

**GENERAL SERVICES ADMINISTRATION
Federal Supply Services
Authorized Federal Supply Schedule Price List**



SAIC is a FORTUNE 500® scientific, engineering, and technology applications company that uses its deep domain knowledge to solve problems of vital importance to the nation and the world, in national security, energy and the environment, critical infrastructure, and health. For more information, visit www.saic.com. SAIC: From Science to Solutions®

Facilities Maintenance and Management

Federal Supply Group: FAC03

Contract Number: GS-10F-0289L

Contract Period: June 01, 2001 through May 31, 2011

<http://www.saic.com/contractcenter/fmm/>

Business Size: Large

POINTS OF CONTACT:

SAIC GSA PROGRAM MANAGEMENT OFFICE

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Science Applications International Corporation
8301 Greensboro Drive
McLean, VA 22102
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Contract Manager: Sandra Reid
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Phone: (703) 414-8812
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**Mod PS-0027
Effective 04/22/10**

Online access to contract ordering information, terms and conditions, up-to-date pricing and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The address for GSA Advantage! is: <http://www.gsaadvantage.gov>. For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at www.fss.gsa.gov.

CUSTOMER INFORMATION**1. Special Item Numbers:**

871-202 Energy Management Planning and Strategies
871-203 Training on Energy Management
871-204 Metering Services
871-205 Energy Program Support Services
871-206 Building Commissioning Services
871-207 Energy Audit Services
871-208 Resource Efficiency Management
871-209 Innovations in Energy
871-210 Water Conservation
871-100 Ancillary Supplies and/or Services, Relating to Energy Management, Water Conservation and Support Services
003-97 Ancillary Repair and Alterations

2. Maximum Order: \$1,000,000. Requirements exceeding the maximum order may be handled pursuant to clause I-FSS-125 (August 1995).

In accordance with FAR 8.404, there may be circumstances where an ordering activity finds it advantageous to request a price reduction such as where a quantity of an individual order clearly indicates the potential for obtaining a reduced price. To assist customer agencies in determining when they should seek a price decrease, a level called a Maximum Order has been established under the contract. When an agency order exceeds this maximum amount, it is recommended that the ordering activity contact the contractor for a reduced price.

The contractor may:

- Offer a new lower price for this requirement (the Price Reduction clause is not applicable to orders placed over the Maximum Order in FAR 52.216-19);
- Offer the lowest price available under the contract; or,
- Decline the order; orders must be returned in accordance with FAR 52.216-19.

A delivery order for quantities that exceed the Maximum Order may be placed with the contractor selected in accordance with FAR 8.404. The order will be placed under the current contract.

Sales for orders that exceed the Maximum Order shall be reported in accordance with GSAR 552.238-72.

3. Minimum order: \$100.00**4. Geographic Coverage:** SAIC worldwide locations**5. Point(s) of Production:** SAIC worldwide locations**6. Discount from List Price or Statement of Net Price:** All prices herein are net.

7. **Quantity Discounts:** None
8. **Prompt Payment Terms:** 0% net 30 days.
- 9a. **Government Commercial Credit Card:** Government commercial credit cards are acceptable for orders below the micropurchase threshold.
- 9b. **Government Commercial Credit Card above Micro-Purchase Threshold:** Contact Contractor's Representative for credit card acceptance of orders above the micropurchase threshold. Discounts for use of the card may be available upon request.
10. **Foreign Items:** None
- 11a. **Time of Delivery:** Time of delivery is specified in negotiated delivery/task orders.
- 11b. **Expedited Delivery:** Items available for expedited delivery are noted in this price list.
- 11c. **Overnight and 2-day Delivery:** Overnight and two day delivery are not available.
- 11d. **Urgent Requirements:** Urgent Requirements are specified in negotiated delivery/task orders.
12. **F.O.B. Point(s):** Destination except for products which are FOB Origin.
13. **Ordering Address:**
Science Applications International Corporation
200 12th Street S., Suite 1500
Arlington, VA 22202
ATTENTION: Sandra Reid
Phone: 703-414-8812
Fax: 703-414-8267
Email: Sandra.L.Reid@saic.com
14. **Payment Address:** Should Electronic Funds Transfer (EFT) payment be available, SAIC requests that the EFT remittance be specified as follows:

