

Welcome to the

Awards Meeting

July 25, 2024, 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 **Camie Evers** by telephone at **(904) 832-3385** or by email at **everca@jea.com** if you experience any technical difficulties during the meeting.

JEA Awards Agenda
July 25, 2024
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 (Projected) Start Date - End Date	JSEB Participation (Y/N) If Y, then list company name(s) (% , \$ - awarded)
1	Minutes	Minutes from 07/18/2024 Meeting	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	Request for Proposals (RFP)	1411588246 - Heavy Duty Vehicles	Phillips	Cumberland International Trucks Ring Power Corporation	Capital	\$392,956.00 \$244,455.00	N/A	N/A	N/A	One-time purchase, Expected delivery FY25	N
<p>Advertised: 04/02/2024 Optional Pre-Response Meeting: 04/11/2024, Five (5) Attendees Responses Opened: 04/30/2024 Three (3) Responses Received For additional information contact: Halley Stewart</p> <p>The purpose of this solicitation for Heavy Duty Vehicles (this "Solicitation") is to evaluate and select a vendor(s) to provide pricing for the purchase of heavy duty vehicles for JEA's Fleet according to the Technical Specifications that accompany this solicitation, at the best value to JEA (the "Work"):</p> <ul style="list-style-type: none"> Two (2) Class 135 5 T 6X4 12 CUVD Dump Trucks One (1) Class 133+ 5000-GAL Water Truck <p>"Best Value" means the lowest cost to JEA with regard to pricing and lead times. Unit must be tested and delivered to JEA Fleet Facility (5717 New Kings Road Jacksonville, Florida 32209) in complete operational condition, with all required equipment, certifications, registrations, and documentation by the date specified per awarded contract.</p> <p>Six (6) vendors were invited to participate and five (5) vendors attended the optional pre-response meeting. The three (3) responses received for each vehicle type were evaluated individually. The decision was made to award to the highest evaluated vendor for each of the two vehicle types. Awarding by vehicle type resulted in a price savings of \$80,446.00. Cumberland International Trucks was the highest evaluated and lowest bidder in the amount of \$392,956.00 for two (2) Class 135 5 T 6X4 12 CUVD Dump Trucks. Ring Power Corporation was the highest evaluated and lowest bidder in the amount of \$244,455.00 for one (1) Class 133+ 5000-GAL Water Truck. The total award in the amount of \$637,411.00 is significantly lower than the Budget Estimate and has been deemed reasonable.</p>											

Consent Agenda Action

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

Regular Agenda (date last updated)

Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Award Amount	Original Award Amount	New Not-to-Exceed	Amendments	Term	JSEB Participation (Y/N) If Y, then list company name(s) (% , \$ - awarded)	Action
1	PiggyBack- NASPO 43230000-NASPO-16-ACS Master Contract Number:AR2472	ServiceNow Licenses, Support, and Analytics for continued ServiceNow Help Desk Services Ticketing System, Discovery Module, and Strategic Portfolio Management	Datz	Carahsoft Technology Corporation	\$1,758,470.40	N/A	\$1,758,470.40	N/A	Three (3) Years Start Date: 8/31/2024 End Date: 8/30/2027	N	Motion by: _____ Second by: _____ Committee Decision: _____
<p>For Additional Information contact: Angel Iosua Piggyback: NASPO 43230000-NASPO-16-ACS Master Contract Number:AR2472</p> <p>The current JEA Help Desk Service ticketing system using the ServiceNow (SN) Management Suite is an Information Technology Infrastructure Library (ITIL)-based IT Service Management (ITSM) Solution. This system gives JEA a powerful platform for all ITIL processes. ServiceNow Management is used by CIP Compliance, Bulk Power Systems, Project Design, Security Fire & Corporate Records Compliance, Business Analytics, and Technology Services for ticket tracking, reporting, Change Management, CIP Auditing, Availability, Reliability, and monthly SLA managements metrics.</p> <p>The existing ServiceNow Management Suite is used to receive, track, manage, and report all Technology Services requests, incidents, and issues. It also includes ServiceNow Performance Analytics support that is used to analyze all Technology Services requests, incidents, issues, and comments. ServiceNow provides substantial benefits to JEA through its IT Service Management (ITSM), Discovery, and Strategic Portfolio Management (SPM) features. These features enhance efficiency and productivity by streamlining IT processes, automates repetitive tasks, and reduces manual effort, leading to faster resolution of incidents and request. This efficiency reduces downtime and boosts overall productivity. These features also provide valuable analytics and reporting capabilities that help identify trends, optimize performance, and make informed strategic decisions. The Discovery module improves Asset Management by automatically identifying and tracking IT assets across JEA's network, ensuring accurate asset inventory and management. This capability reduces the risk of asset related issues and improves IT planning, support, and technical debt reductions. ServiceNow also uses Strategic Portfolio Management features such as Strategic Alignment and Resource Optimization that help align projects and initiatives with JEA's strategic goals. It provides visibility into project portfolios, enabling better decision-making prioritization, and resource allocation. This platform also supports JEA's compliance program by enforcing standardized IT service management and delivery processes, improving operational efficiency, and reducing risks.</p> <p>This request is for a three (3) year continuation for licenses, support, and analytics of the existing ServiceNow Management Suite; Information Technology Service Management (ITSM), Discovery, and Strategic Portfolio Management (SPM), in the amount of \$1,758,470.40 using the NASPO Contract 43230000-NASPO-16-ACS Master Contract Number:AR2472.</p>											
2	Contract Increase/Renewal	084-20 Cured-In-Place Pipe (CIPP) Unit Price Construction	Vu	Insituform Technologies, LLC	\$10,858,705.00	\$1,500,000.00	\$16,576,369.70	01/05/2022 - \$957,877.00 05/05/2022 - \$840,000.00 01/26/2023 - \$1,900,000.00 09/05/2023 - \$519,787.70	Three (3) Years w/Two (2) - 1 Yr. Renewals Start Date: 12/15/2020 End Date: 12/14/2025	N	Motion by: _____ Second by: _____ Committee Decision: _____
<p>Originally awarded: 12/17/2020 For additional information contact: Darriel Brown</p> <p>The scope of this contract is to provide Cured-In-Place Pipe (CIPP) services for rehabilitation of sewer pipe in JEA's service area. The work specified provides for the reconstruction of pipelines and conduits by the installation of a resin-impregnated flexible tube that is tightly formed to the original conduit. The resin is cured using either hot water under hydrostatic pressure or steam pressure within the tube. The scope includes lining a number of large diameter sewer mains in response to a series of trunk main failures and at locations identified by the large diameter pipe program. The pipe length and bypass effort for these mains is larger in scale than the 8" sewer mains that are typically lined for W/WW Reuse Delivery & Collection.</p> <p>This contract increase and renewal request is for the complete priority rehabilitation of two capital projects with pipes in poor condition in FY25: •Evergreen Trunk Line CIPP; budgeted at \$6,849,995.00. •Northbank Riverwalk Trunk Line; budgeted at \$607,605.00.</p> <p>Additionally, JEA Business Units plan to continue the use of this continuing service contract through the contract term for at least fifty (50) separate task orders to address sites identified by inspections and field crews, including 10,000 LF at known sites identified by FMS tickets and CCTV inspections, 6,800 LF of deteriorating small diameter cast iron pipes at pump stations, and additional locations as identified over FY25 and beginning of FY26 at the typical annual rate. More specifically, these projects are estimated as follows: •Reactive small diameter CIPP identified from FM and failure tickets; budgeted at \$1,757,441.00 •Lining the trunk line under the San Marco Lion; budgeted at \$431,739.00 •Unlined small diameter gravity pipe at wet well at pump stations; budgeted at \$698,019.00 •Unlined small diameter pipes to be identified by the program; budgeted at \$513,906.00</p>											
3	Invitation to Negotiate (ITN)	#1411743647 Setup, Implementation, and Management of Drive Electric Program (DEP)	Hunt	Sagewell, Inc.	\$1,389,132.15	N/A	N/A	N/A	Three (3) Years with Two (2) - 1 Yr. Renewals Start Date: 8/15/2024 End Date: 8/17/2027	Yes - Carla Mechelle Media, LLC (\$15,000.00)	Motion by: _____ Second by: _____ Committee Decision: _____
<p>Background Recommendations: Advertised: 06/03/2024 Bid Opening: 06/25/2024 Four (4) Proposals Received One (1) Bid Disqualified For additional information contact: Nickolas Dambrose</p> <p>This award requests \$1,389,132.15 for three (3) years for Sagewell to provide JEA with setup, launch, and management of a turnkey electric vehicle program, Drive Electric Program (DEP), for JEA's residential customers to facilitate the adoption of electric vehicles (EV) in JEA's service territory. Sagewell has the existing contract for this scope of work, and this program maintains the same key elements from the existing DEP including but not limited to targeted customer rebates, customer education, outreach activities, and special events.</p> <p>JEA solicited Best and Final Offers (BAFO)s and achieved savings of \$109,563.85 (7%). The new rates will be fixed throughout the duration of the three (3) year term. If requested, a price increase may be negotiated in accordance with the Consumer Price Index (CPI) for the two optional one (1) year renewal terms. The award amount is within budget and includes customer incentives for EV adoption. JEA will fully fund this award via HE10000.</p>											

