

**JEA Awards Agenda
November 21, 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	Business Unit Estimate	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 11/14/2024 Meeting	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	Contract Increase	1410860046 Continuing Services for Industrial Cleaning at JEA Wastewater Treatment Facilities	Vu	Universal Service, Inc.	O&M	\$3,915,016.50	\$3,915,016.50	\$999,450.00	\$6,509,064.87	10/26/2023 - \$99,945.00 12/14/2023 - \$1,258,830.79 06/27/2024 - \$235,822.58	Five (5) Year w/One (1) - 1 Yr. Renewal Start Date: 01/01/2023 End Date: 12/31/2027	N
		<p>Originally Awarded: 12/15/2022 For additional information contact: Darriel Brown</p> <p>The scope of work for this contract includes services for hydroblasting and vacuum industrial cleaning to remove and dispose of floating and solidified fats, oils and grease (FOG), rags, leachate, hypochlorite, polymer, ferric chloride acid, activated carbon, resin, sludge, biosolids residuals and dewatering and other entrained debris from Buckman Water Reclamation Facility (Biosolid and Wastewater Treatment) and various wastewater treatment facilities.</p> <p>This increase is being requested as spend in the first two years of this contract has been significantly higher due to the rehabilitation on the Buckman drum dryer, requiring more frequent cleaning than anticipated. This was driven by several factors, most notably equipment failures at Buckman. Universal Service, Inc. (USI) is currently performing grit removal from the Buckman settling channels in addition to the normal industrial cleaning services they provide. The grit removal from the channels was previously performed by JEA crews on overtime hours, however due to the outage of equipment, USI has been utilized for this work. In addition to cleaning services at Buckman, USI is performing required Aeration Basin cleanings at Mandarin Wastewater Treatment Facility costing \$240,000.00 annually.</p> <p>Pricing has remained fixed during the term of this contract. A reduction in spend is anticipated after resumption of normal operation of the dryer. The specific timeline for normal resumption is still to be determined as the team at Buckman strategizes a long term solutions for the drying process; however, this increase is estimated to cover the projected spend through the contract term.</p>										
3	Renewal	1410951046 - New Dell and Logitech Equipment Purchase	Datz	CDW Government, LLC	Capital and O&M	\$1,350,000.00	\$1,331,723.00	\$1,004,264.95	\$4,241,808.10	06/08/2023-\$660,504.25 12/14/2023-\$1,245,315.90	One (1) Year w/ Two (2) - 1 Yr. Renewals Start Date: 01/01/2023 End Date: 12/31/2025 No Renewals Remaining	N
		<p>Originally Awarded: 12/15/2022 For additional information contact: Angel Iosua</p> <p>This request is for a one-year contract renewal to CDW for Dell Equipment and Support. The contract renewal period will be from 01/01/2025, to 12/31/2025 in the amount of \$1,331,723.00. This renewal is in accordance with JEA Standards and will cover specific Dell equipment, including Dell 7000 series computers (laptops, desktops, monitors, tablets), docking stations, and Dell Auto/Air 65w USB-C Adapters.</p> <p>CDW is offering a significant discount ranging from 26% to 50% off the list price for Dell equipment and support. This discount also applies to additional related equipment that may not be specifically listed in the workbook. The pricing, terms, and discounts are comparable to the original contract, ensuring consistency and value.</p> <p>Notably, there are no price increases compared to the previous renewal, with the only change being the quantity of equipment items.</p>										