Science Applications International Corporation
Citibank, N.A.
399 Park Avenue, New York, NY 10043
Account # 30547584
ABA No. 021000089

Should EFT not be available, the remittance address is as follows:

Science Applications International Corporation
P.O. Box 223058
Pittsburgh, PA 15251-2058
Reference Information for all Checks:

- The name of the customer making payment
 - The contract number/delivery order number
 - The invoice number
 - If available, project number
15. **Warranty Provision:** Provision for any appropriate and applicable warranties shall be specifically identified in individual orders. Such warranties are subject to the negotiation between the ordering agencies and the contractor.
 16. **Export Packaging Charges:** Not Applicable
 17. **Terms and Conditions of Government Commercial Credit Card Acceptance:** SAIC accepts government commercial credit cards in accordance with government commercial credit card program guidelines.
 18. **Terms and conditions of rental, maintenance, and repair (if applicable):** Determined by individual task order.
 19. **Terms and conditions of installation (if applicable):** Determined by individual task order.
 20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A
 - 20a. **Terms and conditions for any other services (if applicable):** Determined by individual task order.
 21. **List of service and distribution points (if applicable):** Determined by individual task order.
 22. **List of participating dealers (if applicable):** N/A
 23. **Preventive maintenance (if applicable):** N/A
 - 24a. **Environmental Attributes:** None
 - 24b. **Section 508 Compliance :** If applicable, Section 508 compliance information on the supplies and services in this contract are available in Electronic and Information Technology (EIT) at the following web site www.Section508.gov/
 25. **DUNS Number:** 01-889-7020
 26. **Notification regarding registration in Central Contractor Registration (CCR) database:** SAIC is registered in the CCR database.

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SAIC FMM OVERVIEW

SAIC has been awarded a GSA Federal Supply Schedule contract for Facilities Maintenance and Management, Contract No. GS-10F-0289L. The current contract ordering period is from June 1, 2006 through May 31, 2011 with two additional five-year options, which may be exercised by the government. The contract provides for task orders to be placed as fixed price (FP) or time and material (T&M) using the labor categories and ceiling rates defined in our catalog. There is no dollar value ceiling for this contract and task orders may be placed for performance worldwide.

Under the federal supply schedule program, GSA enters into contracts with commercial firms to provide supplies and services at stated prices for given periods of time. Orders are placed directly with the schedule contractor, and deliveries are made directly to the customer. The federal supply schedule program mirrors commercial buying practices more than any other procurement process in the federal government today. It provides customers with literally millions of state-of-the-art, high-quality commercial products and services at volume discount pricing on a direct delivery basis. The federal supply schedule program also offers the benefits of shorter lead times, lower administrative costs, and reduced inventories.

Multiple award schedule contracts are awarded to contractors supplying comparable commercial supplies and services at government-negotiated, pre-approved prices. They provide federal agencies with the variety and the flexibility necessary to select the best-valued professional services to meet their requirements. Consistent with the Competition in Contracting Act, multiple award schedule contracts are competitive in that participation in the program is open to all responsible sources, and orders placed following the procedures in Federal Acquisition Regulation 8.4 result in the lowest overall cost alternative. Therefore, when placing orders under federal supply schedules, ordering offices need not: 1) seek further competition, 2) synopsise the requirement, 3) make a separate determination of fair and reasonable pricing, or 4) consider small business programs. GSA already has determined the prices of items under schedule contracts to be fair and reasonable.

Advantages of Using the GSA Facilities Maintenance and Management Schedule Contract Include:

- Five-year contract ordering period through May 31, 2011 with two five-year option periods
- Indefinite delivery/indefinite quantity contract with no ceiling and no maximum order limitations
- Available to all federal agencies and authorized organizations
- No synopsis (FedBizOpps, formerly *Commerce Business Daily*) is required — all competitive requirements have been met
- Direct customer and contractor relationship — no transfer of funds to GSA required
- Reduced lead times — procurement cost savings
- Labor categories and rates for fixed price and time and materials task orders
- Provides for teaming and subcontracts
- Blanket purchase agreements may be established

HOW TO USE THIS SCHEDULE

In accordance with the Federal Acquisition Streamlining Act of 1994 and the Federal Acquisition Reform Act of 1996, GSA's streamlined ordering procedures have reduced the government procurement process to a few simple steps. While the federal supply schedule program already

has determined these rates to be fair and reasonable, ordering offices must determine that the total price is reasonable for the specific tasks required by the agency. Based on quotes requested from three contractors that appear to offer the best value (considering scope of services offered, hourly rates, contractor's locations and other factors, as appropriate), the ordering agency selects the one that best meets its needs.