Consent and Regular Agenda Signatures

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

**JEA Awards Agenda
July 18, 2024
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 (Projected) Start Date - End Date	JSEB Participation (Y/N) If Y, then list company name(s) (% , \$ - awarded)
1	Minutes	Minutes from 07/11/2024 Meeting	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	Contract Increase	159-18 Engineering Services for the East Grid - Pump Station Upgrade Program	Melendez	Wright-Pierce Inc.	Capital	\$38,929.38	\$2,381,519.00	\$2,634,025.37	01/22/2022 - \$45,650.99 09/20/2023 - \$122,926.00 11/13/2023 - \$45,000.00	Project Completion Start: 10/01/2019 End: 02/28/2025 (Estimated)	N
	Last awarded: 10/03/2019 For additional information contact: Marline McDonald The scope of work for this contract includes the preliminary design, final detailed design, bid phase support, services during construction and acceptance testing of various pump station (PS) upgrade projects located within the East grid. This contract increase request is for additional services during construction for the Townsend Blvd PS project. This contract increase brings the total proposed contract NTE above the allowable administrative increase amount, requiring Awards Committee approval. These services include additional project management, progress meetings, reviewing shop drawings, responding to RFIs, walk-throughs, and project certification to address the non-existing soil bearing capacity. The site has previously unknown buried garbage and debris. The site appears to have been an unregistered dump site. To mitigate the non-existing soil bearing capacity, the site was consolidated and the precast wetwell was modified. These unforeseen circumstances extended the construction schedule requiring the additional services during construction. The hourly rates used to determine the fee for these services has been increased by CPI annually. The fee has been reviewed by JEA staff and deemed reasonable compared to past projects.										
3	Contract Increase	1410572446 - Facilities HVAC Repair and Installation Services for Up To 20 Tons	Phillips	Mechanical Services of Central Florida, Inc. / Certified Control System / Certified Air Contractors W.W. Gay Mechanical Contractors, Inc.	O&M/Capital	\$460,000.00 \$0.00	\$200,000.00 \$200,000.00	Mechanical Services of Central Florida, Inc. / Certified Control System / Certified Air Contractors - \$741,261.44 W.W. Gay Mechanical Contractors, Inc. - \$414,240.09 Total Award - \$1,155,501.53	Mechanical Services of Central Florida, Inc. / Certified Control System / Certified Air Contractors - 01/25/2024 - \$81,261.44 W.W. Gay Mechanical Contractors, Inc. - 01/25/2024 - \$214,240.09	One (1) Year w/Three (3) - One (1) Yr. Renewals Start Date: 05/28/2022 End Date: 05/27/2026 No Renewals Remaining	N
	Originally Awarded: 05/05/2022 For additional information contact: Halley Stewart This award requests a contract increase for the Facilities HVAC Repair and Installation Services for Up To 20 Tons contract. This solicitation was awarded to Mechanical Services of Central Florida, Inc./ Certified Control System/Certified Air Contractors (EMCOR) and W.W. Gay Mechanical Contractors, Inc. This contract was originally awarded for a one (1) year term with three (3) optional one (1) year renewals on 05/17/2022 (05/28/2022 to 05/27/2023). The first renewal for EMCOR for the contract period 5/28/2023-5/27/2024 did not require additional funds. The Business Unit requested that both remaining 2 years be included in the final renewal for the period 5/28/2024-5/28/2026. The contract was increased in the amount of \$81,261.44 at that time. This request is for a contract increase for Mechanical Services of Central Florida, Inc./Certified Control System/Certified Air Contractors (EMCOR) in the amount of \$460,000.00 due to the forecasted spend for Northside Generating Station (NGS) for a new not-to-exceed amount of \$741,261.44. NGS was using Howard Services, Inc. for their HVAC repair needs. Howard was not performing per their contract and refused to improve their work. Howard was sent a Letter of Cure and terminated on 11/29/2023 as an approved supplier. NGS would like to use the EMCOR CPA 205254 for their HVAC repair needs. In order to do this, the contract would have to be increased by \$460,000.00 for the remaining two years of the contract ending 05/27/2026. The pricing has remained the same on the contract increase.										
4	Contract Increase	1411398646 - NGS Flume Intake / Discharge Repairs	Melendez	Underwater Mechanix Services, LLC	Capital	\$1,081,509.65	\$1,275,880.74	\$2,744,103.13	11/09/2023 - \$386,712.74	Project Completion Start: 10/15/2023 End: 05/17/2025	N
	Originally Awarded 10/05/2023 For Additional Information Contact: Jason Behr The scope of work for this award includes the Northside Generating Station, Flume Intake / Discharge structure for Units 1, 2 and 3 concrete repair work. Underwater Mechanix was originally awarded the Unit 3 repairs and Premier Corrosion was awarded the beam repair work. Unit 1 and 2 repair scopes were originally planned for the October 2024 (FY25) outage season. During this current outage season, Unit 2's outage has been extended, which has presented JEA the opportunity to bring Unit 2, FY25 work into this current outage. The change order on 11/09/2023 in the amount of \$386,712.74 was for Underwater Mechanix to complete the Unit 2, with an adjusted scope starting in mid - November. Concrete repair work for Units 2 and 3 Discharge Flumes were awarded to UMX in FY24. The awarded work was completed in FY24 to maximize outage schedules. Consequently, only a portion of Unit 2 could be completed during the Unit 2 unscheduled outage. Much of the work on the Discharge Flumes to be completed is under water and a full scope was unknown. Therefore, the project exercised flexibility by withholding Unit 1 and portions of Unit 2 awards for the repair work until a more comprehensive assessment could be accomplished during the Unit 2 and Unit 3 work. The scope for Unit 1 and the remainder of Unit 2 repairs are now known and indicates that the work can be completed within the approved budget. This award request is to amend UMX contract to complete Unit 1 and the remaining portion of Unit 2 Discharge Flumes during FY25 planned outages. This additional scope was included as line items on the original bid and the contractor has agreed to honor the original bid for this work.										
5	Contract Increase	1411537646 (IFB) NGS N34 Electrical Equipment Upgrade	Melendez	Powerserve Technologies, Inc.	Capital	\$28,290.00	\$161,000.00	\$189,290.00	N/A	Project Completion Start Date: 02/20/2024 End Date: 07/31/2024	N
	Originally Awarded: 02/15/2024 For additional information contact: Jason Behr The original solicitation was for the sourcing of an accomplished contractor to decommission, relocate, and install all equipment involved in the power cab upgrade. The major equipment being decommissioned and newly installed are the MCC and switchgear. Other equipment that must be replaced or newly installed are the DC starter, AC/DC breaker panels, 480VAC/120VAC transformer, junction/termination boxes, and some low/medium voltage cables. The installation of these new equipment also requires that the pre-existing heater, receptacles, light switches, and fire alarm system be relocated to another part of the power cab. This contract increase is for additional work not originally found in the work scope. Most of this work was discovery as it was unknown at when the scope was originally developed. This work includes the procurement and installation of cable trays, installation of additional cable that was not part of the original scope, and lastly relocation of low voltage MCC due to some discrepancies found in the initial drawings provided by engineering.										

