

Welcome to the

Awards Meeting

August 17, 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) 776-1911** or by email at **cruza@jea.com** if you experience any technical difficulties during the meeting.

JEA Awards Agenda
August 17, 2023
225 North Pearl St., Jacksonville, FL 32202 - Hydrangea Room 1st Floor

[Teams Meeting Info](#)

Consent Agenda

The Chief Procurement Officer offers the following items for the JEA Awards Consent Agenda. Any item may be moved from the Consent Agenda to the Regular Agenda by a committee member asking that the item be considered separately. **All items on the Consent agenda have been approved by OGC, Budget and the Business Unit Vice President and Chief.** The posting of this agenda serves as an official notice of JEA's intended decision for all recommended actions for **Formal Purchases** as defined by **Section 3-101 of the JEA Procurement Code**. Please refer to JEA's Procurement Code, if you wish to protest any of these items.

Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Funding Source	Award Amount	Original Award Amount	New Not-to-Exceed	Amendments	Term	JSEB Participation (Y/N) If Y, then list company name(s) (% , \$ - awarded)
1	Minutes	Minutes from 08/10/2023 Meeting	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	Contract Increase	Piggyback - Telephony, Network, Internet, & Telecommunication Systems	Datz	AT&T	O&M	\$1,239,275.23	\$3,210,071.76	\$4,770,353.99	5/3/2023 - \$321,007.00	Begin Date: 12/01/2021 End Date: 11/30/2023	N/A - Piggyback
<p>Last Awarded: 10/21/2021 For additional information contact: Nickolas Dambrose</p> <p>JEA is piggybacking off of the State of Florida contract DMS-17/18-004B and City of Jacksonville (COJ) contract for the eligible services and found all rates to be comparable or better. A table of the rate comparisons and award request amount is seen as attached for documentation. JEA purchases these services from AT&T, who owns all the phone lines that currently provide voice calling services. This includes trunk lines that support the JEA call center, T1 data lines and Primary Rate Interface (PRIs), as well as local and long distance.</p> <p>This request is for additional funding in the amount of \$1,239,275.23 to complete the original contract term for JEA's telephony, network, internet, and DDoS services through 11/30/2023. JEA's existing services will be maintained in this award request. The existing services amount includes items that are under contract and items that are not under contract. Pricing for the contracted existing services shall remain constant. The existing services also includes a forecasted price increase of 6% on non-contracted items per the attached documentation. The existing services variance solicits funding for three circuits with an average over budget variance of 84% for the past six (6) months. These AT&T legacy circuits are very expensive and quickly becoming financially infeasible to maintain. The existing services variance also contains funding for one last circuit to remain in service for a final three (3) months. JEA has strategically de-commissioned two of the three circuits since the previous award. One of the circuits was moved to JEA Fiber, the second circuit is currently on Comcast as the facility may not be a permanent location.</p> <p>This request also includes new services for JEA not contained in the prior award. These new services include increased PRI capacity to support the JEA call center, additional internet circuits to support additional data/redundancy, Cloud connect to support connectivity to JEA's private Cloud with AWS and OCI, and SIP trunking to support the move to the new call center environment. The expectation is that during FY24 JEA will be able to right size services for the internet upon completion of the new internet firewalls and we will turn down the primary rate interface (PRI circuits) as they will no longer be needed post the upgrade of the call center infrastructure.</p> <p>This request creates a budget shortage in FY23. JEA intends to utilize \$1,239,275.23 from cost center 30904. Funds to cover the additional shortfall will be transferred from internal Technology Services O&M cost centers (30910/30903) to cover the FY23 budget shortage. In addition, a higher budget of \$2,920,797.99 will be requested in FY24 to fund future telephony requirements.</p>											
3	Contract Increase	124-19 Progressive Design-Build Services for the 1.0 MGD Water Purification Facility	Melendez	The Haskell Company	Capital	\$58,870,997.00	\$800,000.00	\$70,000,000.00	10/14/2021 - \$5,223,357.00 1/17/2022 - \$5,105,646.00	Project Completion (Expected: June 2025)	The vendor has committed a minimum of \$500,000.00 to JSEB firms during construction. JSEB firms will be identified once construction packages are bid by the vendor.
<p>Last Awarded: 11/17/2022 For additional information contact: Dan Kruck</p> <p>The scope of work for this contract includes the design, construction, integration, test, checkout and startup of a 1.0 million gallons per day (MDG) water purification facility based on membrane treatment.</p> <p>This contract increase is for a fixed total price for the construction of the water purification plant and the associated equipment required for the plant. This fixed price award does not include the deep injection well, off-site piping nor the facilities material/equipment being provided by JEA and required for this project. JEA negotiated a lump sum price for this work which was reviewed by JEA staff and JEA's owners representative and deemed reasonable.</p>											
4	Invitation to Negotiate	1411227646 Tire Maintenance, Repair and Purchase Solicitation	McElroy	Davis Tire Center, Inc. Earl W. Colvard, Inc, DBA Boulevard Tire Center	O & M	\$3,335,001.49 \$833,750.37	NA	\$4,168,751.86	NA	Three (3) Years, w/ Two (2) - 1 Yr. Renewals Start: 09/05/2023 End: 09/04/2026	N
<p>Advertised: 05/03/2023 Optional Pre-bid: 05/09/2023 Responses Opened 05/23/2023, Three (3) Responses Opened Negotiation sessions conducted: 06/21/2023 BAFO responses opened: 07/06/2023 For additional information: Eddie Bayouth</p> <p>This Invitation to Negotiate (the "ITN") is for tire maintenance and repair services, including tire purchases for over 1,800 JEA assets, which include on and off-road vehicles, equipment, and trailers. Services include tire replacement, tire repairs, retread services, tire rotations, road calls to support JEA operations, and minimal ad-hoc services.</p> <p>JEA evaluated the three responding companies based on minimum qualifications, pricing, professional experience, location, availability, and cost containment efficiencies. The pricing structure was based on a percentage discount beyond what is found for the physical tires in FSA, GSA, and Sourcewell agreements, along with the services provided by the vendor. These services will be awarded to both a primary (80%) and a secondary (20%) service provider.</p> <p>The award amount of \$4,168,751.86 was calculated by using the existing fleet tire makeup and the corresponding projected maintenance and tire purchases, with minimal ad hoc services to establish pricing if deemed necessary, that will occur over the next three (3) year period. These numbers can fluctuate depending on actual usage of the vehicles, frequency of repairs, and future fleet purchases and retirements.</p>											

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5	Invitation for Bid	1411358446 500KCM Cable (CAIRH012) Spot Buy Solicitation	McElroy	Southwire Company, LLC.	Inventory Blanket Account	\$304,083.90	NA	\$304,083.90	NA	One-time purchase, Expected delivery 10/31/2023	N
	<p>Advertised: 07/25/2023 Responses Opened 08/08/2023, Six (6) Responses Opened For additional information: Eddie Bayouth</p> <p>The purpose of this Invitation for Bid (IFB) is to solicit pricing for Item CAIRH012 (CABLE, 500KCM, 37 STRAND, 3-1/C PARALLELED). CAIRH012 is a product consisting of three separate cables wound together for three (3) phase applications primarily in downtown Jacksonville's underground. CAIRH012 was developed and approved by JEA Standards in early 2020 as alternative and eventual replacement to the CAIRH008; the newly created CAIRH012 incorporates different colored jackets per phase (black, red and blue) as opposed to the all-black jackets in CAIRH008. The color-coded jackets offer a primary advantage to the all-black jackets of CAIRH008. Usage of this item has been sporadic and it is not currently on a contract.</p> <p>JEA evaluated the bids on price alone. Based on the last price paid for this item in 2022, JEA will realize a savings of \$195,316.10 on this purchase.</p>										
6	Invitation to Negotiate	1411219446 JEA Fleet Services Aerial Equipment Maintenance and Repair	McElroy	Altec Industries Ring Power Corporation	O & M	\$3,890,286.91 \$1,667,265.82	NA	\$5,557,552.73	NA	Three (3) Years, w/ Two (2) 1 Yr. Renewals Start: 09/01/2023 End: 07/30/2026	N
	<p>Advertised: 04/21/2023 Optional Pre-bid: 04/26/2023 Responses Opened 05/16/2023, Two (2) Responses Opened Negotiation sessions conducted: 06/16/2023 BAFO responses opened: 07/07/2023 For additional information: Eddie Bayouth</p> <p>This Invitation to Negotiate (the "ITN") is for the maintenance and repair services of JEA Fleet Aerial Equipment Assets. This includes, but is not limited to, routine preventative maintenance, corrective maintenance, and regulatory inspections, specific to the 304 aerial attachments of JEA on-road and off-road vehicles and equipment with additional ad hoc services included.</p> <p>JEA evaluated the two responding companies, based on minimum qualifications, pricing, professional experience, location, availability, and cost containment efficiencies. These services will be awarded to both a primary (70%) and a secondary (30%) service provider.</p> <p>The award amount of \$5,557,552.72 was calculated by using the existing fleet makeup and the corresponding projected maintenance and repairs, that will occur over the next three (3) year period. When comparing previous price and current price this represents a 30% increase in costs to JEA. The increase in costs is driven primarily by an increase in labor rates and preventive maintenance services and an increase in the number of assets (29 additional Aerial assets) being serviced under this contract. These numbers can fluctuate depending on actual usage of the vehicles, frequency of repairs, and future fleet purchases and retirements.</p>										

Consent Agenda Action

Committee Members in Attendance	Names	
Motion by:		
Second By:		
Committee Decision		

Consent and Regular Agenda Signatures

Budget	Name/Title _____
Awards Chairman	Name/Title _____
Procurement	Name/Title _____
Legal	Name/Title _____

JEA Awards Agenda
August 10, 2023
225 North Pearl St., Jacksonville, FL 32202 - Hydrangea Room 1st Floor

[Teams Meeting Info](#)

Consent Agenda

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Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Funding Source	Award Amount	Original Award Amount	New Not-to-Exceed	Amendments	Term	JSEB Participation (Y/N) If Y, then list company name(s) (%), \$ - awarded)
1	Minutes	Minutes from 08/03/2023 Meeting	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	Piggyback	FY24 JEA Fleet Light Duty Vehicle Capital Purchase	McElroy	Beck Auto Sales, Inc.	Capital	\$474,740.88	N/A	\$474,740.88	N/A	One-time purchase, Expected delivery 01/15/2024	N
<p>Piggyback Agency: City Of Tallahassee Contract #5180 with Beck Auto Sales, Inc. Contract Term: Start Date 01/01/2022, Three (3) Years w/ One (1) - 2 Yr. Renewal For additional Information Contact: Eddie Bayouth</p> <p>This Piggyback is for the purchase of six (6) Chevy Silverado-1500 Trucks with utility bodies for FY24 for JEA Fleet. JEA is Piggybacking off of the City of Tallahassee contract with Beck Auto Sales, Inc. This opportunity to purchase vehicles is deemed most appropriate due to the assets are currently on the dealer lot and are available to JEA once utility bodies are installed and upfits are complete (lighting, safety features, etc.); this is estimated to take ninety (90) to one hundred twenty (120) days.</p> <p>The Electric Meter Services team has been looking to move to utility bodies, but wanted to keep the light duty truck option. They currently have 2 replacements on the FY24 plan. The Facilities team sent an expansion request for four (4) ½-ton trucks with the utility body. They would also prefer to keep the smaller trucks instead of moving into a F350 utility body. GM is the only manufacturer that certifies and honors their warranties on their ½-ton trucks with utility bodies, other manufacturers require a 1 ton truck. JEA has been exploring this option for several years, but unable to purchase the Chevy 1500 with the utility body due to Chevy's production of compatible chassis was limited or non-existent.</p> <p>The previous JEA purchase price of the 1-ton 4X4 Ford F-350s with utility bodies was \$94,091.22. The Chevy Silverado with the standard utility body for the Electric Meter Services team will cost \$78,817.48 and the one with the Ladder Rack for the Facilities team will cost \$79,276.48. Additionally, lighter duty vehicles should have lower life cycle costs as well, due to less expensive tires, better fuel economy, cheaper maintenance costs, etc. In light of the fact that JEA can fill use case needs at a significantly lower cost, and the smaller trucks better fit the needs of the user groups, the purchase prices are deemed justifiable.</p>											
3	Piggyback City of Tallahassee Contract 5073	Contract 5073, Purchase of Stock Terex Units from Ring Power	McElroy	Ring Power Utility Equipment	FY24 Capital Purchase	\$3,622,680.51	NA	\$3,622,680.51	NA	One-time purchase, Expected delivery 03/31/2024	N
<p>Piggyback Agency: City Of Tallahassee Contract #5073 with Ring Power Utility Equipment Contract Term: Start Date 04/01/2022, Five (5) Years w/ One (1) - 5 Yr. Renewal For additional Information Contact: Eddie Bayouth</p> <p>This Piggyback is for the purchase of seventeen (17) Terex trucks for FY23 and FY24 for JEA Fleet. JEA is Piggybacking off of the City of Tallahassee contract with Ring Power Utility Equipment. The vehicles JEA Fleet is buying are stock units Ring Power is receiving on a regular basis. Buying the stock units as they become available reduces the lead time by at least 24 months when compared to buying customized Terex trucks and over 48 months when buying customized Altec Trucks. By taking advantage of the City of Tallahassee contract with a negotiated discount (7% off the attachment and upfitting, 7-10% off the chassis), JEA will save \$62,211.76 from the previous quote Ring Power gave JEA in June.</p> <p>Three (3) of the trucks are expected to arrive in FY23 while the other fourteen (14) are expected to arrive by Q2, FY24. The FY23 trucks are slated for Electric Replacement (211-E 8008221) and the FY24 trucks are slated for Electric Replacement, Electric Expansion and Water Expansion. In light of the fact that the vehicles allow JEA to receive assets several model years earlier than alternative custom truck designs along with the earlier purchase allows JEA to retire aging assets and rental units to plan instead of incurring unplanned costs, the purchase prices are deemed justifiable. It should be noted JEA will buy custom longer lead-time assets as well, but is able to find a strong mix of stock and custom units that balance business needs in many ways.</p>											

Consent Agenda Action

Committee Members in Attendance	<u>Ted Phillips, David Emanuel, Janie Smalley for Laura Schepis</u>
Motion by:	Janie Smalley for Laura Schepis
Second By:	David Emanuel
Committee Decision	Approved

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Consent and Regular Agenda Signatures

Budget	Name/Title	<u>Stephanie M Healy</u>
Awards Chairman	Name/Title	<u>Theodore B Phillips</u>
Procurement	Name/Title	<u>JMGM</u>
Legal	Name/Title	<u>Rebecca Lavis</u>

Award Amount Summary - June 2023 - end of Nov 2023		
1.) Existing Services	\$	810,009.76
2.) Existing Services Variance	\$	300,642.50
3.) New Services	\$	128,622.97
Total Award Amount	\$	1,239,275.23