This contract is available to all federal for domestic and overseas use. Executive agencies, other federal agencies, mixed-ownership government corporations, and the District of Columbia; government contractors authorized in writing by a federal agency pursuant to FAR Part 51; and other activities and organizations authorized by statute or regulation to use GSA as a source of supply may use this contract. Additionally, contractors are encouraged to accept orders received from activities within the executive branch of the federal government. GSA Order ADM 4800.2F provides a complete list of authorized schedule users.

Total price for services are established at the time the task order is placed and are based on the rates offered in the SAIC FMM Price List catalog. The resultant task order details the estimated number of hours, the labor categories to be provided, and any related items. If the ordering agency's contracting officer chooses to purchase services on a labor-hour-time-and-material basis, the resultant task order will specify the not-to-exceed price, the labor categories proposed (with the hourly rates for each), and any applicable travel and other direct costs.

Federal Acquisition Regulation 8.4 provides procedures for the acquisition of services using GSA schedule contracts.

For orders of supplies and/or services below \$3,000: Place the order with any Schedule contractor that can meet the agency's needs. Though not required to solicit from a specific number of Schedule contractors, ordering activities should attempt to distribute orders among contractors (FAR 8.405).

For Supplies and Services Not Requiring a SOW: Survey at least three Schedule contractors through the *GSA Advantage!*[®] online shopping service or review the catalogs or pricelists of at least three Schedule contractors (more if over \$200,000) pricelists (the *GSA Advantage!*[®] online shopping service may be used to facilitate this review and seek additional price reductions where appropriate; evaluate; and make a best value selection.

For Services Requiring a Statement of Work: To summarize the process for ordering services, the government agency:

1. Prepares a request for quotation that includes:
 - A performance-based statement of work that outlines the work to be performed.
 - Type of task order – time and material or firm fixed price.
 - Basis to be used for contractor selection (best value, etc.).
2. Transmits the request for quotations to contractors:
 - Selects at least three (more if task order value is more than \$1 million) qualified contractors on the schedule. Note: Department of Defense agencies need to refer to DFAR 208.4 when ordering services over \$100,000 using the GSA schedules.
 - Sends requests for quotations to selected contractors. GSA's e-buy provides ordering agencies a streamlined, Web-based system for ordering services using the GSA schedules.
3. Evaluates quotes and selects the contractor to receive the order:
 - Evaluates responses based on the factors identified in the requests for quotations.

- Places the order directly with the schedule contractor that represents the best value and results in the lowest overall cost alternative, considering price, special qualifications, administrative costs, and so forth.

The requesting government agency's contracting office directly issues the task order to the selected contractor without GSA involvement in the procurement process. All task order reporting requirements and remission of fees to GSA are the responsibility of the contractor.

CONTRACT CLAUSES

GSA multiple award schedule contracts are awarded in accordance with the provisions of Federal Acquisition Regulation Part 12 – Acquisition of Commercial Items. As much as possible, GSA multiple award schedule contracts include only those clauses required, either to implement provisions of law or executive orders applicable to the acquisition of commercial items or determined to be consistent with customary commercial practice. Ordering agencies may incorporate provisions in their task orders that are essential to their specific requirements (e.g., security, hazardous material handling, and key personnel) provided they do not conflict with the terms and conditions of the contract. These provisions, when required, must be included in the individual task order, and any costs necessary to comply with the provision(s) will be included in the task order proposal price estimate, unless otherwise prohibited by law. For a list of clauses and terms and conditions included in the FMM contract, contact the SAIC FMM points of contact.

ORDERS EXCEEDING THE MAXIMUM ORDER THRESHOLD (MOT)

All GSA MAS contracts contain a price point called a maximum order threshold. This threshold is not a ceiling on an order size; rather, it is a point where the ordering agency needs to consider additional contractors (more than three) and seek discounts from the listed catalog rates.