Consent Agenda Action

Committee Members in Attendance	Names	Ted Phillips, David Emanuel, Raynetta Marshall
Motion by:	Raynetta Marshall	
Second By:	David Emanuel	
Committee Decision	Approved	

Regular Agenda (date last updated)											
Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Award Amount	Original Award Amount	New Not-to-Exceed	Amendments	Term	JSEB Participation (Y/N) If Y, then list company name(s) (% , \$ - awarded)	Action
1	Contract Increase	1410617246 (RFP) Substation Packaging Services	Melendez	Substation Enterprises, Inc. Dis-Tran Steel, LLC	Substation Enterprises, Inc. - \$2,430,243.66 Dis-Tran Steel, LLC - \$0	Substation Enterprises, Inc. - \$536,100.00 Dis-Tran Steel, LLC - \$1,250,900.00	Substation Enterprises, Inc. - \$3,019,953.66 Dis-Tran Steel, LLC - \$4,078,092.00	Substation Enterprises, Inc. - 11/28/2023 - \$53,610 Dis-Tran Steel, LLC - 03/02/2023 - \$2,827,192.00	Three (3) Years w/ Two (2) - 1 Yr. Renewals Start Date: 12/30/2022 End Date: 12/29/2025	N	Motion by: David Emanuel Second by: Raynetta Marshall Committee Decision: Approved
	Originally Awarded: 12/08/2022 For additional information contact: Jason Behr										
	This solicitation is to select substation material packaging company(s) that will be contracted to provide structures, materials and other engineered equipment for JEA substation projects and/or small transmission projects that are incidental to substation projects. The company(s) shall perform and provide all design, detailing, documentation, procurement, manufacturing, scheduling, equipment selection, materials, project management and associated services for a turn-key, ready-to-install substation package of structures and materials to allow JEA to construct improvements to the JEA electric system. This contract increase is to cover the combination of current commitments as well as future project estimates. The original award amount was determined by a list of current approved project budgets at the time of award. Original award noted that JEA would preliminarily fund the contract and would return to Awards Committee to add funds to the contracts to fund work as projects are released and scopes of work are determined. This increase will cover the newly identified projects for FY24 and FY25. There is not a rate increase associated with this increase, current rates will remain in effect. Discussion/ Action: Reason for the contract increase is due to the fact of additional projects that were added and needed to be completed. Substation Enterprises is a new vendor that they are using and these new projects that are being added are the smaller projects. Discussion/ Action Participants: Ted Phillips, Darriel Brown										
2	Single Source	Pressurization Plant Upgrades at Northside and Southside Substations	Melendez	MAC Products	\$1,045,638.00	N/A	\$1,148,560.00	N/A	Project Completion: Start: 07/2024 End: 05/30/2025	N	Motion by: Raynetta Marshall Second by: David Emanuel Committee Decision: Approved
	MAC Products will design and fabricate according to JEA specifications, along with providing a factory test for a new upgraded control panel to operate the HPFF (High Pressure Fluid Filled) system at Northside Substation and Southside GIS Substation. The new control panel will be made to fit onto the frame of the existing equipment. The hydraulic system will not be modified so there are some features of recent pumping plant that will not be a part of this project. The work is proprietary to MAC due to they are replacing an existing MAC control panel and the vendor specific programming needed to modify the alarm scheme for the annunciator and HMI. Additionally, MAC HPFF Control Panels are a Substation Standardized Item for all HPFF circuits within the JEA Transmission System. The schematics and drawings will be updated by MAC to coordinate with the settings/programming associated to the new control panels. Discussion/ Action: Reason for this award being a single source is due to the fact that MAC Products is the only manufacturer that does this type of work. Discussion/ Action Participants: Ted Phillips, Jonathan Maywood										
3	Request for Proposal (CCNA)	1411544446 (RFP) CCNA Substation and Transmission Project Management Services	Melendez	Burns & McDonnell Leidos Engineering Black & Veatch	\$916,666.67 \$916,666.67 \$916,666.67	N/A	N/A	N/A	Five (5) Years w/ Two (2) Optional One (1) Year Renewals	Burns & McDonnell, 5% (TRC Energy Engineering LLC) Leidos Engineering, 0% Black & Veatch, 0%	Motion by: David Emanuel Second by: Ted Phillips Committee Decision: Deferred
	Advertised: 01/10/2024 Proposals Opened: 02/27/2024 Ten (10) Proposals Received For additional information contact: Jason Behr This bid was solicited in accord with the Florida's Consultants' Competitive Negotiation Act (CCNA). Ten (10) bidders attended the mandatory Pre-Bid Meeting on 01/16/2024. At Response opening on 02/27/2024, JEA received ten (10) Responses. The Responses were evaluated on Professional Staff Experience, Company Experience, and use of Jacksonville Small and Emerging Business (JSEB) program. Minimum qualification past performance references were also verified. No bidders were disqualified. Burns & McDonnell, Leidos, and Black & Veatch are deemed the highest ranking responsible and responsive Respondents. A copy of the Bid Workbook and Evaluation Summary is attached as backup. This award requests Burns & McDonnell, Leidos, and Black & Veatch to provide JEA with Project Managers to supplement the electric substation and transmission engineering design process when JEA in-house engineering resources may not meet the urgent demands or required in-service dates. JEA has specified technical expertise in utility project management. JEA intends to award three (3) contracts for this scope of work. We compared four (4) past similar engineering contracts to review rates and the rates submitted by Leidos are in line with past engineering contracts. The average project manager rate is \$158.75/hr and the average support role rate is \$113/hr. The rates submitted by Burns & McDonnell are forty two percent (42%) higher on average. The previous contracts in which these rates were compared were with smaller firms and JEA expects Burns & McDonnell a larger firm to produce quality work with less hours required. The proposed rates contained in the this Burns & McDonnell award are the same rates previously awarded to Burns & McDonnell for general engineering services by the awards committee on 03/21/2024 and for substation/ transmission general engineering services on 5/23/2024. The rates submitted by Black & Veatch are slightly less than those proposed by Burns & McDonnell. The awarded funds of \$2,750,000 will be split equally between the three contracts because the projects that are included in this award are large and complex and require broader expertise to successfully implement. Burns & McDonnell received the highest evaluation of its Company Experience due to its demonstration of experience in these areas. Leidos was the second highest evaluated while Black & Veatch was third. Discussion/ Action: Item was deferred. Discussion/ Action Participants: Ted Phillips, Raynetta Marshall										

Consent and Regular Agenda Signatures

Budget	Name/Title	<u>Sara Goodwin, Manager Operating Budgets</u>
Awards Chairman	Name/Title	<u>Theodore B Phillips CFO</u>
Procurement	Name/Title	<u>Lisa Pleasants on behalf of Jenny McCollum</u>
Legal	Name/Title	<u>Rebecca Lavis</u>

RFP 1411588246 HEAVY DUTY VEHICLES RESPONSE WORKBOOK						Proposed Price		
Vendor Name:		Cumberland International Trucks					\$717,857.00	
<p>Instructions: Provide price per truck with specifications listed in Appendix A. The lead-time listed in Column I must be the number of calendar days after receipt of order that JEA will receive the truck, not the number of days to ship. This should be as number of days, do not quote a range. Any blanks left on the workbook will be considered to be a "no bid." Quote the following materials F.O.B. Destination: JEA Fleet Facility (5717 New Kings Road Jacksonville, Florida 32209). Your quoted unit price must be listed in Column G. You must take the final amount located in cell G2 and transfer that total to Appendix B - Response Form.</p>								
JEA Item ID	Item Description	Mfg. Name & Mfg. Part Number	UOM	Number of Vehicles	Quoted Unit Price	Total Price	Lead Time: In Calendar Days After Receipt of Order	
JEA CLASS 135: Truck	JEA CLASS 135: Truck 5 T Dump 12 CYD		Each	2	\$ 196,478.00	\$392,956.00	280	
JEA CLASS 133+: Truck	JEA CLASS 133+: Truck 5 T Water 5000 Gal		Each	1	\$ 324,901.00	\$324,901.00	280	