Consent Agenda Action

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

Regular Agenda

Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Award Amount	Business Unit Estimate	Original Award Amount	New Not-to-Exceed	Amendments	Term	JSEB Participation (Y/N) If Y, then list company name(s) (% , \$ - awarded)	Action
1	ITN	#1411714047 Telephony, Network, Internet, and DDoS Services	Datz	AT&T	\$5,879,475.96	\$4,376,714.00	N/A	\$5,879,475.96	N/A	Three (3) Years w/ Two (2) - 1 Yr. Renewals Start Date: 12/01/2024 End Date: 11/30/2027	N/A	<p>Motion by:</p> <p>_____</p> <p>Second by:</p> <p>_____</p> <p>Committee Decision:</p> <p>_____</p>
<p>Advertised: 05/14/2024 Response Opened: 07/23/2024 Response Received: 1 (AT&T) Contact: Nickolas Dambrose</p> <p>This Award request is for Telephony, network, internet and DDoS services in the amount of \$5,879,475.96 for three (3) years w/ two (2) optional one-year renewals. Initially, the scope restricted the participation to only three Tier 1 telecom suppliers. Two of those suppliers were unable to participate due to cost controls and differing strategic directions. JEA decided to revise the scope to include Tier 2 suppliers.</p> <p>After these efforts, JEA still only received one response from AT&T, the incumbent. AT&T has been a strategic partner for JEA for at least twenty (20) years, providing these services as well as delivering on their Service Level Agreements "SLAs" and expediting service when there are outages due to storms.</p> <p>While there is a rather large increase over the next three years (33%), JEA is making efforts to mitigate those costs. In all, the largest bulk of the increases came from five of 123 items: 1. PRI (Primary Rate Interface) Flat Rate PRIs (legacy) 2. POTS (Plain Old Telephone Service) 1FB - AT&T (legacy) 3. Miscellaneous Intralata Private Line Voice Grade Circuits 4. Miscellaneous Megalink Channels, and 5. Additional Items IntraLATA Pvt Line.</p> <p>To reduce reliance on expensive legacy systems, JEA plans to phase out the PRI legacy technology by FY25 and transition the analog POTS to digital service. T1 Megalink circuits will be migrated to more cost-effective options such as JEA Fiber. Additional areas for cost mitigation include the potential implementation of SIP Circuits or Cloud Calling for future communication needs and potentially resizing Internet Services upon completion of new firewalls to align with actual needs.</p> <p>JEA also plans to piggyback off of the State of Florida contract language to leverage State pricing once that contract becomes available (estimated 12/30/2024).</p> <p>DISCUSSION/ACTION: DISCUSSION/ACTION PARTICIPANTS:</p>												
2	Contract Amendment	1411180646 Heavy Duty Vehicle Maintenance and Repair Services	Phillips	<p align="center">Cumberland International Trucks</p> <p align="center">Kenworth of Jacksonville, Inc.</p> <p align="center">Tom Nehl Truck Company</p> <p align="center">Ring Power Corporation</p>	<p>\$1,226,411.72</p> <p>(\$800,000.00)</p> <p>\$0.00</p> <p>\$0.00</p>	\$3,915,016.50	<p>\$882,578.61</p> <p>\$1,714,004.94</p> <p>\$2,281,278.27</p> <p>\$1,808,202.09</p>	<p>\$2,108,990.33</p> <p>\$914,004.94</p> <p>\$2,281,278.27</p> <p>\$1,808,202.09</p>	N/A	Three (3) Years, w/ Two (2) - 1 Yr. Renewals Start Date: 08/01/2023 End Date: 07/31/2026	N	<p>Motion by:</p> <p>_____</p> <p>Second by:</p> <p>_____</p> <p>Committee Decision:</p> <p>_____</p>
<p>Originally Awarded: 07/20/2023 For additional information contact: Halley Stewart</p> <p>Originally, four (4) contracts were awarded to suppliers for JEA Fleet Services Heavy Duty Vehicle Maintenance (Cumberland International Trucks, Kenworth of Jacksonville, Inc., Tom Nehl Truck Company, and Ring Power Corporation). The scope of these contracts includes services for preventative maintenance, corrective maintenance, yard checks, road calls to support JEA operations, and ad-hoc services. Cumberland International Trucks was awarded a contract in the amount of \$882,578.61, for maintenance on Heavy Duty International assets. Tom Nehl was awarded the primary contract for servicing Freightliner HD assets. However, Tom Nehl has struggled to provide adequate field service for these assets, due to a lack of proper equipment and inadequately certified field technicians. As a result, repairs have had to be performed in their shop rather than in the field. In contrast, Cumberland has successfully handled repairs for Freightliner HD assets without the need to bring them into the shop. To minimize asset downtime and better support business operations, Fleet Services has relied on Cumberland to service Freightliner HD assets in light of Tom Nehl's inability to meet the required maintenance standards. Despite several discussions with Tom Nehl regarding these issues, no improvements have been made to address the ongoing service concerns.</p> <p>This Award request is for a contract increase for Cumberland International Trucks based on historical spend to date and anticipated needs through the duration of the current contract term ending July 31, 2026. Fleet is also requesting a decrease in the contract value for the secondary awardee, Kenworth of Jacksonville, Inc., for servicing International and Freightliner assets, in order to help offset part of the requested increase for Cumberland. Pricing has not changed and continues to allow for a CPI increase each year. The increase requested for Cumberland International Trucks is in the amount of \$1,226,411.72 for a new NTE of \$2,108,990.33. The decrease requested for Kenworth of Jacksonville, Inc is in the amount of \$800,000.00 for a new NTE of \$914,004.94. The actual and projected spend for the Kenworth contract is lower than initially estimated. The original award NTE amount for the four (4) contracts totaled \$6,686,063.91 and the original budget estimate was in the amount of \$5,816,551.82. With the current increase and decrease, the new NTE amount for the four (4) contracts totals \$7,112,475.63. Because the overall increased NTE is higher than the original budget estimate, current budget lines are being utilized for Cumberland for FY25 and FY26 and funds have been shifted from related budget lines to cover the excess needed for funding. No additional funds were added or need to be added to the O&M budget to cover the increase requested.</p> <p>DISCUSSION/ACTION: DISCUSSION/ACTION PARTICIPANTS:</p>												

Consent and Regular Agenda Signatures

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