When placing an order that exceeds the maximum order threshold, ordering offices shall follow the standard ordering procedures, and the following additional procedures:

1. Consider additional schedule contractors (more than three)
2. Seek price reductions from the schedule contractor(s) offering the best value (considering price and other factors)
3. Selected contractor(s) may choose to offer a lower price for the requirement (the price reduction clause is not applicable to orders placed over the maximum order threshold)
4. After price reductions have been sought, place the order with the schedule contractor that provides the best value and results in the lowest overall cost alternative. If further price reductions are not offered, an order may still be placed, if the ordering office determines that it is appropriate.

BLANKET PURCHASE AGREEMENTS

Ordering activities may establish blanket purchase agreements under any GSA schedule contract. A GSA schedule blanket purchase agreement simplifies the filling of recurring needs for supplies or services, while leveraging a customer's buying power by taking advantage of quantity discounts, thus saving administrative time and reducing paperwork.

Blanket purchase agreements are established in accordance with the procedures in Federal Acquisition Regulation Part 8.405-3. An ordering activity may request a price reduction based

on the total estimated volume of the blanket purchase agreement, regardless of the size of individual orders. Blanket purchase agreements may be established with one or more scheduled contractors at the discretion of the ordering activity. When establishing multiple blanket purchase agreements, the ordering activity must specify the procedures for placing orders under the blanket purchase agreements. A GSA schedule blanket purchase agreement should not exceed five years in length, but may do so to meet program requirements. A blanket purchase agreement may extend beyond the current term of its GSA schedule contract, so long as there are option periods in the GSA schedule contract that, if exercised, will cover the blanket purchase agreement's period of performance.

CONTRACTOR TEAM ARRANGEMENTS

Contractor Team Arrangements are encouraged under the Federal Supply Schedules Program. Under a Contractor Team Arrangement (CTA), two or more GSA Schedule contractors work together, by complementing each other's capabilities, to offer a total solution to meet an ordering activity's requirement rather than ordering activity making separate buys for each part of a requirement. The CTA combines the supplies and/or services from the team members' separate GSA Schedule contracts. It permits contractors to compete for orders for which they may not independently qualify. A customer benefits from a CTA by buying a solution rather than making separate buys from various contractors. Contractor Team Arrangements provide a "win-win" situation for both GSA Schedule contractors and ordering activities.

For additional information see FAR 9.6 and "Contractor Team Arrangements" at the GSA website <http://www.gsa.gov> under "Acquisition Solutions", click on "GSA Schedules", click on "Contractor Team Arrangements" or contact the SAIC FMM Program Management Office.

SUBCONTRACTING TO SMALL BUSINESS

Recognizing both the social and economic benefits, SAIC is committed to the maximum Practicable use of small, HUBZone small, small disadvantaged and women-owned small business concerns as subcontractors.

COMPANY OVERVIEW

SAIC is a FORTUNE 500® scientific, engineering, and technology applications company that uses its deep domain knowledge to solve problems of vital importance to the nation and the world, in national security, energy and the environment, critical infrastructure, and health. The company's approximately 45,000 employees serve customers in the U.S. Department of Defense, the intelligence community, the U.S. Department of Homeland Security, other U.S. Government civil agencies and selected commercial markets. Headquartered in McLean, Va., SAIC had annual revenues of \$10.8 billion for its fiscal year ended January 31, 2010. For more information, visit www.saic.com. SAIC: From Science to Solutions®

SPECIAL ITEM NUMBER (SIN) DESCRIPTIONS

The Special Item Numbers (SINs) available under this contract provide examples only and are not meant to exclude or limit any authentic facilities maintenance and management services. SAIC has been awarded a contract by GSA to provide services under the contract SINs as defined below:

871-202 – Energy Management Planning and Strategies

A four-phase Comprehensive Energy Management Solution consisting of all four phases of an energy project and could pertain to a variety of energy projects that include, but are not limited to, renewable energy, sustainable energy, and energy efficient buildings certification programs such as LEED.

1. Consulting/Auditing/Energy Management Solutions - This includes the strategic planning, energy assessments e.g. feasibility, vulnerability and other detailed assessments, developing and executing of energy audits, audit plans and energy management solutions.
2. Concept Development and Requirements Analysis - This includes the analysis of the audit results and outlined requirements to design a detailed energy management project concept.
3. Implementation and Change Management - This includes the implementation and integration of more energy efficient practices and systems and training in using them effectively.
4. Measurement and Verification - This includes the performance assessment and measurement of the effectiveness and energy efficiency of the project and can include long term monitoring, verification of savings and benchmarking.