RFP 1411588246 HEAVY DUTY VEHICLES RESPONSE WORKBOOK						Proposed Price		
Vendor Name:		Ring Power Corporation					\$656,851.00	
<p>Instructions: Provide price per truck with specifications listed in Appendix A. The lead-time listed in Column I must be the number of calendar days after receipt of order that JEA will receive the truck, not the number of days to ship. This should be as number of days, do not quote a range. Any blanks left on the workbook will be considered to be a "no bid." Quote the following materials F.O.B. Destination: JEA Fleet Facility (5717 New Kings Road Jacksonville, Florida 32209). Your quoted unit price must be listed in Column G. You must take the final amount located in cell G2 and transfer that total to Appendix B - Response Form.</p>								
JEA Item ID	Item Description	Mfg. Name & Mfg. Part Number	UOM	Number of Vehicles	Quoted Unit Price	Total Price	Lead Time: In Calendar Days After Receipt of Order	
JEA CLASS 135: Truck	JEA CLASS 135: Truck 5 T Dump 12 CYD	Beau-Roc RXL Dump Body Mounted on a Freightliner M2 112 Chassis	Each	2	\$ 206,198.00	\$412,396.00	365	
JEA CLASS 133+: Truck	JEA CLASS 133+: Truck 5 T Water 5000 Gal	UnitedBuilt 001029 (5,000 Gallon Tank) Mounted on a Freightliner M2 112 Chassis	Each	1	\$ 244,455.00	\$244,455.00	365	

GOVERNMENT - PRICE QUOTATION

CARAHSOFT TECHNOLOGY CORP



11493 SUNSET HILLS ROAD | SUITE 100 | RESTON, VIRGINIA 20190
 PHONE (703) 871-8500 | FAX (703) 871-8505 | TOLL FREE (888) 66CARAH
 WWW.CARAHSOFT.COM | SALES@CARAHSOFT.COM



TO: Russell Park
 System admin
 Jea
 44 W Ashley St
 3rd Floor
 Jacksonville, FL 32202 USA

FROM: Josiah Ordakowski
 Carahsoft Technology Corp.
 11493 Sunset Hills Road
 Suite 100
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EMAIL: parkrj@jea.com

EMAIL: Josiah.Ordakowski@carahsoft.com

PHONE: (904) 627-6796

PHONE: (571) 662-4202

FAX: (703) 871-8505

TERMS: FTIN: 52-2189693
 Shipping Point: FOB Destination
 Remit To: Same as Above
 Payment Terms: Net 30 (On Approved Credit)
 Cage Code: 1P3C5
 DUNS No: 088365767
 UEI: DT8KJHZXVJH5
 Credit Cards: VISA/MasterCard/AMEX
 Sales Tax May Apply

QUOTE NO: 48286510
QUOTE DATE: 06/19/2024
QUOTE EXPIRES: 08/15/2024
RFQ NO:
SHIPPING: ESD
TOTAL PRICE: \$586,156.80
TOTAL QUOTE: \$586,156.80

LINE NO.	PART NO.	DESCRIPTION	RATE PER MONTH	NO. MONTHS	QTY	EXTENDED PRICE
DUE AT SIGNING						
1	PROD16953-2	ServiceNow® Strategic Portfolio Management Professional - SPM User (Priced Monthly, 1 Year Term) ServiceNow - PROD16953 Start Date: 08/31/2024 End Date: 08/30/2025	RATE: \$74.07	12	OM 100	\$88,884.00
2	PROD13857-2	ServiceNow® Workplace Service Delivery Basic - Workplace User ServiceNow - PROD13857 Start Date: 08/31/2024 End Date: 08/30/2025	RATE: \$0.00	12	OM 250	\$0.00
3	PROD15338-2	ServiceNow AI Search Starter ServiceNow - PROD15338 Start Date: 08/31/2024 End Date: 08/30/2025	RATE: \$0.00	12	OM 1	\$0.00
4	PROD12492-2	ServiceNow® Agile Team - Module (Monthly) ServiceNow - PROD12492 Start Date: 08/31/2024 End Date: 08/30/2025	RATE: \$0.00	12	OM 1	\$0.00
5	PROD11655	ServiceNow® Grandfathered Custom Tables ServiceNow - PROD11655 Start Date: 08/31/2024 End Date: 08/30/2025	RATE: \$0.00	12	OM 9	\$0.00
6	PROD13055-2	ServiceNow® Field Service Management Standard - FSM User (Priced Monthly 1 Year Term) ServiceNow - PROD13055 Start Date: 08/31/2024 End Date: 08/30/2025	RATE: \$0.00	12	OM 250	\$0.00
7	PROD17256-2	IT Service Management Professional - Fulfiller User v3 ServiceNow - PROD17256 Start Date: 08/31/2024 End Date: 08/30/2025	RATE: \$110.32	12	OM 295	\$390,532.80

GOVERNMENT - PRICE QUOTATION

CARAHSOFT TECHNOLOGY CORP



11493 SUNSET HILLS ROAD | SUITE 100 | RESTON, VIRGINIA 20190
 PHONE (703) 871-8500 | FAX (703) 871-8505 | TOLL FREE (888) 66CARAH
 WWW.CARASOFT.COM | SALES@CARASOFT.COM



LINE NO.	PART NO.	DESCRIPTION	RATE PER MONTH	NO. MONTHS	QTY	EXTENDED PRICE
8	PROD15000-2	ServiceNow® ITOM Discovery - Subscription Unit v2 (Priced Monthly, 1 Year Term) ServiceNow - PROD15000 Start Date: 08/31/2024 End Date: 08/30/2025	RATE: \$5.93	12	OM 1,500	\$106,740.00
9	PROD19392	ServiceNow® Integration Hub Starter v3 - Transactions (Priced Monthly 1 Year Term) ServiceNow - PROD19392 Start Date: 08/31/2024 End Date: 08/30/2025	RATE: \$0.00	12	OM 1	\$0.00
DUE AT SIGNING SUBTOTAL:						\$586,156.80
SUBTOTAL:						\$586,156.80
TOTAL PRICE:						\$586,156.80
TOTAL QUOTE:						\$586,156.80

Contract Number: 43230000-NASPO-16-ACS
 NASPO Master Contract Number: AR2472
 Contract Term: 7/01/2017 to 9/15/2026

The annual subscription fee for ServiceNow Impact Guided - Public Sector ("Impact Subscription Service Fee") is based on the total of the annual subscription fees of all Subscription Products subscribed to by Customer, not including the Impact Subscription Service Fee. As Customer exceeds capacity of purchased Subscription Products, or if Customer purchases additional Subscription Products, additional Impact Subscription Service Fees apply at 9% of total annual Subscription Product fees, not including the Impact Subscription Service Fee.

PRICES ARE FINAL. THIS ORDER IS NON-CANCELLABLE AND, EXCEPT AS OTHERWISE PROVIDED IN THE AGREEMENT, NON-REFUNDABLE. (1) Subscription Products are invoiced annually in advance and the entire Subscription Term is undividable; (2) Professional Services fees are invoiced on a time and materials basis, monthly in arrears; and (3) payments are due as per the invoice schedule and as set forth above. Late payments will accrue interest at a rate of 1.5% per month or the applicable statutory rate for late payments, whichever is lower. Customer will cure a delinquency in payment of any amounts owed within 30 days from the date of ServiceNow's delinquency notice. If Customer fails to timely cure a delinquency, ServiceNow may suspend use of the Subscription Products or terminate the Agreement for breach, in addition to any other available rights and remedies. For the purposes of the foregoing, "Customer" will have the same meaning as "Participant".

GOVERNMENT - PRICE QUOTATION

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LINE NO.	PART NO.	DESCRIPTION	RATE PER MONTH	NO. MONTHS	QTY	EXTENDED PRICE
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1. Carahsoft NASPO ValuePoint Cloud Solutions Contract AR2472, and applicable State Participating Addendum (PA), constitute the terms that guide this purchase. End Customer may request printed copies of the documents incorporated herein by reference by emailing us at ServiceNowSLED@carahsoft.com.

2. The end customer's access and use of the Subscription Offerings are pursuant to the Public Sector Subscription Terms of Service, the Customer Support Addendum, Data Security Addendum, Data Processing Addendum, all found as part of the NASPO master contract AR2472 terms. The Product and Use Definitions, Product Overview, and where applicable, the Service Descriptions for any purchased packaged professional services published as of the effective date of this quote at: <https://www.servicenow.com/upgrade-schedules.html> ("ServiceNow Subscription Service Terms"). End Customer may request printed copies of the documents incorporated herein by reference by emailing legal.request@servicenow.com. All undefined capitalized terms herein shall have the meanings ascribed to such terms in the ServiceNow Subscription Service Terms.

