Sourcewell Contract
Requestor Name: Oca, Christi - Associate Mgr Fleet Capital & Logistics Support
Requestor Phone: (904) 665-4269
Project Title: 211-W Water Replacement (Class 142 3.5 Cubic Yard and Class 143 16 Cubic Yard Vacuum Truck Purchase)
FY23 Project Numbers: 8008028
FY24 Project Numbers: TBD
Project Location: JEA
Funds: Capital
Business Unit Estimate: \$2,700,000.00

Scope of Work:

The purpose of this piggyback was to solicit pricing for the purchase of three (3) 3.5 Cubic Yard and three (3) 16 Cubic Yard Vacuum Trucks for FY23 JEA’s fleet capital requirements for replacement for the Water department.

JEA IFB/RFP/State/City/GSA#: Sourcewell Contract # 101221-VAC
Purchasing Agent: Bayouth, Eddie
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Telephone	Address	Award Amount
ENVIRONMENTAL PRODUCTS GROUP, INC.	Nick Causey	ncausey@myEPG.com	(904) 537-8799	2525 Clarcona Rd Apopka, FL 32703	\$1,073,133.00
VAC-CON, INC.	Bryce Rieger	BryceR@vac-con.com	(904) 529-1374	969 Hall Park Rd Green Cove Springs, FL32043	\$1,673,895.00

Amount for entire term of Contract/PO: \$2,747,028.00
Award Amount for remainder of this FY: \$1,673,895.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 02/02/2023
End Date (mm/dd/yyyy): Project Completion (March 2024 Estimate)
JSEB Requirement: N/A – No JSEBs available

Background/Recommendations:

For the FY23 Water Replacement Project, Fleet required the purchase of six (6) Vacuum Trucks comprising of Three (3) Class 142 3.5 Cubic Yard trucks on a Three (3) Ton chassis and three (3) Class 143 16 Cubic Yard trucks on a Five (5) Ton chassis. To expedite the purchase and delivery of these trucks JEA was able to take advantage of available chassis at the recommended awardees being upfitted through a Piggyback agreement through Sourcewell organization; this contract provided more favorable pricing than the FSA contract for both recommended awardees.

For the 3.5 cyd trucks, it was determined by the team to be in JEA’s best interest to purchase from Environmental Products Group, Inc. (EPG). The trucks they offered were approximately \$100K per unit cheaper than the Vac-Con units and had similar functionality. EPG manufactures a quality truck and JEA can leverage the new purchase to try and get better service and support for not only these units, but also the other EPG trucks already in the fleet.

For the 16 cyd trucks, it is being proposed to purchase the slightly more expensive Vac-Con trucks. This decision was made based on our desire to diversify the fleet, mitigate supply risk through multiple vendors, to take advantage of Vac-Con being a local vendor located in Green Cove, FL, and to take advantage of some technical benefits of their trucks. While these units are about \$37K more per truck, the team feels they are worth the additional cost based on Vac-Con having chassis available for FY23 delivery, allowing us to support the business’ needs faster along with the other reasons mentioned above. Vac-Con will also include value added services like technician training and mechanic training for our Fleet team.

When Fleet planned the FY23 Budget for the vacuum truck purchase they estimated a 12% yearly increase from the last price paid in 2019. For the 3.5 cyd trucks the last price paid in 2019 was \$256K/truck and the estimate was \$400K/truck. The EPG trucks will cost \$357K/truck, around 11% less than the estimate. For the 16 cyd truck, they estimated a 15% yearly increase from the last price paid in 2021. The last price paid in FY21 was \$374K/truck and the estimated price was \$500K/truck. The Vac-Con trucks will cost \$558K/truck around 12% more than the estimate. These increases are in line with the price increases JEA has seen in Heavy Duty trucks in the last 2-4 years.

Request approval to award a piggyback contract to Environmental Products Group, Inc. (\$1,073,133.00) and to Vac-Con, Inc. (\$1,673,895.00) for the purchase of Class 142 and Class 143 Vacuum Trucks in the amount of \$2,747,028.00, subject to the availability of lawfully appropriated funds.

Manager: Hightower, Justin - Manager, Fleet Services & Business Operations

Director: Brunell, Baley – Director, Facilities and Fleet Services

VP: McElroy, Alan - VP of Supply Chain and Operations Support

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**

VAC - CON

DESCRIPTION	CLASS CODE	QUANTITY	SOURCEWELL COST	SOUTHERN SEWER COST
TRUCK 3 T JET VACUUM LOADER 3.5 CYD	142	3	\$ 453,649.00	\$ 519,711.90
TRUCK 5 T JET VACUUM LOADER 16 CYD	143	3	\$ 557,965.00	\$ 571,822.70
GRAND TOTAL		6		

EPG

DESCRIPTION	CLASS CODE	QUANTITY	SOURCEWELL COST	AVAILABILITY
TRUCK 3 T JET VACUUM LOADER 3.5 CYD	142	3	\$ 357,711.00	2024
TRUCK 5 T JET VACUUM LOADER 16 CYD	143	QTY AVAILABLE		
Kenworth T880 370 HP		1	\$ 520,565.00	February
Western Star 4700		3	\$ 521,019.00	June
Kenworth T880 450 HP		1	\$ 541,530.00	December
Freightliner 114SD		2	\$ 501,167.00	December
GRAND TOTAL		3		

Actual Cost

EPG 3.5 cyd	\$ 1,073,133.00
Vac Con 16 cyd	\$ 1,673,895.00
Total Purchase	\$ 2,747,028.00

TOTAL COST (SOURCEWELL)	TOTAL COST (SSES)	FY23 BUDGET / UNIT	DIFFERENCE	PREVIOUS PRICING*		% increase
\$ 1,360,947.00	\$ 1,559,135.70	\$ 400,000.00	13%	\$ 255,875.00	FY19	77%
\$ 1,673,895.00	\$ 1,715,468.10	\$ 500,000.00	12%	\$ 373,744.00	FY21	49%
\$ 3,034,842.00	\$ 3,274,603.80					

TOTAL COST (SOURCEWELL)		FY23 BUDGET / UNIT	DIFFERENCE	PREVIOUS PRICING*		% increase
\$ 1,073,133.00		\$ 400,000.00	-11%	\$ 255,875.00	FY19	40%
		\$ 500,000.00		\$ 373,744.00	FY21	
			4%			39%
\$ 1,563,057.00			4%			39%
			8%			45%
			0%			34%
\$ 2,636,190.00						

Estimate	% Difference
\$ 1,200,000.00	-11%
\$ 1,500,000.00	12%
\$ 2,700,000.00	2%