Award #2 08/17/2023 Supporting Documentation

TELEPHONY AND NETWORK

	FORECAST			ACTUAL			Note	STATE OF FLORIDA		COJ	
	Quantity	Current JEA Contract Rate per Month Per Unit Total	Quantity	Current JEA Contract Rate per Month Per Unit Total	Quantity	Current JEA Contract Rate per Month Per Unit Total		State of Florida Contract Rate - AT&T per Month Per Unit Total	COJ Contract Rate - AT&T per month Per Unit Total		
PRI - AT&T											
Flat Rate PRIS	32	\$ 500.00 \$ 16,000.00	32	\$ 500.00 \$ 16,000.00	32	\$ 500.00 \$ 16,000.00		\$ 732.50 \$ 23,440.00	\$ 500.00 \$ 16,000.00		
Additional PRIS											
911 Pinpoint Service First TN	1	\$ 95.00 \$ 95.00	1	\$ 95.00 \$ 95.00	1	\$ 95.00 \$ 95.00		\$ - \$ -	\$ 95.00 \$ 95.00		
911 Pinpoint Service Additional TNs	301	\$ 0.05 \$ 15.05	301	\$ 0.05 \$ 15.05	301	\$ 0.05 \$ 15.05		\$ - \$ -	\$ 0.05 \$ 15.05		
PRI Fixed Rate iOC	30	\$ 75.00 \$ 2,250.00	30	\$ 75.00 \$ 2,250.00	30	\$ 75.00 \$ 2,250.00		\$ - \$ -	\$ 75.00 \$ 2,250.00		
PRI iOC Mileage	180	\$ 24.00 \$ 4,320.00	180	\$ 24.00 \$ 4,320.00	180	\$ 24.00 \$ 4,320.00		\$ - \$ -	\$ 24.00 \$ 4,320.00		
PRI Overflow Feature	1	\$ 30.00 \$ 30.00	1	\$ 30.00 \$ 30.00	1	\$ 30.00 \$ 30.00		\$ - \$ -	\$ 30.00 \$ 30.00		
PRI Interface	0	\$ - \$ -	2	\$ 3,048.00 \$ 6,096.00	2	\$ 3,048.00 \$ 6,096.00	\$ 146,304.00	\$ - \$ -	\$ - \$ -		
PRI Non-Dist Sensitive Mileage	0	\$ 1,076.00 \$ -	1	\$ 1,076.00 \$ 1,076.00	1	\$ 1,076.00 \$ 1,076.00	\$ 25,824.00	\$ - \$ -	\$ - \$ -		
PRI B Channels	0	\$ 568.00 \$ -	46	\$ 568.00 \$ 26,128.00	46	\$ 568.00 \$ 26,128.00	\$ 627,072.00	\$ - \$ -	\$ - \$ -		
Calling Name Delivery Feature	3	\$ 69.00 \$ 207.00	3	\$ 69.00 \$ 207.00	3	\$ 69.00 \$ 207.00		\$ 69.00 \$ 207.00	\$ 69.00 \$ 207.00		
DDI's	5463	\$ 0.10 \$ 546.30	5463	\$ 0.10 \$ 546.30	5463	\$ 0.10 \$ 546.30		\$ 0.20 \$ 1,092.60	\$ 0.10 \$ 546.30		
DDI's Tariff	0	\$ 0.15 \$ -	1910	\$ 0.05 \$ 95.50	1910	\$ 0.05 \$ 95.50	\$ 2,292.00	\$ - \$ -	\$ - \$ -		
CrisisLink	1	\$ 85.00 \$ 85.00	1	\$ 85.00 \$ 85.00	1	\$ 85.00 \$ 85.00		\$ - \$ -	\$ 85.00 \$ 85.00		
Special Assembly	1	\$ 5.00 \$ 5.00	1	\$ 5.00 \$ 5.00	1	\$ 5.00 \$ 5.00		\$ - \$ -	\$ 5.00 \$ 5.00		
Analog POTS Service											
1FB - AT&T	247	\$ 24.00 \$ 5,928.00	247	\$ 24.00 \$ 5,928.00	247	\$ 24.00 \$ 5,928.00		\$ 24.00 \$ 5,928.00	\$ 24.00 \$ 5,928.00		
Centrex Stations AT&T	126	\$ 13.75 \$ 1,732.50	126	\$ 13.75 \$ 1,732.50	126	\$ 13.75 \$ 1,732.50		\$ 17.05 \$ 2,148.30	\$ 11.05 \$ 1,392.30		
Centrex NARs	17	\$ 13.25 \$ 225.25	17	\$ 13.25 \$ 225.25	17	\$ 13.25 \$ 225.25		\$ - \$ -	\$ 13.26 \$ 225.42		
Centrex Feature	126	\$ 3.95 \$ 497.70	126	\$ 3.95 \$ 497.70	126	\$ 3.95 \$ 497.70		\$ - \$ -	\$ 3.95 \$ 497.70		
Centrex Common Equipment	10	\$ 15.00 \$ 150.00	10	\$ 15.00 \$ 150.00	10	\$ 15.00 \$ 150.00		\$ - \$ -	\$ 285.00 \$ 2,850.00		
ISDN BRI	17	\$ 55.00 \$ 935.00	17	\$ 55.00 \$ 935.00	17	\$ 55.00 \$ 935.00		\$ - \$ -	\$ 55.00 \$ 935.00		
ISDN BRI B Channels	34	\$ 16.25 \$ 552.50	34	\$ 16.25 \$ 552.50	34	\$ 16.25 \$ 552.50		\$ - \$ -	\$ 16.25 \$ 552.50		
BRI Federal Subscriber Line Charge	6	\$ 7.14 \$ 42.84	6	\$ 7.14 \$ 42.84	6	\$ 7.14 \$ 42.84		\$ - \$ -	\$ 7.14 \$ 42.84		
BRI Federal Universal Service Fee	17	\$ 3.00 \$ 51.00	17	\$ 3.00 \$ 51.00	17	\$ 3.00 \$ 51.00		\$ - \$ -	\$ 3.00 \$ 51.00		
Miscellaneous											
Foreign Directory Listing	19	\$ 2.10 \$ 39.90	19	\$ 2.10 \$ 39.90	19	\$ 2.10 \$ 39.90		\$ - \$ -	\$ 2.10 \$ 39.90		
Caller ID Name - Number Delivery	1	\$ 14.50 \$ 14.50	1	\$ 14.50 \$ 14.50	1	\$ 14.50 \$ 14.50		\$ - \$ -	\$ 14.50 \$ 14.50		
Inside Wire Protection	1	\$ 8.50 \$ 8.50	1	\$ 8.50 \$ 8.50	1	\$ 8.50 \$ 8.50		\$ - \$ -	\$ 8.50 \$ 8.50		
Remote Activation of Call Forwarding	2	\$ 7.95 \$ 15.90	2	\$ 7.95 \$ 15.90	2	\$ 7.95 \$ 15.90		\$ - \$ -	\$ 7.95 \$ 15.90		
Custom Toll Restriction	9	\$ 6.95 \$ 62.55	9	\$ 6.95 \$ 62.55	9	\$ 6.95 \$ 62.55		\$ - \$ -	\$ 6.95 \$ 62.55		
Memory Call Deluxe - VMS	2	\$ 6.50 \$ 13.00	2	\$ 6.50 \$ 13.00	2	\$ 6.50 \$ 13.00		\$ - \$ -	\$ 6.50 \$ 13.00		
Non Published Service	2	\$ 5.50 \$ 11.00	2	\$ 5.50 \$ 11.00	2	\$ 5.50 \$ 11.00		\$ - \$ -	\$ 5.50 \$ 11.00		
FCC Fees											
Federal Subscriber Line Charge	527	\$ 11.83 \$ 6,234.41	527	\$ 11.83 \$ 6,234.41	527	\$ 11.83 \$ 6,234.41		\$ 11.83 \$ 6,234.41	\$ 11.83 \$ 6,234.41		
PRI - Federal Universal Svc Fee-Multi	250	\$ 5.49 \$ 1,372.50	250	\$ 5.49 \$ 1,372.50	250	\$ 5.49 \$ 1,372.50		\$ 5.49 \$ 1,372.50	\$ 5.49 \$ 1,372.50		
Federal Subscriber Line Charge	50	\$ 14.00 \$ 700.00	50	\$ 14.00 \$ 700.00	50	\$ 14.00 \$ 700.00		\$ 14.00 \$ 700.00	\$ 14.00 \$ 700.00		
Federal Universal Svc Fee-Multi	337	\$ 4.60 \$ 1,550.20	337	\$ 4.60 \$ 1,550.20	337	\$ 4.60 \$ 1,550.20		\$ 4.60 \$ 1,550.20	\$ 4.60 \$ 1,550.20		
Centrex Federal Universal Service Fee	126	\$ 0.51 \$ 64.26	126	\$ 0.51 \$ 64.26	126	\$ 0.51 \$ 64.26		\$ - \$ -	\$ 0.51 \$ 64.26		
Parity Charge - Net Acc Register	32	\$ 9.06 \$ 289.92	17	\$ 9.06 \$ 154.02	17	\$ 9.06 \$ 154.02		\$ - \$ -	\$ 9.06 \$ 289.92		
Parity Credit - Centrex Lines	126	\$ (9.06) \$ (1,141.56)	126	\$ (9.06) \$ (1,141.56)	126	\$ (9.06) \$ (1,141.56)		\$ - \$ -	\$ (9.06) \$ (1,141.56)		
INTERNET ACCESS AND DDOS											
Internet Access - Ramona - 1GB	1	\$ 2,683.75 \$ 2,683.75	1	\$ 2,683.75 \$ 2,683.75	1	\$ 2,683.75 \$ 2,683.75		\$ 8,974.95 \$ 8,974.95	\$ 3,248.20 \$ 3,248.20		
Internet Access - Cologix - 1GB	1	\$ 2,150.25 \$ 2,150.25	1	\$ 2,150.25 \$ 2,150.25	1	\$ 2,150.25 \$ 2,150.25		\$ - \$ -	\$ - \$ -		
DDoS	1	\$ 6,071.50 \$ 6,071.50	1	\$ 6,071.50 \$ 6,071.50	1	\$ 6,071.50 \$ 6,071.50		\$ 6,072.00 \$ 6,072.00	\$ 6,072.00 \$ 6,072.00		
Internet Access - Ramona - 3GB											
Internet Access - Cologix - 3GB	0	\$ - \$ -	1	\$ 6,000.00 \$ 6,000.00	1	\$ 6,000.00 \$ 6,000.00	\$ 102,000.00	\$ - \$ -	\$ - \$ -		
Netbond OCI	0	\$ - \$ -	1	\$ 7,764.17 \$ 7,764.17	1	\$ 7,764.17 \$ 7,764.17	\$ 62,113.36	\$ - \$ -	\$ - \$ -		
AVPN 10 Gig for NetBond	0	\$ - \$ -	1	\$ 7,687.50 \$ 7,687.50	1	\$ 7,687.50 \$ 7,687.50	\$ 61,500.00	\$ - \$ -	\$ - \$ -		
SIP Circuits (IVR)	0	\$ - \$ -	1	\$ 15,775.70 \$ 15,775.70	1	\$ 15,775.70 \$ 15,775.70	\$ 78,878.50	\$ - \$ -	\$ - \$ -		
Non Contract Items											
Intralata Private Line Voice Grade Circuits	9	\$ 3,165.38 \$ 28,488.42	9	\$ 3,355.30 \$ 30,197.73	9	\$ 3,355.30 \$ 30,197.73		Not on State of \$ 30,197.73	Not on Conl \$ 30,197.73		
Megalink - T-1's	5	\$ 9,066.00 \$ 45,330.00	5	\$ 9,609.96 \$ 48,049.80	5	\$ 9,609.96 \$ 48,049.80		Not on State C \$ 48,049.80	Not on Conl \$ 48,049.80		
Megalink Lightgate	1	\$ 150.00 \$ 150.00	1	\$ 159.00 \$ 159.00	1	\$ 159.00 \$ 159.00		\$ - \$ -	\$ - \$ -		
Megalink Channels	24	\$ 12.00 \$ 288.00	24	\$ 12.72 \$ 305.28	24	\$ 12.72 \$ 305.28		\$ - \$ -	\$ - \$ -		
Federal Subscriber Line Charge	14	\$ 2.44 \$ 34.16	14	\$ 2.59 \$ 36.21	14	\$ 2.59 \$ 36.21		\$ - \$ -	\$ 2.44 \$ 36.21		
RCF (Remote Call Forwarding)	3	\$ 50.72 \$ 152.16	3	\$ 53.76 \$ 161.29	3	\$ 53.76 \$ 161.29		\$ - \$ -	\$ 50.72 \$ 161.29		
Multipoint Bridging 19.2K	30	\$ 10.00 \$ 300.00	30	\$ 10.60 \$ 318.00	30	\$ 10.60 \$ 318.00		\$ - \$ -	\$ 10.72 \$ 318.00		
Residential Line	2	\$ 36.00 \$ 72.00	2	\$ 38.16 \$ 76.32	2	\$ 38.16 \$ 76.32		\$ - \$ -	\$ 36.00 \$ 76.32		
RL - Federal Subscriber Line Charge	2	\$ 6.50 \$ 13.00	2	\$ 6.89 \$ 13.78	2	\$ 6.89 \$ 13.78		\$ - \$ -	\$ 6.50 \$ 13.78		
RL - Federal Universal Service Fee	2	\$ 2.06 \$ 4.12	2	\$ 2.18 \$ 4.37	2	\$ 2.18 \$ 4.37		\$ - \$ -	\$ 2.06 \$ 4.37		
PBX - Combo Flat Rate Trunk	55	\$ 30.00 \$ 1,650.00	55	\$ 31.80 \$ 1,749.00	55	\$ 31.80 \$ 1,749.00		\$ - \$ -	\$ 30.00 \$ 1,749.00		
Analog Trunk Feature at CO	24	\$ 5.00 \$ 120.00	24	\$ 5.30 \$ 127.20	24	\$ 5.30 \$ 127.20		\$ - \$ -	\$ 5.00 \$ 127.20		
Local Channel Different Bldg	1	\$ 3.43 \$ 3.43	1	\$ 3.64 \$ 3.64	1	\$ 3.64 \$ 3.64		\$ - \$ -	\$ 3.43 \$ 3.64		
Priority Restoration Service	22	\$ 3.00 \$ 66.00	22	\$ 3.18 \$ 69.96	22	\$ 3.18 \$ 69.96		\$ - \$ -	\$ 3.00 \$ 69.96		
Flexserv	1	\$ 54.00 \$ 54.00	1	\$ 57.24 \$ 57.24	1	\$ 57.24 \$ 57.24		\$ - \$ -	\$ 54.00 \$ 57.24		
Existing Services - Monthly Amount											
Existing Services - Monthly Amount									\$ 135,001.63		
Existing Services - June through November									\$ 810,009.76		
*New Services - June through November									\$ 128,622.97		



Formal Bid and Award System

Award #4 October 21, 2021

Type of Award Request: PIGGYBACK - STATE OF FLORIDA CONTRACT/CITY OF JACKSONVILLE (COJ)

Requestor Name: Traylor, Kymberly

Requestor Phone: (904) 665-7419

Project Title: Telephony, Network, Internet & Telecommunications Services

Project Number: HEB 30904

Project Location: JEA

Funds: O&M

Budget Estimate: \$3,210,071.76 (FY22 leftover budget from award #3 - \$416,263.00 and \$921,266.90 from cost center 30904. Estimate FY23 budget request \$1,605,035.88, FY 24 (2 months \$267,505.98))

Scope of Work:

This award continues services for Telephony (AT&T Leased Lines for Local Service & Long Distance) DSL (Digital Subscriber Lines), Internet, and DDoS (distributed denial-of-service) that JEA's customers and employees use to communicate.

JEA IFB/RFP/State/City/GSA#: N/A

Purchasing Agent: Dambrose, Nickolas Charles (Nick)

Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
AT&T	CHRIS WADLEY	cw3669@att.com	301 BAY ST 19TH FLOOR, JACKSONVILLE FL 32202	(904) 476- 3100	\$3,210,071.76

Amount for Entire Term of Contract/PO: \$3,210,071.76

Award Amount for Remainder of this FY: \$1,337,529.90

Length of Contract / PO Term: Two (2) Years

Begin Date (mm/dd/yyyy): 12/01/2021

End Date (mm/dd/yyyy): 11/30/2023

Renewal Options: NO

JSEB Requirement: N/A - JSEBs were reviewed and no opportunities are available

Background/Recommendations:

This award is for a new two (2) year award to AT&T from 12/01/2021 to 11/30/2023 for \$3,210,071.76 to continue telephony, network, internet, and DDoS services. Telephony and network services are currently purchased from AT&T, who owns all the phone lines that currently provide voice calling services for JEA. This includes trunk lines from the call centers, T1 data lines and Primary Rate Interface (PRIs), as well as local and long distance. There are no other carriers that meet all of JEA's technical requirements, and if a change in providers were necessary, the entire infrastructure would need to be replaced. This would create risk to JEA's phone service, including the contact center, and

Award #2 08/17/2023 Supporting Documentation

significant costs for the update. JEA is only requesting a two (2) year award term due to the possibility of competitively bidding services in the future.

JEA is piggybacking off of the State of Florida contract and City of Jacksonville (COJ) contract for the eligible services and found all rates to be comparable or better. A table of the rate comparisons and award request amount is seen below.