3. ServiceNow, through Carahsoft, reserves the right to suspend access to Customer's instances should Customer not provide a valid purchase order prior to the contract term start date.

4. Learning Credits expire 12 months after the purchase date and are Learning Credits used are billed monthly in arrears. In the event that Learning credits are used for onsite training, Travel and Expenses will be charged per onsite training class where the trainer comes onsite. (Not to exceed \$2000 per onsite class). Terms for Education Services offerings are set forth on <https://www.servicenow.com/upgrade-schedules.html>

5. For both Renewal Orders and the Option Year Orders, the following conditions shall apply to maintain pricing for the years on the quote:

i. the Renewal Products in the then expiring order continue to be made commercially available by ServiceNow at the time of the Renewal Order or Option Year Orders, and if not, then the Renewal Order or Option Year Orders shall be for ServiceNow's then available subscription product that is substantially equivalent to the Renewal Product in the expiring order (as determined by ServiceNow);

ii. the pricing model for the expiring order continues to be made available by ServiceNow at the time of the Renewal Order or Option Year Orders;

iii. the units of each Renewal Product in the Renewal Order or Option Year Orders are equal to or greater than the sum of all the units for that Renewal Product in all the Renewal Orders and Option Year Orders purchased by the customer during the subscription term of the then expiring order form;

iv. each Renewal Order and Option Year Orders are for non-refundable, non-cancellable twelve (12) month subscription terms;
and

v. Customer must place the Renewal Order or Option Year Orders before the expiration of the subscription term of the then expiring order. For clarity, the foregoing does not apply to, without limitation, new products that are offered for sale after the date of this Order, products not ordered on this Order or professional services, training or events.

An additional uptick to the renewal year following the last option year is typically 10%, if no additional content is purchased, but the percentage may be greater if not specified.

6. Please include the following information on the purchase order to Carahsoft. If this information is not included, the order will not be accepted.

- A. End User contact information. End User is the End Customer contact responsible for the ServiceNow system and communications regarding the system.
- B. Carahsoft quotation number for this purchase order.
- C. Statement of Work or Change Order (if applicable).

7. Send purchase orders to CSTechOM@carahsoft.com.

8. Please refer to the attached pages for any Additional Terms and Entitlements for this sale.

9. Reinstatement Fees: Renewals are due prior to the expiration of the existing Subscription Term. All Renewal Orders placed after the expiration of the Subscription Term shall include subscription fees for the lapsed period plus a reinstatement fee equal to 10% of the total renewing annual subscription fee multiplied by the number of past months. If the subscription support end date has passed and no cancellation notification has been issued to the prime contractor, ServiceNow reserves the right to include this fee to reinstate the account.

SUGGESTED OPTIONS

LINE NO.	PART NO.	DESCRIPTION	RATE PER MONTH	NO. MONTHS	QTY	EXTENDED PRICE
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OPTION YEAR 2

10	PROD16953-2	ServiceNow® Strategic Portfolio Management Professional - SPM User (Priced Monthly, 1 Year Term) ServiceNow - PROD16953 Start Date: 08/31/2025 End Date: 08/30/2026	RATE: \$74.07	12	OM 100	\$88,884.00
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GOVERNMENT - PRICE QUOTATION

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SUGGESTED OPTIONS

LINE NO.	PART NO.	DESCRIPTION	RATE PER MONTH	NO. MONTHS	QTY	EXTENDED PRICE
11	PROD13857-2	ServiceNow® Workplace Service Delivery Basic - Workplace User ServiceNow - PROD13857 Start Date: 08/31/2025 End Date: 08/30/2026	RATE: \$0.00	12	OM 250	\$0.00
12	PROD15338-2	ServiceNow AI Search Starter ServiceNow - PROD15338 Start Date: 08/31/2025 End Date: 08/30/2026	RATE: \$0.00	12	OM 1	\$0.00
13	PROD12492-2	ServiceNow® Agile Team - Module (Monthly) ServiceNow - PROD12492 Start Date: 08/31/2025 End Date: 08/30/2026	RATE: \$0.00	12	OM 1	\$0.00
14	PROD11655	ServiceNow® Grandfathered Custom Tables ServiceNow - PROD11655 Start Date: 08/31/2025 End Date: 08/30/2026	RATE: \$0.00	12	OM 9	\$0.00
15	PROD13055-2	ServiceNow® Field Service Management Standard - FSM User (Priced Monthly 1 Year Term) ServiceNow - PROD13055 Start Date: 08/31/2025 End Date: 08/30/2026	RATE: \$0.00	12	OM 250	\$0.00
16	PROD17256-2	IT Service Management Professional - Fulfiller User v3 ServiceNow - PROD17256 Start Date: 08/31/2025 End Date: 08/30/2026	RATE: \$110.32	12	OM 295	\$390,532.80
17	PROD15000-2	ServiceNow® ITOM Discovery - Subscription Unit v2 (Priced Monthly, 1 Year Term) ServiceNow - PROD15000 Start Date: 08/31/2025 End Date: 08/30/2026	RATE: \$5.93	12	OM 1,500	\$106,740.00
18	PROD19392	ServiceNow® Integration Hub Starter v3 - Transactions (Priced Monthly 1 Year Term) ServiceNow - PROD19392 Start Date: 08/31/2025 End Date: 08/30/2026	RATE: \$0.00	12	OM 1	\$0.00
OPTION YEAR 2 SUBTOTAL:						\$586,156.80
OPTION YEAR 3						
19	PROD16953-2	ServiceNow® Strategic Portfolio Management Professional - SPM User (Priced Monthly, 1 Year Term) ServiceNow - PROD16953 Start Date: 08/31/2026 End Date: 08/30/2027	RATE: \$74.07	12	OM 100	\$88,884.00
20	PROD13857-2	ServiceNow® Workplace Service Delivery Basic - Workplace User ServiceNow - PROD13857 Start Date: 08/31/2026 End Date: 08/30/2027	RATE: \$0.00	12	OM 250	\$0.00
21	PROD15338-2	ServiceNow AI Search Starter ServiceNow - PROD15338 Start Date: 08/31/2026 End Date: 08/30/2027	RATE: \$0.00	12	OM 1	\$0.00

GOVERNMENT - PRICE QUOTATION

CARAHSOFT TECHNOLOGY CORP



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SUGGESTED OPTIONS

LINE NO.	PART NO.	DESCRIPTION	RATE PER MONTH	NO. MONTHS	QTY	EXTENDED PRICE
22	PROD12492-2	ServiceNow® Agile Team - Module (Monthly) ServiceNow - PROD12492 Start Date: 08/31/2026 End Date: 08/30/2027	RATE: \$0.00	12	OM 1	\$0.00
23	PROD11655	ServiceNow® Grandfathered Custom Tables ServiceNow - PROD11655 Start Date: 08/31/2026 End Date: 08/30/2027	RATE: \$0.00	12	OM 9	\$0.00
24	PROD13055-2	ServiceNow® Field Service Management Standard - FSM User (Priced Monthly 1 Year Term) ServiceNow - PROD13055 Start Date: 08/31/2026 End Date: 08/30/2027	RATE: \$0.00	12	OM 250	\$0.00
25	PROD17256-2	IT Service Management Professional - Fulfiller User v3 ServiceNow - PROD17256 Start Date: 08/31/2026 End Date: 08/30/2027	RATE: \$110.32	12	OM 295	\$390,532.80
26	PROD15000-2	ServiceNow® ITOM Discovery - Subscription Unit v2 (Priced Monthly, 1 Year Term) ServiceNow - PROD15000 Start Date: 08/31/2026 End Date: 08/30/2027	RATE: \$5.93	12	OM 1,500	\$106,740.00
27	PROD19392	ServiceNow® Integration Hub Starter v3 - Transactions (Priced Monthly 1 Year Term) ServiceNow - PROD19392 Start Date: 08/31/2026 End Date: 08/30/2027	RATE: \$0.00	12	OM 1	\$0.00
OPTION YEAR 3 SUBTOTAL:						\$586,156.80
SUGGESTED SUBTOTAL:						\$1,172,313.60

Contract Number: 43230000-NASPO-16-ACS

NASPO Master Contract Number: AR2472

Contract Term: 7/01/2017 to 9/15/2026

The annual subscription fee for ServiceNow Impact Guided - Public Sector ("Impact Subscription Service Fee") is based on the total of the annual subscription fees of all Subscription Products subscribed to by Customer, not including the Impact Subscription Service Fee. As Customer exceeds capacity of purchased Subscription Products, or if Customer purchases additional Subscription Products, additional Impact Subscription Service Fees apply at 9% of total annual Subscription Product fees, not including the Impact Subscription Service Fee.