871-203 – Training on Energy Management

Including, but not limited to, reducing energy consumption, mitigating risk with energy systems, operating systems efficiently, making energy efficient system choices, and energy efficient buildings certification programs such as LEED.

871-204 – Metering Services

Including, but not limited to, the installation of metering equipment and software used for the collection of data and measurement of energy consumption through electric, gas, water or steam utilities, the utilization of data to ensure energy conservation goals are being met, and allows for the measurement and tracking of the cost effectiveness of energy technology investments. This could include basic metering services, advanced metering services, maintenance, installation, removal and disposal of new or existing equipment. Security clearances such as HSPD-12 may be required.

871-205 – Energy Program Support Services

Including, but not limited to, billing and management oversight and assistance in preparing energy services related agency statements of work. Energy efficient buildings certification programs such as LEED may be included.

871-206 – Building Commissioning Services

Including, but not limited to, comprehensive building commissioning services on new construction, major modernization projects, and existing energy consuming buildings and facilities designed to ensure the building systems are designed and built to operate as efficiently as possible. This includes re-commissioning and retro-commissioning services. Energy efficient buildings certification programs such as LED may be included.

871-207 – Energy Audit Services

Including, but not limited to, developing, executing, and reporting on audit plans and/or perform energy and water audit services. Energy audits may range from cursory to comprehensive. Including, but not limited to data collection, data analysis, benchmarking with tools such as Energy Star, and written recommendations of suggested upgrades of electrical and mechanical infrastructure, including their impact on energy consumption and pollution can include recommendations for using alternative Energy Sources. Energy efficient buildings certification programs such as LEED may be included.

871-208 – Resource Efficiency Management (REM)

Including, but not limited to, providing information on possible steps that will improve energy efficiency. This information shall include estimates of cost savings and environmental benefits. This includes onsite analysis of current operations, equipment, and energy purchasing patterns. This may include the services of a resource efficiency advocate for individual or aggregated building(s) in order to maximize resource efficiency. Energy efficient buildings certification programs such as LED may be included.

871-209 – Innovations in Energy

Innovative approaches to renewable and/or sustainable energy, sustainability services, and energy management technology and services. These might include, but are not limited to, new developments or improvements in providing renewable energy and managing energy through biomass conversion, solar energy, fuel cells, geothermal energy, hydropower (tidal power, wave power, tidal stream power, waterwheels, and hydro electricity), wind power or other sources. These approaches should be capable of providing renewable and/or sustainable energy and sustainability services that are more carbon-neutral, thereby lessening dependence on traditional non-renewable, fossil fuel sources of energy such as coal, oil, natural gas and propane. This could include sustainability and carbon management solutions such as analysis, foot printing, measuring, mitigation, verification and management, training on new energy technologies and systems, life-cycle costing, and maintenance and operational support of renewable energy systems; and the implementation, testing and evaluation of networked energy management systems and services that utilize Internet Protocol - Next Generation (IPv6) enabled systems that are configured using open standards architecture that can include Power over Ethernet (POE) implementation, wireless configurations, data security using IPSEC or 128 DES Encryption standards, high reliability, NIST compliant, and demonstrated energy efficiencies or cost savings, and are capable of integrating with existing information systems data infrastructure and backbone. Energy Procurement and Management – Including, but not limited to, energy auctions for demand response, electricity, natural gas, renewable energy credits and carbon offsets as well as bill auditing and verification and usage data tracking, analysis and reporting.

871-210 – Water Conservation

Services and consulting related to the reduction of water usage, recycling of water for multiple purposes, retention of water, improvement of water quality and water flow. These services can include, but are not limited to, facility water audits, water balance, and water system analysis.

003 97 – Ancillary Repair and Alterations

Repair and Alterations (R&A) ancillary to existing SINs under this Schedule. Ancillary Repair and Alterations projects are those (1) solely associated with the repair, alternation, delivery or installation of products or services also purchased under this Schedule, and which are (2) routine and non-complex in nature, such as routine painting or carpeting, simple hanging of drywall, basic electrical or plumbing work, landscaping, and similar noncomplex services. This SIN EXCLUDES: (1) major or new construction of buildings, roads, parking lots and other facilities; (2) complex R&A of entire facilities or significant portions of facilities, and (3) Architect-Engineering Services subject to Public Law 92-582 (Brooks Act).