TELEPHONY AND NETWORK						
	Quantity	State of Florida	COJ	Not On Contract / Single Source	Current JEA Contract Rate per Month	
					Per Unit	Total
PRI - AT&T						
Flat Rate PRIs	32	\$732.50	\$500.00*		\$800.00	\$25,600.00
Crisis Link	1		\$85.00		\$85.00	\$85.00
DID's	5500		\$0.10		\$0.10	\$550.00
1FB - AT&T	247		\$24.00		\$24.00	\$5,928.00
Centrex AT&T / Equipt	126	\$17.05	\$11.05**		\$17.70	\$2,230.20
Centrex NARs/ISDN /Federal Un Svc	17		\$13.26**		\$71.25	\$1,211.25
Centrex Common Equipment	10		\$285.00**		\$15.00	\$150.00
ISDN BRI B Channels	34		\$16.25		\$16.25	\$552.50
BRI Federal Subscriber Line Charge	6			Passed through at cost	\$7.14	\$42.84
Miscellaneous	1		\$165.35		\$165.35	\$165.35
Intralata Private Line Voice Grade Circuits	9			Single Source	\$3,165.38	\$28,488.42
Megalink - T-1's	5			Single Source	\$9,066.00	\$45,330.00
Megalink Lightgate	1			Single Source	\$150.00	\$150.00
Megalink Channels	24			Single Source	\$12.00	\$288.00
Federal Subscriber Line Charge	14			Passed through at cost	\$2.44	\$34.16
RCF (Remote Call Forwarding)	3		\$50.72		\$50.72	\$152.16
Multipoint Bridging 19.2K	30			Single Source	\$10.00	\$300.00
Residential Line	2			Single Source	\$36.00	\$72.00
RL - Federal Subscriber Line Charge	2			Passed through at cost	\$6.50	\$13.00
RL - Federal Universal Service Fee	2			Passed through at cost	\$2.06	\$4.12
PBX - Combo Flat Rate Trunk	55		\$30.00		\$30.00	\$1,650.00
Analog Trunk Feature at CO	24		\$5.00		\$5.00	\$120.00
Local Channel Different Bldg	1			Single Source	\$3.43	\$3.43
Priority Restoration Service	30	\$3.00	\$3.00		\$3.00	\$90.00
Flexserv	1			Single Source	\$54.00	\$54.00
FCC Fees	1			Passed through at cost	\$9,069.73	\$9,069.73
INTERNET ACCESS AND DDOS					Per Unit	Total
Internet Access - SOCC	1	\$8,974.95	\$3,248.20		\$3,197.08	\$3,197.08
Internet Access - Cologix	1	\$8,974.95	\$3,248.20		\$2,150.25	\$2,150.25
DDoS	1	\$6,071.50	\$6,071.50		\$6,071.50	\$6,071.50
* JEA's Contracted PRI charge is \$500.00 per unit. Additional relay and mileage charges apply to satisfy JEA requirements						
**Subject to JEA Payment Plan Specifications						

This request creates a budget shortage in FY22. JEA intends to utilize \$921,266.90 from cost center 30904 allocated for COJ Radio and Verizon to cover the FY22 budget shortage. In addition, a higher budget of \$1,605,035.88 will be requested in FY23 to fund future telephony requirements. JEA is expecting a credit of approximately \$200,000.00 upon contract execution for a retro-price adjustment for several PRI items below that were not previously co-termed with JEA; however, since this amount cannot be guarantee until the new contract is signed it has not been factored into the award.

Request approval to award a new two (2) year contract to AT&T for Telephony, Network, Internet & Telecommunications Services in the amount of \$3,210,071.76, subject to the availability of lawfully appropriated funds.

Manager:

Todd, Landon M. - Mgr IT Infrastructure & Collaboration Platforms

Director:

Taylor, Kymberly A. - Dir Network & Telecommunication Services

Award #2 08/17/2023 Supporting Documentation

VP: Datz, Stephen H. – VP Technical Services

APPROVALS:

Stephen Datz 10/21/21

Chairman, Awards Committee Date

James A. Minner 10/21/21

Budget Representative Date

Award #2 08/17/2023 Supporting Documentation

TELEPHONY AND NETWORK

	Quantity	State of Florida	COJ	Not On Contract / Single Source	Current JEA Contract Rate per Month	
					Per Unit	Total
PRI - AT&T						
Flat Rate PRIs	32	\$732.50	\$ 500.00*		\$800.00	\$25,600.00
Crisis Link	1		\$85.00		\$85.00	\$85.00
DID's	5500		\$0.10		\$0.10	\$550.00
1FB - AT&T	247		\$24.00		\$24.00	\$5,928.00
Centrex AT&T / Equipt	126	\$17.05	\$11.05**		\$17.70	\$2,230.20
Centrex NARs/ISDN /Federal Un Svc	17		\$13.26**		\$71.25	\$1,211.25
Centrex Common Equipment	10		\$285.00**		\$15.00	\$150.00
ISDN BRI B Channels	34		\$16.25		\$16.25	\$552.50
BRI Federal Subscriber Line Charge	6			Passed through at cost	\$7.14	\$42.84
Miscellaneous	1		\$165.35		\$165.35	\$165.35
Intralata Private Line Voice Grade Circuits	9			X	\$3,165.38	\$28,488.42
Megalink - T-1's	5			X	\$9,066.00	\$45,330.00
Megalink Lightgate	1			X	\$150.00	\$150.00
Megalink Channels	24			X	\$12.00	\$288.00
Federal Subscriber Line Charge	14			Passed through at cost	\$2.44	\$34.16
RCF (Remote Call Forwarding)	3		\$50.72		\$50.72	\$152.16
Multipoint Bridging 19.2K	30			X	\$10.00	\$300.00
Residential Line	2			X	\$36.00	\$72.00
RL - Federal Subscriber Line Charge	2			Passed through at cost	\$6.50	\$13.00
RL - Federal Universal Service Fee	2			Passed through at cost	\$2.06	\$4.12
PBX - Combo Flat Rate Trunk	55		\$30.00		\$30.00	\$1,650.00
Analog Trunk Feature at CO	24		\$5.00		\$5.00	\$120.00
Local Channel Different Bldg	1			X	\$3.43	\$3.43
Priority Restoration Service	30	\$3.00	\$3.00		\$3.00	\$90.00
Flexserv	1			X	\$54.00	\$54.00
FCC Fees	1			Passed through at cost	\$9,069.73	\$9,069.73
INTERNET ACCESS AND DDOS					Per Unit	Total
Internet Access - SOCC	1	\$8,974.95	\$3,248.20		\$3,197.08	\$3,197.08
Internet Access - Cologix	1	\$8,974.95	\$3,248.20		\$2,150.25	\$2,150.25
DDoS	1	\$6,071.50	\$6,071.50		\$6,071.50	\$6,071.50

* JEA's PRI Charge is \$500.00 per unit. Additional mileage charges apply

**Subject to JEA Payment Plan Specifications

New Monthly Amount

\$133,752.99

New Annual Amount

\$1,605,035.88

Total Award Request (Two Years)

\$3,210,071.76

FY 2022 Detail

FY 2022 Estimated Spend	\$1,605,035.88	
FY 2022 Budget	<u>\$ 1,075,000.00</u>	
FY 2022 Shortage		\$ 530,035.88
FY 2022 Estimated Credit		<u> </u>
Requested Increase FY 2022		\$ 530,035.88

FY 2023 Detail

FY 2023 Estimated Spend	\$1,605,035.88	
FY 2023 Budget	<u>\$1,605,035.88</u>	
FY 2023 Shortage		\$ -
Requested Increase FY 2023		\$ -

Summary

FY 2022 Budget	\$ 1,075,000.00
Requested Increase FY 2022	\$ 530,035.88
FY 2023 Budget	\$ 1,605,035.88
Requested Increase FY 2023	\$ -

Total Award Request \$ **3,210,071.76**

SUBJECT: Voice and Data Telecommunication Services

BID #: ESC-0440-10

OPEN DATE: 07/28/2010

COMPETITIVE SEALED PROPOSAL EVALUATION COMMITTEE

KIND AND BASIS OF CONTRACT: SERVICE CONTRACT – THREE (3) YEARS FROM DATE OF EXECUTED CONTRACT WITH THREE (3), TWO (2) YEAR RENEWAL OPTIONS

AGENCY: INFORMATION TECHNOLOGIES DIVISION

BASIS OF AWARD: TO THE HIGHEST SCORING BIDDER BASED ON THE EVALUATION CRITERIA

NUMBER OF BIDS INVITED: (91) NUMBER RECEIVED: (6) OTHER: (7)

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:

Recommend approval to ratify award from October 1, 2016 through date of award.

Recommend approval of the second (2) of three (3), two (2) year renewal options with AT&T Corporation, dba AT&T Florida to continue providing voice and data circuits to various City buildings for the Information Technologies Division, from date of award through September 30, 2018. Annual expenditure in the amount of \$162,000.00 for the Jacksonville Sheriff's Office and \$1,700,000.00 for the Information Technologies Division, total annual expenditure not-to-exceed \$1,862,000.00, with a revised contract expenditure not-to-exceed \$12,168,882.05.

Funding to be encumbered from accounts:


AFIT531CSCS-04102 - \$1,700,000.00

SHPS171SS91-04102 - \$150,000.00

SHPP011ISM-04102 - \$12,000.00

To be executed by formal contract amendment through the Office of General Counsel (Contract #8569)

ATTACHMENTS: Recommendation Memo; Vendor Agreement; Contract; Previous Awards

ANALYST:  _____
CHELSEY RENFROE

RESPECTFULLY SUBMITTED  _____
GREGORY REASE, CHIEF
PROCUREMENT DIVISION

CONCURRENCE BY: Kenneth Lathrop, Chief Information Officer, Information Technologies Division

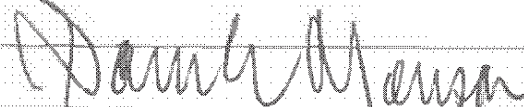
(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF CSPEC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 5 MEMBERS DISAPPROVING 0 DATE: 10-13-16

 _____ OTHER: _____
 _____
 _____
 _____
 _____

ACTION OF AWARDING AUTHORITY _____ DATE 10/13/16

APPROVED  _____ DISAPPROVED _____
Sam E. Moisa
Chief Administrative Officer
for Mayor Lenny Curry

OTHER _____
SIGNATURE OF AUTHENTICATION  _____
Executive Order No. 23800

INFORMATION TECHNOLOGIES DIVISION



September 30, 2016

TO: Greg Pease, Chief of Procurement Division

CC: Kenneth E. Lathrop, Chief of Information Technologies / CIO *Kenneth E. Lathrop*

FROM: Thomas Ossi, Technology Contract and Records Manager, ITD *Thomas Ossi*

SUBJECT: ESC-0440-10 Voice and Data Telecommunications Services – CSPEC Renewal Request

The Information Technologies Division is requesting approval to enter into our second of three (3) two (2) year renewal options with AT&T for our Voice and Data Telecommunications Services to provide all of the voice and data circuits to the various City buildings.

ITD Management recommends utilizing AT&T for these services as per City Contract 8569 and as awarded per bid ESC-0440-10 Voice and Data Telecommunications Services.

The total estimated amount required for FY2017 for all voice, data and sonet services under this contract is \$1,862,000.00 the amount requested includes the requirements of the Jacksonville Sheriff's Office. The contractual service period is for two years from October 1, 2016 through September 30, 2018.

ITD Funding Source: AFIT531CSCS - 04102 in the amount of \$1,700,000.00

JSO Funding Source: SHPS171SS91 - 04102 in the amount of \$150,000.00

JSO Funding Source: SHPP011ISM - 04102 in the amount of \$12,000.00

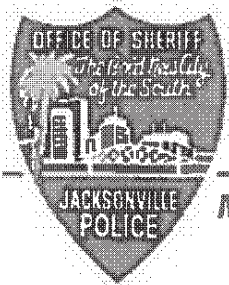
The total estimated annual expenditure for FY17 in the amount of \$1,862,000.00

The total maximum indebtedness not to exceed amount for this award is \$12,168,882.05 and will require a formal contract amendment on City Contract # 8569.

Your favorable approval of this request is appreciated.

Attachment: AT&T Agreement
JSO Renewal Letter

CC: Michael Rooney, Network/Telephone Manager, ITD *Michael Rooney*



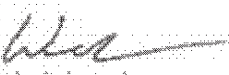
Jacksonville Sheriff's Office

Duval County, Florida

Mike Williams, Sheriff

501 E. Bay Street
Jacksonville, FL 32202

To: Gregory Pease
Chief of Procurement

Thru: Bill Clement, CPA 
Chief of Budget & Administration

From: George Chakhtoura
IT, Crime Analysis and Fusion Center Senior Executive

Subject: Renewal of ESC-0440-10 Voice and Data Telecommunications Services – Contract Renewal Agreement

Date: September 23, 2016

The Jacksonville Sheriff's Office is requesting approval to participate in the second of three (3) two (2) year renewals with AT&T for voice and data telecommunication services for the period from October 1, 2016, through September 30, 2018. The anticipated expenditure amount for the renewal period is \$162,000.00 for Metro E. The funding source is SHPP011ISM-04102 in the amount of \$12,000.00 and SHPS171SS91 – 04102 in the amount of \$150,000.00.

Please let me know if you require any additional information. Thank you for your assistance.

www.jaxsheriff.org





Addendum Agreement

FL16-1967-00

Case Number FL16-1967-00

THE UNDERSIGNED PARTIES, AT&T Florida, ("Company") and THE CITY OF JACKSONVILLE ("Customer" or "Subscriber"), hereby agree, as acknowledged by their appropriate signatures as set out below, to amend and change Contract Service Arrangement (CSA) Agreement FL03-4214-02. This Addendum Agreement is based upon the following terms and conditions as well as any Attachment(s) affixed and the appropriate lawfully filed and approved tariffs which are by this reference incorporated herein.

This Addendum shall be void if not executed by Customer and received by AT&T within 30 days of the date AT&T executed the Addendum, or if Customer alters, adds or deletes any of the provisions in the version executed by AT&T.

Offer Expiration: This offer shall expire on: 1/19/2017.

Accepted by:

Subscriber:
THE CITY OF JACKSONVILLE

By: SEE ATTACHED
Authorized Signature

Printed Name: _____

Title: _____

Date: _____

Company:
AT&T Florida

By: Cheryl Wankowski
Authorized Signature

Printed Name: Cheryl Wankowski

Title: SR CUSTOMER CONTRACTS

Date: 17 Jan 2017

CN8750



Addendum Agreement

Case Number FL16-1967-00
Option 1 of 1

Service description:

This Addendum provides for an extension of the Contract Term for BellSouth® Primary Rate ISDN - Voice/Data (Standard) service, Business Lines as part of Basic Local Service, Centrex service, and Metro Ethernet service.

This Addendum provides for a twenty-four (24) month service period from the Company date of acceptance of this Addendum, and ending on September 30, 2018.

All terms and conditions of Contract Service Arrangement Agreement FL03-4214-02 apply to this Addendum unless modified herein.



Addendum Agreement

Case Number FL16-1967-00
Option 1 of 1

RATES AND CHARGES

	<u>Rate Elements</u>	<u>Non-Recurring</u>	<u>Monthly Rate</u>	<u>USOC</u>
1	BellSouth® Primary Rate ISDN, Access Line, -Each Provisioning (Addendum to FL03-4214-02. Change monthly rate)	\$.00	\$.00	1LD1E
2	BellSouth® Primary Rate ISDN, Interface, -Each - Voice/Data (Standard) Provisioning (Addendum to FL03-4214-02. Change monthly rate)	\$.00	\$.00	PR71V
3	BellSouth® Primary Rate ISDN, B-Channel, -Each - Voice/Data (Standard) Provisioning (Addendum to FL03-4214-02. Change monthly rate)	\$.00	\$.00	PR7BV
4	BellSouth® Primary Rate ISDN, Calling Name Delivery Feature, Per Primary Rate Interface (Addendum to FL03-4214-02. Change monthly rate)	\$.00	\$10.00	PR7CN
5	BellSouth® Primary Rate ISDN, Telephone Numbers for Flat Rate Voice/Data, -Per telephone number requested inward and 2-way (Addendum to FL03-4214-02. Change monthly rate)	\$.00	\$0.10	PR7TF
6	Flat Rate Primary Rate ISDN (1- 1LD1E,1-PR71V,23-PR7BV) (Addendum to FL03-4214-02. Change monthly rate)	\$.00	\$500.00	WDDKA



Addendum Agreement

Case Number FL16-1967-00
Option 1 of 1

RATES AND CHARGES

7	<p>Flat Rate Service, Business Service, Multi-line Exchange Access Line, All Rate Groups -Per line (The Multi-line Exchange Access Line rate applies per line to subscribers with more than one exchange access line.) (Addendum to FL03-4214-02. Change monthly rate)</p>	\$0.00	\$24.00	MFB
8	<p>Flat Rate Service, Business Service-Caller ID compatible, Multi-line Exchange Access Line, All Rate Groups -Per line (The Multi-line Exchange Access Line rate applies per line to subscribers with more than one exchange access line.) (Caller ID feature must be ordered separately.) (Addendum to FL03-4214-02. Change monthly rate)</p>	\$0.00	\$24.00	MFBCL



Addendum Agreement

Case Number FL16-1967-00
Option 1 of 1**RATES AND CHARGES****NOTES:**

The 'NOTES' Section of the 'RATES AND CHARGES' pages of the existing Contract Service Arrangement is modified with the following:

EARLY TERMINATION - PRI

If Customer migrates an AT&T ILEC PRI Service or Service Component, including DS1 used as transport for AT&T ILEC PRI Service (the "Terminated ILEC Service") to a qualifying AT&T Business Voice over IP (BVoIP) Service, then AT&T will waive the Early Termination Charge directly resulting from terminating the Terminated ILEC Service if:

- (1) the Terminated ILEC Service has been installed at the Customer site for no fewer than 12 months;
- (2) the term for the replacement agreement is equal to or greater than the remaining term for the Terminated ILEC Service;
- (3) the replacement AT&T BVoIP Service is installed or available at the same Customer sites as the Terminated ILEC Service; and
- (4) activation of the replacement AT&T BVoIP service at the Customer site occurs within 90 days of termination of the Terminated ILEC Service at that Customer site.