PRICES ARE FINAL. THIS ORDER IS NON-CANCELLABLE AND, EXCEPT AS OTHERWISE PROVIDED IN THE AGREEMENT, NON-REFUNDABLE. (1) Subscription Products are invoiced annually in advance and the entire Subscription Term is undividable; (2) Professional Services fees are invoiced on a time and materials basis, monthly in arrears; and (3) payments are due as per the invoice schedule and as set forth above. Late payments will accrue interest at a rate of 1.5% per month or the applicable statutory rate for late payments, whichever is lower. Customer will cure a delinquency in payment of any amounts owed within 30 days from the date of ServiceNow's delinquency notice. If Customer fails to timely cure a delinquency, ServiceNow may suspend use of the Subscription Products or terminate the Agreement for breach, in addition to any other available rights and remedies. For the purposes of the foregoing, "Customer" will have the same meaning as "Participant".

ServiceNow® Order Form - Product and Use Definitions

USER TYPE DEFINITIONS

"User" means any employee or contractor of Customer or Customer Affiliate that is assigned a unique username and password and has a user profile in the Subscription Service designated as "active". Only Users may be given access to the subscription service by Customer. A use right may not be shared or transferred. Customer shall not use the subscription service in a manner that circumvents usage restrictions.

"Approver User" is any User performing any of the functions set forth in the table below for an Approver User. An Approver User may only perform the functions set forth in the table below for an Approver User.

"Requester User" is any User that performs only the functions set forth in the table below for a Requester User.

"End User" has the same use rights as **"Requester User."**

"Fulfiller User" is any User other than an Approver User or Requester User. Without limitation, a Fulfiller User is any User that performs any function other than an Approver User function or Requester User function, including those set forth in the table below for a Fulfiller User.

"Process User" has the same use rights as **"Fulfiller User."**

FUNCTION / USE RIGHTS AUTHORIZED	USER TYPES		
	REQUESTER	APPROVER	FULLFILLER
Create its own request	included	included	included
View its own request	included	included	included
Modify its own request	included	included	included
Search the Service Catalog	included	included	included
Search the Knowledge Base	included	included	included
Access public pages	included	included	included
Take surveys	included	included	included
Set its own notification preferences	included	included	included
View assets assigned to user	included	included	included
Access and post to Live Feed	included	included	included
Initiate Chat sessions	included	included	included
Participate in a Watch List	included	included	included
View a report published to them	included	included	included
Approve requests by email that are routed to user	-	included	included
Approve requests routed to user via system	-	included	included
Create any record	-	-	included
Delete any record	-	-	included
Modify any record	-	-	included
Drill through any report	-	-	included
Create any report	-	-	included
Delete any report	-	-	included
Modify any report	-	-	included
Perform development activities	-	-	included (see below)
Perform administrative activities	-	-	included

CUSTOM TABLE CREATION AND INSTALLATION

The creation or installation of Custom Tables in a production instance requires either the purchase of the Now Platform App Engine product or an express Custom Table entitlement that is granted with the purchase of another product.

A "Custom Table" is any non-ServiceNow provided table created or installed by or on behalf of Customer on the ServiceNow Platform and used for any purpose, including the creation of a custom application, unless such table is specifically exempt. A list of exempt ServiceNow provided tables and Custom Table use rights are as set forth in the Custom Table Guide on <https://www.servicenow.com/products/entitlements-packages.html> and ARE EXPRESSLY DEEMED INCORPORATED HEREIN BY THIS REFERENCE. Customer may request printed copies of the documents incorporated herein by reference by emailing us at legal.request@servicenow.com.

SUBSCRIPTION PRODUCTS

Subscription Product Code/Name	Included ServiceNow Applications and Use Rights
PROD13857 ServiceNow® Workplace Service Delivery Basic	<p>Included Applications: Workplace Case Management; Workplace Core; Workplace Move Management</p> <p>Usage is limited to the number of Workplace Users. A Workplace User is defined as any User with the right to access one or more of the Workplace Service Delivery Applications above. A Workplace User may perform any or all functions within the Workplace Service Delivery Applications.</p> <p>The following application(s) became available according to the release indicated below. Workplace Case Management - New York</p>
PROD11655 ServiceNow® Grandfathered Custom Tables	<p>Usage is limited to the number of Grandfathered Custom Tables.</p> <p>Grandfathered Custom Tables are the Custom Tables created, installed or granted at the time of Customer's initial order of the Grandfathered Custom Tables Subscription Product.</p> <p>All Users are granted Unrestricted User use rights for Grandfathered Custom Tables. An Unrestricted User may perform any or all functions for all User Types above.</p> <p>Customer is granted use of Mobile App builder (formerly Mobile Studio) with Grandfathered Custom Tables</p> <p>Grandfathered Custom Tables may not be transferred, reused, or otherwise classified as another Custom Table type. If a Grandfathered Custom Table is deleted no other Custom Table may be classified as a Grandfathered Custom Table to take its place.</p>
PROD16953 ServiceNow® Strategic Portfolio Management Professional	<p>Included Applications: Project Portfolio Management; Cost Management; Demand Management; Agile Development; Digital Portfolio Management; Scaled Agile Framework; Test Management; Release Management; Resource Management; Financial Planning; Investment Funding; Innovation Management; Portfolio Planning; Strategic Planning; Predictive Intelligence; Virtual Agent; and Platform Analytics Advanced</p> <p>Usage of Strategic Portfolio Management (SPM) Professional is limited to the number of SPM Users. An SPM User is defined as any User with the right to access one or more of the SPM Applications above and may perform any or all functions within the SPM Applications.</p> <p>Alignment Planner Workspace: Customer is granted the right to build and maintain roadmaps of projects, demands, SAFE epics, SAFE features, scrum epics and programs.</p> <p>Virtual Agent includes 1000 Virtual Agent Conversation Transactions per SPM User per month (unused Virtual Agent Conversation Transactions expire monthly). A Virtual Agent Conversation Transaction is defined as any structured conversation between a chatbot and user on a pre-built or custom topic.</p> <p>Additional monthly Virtual Agent Transactions require the purchase of Virtual Agent Transaction Pack(s).</p> <p>Platform Analytics Advanced, Virtual Agent, and Predictive Intelligence: Use rights apply only to SPM Professional Applications and included App Engine Starter 5 Custom Tables.</p> <p>App Engine Starter 5: Customer is granted the right to create or install up to 5 Custom Tables and to grant each SPM User the right to access those Custom Tables.</p> <p>Protocols and Spokes that are available in the Subscription Product are set forth in the then-current applicable Product Documentation. Use of Protocols and Spokes may require purchase of Integration Hub Transactions at an additional fee.</p>
PROD15000 ServiceNow® ITOM Discovery	<p>Included Applications: Discovery</p> <p>Includes entitlement for up to the number of Subscription Units purchased.</p> <p>A Subscription Unit is a unit of measure applied to Managed IT Resources using Defined Ratios. A list of Managed IT Resources and Defined Ratios for a Subscription Unit are set forth in the IT Operations</p>