The work performed under this SIN shall be associated with existing SINs that are part of this Schedule. Ancillary Repair and Alterations shall not be the primary purpose of the work ordered but be an integral part of the total solution offered. Ancillary repair and alteration services may only be ordered in conjunction with or in support of products or services purchased under this Federal Supply Schedule contract.

This SIN includes all regulatory guidance outlined in accordance with FAR 36, including the Davis Bacon Act and the Miller Act.

Special Instructions: No award will be made under 003-97 Ancillary Repair and Alteration unless an offeror is awarded (or receives award concurrently) for another SIN under this Schedule. The Repair and Alteration work must be ancillary (incidental) to the primary services or products offered under the Schedule.

For Federally-owned space managed by GSA's Public Building Service (PBS), approval of the PBS Building Manager must be received by the ordering activity and contractor before any repair and alteration work may be ordered. A copy of the approval must be retained by both the ordering activity contracting officer and the contractor.

Owned or leased space outside the PBS inventory may also include approval requirements. A copy of the approval must be retained by both the ordering activity contracting officer and the MAS contractor performing the R&A services.

This R&A SIN shall not be used for PBS leased space.

Any Agency contracting officer ordering services under this SIN for Ancillary Repair and Alterations is responsible for complying with his or her agency's internal policies when procuring R&A services. This may include a specific warrant delegation for procuring construction services when the estimated amount of this portion of the task order exceeds \$2,000 (Ref. FAR 22.4).

Special Notice to Ordering Agencies: GSA or other landlords may require re-performance of any nonconforming work at agency expense. If applicable, agencies may seek appropriate recourse from the contractor responsible for the nonconforming work.

871-100 Ancillary Supplies and/or Services, Relating to Energy Management, Water Conservation and Support Services

Ancillary supplies and/or services are support supplies and/or services which are not within the scope of any other SIN on this schedule. These supplies and/or services are necessary to compliment a contractor's offerings to provide a solution to a customer requirement. This SIN may be used for orders and blanket purchase agreements that involve work or a project that is solely associated with the supplies and/or services purchased under this schedule. This SIN EXCLUDES purchases that are exclusively for supplies and/or services already available under another schedule.

Special Instructions: The work performed under this SIN shall be associated with existing SIN(s) that are part of this schedule. Ancillary supplies and/or services shall not be the primary purpose of the work ordered, but be an integral part of the total solution offered. Ancillary supplies and/or services may only be ordered in conjunction with or in support of supplies or services purchased under another SIN(s) of the same schedule. Offerors may be required to provide additional information to support a determination that their proposed ancillary supplies and/or services are commercially offered in support of one or more SIN(s) under this schedule.

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GSA SCHEDULE PRICE LIST

Special Item Numbers 871-202, -203, -204, -205, -206, -207, -208, -209, -210; -100, 003 97;

Labor Categories and Ceiling Rates					
Option Period 1					
Labor Category	Year 1 6/1/2006- 5/31/2007	Year 2 6/1/2007- 5/31/2008	Year 3 6/1/2008- 5/31/2009	Year 4 6/1/2009- 5/31/2010	Year 5 6/1/2010- 5/31/2011
Sr. Executive Management Consultant	\$299.25	\$299.25	\$299.25	\$299.25	\$299.25
Executive Management Consultant II	\$233.18	\$234.95	\$236.70	\$238.44	\$240.18
Executive Management Consultant I	\$207.46	\$209.07	\$210.66	\$212.24	\$213.83
Principal Management Consultant II	\$186.38	\$187.81	\$189.26	\$190.68	\$192.13
Principal Management Consultant I	\$159.19	\$160.71	\$162.18	\$163.70	\$165.21
Energy Analyst V	\$144.26	\$145.38	\$146.50	\$147.61	\$148.74
Energy Analyst IV	\$120.50	\$121.44	\$122.34	\$123.28	\$124.22
Energy Analyst III	\$107.27	\$108.12	\$108.95	\$109.80	\$110.62
Energy Analyst II	\$90.32	\$91.04	\$91.75	\$92.47	\$93.19
Energy Analyst I	\$71.14	\$71.80	\$72.48	\$73.15	\$73.82
Professional Staff Member	\$58.73	\$59.18	\$59.64	\$60.08	\$60.54
Administrative II	\$43.92	\$44.25	\$44.62	\$44.95	\$45.30
Administrative I	\$38.46	\$38.81	\$39.16	\$39.53	\$39.90

PLEASE NOTE: The above rates include an Industrial Funding Fee (IFF) of .75%.