The foregoing shall not apply to Services provided by the AT&T ILEC affiliate in Connecticut.

EARLY TERMINATION - CENTREX

If Customer migrates an AT&T ILEC Centrex Service or Service Component, (the "Terminated ILEC Service") to a qualifying AT&T Business Voice over IP (BVoIP) Service, then AT&T will waive the Early Termination Charge directly resulting from terminating the Terminated ILEC Service if:

- (1) the Terminated ILEC Service has been installed at the Customer site for no fewer than 12 months;
- (2) the term for the replacement agreement is equal to or greater than the remaining term for the Terminated ILEC Service;
- (3) the replacement AT&T BVoIP Service is installed or available at the same Customer sites as the Terminated ILEC Service; and
- (4) activation of the replacement AT&T BVoIP service at the Customer site occurs within 90 days of termination of the Terminated ILEC Service at that Customer site.

The foregoing shall not apply to Services provided by the AT&T ILEC affiliate in Connecticut.

EVOLUTION OF SERVICE – METRO ETHERNET

AT&T may replace the Metro Ethernet Service with AT&T Switched Ethernet Service ("Successor Service"). The Parties will cooperate in migrating to the Successor Service to help avoid any unintended interruptions. If AT&T replaces the Service with a Successor Service and the replacement has a materially adverse impact on Customer, and AT&T does not affect revisions that remedy such materially adverse impact within 30 days after receipt of notice from Customer, then Customer may, as Customer's sole remedy, elect to terminate the affected Service Components on 30 days' notice to AT&T, given not later than 90 days after the Service is replaced. "Materially adverse impacts" do not include changes to non-stabilized pricing, changes required by governmental authority, or assessment of or changes to additional charges such as surcharges or taxes.

NOTICE OF WITHDRAWAL – ALL PRODUCTS

Service and Service Component Withdrawals during Contract Service Agreement Term	
Prior Notice Required from AT&T to Withdraw and Terminate Service	12 months



Addendum Agreement

Case Number FL16-1967-00
Option 1 of 1

Prior Notice Required from AT&T to Withdraw and Terminate a Service Component	120 days
Applicable Services/Service Components	Any ISDN PRI Metro Ethernet service Business Lines Centrex Service

There are no other additions, deletions or changes to the above referenced Contract Service Agreement included in this Addendum. All other terms and conditions as previously agreed and acknowledged remain unchanged and in full force and in effect.

All trademarks and service marks contained herein are owned by AT&T Intellectual Property and/or AT&T affiliated companies.

END OF ARRANGEMENT AGREEMENT OPTION 1

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:

AT&T

2. Description of Services or Supplies provided by Vendor:

Intralata Private Line Voice Grade Circuits

Megalink - T-1's

Megalink Lightgate, Megalink Channels, Multipoint Bridging 19.2K, Residential Lines, Local Channel Different Bldg, Flexserv

3. **Certification:**

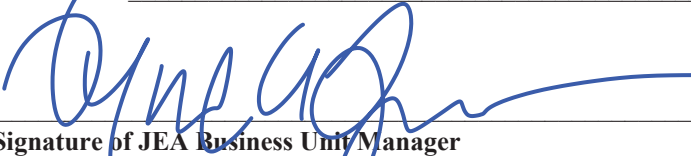
I the undersigned certify that to the best of my knowledge, no JEA employee has, either directly or indirectly, a financial interest in this Single Source Emergency Procurement, and

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: _____

OR

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



Signature of JEA Business Unit Manager

10/18/21

Date

Kymberly A. Traylor

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 #16 November 17, 2022

Type of Award Request: CONTRACT INCREASE
Requestor Name: Gaines, Brian A. - Staff Engineer
Requestor Phone: (904) 654-9207
Project Title: Progressive Design-Build Services for the 1.0 MGD Water Purification Facility
Index Number: 825-13
Project Location: JEA
Funds: Capital
Award Estimate: \$5,200,000.00

Scope of Work:

The scope of work for this project includes design, construction, integration and interface, test, checkout and startup of a 1.0 million gallons per day (MGD) water purification facility based around membrane treatment. The treated water will meet applicable water quality standards including primary and secondary drinking water standards, potable reuse regulations and address the removal of currently unregulated compounds. The facility will utilize innovative technology including state of the art controls and instrumentation.

A key component to the facility will be the visitor experience/education center and execution of the public communication plan. It is anticipated that the facility will have thousands of visitors each year. The facility's visitor/education center will be accessible for tours of attendees such as JEA employees, elected officials, community leaders, grade school students, university students, regulatory agency employees, engineers and plant operators from other utilities. The visitor experience/education center will also incorporate a training area for groups such as engineers, operators and students.

JEA IFB/RFP/State/City/GSA#: 124-19
Purchasing Agent: Kruck, Daniel R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
THE HASKELL COMPANY	Paul T. McElroy	Paul.McElroy@haskell.com	111 Riverside Ave. Jacksonville, FL 32202	(904) 357-4251	\$5,105,646.00

Amount of Original Award: \$800,000.00
Date of Original Award: 01/23/2020
Change Order Amount: \$5,105,646.00

List of Previous Change Order/Amendments:

CPA #	Amount	Date	Reason
187427	\$5,223,357.00	10/14/2021	100% design services and pre-construction activities

New Not-To-Exceed Amount: \$11,129,003.00
Length of Contract/PO Term: Project Completion
Begin Date: 02/11/2020
End Date: Project Completion (Expected: May 2025)

JSEB Evaluation:

Five Percent (5%) Evaluation Criteria

Comments on JSEB Requirements:

Original Award

N/A

Previous Contract Increase (% of this Increase)

C&ES (Civil Eng.) – 3.19%

Smith Surveying Group (Survey) – 0.6%

Meskel and Associates (Geotechnical) – 0.66%

This Contract Increase

N/A (specialty equipment purchase)

Background/Recommendations:

Originally approved by the Awards Committee on 01/23/2020 in the amount of \$800,000.00 to The Haskell Company. A contract increase was approved by the Awards Committee on 10/14/2021 in the amount of \$5,223,357.00. A copy of the previous awards are attached for reference.

This project will be delivered using the Progressive Design-Build delivery method, which will include several phases. This contract increase includes the purchase of long lead equipment. The equipment being purchased includes components for the plant microfiltration (MF), ultrafiltration (UF), reverse osmosis (RO) and ultraviolet (UV) disinfection systems. The fee letter overview is attached for reference.

Negotiations for the construction guaranteed maximum price (GMP) will start once the design reaches the 90% stage. Once those negotiations are completed another contract increase will be brought before the Awards Committee. The current estimate, based on the 60% design documents, is for the total costs to Haskell to be \$68,624,214.00 for this project.


Request approval to award a contract increase to The Haskell Company for the purchase of equipment for the Progressive Design-Build Services for the 1.0 MGD Water Purification Facility project in the amount of \$5,105,646.00, for a new not-to-exceed amount of \$11,129,003.00, subject to the availability of lawfully appropriated funds.

Manager: DiMeo, Elizabeth A. - Senior Manager, Project Management

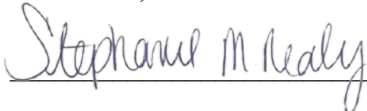
Director: Conner, Sean M. - Dir W/WW Project Engineering & Construction

VP: Melendez, Pedro A. - VP Planning Engineering & Construction

APPROVALS:


_____ 11/17/2022

Chairman, Awards Committee **Date**


_____ 11/17/2022

Budget Representative **Date**

Approved by the JEA Awards Committee

Date: 10/14/2021 Item# 8

Formal Bid and Award System

Award #8 October 14, 2021

Type of Award Request: CONTRACT INCREASE
Requestor Name: DiMeo, Elizabeth
Requestor Phone: (904) 599-7591
Project Title: Progressive Design-Build Services for the 1.0 MGD Water Purification Facility
Project Number: 8005766
Project Location: JEA
Funds: Capital
Budget Estimate: \$3,330,663.00

Scope of Work:

The scope of work for this project includes design, construction, integration and interface, test, checkout and startup of a 1.0 million gallons per day (MGD) water purification facility based around membrane treatment. The treated water will meet applicable water quality standards including primary and secondary drinking water standards, potable reuse regulations and address the removal of currently unregulated compounds. The facility will utilize innovative technology including state of the art controls and instrumentation.

A key component to the facility will be the visitor experience/education center and execution of the public communication plan. It is anticipated that the facility will have thousands of visitors each year. The facility's visitor/education center will be accessible for tours of attendees such as JEA employees, elected officials, community leaders, grade school students, university students, regulatory agency employees, engineers and plant operators from other utilities. The visitor experience/education center will also incorporate a training area for groups such as engineers, operators and students.

JEA IFB/RFP/State/City/GSA#: 124-19
Purchasing Agent: Kruck, Daniel R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
THE HASKELL COMPANY	Paul T. McElroy	Paul.McElroy@haskell.com	111 Riverside Ave. Jacksonville, FL 32202	(904) 357- 4251	\$5,223,357.00

Amount of Original Award: \$800,000.00
Date of Original Award: 01/23/2020
Change Order Amount: \$5,223,357.00
New Not-To-Exceed Amount: \$6,023,357.00
Length of Contract/PO Term: Project Completion
Begin Date: 02/11/2020
End Date: Project Completion (Expected: January 2024)
JSEB Requirement: Five Percent (5%) Evaluation Criteria
Comments on JSEB Requirements:
Original Award

Award #3 08/17/2023 Supporting Documentation

N/A

This Contract Increase (% of this Increase)

C&ES (Civil Eng.) – 3.19%

Smith Surveying Group (Survey) – 0.6%

Meskel and Associates (Geotechnical) – 0.66%

Background/Recommendations:

Originally approved by the Awards Committee on 01/23/2020 in the amount of \$800,000.00 to The Haskell Company. A copy of the original award is attached as backup.

This project will be delivered using the Progressive Design-Build delivery method, which will include several phases. Preliminary work that could be done before a site was finalized was completed with the original award amount, including an approximately 10% design. On 06/03/2020, JEA suspended work on this project until the Integrated Water Resource Plan (IWRP) was completed. A copy of the suspension letter is attached as backup. With the IWRP plan now completed, JEA is ready to resume the project. On 09/17/2021, the JEA Board of Directors approved the purchase of the real estate for this project.

This contract increase includes pre-construction services and 100% design services. It is anticipated, as the design progresses, to bring several interim Guaranteed Maximum Prices (GMPs) for equipment pre-purchase and early construction work. At the 90% design stage, a final GMP will be established. Upon acceptance of the GMP and subsequent approval of the Awards Committee, construction will commence. If JEA and Haskell cannot agree upon a final GMP, Haskell will complete the design as stated in this contract increase and the contract will end.

The tasks included in this contract increase are listed below:

- General project management tasks
- Continue design-builder preliminary design assistance and oversight
 - Preliminary P&IDs
 - Unit Process Descriptions
 - Process/Mechanical system PDR criteria and description
- Commence detailed process design activities
- Continue drafting major equipment specifications for procurement activities
- Field investigations
- Site geotechnical investigation
- Begin site civil design
- Site survey
- Exploratory well preliminary design and permit application
- Prepare early construction packages
- Architectural building prototype development including general schematic plan layout for process design assistance, site use planning, and preliminary conceptual design.
- Permitting and regulatory investigations and support
- 100% Design Services
- Grant and funding assistance

The original estimate for this project was created in 2019 and projected the pre-construction and engineering costs to be \$3,330,663.00. This estimate is attached for reference. The proposed fee for this work is approximately 56.8% higher than the original estimate. When the original estimate was created JEA did not know the final location of the demonstration plant. The location of the plant has a large impact on the cost of design/construction due to differing site conditions, and pipelines needing to be brought to and from the site. Additionally, the original estimate did not include the design/permitting of the monitoring and deep injection wells. JEA has reviewed the proposed fees and deemed them reasonable when compared to other JEA projects. The contract increase fee overview is attached for reference. The expected total cost to be paid to Haskell for this project in the approved budget, including

Award #3 08/17/2023 Supporting Documentation

construction, is currently estimated at \$40,209,803.00. This contract increase is included in that approved budget number.

Request approval to award a contract increase to The Haskell Company for the pre-construction and design services of the Progressive Design-Build Services for the 1.0 MGD Water Purification Facility project in the amount of \$5,223,357.00, for a new not-to-exceed amount of \$6,023,357.00, subject to the availability of lawfully appropriated funds.

Director: Conner, Sean M. - Dir W/WW Project Engineering & Construction

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

APPROVALS:

Stephen Datz 10/14/21

Chairman, Awards Committee

Date

Jan Allman 10/15/21

Budget Representative

Date



The Haskell Company
111 Riverside Avenue
Jacksonville, Florida 32202

tel 904 791-4500
fax 904 791-4699
www.thehaskellco.com

Paul McElroy
Senior Project Director - Water

August 10, 2023

H2.0 Purification Center
Jacksonville, FL. 32256
JEA Contract #JEA188037 / 187427
Final Work Package Closed Book / Fixed
Total Price Contract Proposal

Mr. Ryan Popko
JEA
Consulting Engineer
21 West Church Street
Jacksonville, Florida 32202

Dear Mr. Popko,

Haskell is pleased to submit to JEA for your review and comment our firm's Final Work Package Closed Book / Fixed Total Price Contract Proposal for the H2.0 Purification Center. The Scope of Work was developed utilizing Black & Veatch's design documents and Haskell's Bid Manual as listed below:

H2.O Purification Center Design Documents

1. 90% Design Drawings Dated February 2023.
2. 90% Specifications Volumes No. 1 Thru No. 4 Dated February 28, 2023.
3. Bid Manual dated May 11, 2023.
4. Addendum #1 dated May 12, 2023.
5. Addendum #2 dated May 24, 2023.
6. Addendum #3 dated June 2, 2023.
7. Addendum #4 dated June 9, 2023.

Final Work Package Closed Book / Fixed Total Price Contract Proposal includes the following attachments:

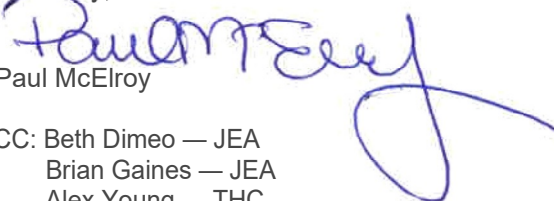
1. Clarifications and Assumptions.

Final Work Package Closed Book / Fixed Total Price Contract Proposal summary is as follows:

1. Current Work under Contract - \$11,129,003.00
2. April 19, 2023, Early Work and Procurement GMP - \$8,669,480.00
3. Final Work Package Proposal - \$50,201,517.00
4. Total Closed Book / Fixed Total Price - \$70,000,000.00

Haskell is thankful for this opportunity and is available at JEA's convenience to answer any questions they may have concerning this Final Work Package GMP.