	<p>Management (ITOM) - ServiceNow Subscription Unit Overview on www.servicenow.com/products/entitlements-packages.html and ARE EXPRESSLY DEEMED INCORPORATED HEREIN BY THIS REFERENCE. Customer may request printed copies of the documents incorporated herein by reference by emailing us at legal.request@servicenow.com.</p> <p>Bundled Custom Tables: Customer is granted the right to create or install up to 5 Custom Tables and to grant each User the right to access those Custom Tables as an Unrestricted User. An Unrestricted User is every User that is assigned a unique username and has a user profile in the Subscription Service designated as "active".</p>
PROD15338 ServiceNow® AI Search Starter	<p>AI Search Starter includes entitlement of up to a total cumulative count of 500,000 indexed External Documents ("Total Limit"). Unused indexed External Documents expire at the Subscription Term End Date without credit or refund. If Customer exceeds their Total Limit, additional indexed External Documents can be procured for an additional fee.</p> <p>An External Document is a referenced object from an external source identified by a unique Document ID.</p>
PROD12492 ServiceNow® Agile Team	<p>Included Applications: Agile Development and Test Management</p> <p>All Users may use the above applications.</p>
PROD19392 ServiceNow® Integration Hub Starter	<p>Integration Hub Starter includes entitlement for up to 100,000 Integration Hub Transactions annually (unused Transactions expire annually without credit or refund).</p> <p>Integration Hub Starter includes Protocols and Spokes as set forth in the Integration Hub Overview on www.servicenow.com/products/entitlements-packages.html, which IS EXPRESSLY DEEMED INCORPORATED HEREIN BY THIS REFERENCE. Customer may request printed copies of the documents incorporated herein by reference by emailing us at legal.request@servicenow.com.</p> <p>An Integration Hub Transaction is defined as any outbound call originating from Integration Hub, FlowDesigner, Remote Tables and/or Orchestration. This includes any operation, action, orchestration from Integration Hub, Remote Tables or Orchestration resulting in an outbound call.</p> <p>Additional annual Transactions require the purchase of a separate Integration Hub package.</p>
PROD17256 ServiceNow® IT Service Management Professional	<p>Included Applications: DevOps Config; Incident Management; Digital Product Release; Problem Management; Change Management; Release Management; Asset Management; Request Management; Cost Management; Walk-Up Experience; Continual Improvement Management; Digital Portfolio Management; Financial Modeling; DevOps Change Velocity; Mobile Publishing; Vendor Manager Workspace; Universal Request Pro; Predictive Intelligence; Virtual Agent; and Platform Analytics Advanced</p> <p>Customer is granted the rights for Fulfiller User as defined in the User Type Definitions Section. Usage is limited by the number of purchased Fulfiller Users.</p> <p>Virtual Agent includes 1000 Virtual Agent Conversation Transactions per Fulfiller per month (unused Virtual Agent Conversation Transactions expire monthly). A Virtual Agent Conversation Transaction is defined as any structured conversation between a chatbot and user on a pre-built or custom topic.</p> <p>Additional monthly Virtual Agent Transactions require the purchase of Virtual Agent Transaction Pack(s).</p> <p>Platform Analytics Advanced, Virtual Agent, Predictive Intelligence, and Universal Request Pro use rights apply only to IT Service Management Professional Applications and App Engine Starter 50 Custom Tables.</p> <p>App Engine Starter 50: Customer is granted the right to create or install up to 50 Custom Tables and to grant each Fulfiller User the right to access those Custom Tables and perform the actions granted to that User Type.</p> <p>Protocols and Spokes that are available in the Subscription Product are set forth in the then-current applicable Product Documentation. Use of Protocols and Spokes may require purchase of Integration Hub Transactions at an additional fee.</p> <p>The following Application(s) became available in the family release indicated below. San Diego - Digital Portfolio Management and DevOps Change Velocity (Formerly: DevOps and DevOps Insights) DevOps Config - Tokyo</p>
PROD13055 ServiceNow® Field Service Management Standard	<p>Included Applications: Field Service Management (FSM); Field Service Management Basic; Cost Management for FSM; Planned Maintenance for FSM; Asset Management for FSM; and Contractor Management</p> <p>An FSM User is any User with the right to access one or more of the FSM included Applications and may perform any or all functions as defined in the User Type Definition section above.</p> <p>Notwithstanding the above, Users subscribed to a Customer Service Management or IT Service Management product may create and view FSM work orders and appointments. External CSM Users may create and view FSM work orders and appointments of their own or related accounts.</p> <p>Bundled Custom Tables: Customer is granted the right to create or install up to 5 Custom Tables and to</p>

	<p>grant each FSM User the right to access those Custom Tables.</p> <p>Protocols and Spokes that are available in the Subscription Product are set forth in the then-current applicable Product Documentation. Use of Protocols and Spokes may require purchase of Integration Hub Transactions at an additional fee.</p> <p>The following application(s) became available according to the release indicated below. Contractor Management - Paris</p>
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Contract # AR2472

STATE OF UTAH COOPERATIVE CONTRACT

1. CONTRACTING PARTIES: This contract is between the Division of Purchasing and the following Contractor:

Carahsoft Technology Corporation
 Name
1860 Michael Faraday Drive, Suite 100
 Address
Reston VA 20190
 City State Zip

LEGAL STATUS OF CONTRACTOR
 Sole Proprietor
 Non-Profit Corporation
 For-Profit Corporation
 Partnership
 Government Agency

Contact Person Bethany Blackwell Phone #703-230-7435 Email NASPO@carahsoft.com
 Vendor #VC0000116540 Commodity Code #920-05

2. GENERAL PURPOSE OF CONTRACT: Contractor is permitted to provide the Cloud Solutions identified in Attachment B to Participating States once a Participating Addendum has been signed
3. PROCUREMENT PROCESS: This contract is entered into as a result of the procurement process on Bid#CH16012.
4. CONTRACT PERIOD: Effective Date: 10/14/2016 Termination Date: 09/15/2026 unless terminated early or extended in accordance with the terms and conditions of this contract. Note: Pursuant to Solicitation #CH16012, Contract must re-certify its qualifications each year.
5. Administrative Fee, as described in the Solicitation and Attachment A: The Contractor shall pay to NASPO ValuePoint, or its assignee, a NASPO ValuePoint Administrative Fee of one-quarter of one percent (0.25% or 0.0025) no later than 60 days following the end of each calendar quarter. The NASPO ValuePoint Administrative Fee shall be submitted quarterly and is based on sales of the Services.
6. ATTACHMENT A: NASPO ValuePoint Master Terms and Conditions, including the attached Exhibits
 ATTACHMENT B: Scope of Services Awarded to Contractor
 ATTACHMENT C: Pricing Discounts and Pricing Schedule
 ATTACHMENT D: Contractor's Response to Solicitation #CH16012
 ATTACHMENT E: Service Offering EULAs

Any conflicts between Attachment A and the other Attachments will be resolved in favor of Attachment A.

8. DOCUMENTS INCORPORATED INTO THIS CONTRACT BY REFERENCE BUT NOT ATTACHED:
 a. All other governmental laws, regulations, or actions applicable to the goods and/or services authorized by this contract.
 b. Utah State Procurement Code and the Procurement Rules.
9. Each signatory below represents that he or she has the requisite authority to enter into this contract.

IN WITNESS WHEREOF, the parties sign and cause this contract to be executed.

CONTRACTOR

[Signature]
 Contractor's signature
10/11/16
 Date

STATE

[Signature]
 Director, Division of Purchasing
10.13.16
 Date

Robert Moore, Vice President
 Type or Print Name and Title

<u>Christopher Hughes</u> Division of Purchasing Contact Person	<u>801-538-3254</u> Telephone Number	<u></u> Fax Number	<u>christopherhughes@utah.gov</u> Email
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Award #2 Supporting Documents Regular Agenda 07/25/2024

Funding Sources and Cash Flows- High Level Usage							
Capital or O&M	Index / Project # / Cost Center	O&M Spreadsheet Line	FY24	FY25	FY26	Total	Project Usages
Capital	175-72S		\$ -	\$ 3,905,730.00	\$ 1,136,332.00	\$ 5,042,062.00	Evergreen
Capital	172-02S		\$ -	\$ 966,000.00	\$ 200,000.00	\$ 1,166,000.00	Evergreen Pt 2
Capital	169-S1		\$ -	\$ 291,938.00	\$ -	\$ 291,938.00	Evergreen Pt3
Capital	175-76S		\$ 20,000.00	\$ 666,000.00	\$ -	\$ 686,000.00	Riverwalk
Capital	175-79S		\$ -	\$ 700,000.00	\$ -	\$ 700,000.00	SDP PS Influent
Capital	175-79S		\$ -	\$ 250,000.00	\$ 250,000.00	\$ 500,000.00	Assumed SDP Sites
Capital	169-S1		\$ -	\$ 825,000.00	\$ -	\$ 825,000.00	Known Sites From WW Tickets
Capital	169-S1		\$ 100,000.00	\$ 700,000.00	\$ 250,000.00	\$ 1,050,000.00	Assumed FY25/26 WW Tickets
Capital	169-S1		\$ -	\$ 500,000.00	\$ -	\$ 500,000.00	San Marco
						\$ -	
						\$ -	
						\$ -	
						\$ -	
						\$ -	
						\$ -	
						\$ -	
						\$ -	
						\$ -	
			\$ 120,000.00	\$ 8,804,668.00	\$ 1,836,332.00	\$ 10,761,000.00	