SIN 871-100 PRICE LIST		
Part No.	Description	GSA Proposed Unit Price, Including IFF
Spray1	Low-flow nozzles used in restaurant/cafeteria segment that (a) use gas to heat water, and (b) use spray nozzles to rinse off food preparation items and tableware before placing them in dishwasher. Most typical spray nozzles used in this segment are typically high-flow nozzles that use as much as 4 gallons of water per minute. Low-flow efficiency spray nozzles use less gallons of hot water per minute (use of less hot water uses less gas due to the decrease in demand for hot water).	\$55.36

Proposed unit pricing applies to orders based upon a total quantity of 101 or more units.

Proposed pricing does not include shipping; shipping costs will be added as a separate line item on the invoice.

LABOR CATEGORY DESCRIPTIONS

Title	Education/General Experience*	Position duties/responsibilities
Executive Management Consultant II	PhD or equivalent desired and 11 years general experience required	Provides expert technical and managerial guidance and direction for problem definition, analysis, requirements development, and implementation of complex energy projects and programs.
Executive Management Consultant I	PhD or equivalent desired and 8 years general experience required	Provides expert technical and managerial guidance and direction for problem definition, analysis, requirements development, and implementation of complex energy projects and programs.
Principal Management Consultant II	MS/MA or equivalent desired and 8 years general experience required	Directs the performance of a variety of related energy projects which may be organized by technology, program or client. Oversees the technology development and/or application, marketing, and resource allocation within program client base. Responsible for the effective management of funds and personnel, and is accountable for the quality and timely delivery of all contractual items.
Principal Management Consultant I	MS/MA or equivalent desired and 6 years general experience required	Directs the performance of a variety of related energy projects which may be organized by technology, program or client. Oversees the technology development and/or application, marketing, and resource allocation within program client base. Responsible for the effective management of funds and personnel, and is accountable for the quality and timely delivery of all contractual items.
Energy Analyst V	MS/MA or equivalent desired and 4 years general experience required	Plans and designs energy projects. Develops or directs the development of findings, draws conclusions, and develops recommendations. Prepares and presents reports. Conducts large projects and is responsible for meeting goals within time and cost constraints.
Energy Analyst IV	MS/MA or equivalent desired and 3 years general experience required	Conducts and/or participates in energy projects. Is responsible for meeting goals within time and budget constraints. Contributes to the design of projects. Develops or organizes the development of findings, draws conclusions, and develops recommendations.
Energy Analyst III	BS/BA or equivalent desired and 5 years general experience required	Performs a variety of energy project tasks which are broad in nature. Performs with latitude for un-reviewed actions and decisions.
Energy Analyst II	BS/BA or equivalent desired and 3 years general experience required	Performs a variety of energy project tasks which are broad in nature. Performs with some latitude for un-reviewed actions and decisions.
Energy Analyst I	BS/BA or equivalent desired and 1 years general experience required	Performs a variety of energy project tasks which are broad in nature. Performs with some latitude for un-reviewed actions and decisions.
Professional Staff Member	BS/BA or equivalent desired	Provides technical, managerial, and administrative support for problem definition, analysis, requirements development, and implementation for energy issues.

Administrative II	High school diploma or equivalent desired and 3 years general experience required	Provides administrative-type support to technical and management-level personnel. This includes, but is not limited to, documentation planning and support, project administration, program management support, event planning and administration, office relocation planning, mail services, records, data input and other office administration functions.
Administrative I	High School Diploma or equivalent and no related experience in business	Provides administrative-type support to technical and management-level personnel. This includes, but is not limited to, documentation planning and support, project administration, program management support, event planning and administration, office relocation planning, mail services, records, data input and other office administration functions.

Substitution / Equivalency

GED or vocational degree = high school diploma

AS/AA degree = two (2) years general experience

BS/BA = six (6) years general experience

MS/MA = four (4) years general experience

PhD = three (3) years general experience

Example: MS/MA degree = BS/BA + four (4) years of general experience