Sincerely,


Paul McElroy

CC: Beth Dimeo — JEA
Brian Gaines — JEA
Alex Young — THC

APPENDIX B BAFO RESPONSE WORKBOOK
1411227646 JEA FLEET SERVICES TIRE MAINTENANCE, REPAIR, AND NEW TIRE PURCHASES

Name of Respondent:		Davis Tire Center			Earl W. Colvard, Inc. DBA Boulevard Tire Center			Goodyear Tire & Rubber Company		
1.00	1. SERVICE IN THE DEALER SHOP	Unit Price	Estimated Quantity	Extended One Year Cost	Unit Price	Estimated Quantity	Extended One Year Cost	Unit Price	Estimated Quantity	Extended One Year Cost
1.10	Tire Replacement									
1.11	Units with tires smaller than 19 1/2 inches	\$ 12.00	625	\$7,500.00	\$ 23.00	625	\$14,375.00	\$ 30.00	625	\$18,750.00
1.12	Units with tires 19 1/2 inches or larger	\$ 22.00	600	\$13,200.00	\$ 30.00	600	\$18,000.00	\$ 40.00	600	\$24,000.00
	Total Tire Replacement - Shop			\$20,700.00			\$32,375.00			\$42,750.00
1.20	Tire Repair Service (Patch, Plug, etc.)									
1.21	Units with tires smaller than 19 1/2 inches	\$ 8.00	70	\$560.00	\$ 15.00	70	\$1,050.00	\$ 35.00	70	\$2,450.00
1.22	Units with tires 19 1/2 inches or larger	\$ 8.00	70	\$560.00	\$ 20.00	70	\$1,400.00	\$ 45.00	70	\$3,150.00
	Total Tire Repair Service - Shop			\$1,120.00			\$2,450.00			\$5,600.00
1.30	Tire Rotation									
1.31	Light Duty Vehicles	\$ -	25	\$0.00	\$ 25.00	25	\$625.00	\$ -	25	\$0.00
	Total Tire Rotation - Shop			\$0.00			\$625.00			\$0.00
1.40	Front End Alignment Service									
1.41	Units with tires smaller than 19 1/2 inches	\$ 20.95	10	\$209.50	\$ 25.00	10	\$250.00	\$ -	10	\$0.00
1.42	Units with tires 19 1/2 inches or larger	\$ 60.95	10	\$609.50	\$ 94.00	10	\$940.00	\$ -	10	\$0.00
	Total Front End Alignment- Shop			\$819.00			\$1,190.00			\$0.00
1.50	Wheel Refurbishment									
1.51	Units with tires smaller than 19 1/2 inches	\$ 10.00	2	\$20.00	\$ 30.00	2	\$60.00	\$ 22.00	2	\$44.00
1.52	Units with tires 19 1/2 inches or larger	\$ 22.00	15	\$330.00	\$ 30.00	15	\$450.00	\$ 22.00	15	\$330.00
	Total Wheel Refurbishment - Shop			\$350.00			\$510.00			\$374.00
2.00	2. SERVICE IN JEA YARD/FIELD									
2.10	Tire Replacement									
2.11	Units with tires smaller than 19 1/2 inches	\$ 12.00	300	\$3,600.00	\$ 23.00	300	\$6,900.00	\$ 35.00	300	\$10,500.00
2.12	Units with tires 19 1/2 inches or larger	\$ 24.00	725	\$17,400.00	\$ 30.00	725	\$21,750.00	\$ 45.00	725	\$32,625.00
	Total Tire Replacement - Field			\$21,000.00			\$28,650.00			\$43,125.00
2.20	Tire Repair Service (Patch, Plug, etc.)									
2.21	Units with tires smaller than 19 1/2 inches	\$ 8.00	65	\$520.00	\$ 20.00	65	\$1,300.00	\$ 35.00	65	\$2,275.00
2.22	Units with tires 19 1/2 inches or larger	\$ 8.00	65	\$520.00	\$ 35.00	65	\$2,275.00	\$ 45.00	65	\$2,925.00
2.23	On the Rim Labor Rate (OTR) (\$/HR) Normal Business Hours	\$ 75.00	50	\$3,750.00	\$ 80.00	50	\$4,000.00	\$ 110.00	50	\$5,500.00
2.24	On the Rim Labor Rate (OTR) (\$/HR) After Business Hours	\$ 100.00	5	\$500.00	\$ 90.00	5	\$450.00	\$ 110.00	5	\$550.00
	Total Tire Repair Service - Field			\$5,290.00			\$8,025.00			\$11,250.00
3.00	3. ROAD/FIELD CALLS									
3.10	Call Out Fee - Normal Business Hours (M-F, 7 a.m. - 6 p.m.) (Flat Fee)	\$ 48.50	625	\$30,312.50	\$ 75.00	625	\$46,875.00	\$ 65.00	625	\$40,625.00
3.11	After-Hours Call Out Fee - After Business Hours (M-F 6 p.m - 7 a.m., All Day S, S & Holidays) (Flat Fee)	\$ 75.00	160	\$12,000.00	\$ 90.00	160	\$14,400.00	\$ 65.00	160	\$10,400.00
	Total Road/Field Calls			\$42,312.50			\$61,275.00			\$51,025.00
4.00	4. RETREAD PROGRAM									
4.10	CAPS - 19.5	\$ 90.00	10	\$900.00	\$ 99.40	10	\$994.00	\$ 140.80	10	\$1,408.00
4.11	CAPS - 11R22.5	\$ 125.00	250	\$31,250.00	\$ 147.12	250	\$36,780.00	\$ 157.00	250	\$39,250.00
4.12	CAPS - 12R22.5	\$ 135.00	60	\$8,100.00	\$ 150.78	60	\$9,046.80	\$ 151.51	60	\$9,090.60
4.13	Casing - 19.5	\$ 2.00	10	\$20.00	\$ 5.00	10	\$50.00	\$ 45.00	10	\$450.00
4.14	Casing 11R22.5	\$ 60.00	250	\$15,000.00	\$ 60.00	250	\$15,000.00	\$ 70.00	250	\$17,500.00
4.15	Casing 12R22.5	\$ 60.00	60	\$3,600.00	\$ 75.00	60	\$4,500.00	\$ 70.00	60	\$4,200.00
	Total Retread			\$58,870.00			\$66,370.80			\$71,898.60
5.00	5. TIRE DELIVERY TO ALTERNATE VENDORS Include all fees to complete services									
5.10	Per Trip cost, regardless of quantity. (Tire purchase invoicing and processing included.)	\$ -	25	\$0.00	\$ 52.00	25	\$1,300.00	\$ -	25	\$0.00
	Total Tire Delivery			\$0.00			\$1,300.00			\$0.00
6.00	6. Ad Hoc Support Services									
6.10	Misc. Technician Support (\$/HR)	\$ 75.00	10	\$750.00	\$ 90.00	10	\$900.00	\$ -	10	\$0.00
6.11	JEA Emergency/Storm Support (Premium %)	8%	50	\$4,050.00	30%	50	\$5,200.00	\$ -	50	\$5,500.00
6.12	Percent Mark-up for subcontractor (not to exceed contracted rate)	8%	10	N/A	\$ -	10	N/A	\$ -	10	N/A
	Total Ad Hoc Services			\$4,800.00			\$6,100.00			\$5,500.00
	ONE YEAR EXTENDED COST FOR SERVICES			\$155,261.50			\$208,870.80			\$231,522.60
6.00	6. ONE YEAR TIRE PURCHASE ALLOWANCE ESTIMATE	\$ 1,000,000.00			\$ 1,000,000.00			\$ 1,000,000.00		
6.10	DISCOUNT APPLIED TO FSA PRICING	1%		\$ 990,000.00	1%		\$ 990,000.00	0%		\$ 1,000,000.00
6.11	MARKUP FOR NON-FSA TIRES (%) Not to exceed 20%	15%			20%			0%		
	ONE YEAR EXTENDED COST FOR TIRE PURCHASES			\$990,000.00			\$990,000.00			\$1,000,000.00
	ONE YEAR EXTENDED COST FOR TIRE REPAIRS AND PURCHASES			\$1,145,261.50			\$1,198,870.80			\$1,231,522.60
	Year 2 Total			\$1,374,313.80			\$1,438,644.96			\$1,477,827.12
	Year 3 Total			\$1,649,176.56			\$1,726,373.95			\$1,773,392.54
	TOTAL THREE YEAR COST - (Transfer Total to Appendix B Response Form)			\$4,168,751.86			\$4,363,889.71			\$4,482,742.26
	Difference from lowest bid			\$ -			\$195,137.85			\$313,990.40
	Pricing Points from 50			50			47.66			46.23
	Evaluation Points from 50			43			44.33			36.57
	Total Score out of 100			93.00			91.99			82.80

Award #5 08/17/2023 Supporting Documentation

1411358446-23 BID ANALYSIS - 500KCM Cable (CAIRH012) SPOT BUY

JEA Item ID	Item Description	Mfg. Name & Mfg. Part Number	Quoted Mfg. & Part Number	UOM	Spot buy amount	Irby/Southwire				John Carter and Associates/Southwire				Gresco Supply, Inc/Prysmian				Electric Supply/Southwire				Tri-State Utility Products/Southwire				Bell Electric Supply			
						Quoted Unit Price	Proposed Bid Total Price	Lead Time: In Calendar Days After Receipt of Order	Contractual Minimum Order Quantities	Quoted Unit Price	Proposed Bid Total Price	Lead Time: In Calendar Days After Receipt of Order	Contractual Minimum Order Quantities	Quoted Unit Price	Proposed Bid Total Price	Lead Time: In Calendar Days After Receipt of Order	Contractual Minimum Order Quantities	Quoted Unit Price	Proposed Bid Total Price	Lead Time: In Calendar Days After Receipt of Order	Contractual Minimum Order Quantities	Quoted Unit Price	Proposed Bid Total Price	Lead Time: In Calendar Days After Receipt of Order	Contractual Minimum Order Quantities	Quoted Unit Price	Proposed Bid Total Price	Lead Time: In Calendar Days After Receipt of Order	Contractual Minimum Order Quantities
CAIRH012	CABLE, 500KCM, 37 STRAND, 3-1/C PARALLELED, COPPER, COLORED JACKET PER PHASE (BLACK, RED, BLUE), NO PULLING EYES, NON-RET WOODEN REELS, 1000' REEL LENGTH MARKED W/FOOTAGE MARKINGS, REEL TYPE NR80.60 = 80" FLANGE DIA, 60" TRAVERSE (SPEC REQD)	CME WIRE AND CABLE INC PRYSMIAN CABLE & SYSTEMS SOUTHWIRE CO.	SOUTHWIRE CO.	Foot	10000	\$ 31.51	\$315,110.00	70	10,000	\$30.41	\$ 304,083.90	8-10 weeks ARO	10,000' MOQ per color	\$ 43.00	\$430,000.00	84	10000	\$ 32.01	\$320,070.00	70 days	10000	\$ 32.00	\$320,000.00	90	10,000	\$ 35.85	\$358,500.00	112-133 DAYS	10000

Last Price Paid	\$49.94	\$499,400.00
Solicitation Price	\$30.41	\$304,083.90
Savings/ft	\$19.53	\$195,316.10
Total Savings	\$195,316.10	

Award #5 08/17/2023 Supporting Documentation

Item	Manufacturer	Part	Description
CAIRH012	CME WIRE AND CABLE INC	OBD	CABLE, 500KCM, 37 STRAND, 3-1/C PARALLELED, COPPER, COLORED JACKET PER PHASE (BLACK, RED, BLUE), NO PULLING EYES, NON-RET WOODEN REELS,1000' REEL LENGTH MARKED W/FOOTAGE MARKINGS, REEL TYPE NR80.60 = 80" FLANGE DIA, 60" TRAVERSE (SPEC REQD)
CAIRH012	PRYSMIAN CABLE & SYSTEMS	OBD	CABLE, 500KCM, 37 STRAND, 3-1/C PARALLELED, COPPER, COLORED JACKET PER PHASE (BLACK, RED, BLUE), NO PULLING EYES, NON-RET WOODEN REELS,1000' REEL LENGTH MARKED W/FOOTAGE MARKINGS, REEL TYPE NR80.60 = 80" FLANGE DIA, 60" TRAVERSE (SPEC REQD)
CAIRH012	SOUTHWIRE CO.	OBD	CABLE, 500KCM, 37 STRAND, 3-1/C PARALLELED, COPPER, COLORED JACKET PER PHASE (BLACK, RED, BLUE), NO PULLING EYES, NON-RET WOODEN REELS,1000' REEL LENGTH MARKED W/FOOTAGE MARKINGS, REEL TYPE NR80.60 = 80" FLANGE DIA, 60" TRAVERSE (SPEC REQD)

ITN 1411219446 JEA Fleet Services
 Heavy Duty Maintenance & Repair
 Services

Bid Response Summaries including Year Over Year										
COMPANY NAME:		Altec Industries, Inc.					Ring Power Utilities			
Bid Group	Subcontract MarkUp %	Bid Summary	Altec Year One	Altec Year Two	Altec Year Three	Bid Summary	Year One	Year Two	Year Three	Award Totals
Altec	8.0%	\$ 3,290,881.41	\$ 904,088.30	\$ 1,084,905.96	\$ 1,301,887.15	\$ 3,860,551.24				\$ 3,290,881.41
Terex	8.0%	\$ 455,935.48	\$ 125,257.00	\$ 150,308.40	\$ 180,370.08	\$ 527,072.00				\$ 455,935.48
VersaLift	8.0%	\$ 358,984.08	\$ 98,622.00	\$ 118,346.40	\$ 142,015.68	\$ 418,898.48				\$ 358,984.08
Stellar	8.0%	\$ 266,648.20	\$ 73,255.00	\$ 87,906.00	\$ 105,487.20	\$ 311,347.40				\$ 266,648.20
Miscellaneous	8.0%	\$ 599,762.80	\$ 164,770.00	\$ 197,724.00	\$ 237,268.80	\$ 790,011.04				\$ 599,762.80
Ad Hoc Services	N/A	\$ 585,340.75	\$ 153,532.00	\$ 191,915.00	\$ 239,893.75	\$ 643,550.00				\$ 585,340.75
3 Year Total		\$ 5,557,552.72				\$ 6,551,430.16				\$ 5,557,552.72

Award Calculations & Spend Projections Year over Year										
COMPANY NAME:		Altec Industries, Inc.					Ring Power Utilities			
Bid Group	Subcontract MarkUp %	Bid Summary	Year One	Year Two	Year Three	Bid Summary	Year One	Year Two	Year Three	Totals Check
Altec	8.0%	\$ 2,303,616.99	\$ 632,861.81	\$ 759,434.17	\$ 911,321.01	\$ 987,264.42	\$ 271,226.49	\$ 325,471.79	\$ 390,566.15	\$ 3,290,881.41
Terex	8.0%	\$ 319,154.84	\$ 87,679.90	\$ 105,215.88	\$ 126,259.06	\$ 136,780.64	\$ 37,577.10	\$ 45,092.52	\$ 54,111.02	\$ 455,935.48
VersaLift	8.0%	\$ 251,288.86	\$ 69,035.40	\$ 82,842.48	\$ 99,410.98	\$ 107,695.22	\$ 29,586.60	\$ 35,503.92	\$ 42,604.70	\$ 358,984.08
Stellar	8.0%	\$ 186,653.74	\$ 51,278.50	\$ 61,534.20	\$ 73,841.04	\$ 79,994.46	\$ 21,976.50	\$ 26,371.80	\$ 31,646.16	\$ 266,648.20
Miscellaneous	8.0%	\$ 419,833.96	\$ 115,339.00	\$ 138,406.80	\$ 166,088.16	\$ 179,928.84	\$ 49,431.00	\$ 59,317.20	\$ 71,180.64	\$ 599,762.80
Ad Hoc Services	N/A	\$ 409,738.53	\$ 107,472.40	\$ 134,340.50	\$ 167,925.63	\$ 175,602.23	\$ 46,059.60	\$ 57,574.50	\$ 71,968.13	\$ 585,340.75
Totals		\$ 3,890,286.91	\$ 1,063,667.01	\$ 1,281,774.03	\$ 1,544,845.86	\$ 1,667,265.82	\$ 455,857.29	\$ 549,331.73	\$ 662,076.80	\$ 5,557,552.72
Mo. Avg			\$ 88,638.92	\$ 106,814.50	\$ 128,737.16	Mo. Avg.	\$ 37,988.11	\$ 45,777.64	\$ 55,173.07	

Altec Corrective & Preventative Mx (70%)	\$ 3,480,548.38	Total Award
Altec Ad Hoc (70% Ring Power Total)	\$ 409,738.53	\$ 3,890,286.91
Ring Power Corrective & Preventative Mx (30%)	\$ 1,491,663.59	
Ring Power Ad Hoc (30% Ring Power Total)	\$ 175,602.23	\$ 1,667,265.82
Total Award	\$ 5,557,552.72	\$ 5,557,552.72

**ITN 1411219446 JEA Fleet Services Heavy Duty Maintenance & Repair Services
Bid Summary with Award Amounts and forecast Spend**