Award #2 Supporting Documents Regular Agenda 07/25/2024

Funding Sources and Cash Flows						
Capital or O&M	Index / Project # / Cost Center	O&M Spreadsheet Line	FY24	FY25	FY26	Total
Capital	175-72S		\$ -	\$ 3,905,730.00	\$ 1,136,332.00	\$ 5,042,062.00
Capital	172-02S		\$ -	\$ 966,000.00	\$ 200,000.00	\$ 1,166,000.00
Capital	169-S1		\$ 100,000.00	\$ 2,316,938.00	\$ 250,000.00	\$ 2,666,938.00
Capital	175-76S		\$ 20,000.00	\$ 666,000.00	\$ -	\$ 686,000.00
Capital	175-79S		\$ -	\$ 950,000.00	\$ 250,000.00	\$ 1,200,000.00
						\$ -
			\$ 120,000.00	\$ 8,804,668.00	\$ 1,836,332.00	\$ 10,761,000.00

Funding Sources Available Funds 2024 07 01						
Capital or O&M	Index / Project # / Cost Center	O&M Spreadsheet Line	FY24	FY25	FY26	Total
Capital	175-72S		\$ 57,450.97	\$ 3,905,730.00	\$ 1,136,332.00	\$ 5,099,512.97
Capital	172-02S		\$ -	\$ 966,000.00	\$ 200,000.00	\$ 1,166,000.00
Capital	169-S1		\$ 440,463.46	\$ 4,674,000.00	\$ 4,300,000.00	\$ 9,414,463.46
Capital	175-76S		\$ 48,495.26	\$ 666,000.00	\$ -	\$ 714,495.26
Capital	175-79S		\$ 2,635.73	\$ 2,000,000.00	\$ 2,000,000.00	\$ 4,002,635.73
						\$ -
			\$ 549,045.42	\$ 12,211,730.00	\$ 7,636,332.00	\$ 20,397,107.42

Funding Sources Remaining Funds After CIPP work						
Capital or O&M	Index / Project # / Cost Center	O&M Spreadsheet Line	FY24	FY25	FY26	Total
Capital	175-72S		\$ 57,450.97	\$ -	\$ -	\$ 57,450.97
Capital	172-02S		\$ -	\$ -	\$ -	\$ -
Capital	169-S1		\$ 340,463.46	\$ 2,357,062.00	\$ 4,050,000.00	\$ 6,747,525.46
Capital	175-76S		\$ 28,495.26	\$ -	\$ -	\$ 28,495.26
Capital	175-79S		\$ 2,635.73	\$ 1,050,000.00	\$ 1,750,000.00	\$ 2,802,635.73
						\$ -
			\$ 429,045.42	\$ 3,407,062.00	\$ 5,800,000.00	\$ 9,636,107.42

Award #3 Supporting Documents Regular Agenda 07/25/2024

S.No	Question	Points	Scorer	Scores		
				(LIN ENERGY DEMAND RESPONSE (FranklinBD@franklinenerg))	BIDGELY INC (proprfx@bidgely.com)	SAGEWELL, INC (LAURIE@SAGEWELL.COM)
				Weighted Scores		Weighted Scores
Grand Total of Scores				46.2	67.3	85.85
Supplier Rank				3	2	1
1	(30) Quotation of Rates (BAFO)			8.4	18.4	30
1.2	Total Bid Price	30		\$4,987,421.37	\$2,269,124.00	30 (\$1,389,132.15)
2	(20) Minimum Qualifications Past Performance/			5.8	14.8	17
2.2	Which of the three minimum qualification options contain	20		5.8	14.8	17
			Tony Reynolds	10	16	18
			Philip Williams	5	15.4	18
			Dave McKee	2.4	13	15
3	(15) Experience, Location and Availability of Prof			11.9	10.5	12.85
		15		11.9	10.5	12.85
			Tony Reynolds	15	10.5	13.05
			Philip Williams	11.25	12	13.5
			Dave McKee	9.45	9	12
4	(30) Design Approach and Workplan			20.1	23.6	25
4.2	Meeting IEA Stated Objectives (2 pages Max)Describe ho	30		20.1	23.6	25
			Tony Reynolds	21.9	30	26.1
			Philip Williams	24.9	24	24.9
			Dave McKee	13.5	16.8	24
5	(5) Jacksonville Small and Emerging Business Pro			0	0	1
		5	Bill Hickey	0	0	1

Award #3 Supporting Documents Regular Agenda 07/25/2024

#1411743647 Addendum 4 Appendix B - Response Workbook (BAFO)

Sagewell, Inc.

Implementation Program Components	Resource			Disaggregated Scope Costs			
	Existing Capability	Partner Capability	Provided?	Setup	PY1	PY2	PY3
Marketing	YES	YES	YES	\$ -	\$ 8,000.00	\$ 8,800.00	\$ 9,680.00
Data Analytics	YES	NO	YES	\$ 2,500.00	\$ 18,000.00	\$ 19,800.00	\$ 21,780.00
Customer Support	YES	NO	YES	\$ -	\$ 18,000.00	\$ 19,800.00	\$ 21,780.00
Customer Engagement	YES	NO	YES	\$ -	\$ 12,000.00	\$ 13,200.00	\$ 14,520.00
Customer Surveys	YES	NO	YES	\$ -	\$ 1,500.00	\$ 1,650.00	\$ 1,815.00
Program Website	YES	NO	YES	\$ 5,000.00	\$ 6,500.00	\$ 7,150.00	\$ 7,865.00
EV Expert	YES	NO	YES	\$ -	\$ 36,000.00	\$ 39,600.00	\$ 43,560.00
Electric Upgrades Implementation	YES	NO	YES	\$ -	\$ 12,300.00	\$ 13,800.00	\$ 16,200.00
Off-Peak Charging - BYOC - AMI	YES	NO	YES	\$ -	\$ 120,028.00	\$ 168,480.00	\$ 225,000.00
Off-Peak Charging - BYOC - Telematics	YES	NO	YES	\$ 15,000.00	\$ 36,716.00	\$ 44,508.00	\$ 48,874.00
Data Tracking and Reporting	YES	NO	YES	\$ 2,500.00	\$ 6,000.00	\$ 6,600.00	\$ 6,600.00
Trade Ally Network	YES	YES	YES	\$ -	\$ 16,800.00	\$ 16,800.00	\$ 16,800.00
Dealership Network	YES	YES	YES	\$ -	\$ 16,800.00	\$ 16,800.00	\$ 16,800.00
subtotal				\$25,000	\$308,644	\$376,388	\$451,274

Incentive Processing Program Components	Resource			Disaggregated Scope Costs			
	Existing Capability	Partner Capability	Provided?	Setup	PY1	PY2	PY3
Home Electric Upgrades	YES	NO	YES	\$ -	\$ 1,920.00	\$ 2,880.00	\$ 4,320.00
Managed Charging - BYOC	YES	NO	YES	\$ -	\$ 41,672.70	\$ 64,980.00	\$ 92,169.00
Managed Charging - Telematics	YES	NO	YES	\$ -	\$ 3,687.90	\$ 7,039.50	\$ 9,157.05
subtotal				\$0	\$47,281	\$74,900	\$105,646

Program Rollup Costs (auto-populate from above)	Setup	PY1	PY2	PY3
<i>setup</i>				
Program Setup and Launch	\$25,000	\$25,000		
<i>annual costs</i>				
Program Implementation		\$ 308,644	\$ 376,388	\$ 451,274
Yearly Incentive Processing		\$ 47,281	\$ 74,900	\$ 105,646
total		\$ 380,925	\$ 451,288	\$ 556,920

TOTAL BID PRICE

(Respondent shall transfer this amount into Zycus where indicated) \$ **1,389,132.15**

*Setup is rolled into PY1 Annual Costs