



Formal Bid and Award System

Award #7 January 11, 2019

Type of Award Request: CHANGE ORDER
Request #: 6478
Requestor Name: Peninger, Kurt W.
Requestor Phone: (904) 665-6133
Project Title: Strategic Planning and Implementation Consulting Services
Project Number: 10300
Project Location: JEA
Funds: O&M
Budget Estimate: N/A

Scope of Work:

JEA is seeking a Consultant (also referred to as the "Company") that provides strategic planning & implementation services. The Consultant will be required to work directly with the JEA Board (both collectively and individually), JEA's Chief Executive Officer (CEO), Chief Operating Officer (COO) and the entire Senior Leadership Team (SLT) in order to develop and implement a Strategic Plan for JEA (the "Work" or "Services"). The Services will be comprised of two (2) phases.

JEA IFB/RFP/State/City/GSA#: 124-18
Purchasing Agent: Selders, Elaine Lynn
Is this a ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
MCKINSEY & COMPANY INC.	GEOFF BRADFORD	MCKINSEY_CONTRACTS@MCKINSEY.COM	1200 19TH STREET SUITE 1100, WASHINGTON DC 20036	(202) 662-0522	\$125,000.00

Amount of Original Award: \$308,000.00
Date of Original Award: 09/18/2018
Change Order Amount: \$125,000.00
New Not-To-Exceed Amount: \$433,000.00
Contract Type: Project Completion
Begin Date (mm/dd/yyyy): 09/28/2018
Renewal Options: NO
JSEB Requirement: N/A - Optional
Background/Recommendations:

Originally approved by the JEA Board of Directors on 03/18/2018 in the amount of \$308,000.00 to McKinsey & Company, Inc. for Phase One (1) of the Strategic Planning and Implementation Consulting Services. Copies of the original proposal and the Board Meeting minutes are attached as backup.

This request is for a change order to add McKinsey's Organizational Health Index (OHI) to the scope of Phase One (1) of the strategic planning and implementation consulting services. Through the OHI, McKinsey will assess how JEA's business is run today, gathering feedback on how often employees see the management practices that inform them, inspire them and enable them to be effective. McKinsey will assist in determining the best management philosophy for the business to enable performance objectives and examine how frequently leaders perform the corresponding management practices. They will then help JEA prioritize the management practices that will make a difference and define the actions needed to strengthen these practices. Originally, this OHI was expected to take place during Phase Two (2); however, the decision was made to pull it forward to Phase One (1). This effort is expected to take six (6) weeks.

Request approval to award a change order to McKinsey & Company, Inc. for the addition of the Organizational Health Index Assessment to Phase One (1) of the strategic planning and implementation consulting services in the amount of \$125,000.00, for a new not-to-exceed amount of \$433,000.00, subject to the availability of lawfully appropriated funds.

Director: Peninger, Kurt W. – Dir Corporate Strategy
VP: Wannemacher, Ryan F. – Chief Financial Officer

APPROVALS:

 _____ 1/11/19
Chairman, Awards Committee **Date**

 _____ 1/11/19
Manager, Capital Budget Planning **Date**