Bid Response Summaries including Year Over Year										
COMPANY NAME:		Altec Industries, Inc.				Ring Power Utilities				
Bid Group	Subcontract Markup %	Bid Summary	Altec Year One	Altec Year Two	Altec Year Three	Bid Summary	Year One	Year Two	Year Three	Award Totals
Altec	8.0%	\$ 3,290,881.41	\$ 904,088.30	\$ 1,084,905.96	\$ 1,301,887.15	\$ 3,860,551.24				\$ 3,290,881.41
Terex	8.0%	\$ 455,935.48	\$ 125,257.00	\$ 150,308.40	\$ 180,370.08	\$ 527,072.00				\$ 455,935.48
Versalift	8.0%	\$ 358,984.08	\$ 98,622.00	\$ 118,346.40	\$ 142,015.68	\$ 418,898.48				\$ 358,984.08
Stellar	8.0%	\$ 266,648.20	\$ 73,255.00	\$ 87,906.00	\$ 105,487.20	\$ 311,347.40				\$ 266,648.20
Miscellaneous	8.0%	\$ 599,762.80	\$ 164,770.00	\$ 197,724.00	\$ 237,268.80	\$ 790,011.04				\$ 599,762.80
Ad Hoc Services	N/A	\$ 585,340.75	\$ 153,532.00	\$ 191,915.00	\$ 239,893.75	\$ 643,550.00				\$ 585,340.75
3 Year Total		\$ 5,557,552.72				\$ 6,551,430.16				\$ 5,557,552.72

Award Calculations & Spend Projections Year over Year										
COMPANY NAME:		Altec Industries, Inc.				Ring Power Utilities				
Bid Group	Subcontract Markup %	Bid Summary	Year One	Year Two	Year Three	Bid Summary	Year One	Year Two	Year Three	Totals Check
Altec	8.0%	\$ 2,303,616.99	\$ 632,861.81	\$ 759,434.17	\$ 911,321.01	\$ 987,264.42	\$ 271,226.49	\$ 325,471.79	\$ 390,566.15	\$ 3,290,881.41
Terex	8.0%	\$ 319,154.84	\$ 87,679.90	\$ 105,215.88	\$ 126,259.06	\$ 136,780.64	\$ 37,577.10	\$ 45,092.52	\$ 54,111.02	\$ 455,935.48
Versalift	8.0%	\$ 251,288.86	\$ 69,035.40	\$ 82,842.48	\$ 99,410.98	\$ 107,695.22	\$ 29,586.60	\$ 35,503.92	\$ 42,604.70	\$ 358,984.08
Stellar	8.0%	\$ 186,653.74	\$ 51,278.50	\$ 61,534.20	\$ 73,841.04	\$ 79,994.46	\$ 21,976.50	\$ 26,371.80	\$ 31,646.16	\$ 266,648.20
Miscellaneous	8.0%	\$ 419,833.96	\$ 115,339.00	\$ 138,406.80	\$ 166,088.16	\$ 179,928.84	\$ 49,431.00	\$ 59,317.20	\$ 71,180.64	\$ 599,762.80
Ad Hoc Services	N/A	\$ 409,738.53	\$ 107,472.40	\$ 134,340.50	\$ 167,925.63	\$ 175,602.23	\$ 46,059.60	\$ 57,574.50	\$ 71,968.13	\$ 585,340.75
Totals		\$ 3,890,286.91	\$ 1,063,667.01	\$ 1,281,774.03	\$ 1,544,845.86	\$ 1,667,265.82	\$ 455,857.29	\$ 549,331.73	\$ 662,076.80	\$ 5,557,552.72
		Mo. Avg	\$ 88,638.92	\$ 106,814.50	\$ 128,737.16	Mo. Avg.	\$ 37,988.11	\$ 45,777.64	\$ 55,173.07	

Altec Corrective & Preventative Mx (70%)	\$ 3,480,548.38
Altec Ad Hoc (70% Ring Power Total)	\$ 409,738.53
Ring Power Corrective & Preventative Mx (30%)	\$ 1,491,663.59
Ring Power Ad Hoc (30% Ring Power Total)	\$ 175,602.23
Total Award	\$ 5,557,552.72

Award #6 08/17/2023 Supporting Documentation

Altec -ITN 1411219446-23 (New Contract)					Altec Comparison	Altec (Old Contract)				Compare Projected to New Award	
Altec	Y1	Y2	Y3	3 Year Total		Y1	Y2	Y3	3 Year Total	3 Yr Variance	One Year Variance
CM Labor Rate	\$ 364,554.00	\$ 437,464.80	\$ 524,957.76	\$ 1,326,976.56		\$ 294,894.00	\$ 353,872.80	\$ 424,647.36	\$ 1,073,414.16	\$ 253,562.40	\$ 69,660.00
CM After Hours Labor	\$ 40,506.00	\$ 48,607.20	\$ 58,328.64	\$ 147,441.84		\$ 32,766.00	\$ 39,319.20	\$ 47,183.04	\$ 119,268.24	\$ 28,173.60	\$ 7,740.00
Cost Plus Parts	\$ 252,000.00	\$ 302,400.00	\$ 362,880.00	\$ 917,280.00		\$ 210,000.00	\$ 252,000.00	\$ 302,400.00	\$ 764,400.00	\$ 152,880.00	\$ 42,000.00
Road Call Response	\$ 78,500.00	\$ 94,200.00	\$ 113,040.00	\$ 285,740.00		\$ 63,500.00	\$ 76,200.00	\$ 91,440.00	\$ 231,140.00	\$ 54,600.00	\$ 15,000.00
After Hours Road Call	\$ 7,834.30	\$ 9,401.16	\$ 11,281.39	\$ 28,516.85		\$ 12,674.60	\$ 15,209.52	\$ 18,251.42	\$ 46,135.54	\$ (17,618.69)	\$ (4,840.30)
Transportation Fees	\$ -	\$ -	\$ -	\$ -		\$ 12,674.60	\$ 15,209.52	\$ 18,251.42	\$ 46,135.54	\$ (46,135.54)	\$ (12,674.60)
Towing	\$ -	\$ -	\$ -	\$ -		\$ 12,674.60	\$ 15,209.52	\$ 18,251.42	\$ 46,135.54	\$ (46,135.54)	\$ (12,674.60)
CM Subtotal	\$ 743,394.30	\$ 892,073.16	\$ 1,070,487.79	\$ 2,705,955.25		\$ 639,183.80	\$ 767,020.56	\$ 920,424.67	\$ 2,326,629.03	\$ 379,326.22	\$ 104,210.50
PMs	\$ 160,694.00	\$ 192,832.80	\$ 231,399.36	\$ 584,926.16		\$ 141,295.50	\$ 169,554.60	\$ 203,465.52	\$ 514,315.62	\$ 70,610.54	\$ 19,398.50
	\$ 904,088.30	\$ 1,084,905.96	\$ 1,301,887.15	\$ 3,290,881.41		\$ 780,479.30	\$ 936,575.16	\$ 1,123,890.19	\$ 2,840,944.65	\$ 449,936.76	\$ 123,609.00

Altec -ITN 1411219446-23 (New Contract)					Terex Comparison	Ring Power (Old Contract)				Compare Projected to New Award	
Terex	Y1	Y2	Y3	3 Year Total		Y1	Y2	Y3	3 Year Total	3 Yr Variance	One Year Variance
CM Labor Rate	\$ 17,270.00	\$ 20,724.00	\$ 24,868.80	\$ 62,862.80		\$ 15,312.00	\$ 18,374.40	\$ 22,049.28	\$ 55,735.68	\$ 7,127.12	\$ 1,958.00
CM After Hours Labor	\$ 2,355.00	\$ 2,826.00	\$ 3,391.20	\$ 8,572.20		\$ 2,898.00	\$ 3,477.60	\$ 4,173.12	\$ 10,548.72	\$ (1,976.52)	\$ (543.00)
Cost Plus Parts	\$ 66,000.00	\$ 79,200.00	\$ 95,040.00	\$ 240,240.00		\$ 75,900.00	\$ 91,080.00	\$ 109,296.00	\$ 276,276.00	\$ (36,036.00)	\$ (9,900.00)
Road Call Response	\$ 18,840.00	\$ 22,608.00	\$ 27,129.60	\$ 68,577.60		\$ 18,864.00	\$ 22,636.80	\$ 27,164.16	\$ 68,664.96	\$ (87.36)	\$ (24.00)
After Hours Road Call	\$ 1,884.00	\$ 2,260.80	\$ 2,712.96	\$ 6,857.76		\$ 2,534.40	\$ 3,041.28	\$ 3,649.54	\$ 9,225.22	\$ (2,367.46)	\$ (650.40)
Transportation Fees	\$ -	\$ -	\$ -	\$ -		\$ 2,534.40	\$ 3,041.28	\$ 3,649.54	\$ 9,225.22	\$ (9,225.22)	\$ (2,534.40)
Towing	\$ -	\$ -	\$ -	\$ -		\$ 2,534.40	\$ 3,041.28	\$ 3,649.54	\$ 9,225.22	\$ (9,225.22)	\$ (2,534.40)
CM Subtotal	\$ 106,349.00	\$ 127,618.80	\$ 153,142.56	\$ 387,110.36		\$ 120,577.20	\$ 144,692.64	\$ 173,631.17	\$ 438,901.01	\$ (51,790.65)	\$ (14,228.20)
PMs	\$ 18,908.00	\$ 22,689.60	\$ 27,227.52	\$ 68,825.12		\$ 17,748.00	\$ 21,297.60	\$ 25,557.12	\$ 64,602.72	\$ 4,222.40	\$ 1,160.00
	\$ 125,257.00	\$ 150,308.40	\$ 180,370.08	\$ 455,935.48		\$ 138,325.20	\$ 165,990.24	\$ 199,188.29	\$ 503,503.73	\$ (47,568.25)	\$ (13,068.20)

Altec -ITN 1411219446-23 (New Contract)					Versalift Comparison	Altec (Old Contract)				Compare Projected to New Award	
Versalift	Y1	Y2	Y3	3 Year Total		Y1	Y2	Y3	3 Year Total	3 Yr Variance	One Year Variance
CM Labor Rate	\$ 15,700.00	\$ 18,840.00	\$ 22,608.00	\$ 57,148.00		\$ 15,840.00	\$ 19,008.00	\$ 22,809.60	\$ 57,657.60	\$ (509.60)	\$ (140.00)
CM After Hours Labor	\$ 1,570.00	\$ 1,884.00	\$ 2,260.80	\$ 5,714.80		\$ 1,584.00	\$ 1,900.80	\$ 2,280.96	\$ 5,765.76	\$ (50.96)	\$ (14.00)
Cost Plus Parts	\$ 60,000.00	\$ 72,000.00	\$ 86,400.00	\$ 218,400.00		\$ 72,000.00	\$ 86,400.00	\$ 103,680.00	\$ 262,080.00	\$ (43,680.00)	\$ (12,000.00)
Road Call Response	\$ 3,925.00	\$ 4,710.00	\$ 5,652.00	\$ 14,287.00		\$ 3,960.00	\$ 4,752.00	\$ 5,702.40	\$ 14,414.40	\$ (127.40)	\$ (35.00)
After Hours Road Call	\$ 785.00	\$ 942.00	\$ 1,130.40	\$ 2,857.40		\$ 1,584.00	\$ 1,900.80	\$ 2,280.96	\$ 5,765.76	\$ (2,908.36)	\$ (799.00)
Transportation Fees	\$ -	\$ -	\$ -	\$ -		\$ 1,584.00	\$ 1,900.80	\$ 2,280.96	\$ 5,765.76	\$ (5,765.76)	\$ (1,584.00)
Towing	\$ -	\$ -	\$ -	\$ -		\$ 1,584.00	\$ 1,900.80	\$ 2,280.96	\$ 5,765.76	\$ (5,765.76)	\$ (1,584.00)
CM Subtotal	\$ 81,980.00	\$ 98,376.00	\$ 118,051.20	\$ 298,407.20		\$ 98,136.00	\$ 141,315.84	\$ 169,579.01	\$ 357,215.04	\$ (58,807.84)	\$ (16,156.00)
PMs	\$ 16,642.00	\$ 19,970.40	\$ 23,964.48	\$ 60,576.88		\$ 21,000.00	\$ 25,200.00	\$ 30,240.00	\$ 76,440.00	\$ (15,863.12)	\$ (4,358.00)
	\$ 98,622.00	\$ 118,346.40	\$ 142,015.68	\$ 358,984.08		\$ 119,136.00	\$ 166,515.84	\$ 199,819.01	\$ 433,655.04	\$ (74,670.96)	\$ (20,514.00)

Altec -ITN 1411219446-23 (New Contract)					Stellar Comparison	Altec (Old Contract)				Compare Projected to New Award	
Stellar	Y1	Y2	Y3	3 Year Total		Y1	Y2	Y3	3 Year Total	3 Yr Variance	One Year Variance
CM Labor Rate	\$ 7,850.00	\$ 9,420.00	\$ 11,304.00	\$ 28,574.00		\$ 7,920.00	\$ 9,504.00	\$ 11,404.80	\$ 28,828.80	\$ (254.80)	\$ (70.00)
CM After Hours Labor	\$ 785.00	\$ 942.00	\$ 1,130.40	\$ 2,857.40		\$ 792.00	\$ 950.40	\$ 1,140.48	\$ 2,882.88	\$ (25.48)	\$ (7.00)
Cost Plus Parts	\$ 12,000.00	\$ 14,400.00	\$ 17,280.00	\$ 43,680.00		\$ 14,400.00	\$ 17,280.00	\$ 20,736.00	\$ 52,416.00	\$ (8,736.00)	\$ (2,400.00)
Road Call Response	\$ 8,635.00	\$ 10,362.00	\$ 12,434.40	\$ 31,431.40		\$ 8,712.00	\$ 10,454.40	\$ 12,545.28	\$ 31,711.68	\$ (280.28)	\$ (77.00)
After Hours Road Call	\$ 785.00	\$ 942.00	\$ 1,130.40	\$ 2,857.40		\$ 1,584.00	\$ 1,900.80	\$ 2,280.96	\$ 5,765.76	\$ (2,908.36)	\$ (799.00)
Transportation Fees	\$ -	\$ -	\$ -	\$ -		\$ 1,584.00	\$ 1,900.80	\$ 2,280.96	\$ 5,765.76	\$ (5,765.76)	\$ (1,584.00)
Towing	\$ -	\$ -	\$ -	\$ -		\$ 1,584.00	\$ 1,900.80	\$ 2,280.96	\$ 5,765.76	\$ (5,765.76)	\$ (1,584.00)
CM Subtotal	\$ 30,055.00	\$ 36,066.00	\$ 43,279.20	\$ 109,400.20		\$ 36,576.00	\$ 43,891.20	\$ 52,669.44	\$ 133,136.64	\$ (23,736.44)	\$ (6,521.00)
PMs	\$ 43,200.00	\$ 51,840.00	\$ 62,208.00	\$ 157,248.00		\$ 52,330.00	\$ 62,796.00	\$ 75,355.20	\$ 190,481.20	\$ (33,233.20)	\$ (9,130.00)
	\$ 73,255.00	\$ 87,906.00	\$ 105,487.20	\$ 266,648.20		\$ 88,906.00	\$ 106,687.20	\$ 128,024.64	\$ 323,617.84	\$ (56,969.64)	\$ (15,651.00)

Altec -ITN 1411219446-23 (New Contract)					Misc Comparison	Altec (Old Contract)				Compare Projected to New Award	
	Y1	Y2	Y3	3 Year Total		Y1	Y2	Y3	3 Year Total	3 Yr Variance	One Year Variance

Misc	Y1	Y2	Y3	3 Year Total	Misc. Comparison	Y1	Y2	Y3	3 Year Total	3 Yr Variance	One Year Variance
CM Labor Rate	\$ 70,650.00	\$ 84,780.00	\$ 101,736.00	\$ 257,166.00		\$ 71,280.00	\$ 85,536.00	\$ 102,643.20	\$ 259,459.20	\$ (2,293.20)	\$ (630.00)
CM After Hours Labor	\$ 7,065.00	\$ 8,478.00	\$ 10,173.60	\$ 25,716.60		\$ 7,128.00	\$ 8,553.60	\$ 10,264.32	\$ 25,945.92	\$ (229.32)	\$ (63.00)
Cost Plus Parts	\$ 30,000.00	\$ 36,000.00	\$ 43,200.00	\$ 109,200.00		\$ 36,000.00	\$ 43,200.00	\$ 51,840.00	\$ 131,040.00	\$ (21,840.00)	\$ (6,000.00)
Road Call Response	\$ 16,485.00	\$ 19,782.00	\$ 23,738.40	\$ 60,005.40		\$ 16,632.00	\$ 19,958.40	\$ 23,950.08	\$ 60,540.48	\$ (535.08)	\$ (147.00)
After Hours Road Call	\$ 1,570.00	\$ 1,884.00	\$ 2,260.80	\$ 5,714.80		\$ 3,168.00	\$ 3,801.60	\$ 4,561.92	\$ 11,531.52	\$ (5,816.72)	\$ (1,598.00)
Transportation Fees	\$ -	\$ -	\$ -	\$ -		\$ 3,168.00	\$ 3,801.60	\$ 4,561.92	\$ 11,531.52	\$ (11,531.52)	\$ (3,168.00)
Towing	\$ -	\$ -	\$ -	\$ -		\$ 3,168.00	\$ 3,801.60	\$ 4,561.92	\$ 11,531.52	\$ (11,531.52)	\$ (3,168.00)
CM Subtotal	\$ 125,770.00	\$ 150,924.00	\$ 181,108.80	\$ 457,802.80		\$ 140,544.00	\$ 168,652.80	\$ 202,383.36	\$ 511,580.16	\$ (53,777.36)	\$ (14,774.00)
PMs	\$ 39,000.00	\$ 46,800.00	\$ 56,160.00	\$ 141,960.00		\$ 17,878.50	\$ 21,454.20	\$ 25,745.04	\$ 65,077.74	\$ 76,882.26	\$ 21,121.50
	\$ 164,770.00	\$ 197,724.00	\$ 237,268.80	\$ 599,762.80		\$ 158,422.50	\$ 190,107.00	\$ 228,128.40	\$ 576,657.90	\$ 23,104.90	\$ 6,347.50

Altec & Ring Power - ITN1411180646 (New Contract)					Ad Hoc	Not in Previous Contract (Old Contract)				Compare Projected to New Award	
Ad Hoc	Y1	Y2	Y3	3 Year Total		Y1	Y2	Y3	3 Year Total	3 Yr Variance	One Year Variance
Emergency Storm Support	\$ 88,032.00	\$ 110,040.00	\$ 137,550.00	\$ 335,622.00		\$ 96,768.00	\$ 120,960.00	\$ 151,200.00	\$ 368,928.00	\$ (33,306.00)	\$ (8,736.00)
Mutual Aid	\$ 52,400.00	\$ 65,500.00	\$ 81,875.00	\$ 199,775.00		\$ 57,600.00	\$ 72,000.00	\$ 90,000.00	\$ 219,600.00	\$ (19,825.00)	\$ (5,200.00)
Misc Tech	\$ 13,100.00	\$ 16,375.00	\$ 20,468.75	\$ 49,943.75		\$ 9,600.00	\$ 12,000.00	\$ 15,000.00	\$ 36,600.00	\$ 13,343.75	\$ 3,500.00
	\$ 153,532.00	\$ 191,915.00	\$ 239,893.75	\$ 585,340.75		\$ 163,968.00	\$ 204,960.00	\$ 256,200.00	\$ 625,128.00	\$ (39,787.25)	\$ (10,436.00)

	Increase over 3 years From Previous Award			\$ 2,878,720.77	Solicitation Projection				Compare Projected to New Award		Previous Award		# Assets
	First Year Cost	Total Cost			Projected Year 1	Projected Y2	Projected Y3	Total 3 Yr Proj	Year 1 Variance	Three Yr Variance	First Yr Ttl	3 Yr Ttl	
Altec	\$ 904,088.30	\$ 3,290,881.41	Altec		\$ 780,479.30	\$ 936,575.16	\$ 1,123,890.19	\$ 2,840,944.65	\$ 123,609.00	\$ 449,936.76	\$ 688,709.25	\$ 2,115,170.77	173
Terex	\$ 125,257.00	\$ 455,935.48	Terex		\$ 138,325.20	\$ 165,990.24	\$ 199,188.29	\$ 503,503.73	\$ (13,068.20)	\$ (47,568.25)	\$ 62,998.00	\$ 188,994.00	18
VersaLift	\$ 98,622.00	\$ 358,984.08	VersaLift		\$ 119,136.00	\$ 166,515.84	\$ 199,819.01	\$ 433,655.04	\$ (20,514.00)	\$ (74,670.96)	\$ -	\$ -	84
Stellar	\$ 73,255.00	\$ 266,648.20	Stellar		\$ 88,906.00	\$ 106,687.20	\$ 128,024.64	\$ 323,617.84	\$ (15,651.00)	\$ (56,969.64)	\$ -	\$ -	
Misc	\$ 164,770.00	\$ 599,762.80	Misc		\$ 158,422.50	\$ 190,107.00	\$ 228,128.40	\$ 576,657.90	\$ 6,347.50	\$ 23,104.90	\$ 121,680.00	\$ 374,667.18	
Ad Hoc	\$ 153,532.00	\$ 585,340.75	Ad Hoc		\$ 163,968.00	\$ 204,960.00	\$ 256,200.00	\$ 625,128.00	\$ (10,436.00)	\$ (39,787.25)			275
Totals	\$ 1,519,524.30	\$ 5,557,552.72	Total		\$ 1,449,237.00	\$ 1,770,835.44	\$ 2,135,250.53	\$ 5,303,507.16	\$ 70,287.30	\$ 254,045.56	\$ 873,387.25	\$ 2,678,831.95	
	\$ 646,137.05	\$ 2,878,720.77											

Variance: Award Compared to Previous Award					Variance: Award Compared to Solicitation Projection				
Adjusted Qty & Rates	Year One	3 Yr Ttl	Current # Assets	Variance	Adjusted Qty & Rates	Year One	3 Yr Ttl		
Altec	\$ 215,379.05	\$ 1,175,710.64	160	-13	Altec	\$ 123,609.00	\$ 449,936.76		
Terex	\$ 62,259.00	\$ 266,941.48	18	0	Terex	\$ (13,068.20)	\$ (47,568.25)		
VersaLift	\$ 98,622.00	\$ 358,984.08	21	-63	VersaLift	\$ (20,514.00)	\$ (74,670.96)		
Stellar	\$ 73,255.00	\$ 266,648.20	54	54	Stellar	\$ (15,651.00)	\$ (56,969.64)		
Misc	\$ 43,090.00	\$ 225,095.62	51	51	Misc	\$ 6,347.50	\$ 23,104.90		
New: Emergency Storm	\$ 88,032.00	\$ 335,622.00	304	29	New: Emergency Storm	\$ (8,736.00)	\$ (33,306.00)		
New: Mutual Aid	\$ 52,400.00	\$ 199,775.00			New: Mutual Aid	\$ (5,200.00)	\$ (19,825.00)		
New: Misc. Tech	\$ 13,100.00	\$ 49,943.75			New: Misc. Tech	\$ 3,500.00	\$ 13,343.75		
Variations	\$ 646,137.05	\$ 2,878,720.77			Variations	\$ 70,287.30	\$ 254,045.56		
Adjusted Qty & Rates	\$ 376,260.05	\$ 1,801,636.20							
New Items	\$ 269,877.00	\$ 1,077,084.57							

New Award Compared to Previous Award Totals			
	Current Contract Adjusted Cap	Current Contract Forecast thru Sept 1	New Award
Altec	\$ 3,330,592.58	\$ 3,306,438.19	\$ 3,890,286.91
Ring Power	\$ 380,842.18	\$ 372,679.13	\$ 1,667,265.82
Total Spend	\$ 3,711,434.76	\$ 3,679,117.32	\$ 5,557,552.72

Comments:
New Award includes 20% year over year increase to anticipate increases to fleet and costs related to inflation.
There was a 29 unit increase to the asset numbers.
The previous award was increased during its term to accommodate actual spend.

New Categories were added to breakout newer added brands and Ad Hoc Services were added to this workbook.
Gear inspections were added to appropriate PMs to capture these services within this contract, rather than using a single source provider, annually.

Aerial Maintenance - Altec

Item #	Company Name: Altec Industries, Inc.	Ring Power Utilities						
1. Corrective Maintenance (CM) Annual Breakout								
		Rate	Estimated Volume/Value	Year 1 Extended Cost	Rate	Estimated Volume/Value	Year 1 Extended Cost	
1.01	Labor, Benefits, Overhead, Indirect Shop Supplies CM Labor Rate per Hour	\$ 157.00	2,322	\$ 364,554.00	\$ 160.00	2,322	\$ 371,520.00	
1.02	CM Labor Rate per Hour After-Hours (5pm - 7am M-F, S & S, Holidays)	\$ 157.00	258	\$ 40,506.00	\$ 240.00	258	\$ 61,920.00	
1.03	Cost Plus % Pricing for Parts (Not to exceed 20%)	20.00%	\$210,000	\$ 252,000.00	20.00%	\$210,000	\$ 252,000.00	
1.04	Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs)	\$ 157.00	500	\$ 78,500.00	\$ 200.00	500	\$ 100,000.00	
1.05	After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 7am M-F, S & S, Holidays)	\$ 157.00	50	\$ 7,834.30	\$ 280.00	50	\$ 13,972.00	
1.06	Transportation Services Fee (*Fixed Rate per Occurrence for a One- way charge regardless of pickup or drop off location) Enter Cost Per Event	NA*	10		NA	10		
1.07	Towing Service Inbound to Shop * Direct Pass Through * Estimated Amount will be used and included for Contract Value	NA*	10		NA	10		
	subtotal			\$ 743,394.30		subtotal	\$ 799,412.00	
	Year 1 Cost			\$ 743,394.30			\$ 799,412.00	
	Year 2 Cost			\$ 892,073.16			\$ 959,294.40	
	Year 3 Cost			\$ 1,070,487.79			\$ 1,151,153.28	
				\$ 2,705,955.25			\$ 2,909,859.68	

2. Preventative Maintenance (PM) Annual Breakout					
Labor, Benefits, Overhead, Indirect Shop Supplies					
	Category	TYPE	QTY	Rate	Year 1 Extended Cost
2.01	ALTEC AA55E	Bucket	57	\$ 1,040.00	\$ 59,280.00
2.02	ALTEC AA755L	Bucket	1	\$ 936.00	\$ 936.00
2.03	ALTEC AH 100	Bucket	1	\$ 2,212.00	\$ 2,212.00
2.04	ALTEC AH 125	Bucket	2	\$ 1,818.00	\$ 3,636.00
2.05	ALTEC AT37-G	Bucket	37	\$ 759.00	\$ 28,083.00
2.06	ALTEC AT40-G	Bucket	24	\$ 697.00	\$ 16,728.00
2.07	ALTEC AT41-M	Bucket	1	\$ 965.00	\$ 965.00
2.08	ALTEC TA40	Bucket	7	\$ 936.00	\$ 6,552.00
2.09	ALTEC AC18-70B-HL	Crane	2	\$ 2,086.00	\$ 4,172.00
2.10	ALTEC AC38-103	Crane	1	\$ 2,086.00	\$ 2,086.00
2.11	ALTEC D4060B-TR	Derrick	1	\$ 1,314.00	\$ 1,314.00
2.12	ALTEC DH50 H-TR	Derrick	4	\$ 1,314.00	\$ 5,256.00
2.13	ALTEC DM47B-TR	Derrick	6	\$ 1,256.00	\$ 7,536.00
2.14	ALTEC DM47TR	Derrick	16	\$ 1,256.00	\$ 20,096.00
	Year 1 Cost		160		\$ 160,694.00
	Year 2 Cost				\$ 192,832.800
	Year 3 Cost				\$ 231,399.360
					\$ 584,926.16

TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)	\$ 3,290,881.41
Sublet %	8%

PM3 - Annual Inspection to include Dielectric Test, as required	Annual Gear Inspection & Certification	Year 1 Extended Cost
\$ 1,442.00		\$ 82,194.00
\$ 1,442.00		\$ 1,442.00
\$ 1,714.00		\$ 1,714.00
\$ 1,714.00		\$ 3,428.00
\$ 1,442.00		\$ 53,354.00
\$ 1,442.00		\$ 34,608.00
\$ 1,442.00		\$ 1,442.00
\$ 1,442.00		\$ 10,094.00
\$ 5,000.00	\$ 665.00	\$ 11,330.00
\$ 5,450.00	\$ 665.00	\$ 6,115.00
\$ 2,054.00		\$ 2,054.00
\$ 2,054.00		\$ 8,216.00
\$ 2,054.00		\$ 12,324.00
\$ 2,054.00		\$ 32,864.00
		\$ 261,179.00
		\$ 313,414.800
		\$ 376,097.760
		\$ 950,691.56

	\$ 3,860,551.24
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Solicitation Estimate Basis		
Rate	Estimated Volume/Value	Year 1 Extended Cost
\$ 127.00	2,322	\$ 294,894.00
\$ 127.00	258	\$ 32,766.00
0.00%	\$210,000	\$ 210,000.00
\$ 127.00	500	\$ 63,500.00
\$ 254.00	50	\$ 12,674.60
\$ 254.00	10	\$ 12,674.60
\$ 225.00	10	\$ 12,674.60
	subtotal	\$ 639,183.80
		\$ 639,183.80
		\$ 767,020.56
		\$ 920,424.67
		\$ 2,326,629.03

QTY	Rate	Year 1 Extended Cost
57	\$ 760.00	\$ 43,320.00
1	\$ 760.00	\$ 760.00
2	\$ 1,244.50	\$ 2,489.00
1	\$ 1,244.50	\$ 1,244.50
1	\$ 1,244.00	\$ 1,244.00
2	\$ 1,244.00	\$ 2,488.00
37	\$ 555.75	\$ 20,562.75
24	\$ 555.75	\$ 13,338.00
1	\$ 555.75	\$ 555.75
1	\$ 1,021.25	\$ 1,021.25
4	\$ 1,021.25	\$ 4,085.00
16	\$ 969.00	\$ 15,504.00
6	\$ 969.00	\$ 5,814.00
7	\$ 760.00	\$ 5,320.00
		\$ 141,295.50
		\$ 169,554.600
		\$ 203,465.520
		\$ 514,315.62

	\$ 2,840,944.65
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Aerial Maintenance - Terex

Item #	Company Name:	Altec Industries, Inc.	Ring Power
1.0	1. Corrective Maintenance (CM) Annual Breakout		
		Rate	Estimated Volume/Value
		Year 1 Extended Cost	Rate
		Estimated Volume/Value	Year 1 Extended Cost
1.01	Labor, Benefits, Overhead, Indirect Shop Supplies CM Labor Rate per Hour	\$ 157.00	110
		\$ 17,270.00	\$ 160.00
		110	\$ 17,600.00
1.02	CM Labor Rate per Hour After-Hours (5pm - 7am M-F, S & S, Holidays)	\$ 157.00	15
		\$ 2,355.00	\$ 240.00
		15	\$ 3,600.00
1.03	Cost Plus % Pricing for Parts (Not to exceed 20%)	20.00%	\$55,000
		\$66,000	20.00%
		\$55,000	\$ 66,000.00
1.04	Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs)	\$ 157.00	120
		\$ 18,840.00	\$ 200.00
		120	\$ 24,000.00
1.05	After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 7am M-F, S & S, Holidays)	\$ 157.00	12
		\$ 1,884.00	\$ 280.00
		12	\$ 3,360.00
1.06	Transportation Services Fee (*Fixed Rate per Occurrence for a One-way charge regardless of pickup or drop off location) Enter Cost Per Event	NA	5
		NA	5
		NA	5
1.07	Towing Service Inbound to Shop * Direct Pass Through * Estimated Amount will be used and included for Contract Value	NA	5
		NA	5
		subtotal	\$ 106,349.00
		Year 1 Cost	\$ 106,349.00
		Year 2 Cost	\$ 127,618.80
		Year 3 Cost	\$ 153,142.56
		\$ 114,560.00	\$ 137,472.00
		\$ 164,966.40	\$ 164,966.40
2.0	2. Preventative Maintenance (PM) Annual Breakout		
	Labor, Benefits, Overhead, Indirect Shop Supplies		
		PM3 - Annual Inspection to include Dielectric Test or Crane Certification, as required	PM3 - Annual Inspection to include Dielectric Test or Crane Certification, as required
	Category	Type	QTY
		Rate	Year 1 Extended Cost
		Rate	Year 1 Extended Cost
2.01	Terex TL41	Bucket	6
		\$ 722.00	\$ 4,332.00
		\$ 1,442.00	\$ 8,652.00
2.02	Terex 55 Foot Bucket	Bucket	2
		\$ 1,045.00	\$ 2,090.00
		\$ 1,442.00	\$ 2,884.00
2.03	Terex 55 Foot Material Handler	Bucket	3
		\$ 1,045.00	\$ 3,135.00
		\$ 1,442.00	\$ 4,326.00
2.04	Terex C4047	Derrick	2
		\$ 1,263.00	\$ 2,526.00
		\$ 2,054.00	\$ 4,108.00
2.05	Terex C5050	Derrick	5
		\$ 1,365.00	\$ 6,825.00
		\$ 2,054.00	\$ 10,270.00
		\$ 18,908.00	\$ 30,240.00
		Year 1 Cost	\$ 18,908.00
		Year 2 Cost	\$ 22,689.600
		Year 3 Cost	\$ 27,227.520
		\$ 43,545.60	\$ 43,545.60
		\$ 527,072.00	\$ 527,072.00
	TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)		
		\$ 455,935.48	\$ 527,072.00
	Sublet %	8%	

Solicitation Estimate Basis

Rate	Estimated Volume/Value	Year 1 Extended Cost
\$ 116.00	110	\$ 12,760.00
\$ 161.00	15	\$ 2,415.00
15.00%	\$55,000	\$63,250
\$ 131.00	120	\$ 15,720.00
\$ 176.00	12	\$ 2,112.00
\$ 232.00	5	\$ 2,112.00
Fleet123	5	\$ 2,112.00
	subtotal	\$ 100,481.00
		\$ 120,577.20
		\$ 144,692.64
		\$ 173,631.17
		\$ 438,901.01

QTY	Rate	Year 1 Extended Cost
6	\$ 986.00	\$ 5,916.00
2	\$ 986.00	\$ 1,972.00
3	\$ 986.00	\$ 2,958.00
2	\$ 986.00	\$ 1,972.00
5	\$ 986.00	\$ 4,930.00
		\$ 17,748.00
		\$ 21,297.600
		\$ 25,557.120
		\$ 64,602.72
		\$ 503,503.73

Aerial Maintenance - Versalift

Item #	Company Name:	Altec Industries, Inc.
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Ring Power

1.0	<u>1. Corrective Maintenance (CM) Annual Breakout</u>	Rate	Estimated Volume/Value	Year 1 Extended Cost	Rate	Estimated Volume/Value	Year 1 Extended Cost
1.01	Labor, Benefits, Overhead, Indirect Shop Supplies CM Labor Rate per Hour	\$ 157.00	100	\$ 15,700.00	\$ 160.00	100	\$ 16,000.00
1.02	CM Labor Rate per Hour After-Hours (5pm - 7am M-F, S & S, Holidays)	\$ 157.00	10	\$ 1,570.00	\$ 240.00	10	\$ 2,400.00
1.03	Cost Plus % Pricing for Parts (Not to exceed 20%)	20.00%	\$50,000	\$60,000	20.00%	\$50,000	\$ 60,000.00
1.04	Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs)	\$ 157.00	25	\$ 3,925.00	\$ 200.00	25	\$ 5,000.00
1.05	After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 7am M-F, S & S, Holidays)	\$ 157.00	5	\$ 785.00	\$ 280.00	5	\$ 1,400.00
1.06	Transportation Services Fee (*Fixed Rate per Occurrence for a One-way charge regardless of pickup or drop off location) Enter Cost Per Event	NA	5		NA	5	
1.07	Towing Service Inbound to Shop * Direct Pass Through * Estimated Amount will be used and included for Contract Value	NA	5		NA	5	
	subtotal			\$ 81,980.00			
	Year 1 Cost			\$ 81,980.00			\$ 84,800.00
	Year 2 Cost			\$ 98,376.00			\$ 101,760.00
	Year 3 Cost			\$ 118,051.20			\$ 122,112.00
				\$ 298,407.20			

Solicitation Estimate Basis		
\$ 132.00	100	\$ 13,200.00
\$ 132.00	10	\$ 1,320.00
20.00%	\$50,000	\$ 60,000.00
\$ 132.00	25	\$ 3,300.00
\$ 264.00	5	\$ 1,320.00
\$ 264.00	5	\$ 1,320.00
\$ 225.00	5	\$ 1,320.00
	subtotal	\$ 81,780.00
		\$ 98,136.00
		\$ 117,763.20
		\$ 141,315.84
		\$ 357,215.04

2.0	<u>2. Preventative Maintenance (PM) Annual Breakout</u>	Category	Type	QTY	Rate	Year 1 Extended Cost
	Labor, Benefits, Overhead, Indirect Shop Supplies					
					PM3 - Annual Inspection to include Dielectric Test or Crane Certification, as required	
2.01	* VERSALIFT - SST-40-EIH	Bucket		16	\$ 736.00	\$ 11,776.00
2.02	** VERSALIFT - VO-355X-MHI	Bucket		3	\$ 998.00	\$ 2,994.00
2.03	*** VERSALIFT - VN-555-MHI	Bucket		2	\$ 936.00	\$ 1,872.00
	Year 1 Cost			21		\$ 16,642.00
	Year 2 Cost					\$ 19,970.40
	Year 3 Cost					\$ 23,964.48
						\$ 60,576.88
TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)						\$ 358,984.08
	Sublet %			8%		

Rate	Year 1 Extended Cost
\$ 1,442.00	\$ 23,072.00
\$ 1,442.00	\$ 4,326.00
\$ 1,442.00	\$ 2,884.00
	\$ 30,282.00
	\$ 36,338.40
	\$ 43,606.08

16	\$ 1,000.00	\$ 16,000.00
3	\$ 1,000.00	\$ 3,000.00
2	\$ 1,000.00	\$ 2,000.00
		\$ 21,000.00
		\$ 25,200.00
		\$ 30,240.00
		\$ 76,440.00

	\$ 418,898.48
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\$ 433,655.04

* 5 units active, 11 coming w/l next 12 months
 ** 3 units coming w/l next 9 months
 *** 2 units coming w/l next 9 months

Aerial Maintenance - Stellar

Item #	Company Name:			Altec Industries, Inc.			Ring Power		
1.0	1. Corrective Maintenance (CM) Annual Breakout								
				Rate	Estimated Volume/Value	Year 1 Extended Cost	Rate	Estimated Volume/Value	Year 1 Extended Cost
1.01	Labor, Benefits, Overhead, Indirect Shop Supplies CM Labor Rate per Hour			\$ 157.00	50	\$ 7,850.00	\$ 185.00	50	\$ 9,250.00
1.02	CM Labor Rate per Hour After-Hours (5pm - 7am M-F, S & S, Holidays)			\$ 157.00	5	\$ 785.00	\$ 278.00	5	\$ 1,390.00
1.03	Cost Plus % Pricing for Parts (Not to exceed 20%)			20.00%	\$10,000	\$ 12,000.00	20.00%	\$10,000	\$ 12,000.00
1.04	Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs)			\$ 157.00	55	\$ 8,635.00	\$ 235.00	55	\$ 12,925.00
1.05	After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 7am M-F, S & S, Holidays)			\$ 157.00	5	\$ 785.00	\$ 328.00	5	\$ 1,640.00
1.06	Transportation Services Fee (*Fixed Rate per Occurrence for a One- way charge regardless of pickup or drop off location) Enter Cost Per Event			NA	5		NA	5	
1.07	Towing Service Inbound to Shop * Direct Pass Through * Estimated Amount will be used and included for Contract Value			NA	5		NA	5	
	subtotal					\$ 30,055.00			
	Year 1 Cost					\$ 30,055.00			\$ 37,205.00
	Year 2 Cost					\$ 36,066.00			\$ 44,646.00
	Year 3 Cost					\$ 43,279.20			\$ 53,575.20
2.0	2. Preventative Maintenance (PM) Annual Breakout								
	Labor, Benefits, Overhead, Indirect Shop Supplies								
					PM3 - Annual Inspection to include Dielectric Test, as required	Annual Gear Inspection & Certification		PM3 - Annual Inspection to include Dielectric Test, as required	Annual Gear Inspection & Certification
	Category	Type	QTY	Rate	Rate	Year 1 Extended Cost	Rate	Rate	Year 1 Extended Cost
2.01	STELLAR 10621	Crane	1	\$ 440.00	\$ 360.00	\$ 800.00	\$ 370.00	\$ 525.00	\$ 895.00
2.02	STELLAR 7621 CRANE	Crane	51	\$ 440.00	\$ 360.00	\$ 40,800.00	\$ 370.00	\$ 525.00	\$ 45,645.00
2.03	STELLAR Crane	Crane	1	\$ 440.00	\$ 360.00	\$ 800.00	\$ 370.00	\$ 525.00	\$ 895.00
2.04	STELLAR EC4000	Crane	1	\$ 440.00	\$ 360.00	\$ 800.00	\$ 370.00	\$ 525.00	\$ 895.00
	Year 1 Cost		54			\$ 43,200.00			\$ 48,330.00
	Year 2 Cost					\$ 51,840.00			\$ 57,996.00
	Year 3 Cost					\$ 62,208.00			\$ 69,595.20
	subtotal					\$ 157,248.00			\$ 175,921.20
TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)						\$ 266,648.20			\$ 311,347.40
Sublet %				8%					\$ 323,617.84

Solicitation Estimate Basis

\$ 132.00	50	\$ 6,600.00
\$ 132.00	5	\$ 660.00
20.00%	\$10,000	\$ 12,000.00
\$ 132.00	55	\$ 7,260.00
\$ 264.00	5	\$ 1,320.00
\$ 264.00	5	\$ 1,320.00
\$ 225.00	5	\$ 1,320.00
	subtotal	\$ 30,480.00
		\$ 36,576.00
		\$ 43,891.20
		\$ 52,669.44

1	\$ 330.00	\$ 330.00
51	\$ 1,000.00	\$ 51,000.00
1	\$ 1,000.00	\$ 1,000.00
1	\$ 1,000.00	
		\$ 52,330.00
		\$ 62,796.00
		\$ 75,355.20
		\$ 190,481.20

Aerial Maintenance - Miscellaneous Brands

Item #	Company Name: Altec Industries, Inc.				Ring Power				
1. Corrective Maintenance (CM) Annual Breakout									
		Rate	Estimated Volume/Value	Year 1 Extended Cost	Rate	Estimated Volume/Value	Year 1 Extended Cost		
1.01	Labor, Benefits, Overhead, Indirect Shop Supplies CM Labor Rate per Hour	\$ 157.00	450	\$ 70,650.00	\$ 185.00	450	\$ 83,250.00		
1.02	CM Labor Rate per Hour After-Hours (5pm - 7am M-F, S & S, Holidays)	\$ 157.00	45	\$ 7,065.00	\$ 278.00	45	\$ 12,510.00		
1.03	Cost Plus % Pricing for Parts (Not to exceed 20%)	20.00%	\$25,000	\$30,000	20.00%	\$25,000	\$ 30,000.00		
1.04	Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs)	\$ 157.00	105	\$ 16,485.00	\$ 235.00	105	\$ 24,675.00		
1.05	After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 7am M-F, S & S, Holidays)	\$ 157.00	10	\$ 1,570.00	\$ 328.00	10	\$ 3,280.00		
1.06	Transportation Services Fee (*Fixed Rate per Occurrence for a One- way charge regardless of pickup or drop off location) Enter Cost Per Event	NA	5		NA	5			
1.07	Towing Service Inbound to Shop * Direct Pass Through * Estimated Amount will be used and included for Contract Value	NA	5		NA	5			
			subtotal	\$ 125,770.00		subtotal	\$ 153,715.00		
				\$ 125,770.00			\$ 153,715.00		
				\$ 150,924.00			\$ 184,458.00		
				\$ 181,108.80			\$ 221,349.60		
Year 1 Cost									
Year 2 Cost									
Year 3 Cost									
2. Preventative Maintenance (PM) Annual Breakout									
Labor, Benefits, Overhead, Indirect Shop Supplies									
	Category	Type	QTY	Rate	Annual Gear Inpsection & Certification	Year 1 Extended Cost	Rate	Annual Gear Inpsection & Certification	Year 1 Extended Cost
2.01	Liftmoore 4000x16	Crane	41	\$ 440.00	\$ 360.00	\$ 32,800.00	\$ 370.00	\$ 525.00	\$ 36,695.00
2.02	UNK 14' Stake Body Liftgate	Crane	1	\$ 440.00	\$ 360.00	\$ 800.00	\$ 370.00	\$ 525.00	\$ 895.00
2.03	UNK TRUCK 1 T UTILITY 4,000 LBS BOOM 9'	Crane	2	\$ 440.00	\$ 360.00	\$ 1,600.00	\$ 370.00	\$ 525.00	\$ 1,790.00
2.04	UNK CRANE 55'	Crane	1	\$ 440.00	\$ 360.00	\$ 800.00	\$ 8,565.00	\$ 665.00	\$ 9,230.00
2.05	UNK 4.5T 33'	Crane	1	\$ 440.00	\$ 360.00	\$ 800.00	\$ 5,000.00	\$ 665.00	\$ 5,665.00
2.06	UNK 37' DIGGER DERRICK	Derrick	3	\$ 440.00		\$ 1,320.00	\$ 2,054.00		\$ 6,162.00
2.07	UNK TRUCK 3 T BUCKET CUT IN 40'	Bucket	2	\$ 440.00		\$ 880.00	\$ 1,442.00		\$ 2,884.00
			51			\$ 39,000.00			\$ 63,321.00
						\$ 46,800.000			\$ 75,985.20
						\$ 56,160.000			\$ 91,182.24
						\$ 141,960.000			\$ 230,488.440
TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)						\$ 599,762.80			\$ 790,011.04
Sublet %				8%					

Solicitation Estimate Basis

\$ 132.00	450	\$ 59,400.00
\$ 132.00	45	\$ 5,940.00
20.00%	\$25,000	\$ 30,000.00
\$ 132.00	105	\$ 13,860.00
\$ 264.00	10	\$ 2,640.00
\$ 264.00	5	\$ 2,640.00
\$ 225.00	5	\$ 2,640.00
	subtotal	\$ 117,120.00
		\$ 140,544.00
		\$ 168,652.80
		\$ 202,383.36

41	\$ 330.00	\$ 13,530.00
1	\$ 330.00	\$ 330.00
2	\$ 330.00	
1	\$ 1,244.50	
1	\$ 330.00	
3	\$ 969.00	\$ 2,907.00
2	\$ 555.75	\$ 1,111.50
		\$ 17,878.50
		\$ 21,454.200
		\$ 25,745.040
		\$ 65,077.740

\$ 576,657.90

APPENDIX B- RESPONSE WORKBOOK,							
JEA Fleet Services Maintenance and Repair AdHoc Services for Aerial Attachments							
Company shall submit pricing in Column B to perform Ad Hoc Services as described in Sections 5.1, 5.2, & 5.3 of Appendix A - Technical Specifications. The estimated one (1) year quantities are to be used as guidelines and are not a guarantee of work.							
Company Name: Altec Industries, Inc.				Company Name: Ring Power			
5.1 Emergency/Storm Support				5.1 Emergency/Storm Support			
Labor, Benefits, Overhead, Indirect Shop Supplies				Labor, Benefits, Overhead, Indirect Shop Supplies			
	Rate	Estimated Volume	Year 1		Rate	Estimated Volume	Year 1
5.1.1 - Premium Hourly Service Rate (travel time not included)	\$ 262.00	336	\$ 88,032.00	5.1.1 - Premium Hourly Service Rate (travel time not included)	\$ 300.00	336	\$ 100,800.00
5.2 Emergency/Mutual Aid Support				5.2 Emergency/Mutual Aid Support			
Labor, Benefits, Overhead, Indirect Shop Supplies				Labor, Benefits, Overhead, Indirect Shop Supplies			
	Rate	Estimated Volume	Year 1		Rate	Estimated Volume	Year 1
5.2.1 - Premium Hourly Service Rate	\$ 262.00	200	\$ 52,400.00	5.2.1 - Premium Hourly Service Rate	\$ 300.00	200	\$ 60,000.00
5.3 Miscellaneous Technician Support				5.3 Miscellaneous Technician Support			
Labor, Benefits, Overhead, Indirect Shop Supplies				Labor, Benefits, Overhead, Indirect Shop Supplies			
	Rate	Estimated Volume	Year 1		Rate	Estimated Volume	Year 1
5.3.1 - Hourly Service Rate (travel time not included)	\$ 262.00	50	\$ 13,100.00	5.3.1 - Hourly Service Rate (travel time not included)	\$ 160.00	50	\$ 8,000.00
TOTAL YEAR 1 COST			\$ 153,532.00	TOTAL YEAR 1 COST			\$ 168,800.00
TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)			\$ 585,340.75	TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO			\$ 643,550.00

Solicitation Estimate Basis

\$ 240.00	336	\$ 80,640.00
Rate	Estimated Volume	Year 1
\$ 240.00	200	\$ 48,000.00
Rate	Estimated Volume	Year 1
\$ 160.00	50	\$ 8,000.00
TOTAL YEAR 1 COST		\$ 163,968.00
TOTAL THREE (3) YEAR COST (TRANSFER THIS		\$ 625,128.00