GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE

Authorized Federal Supply Schedule Price List

On-line 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 INTERNET address GSA Advantage!® is: GSAAdvantage.gov.

Multiple Award Schedule

FSC Group
Professional Services

Contract Number
47QRAA18D004N

Contract Period
February 6, 2018 through February 5, 2023

AXIAS, INC.
225 Reinekers Lane, Suite 200
Alexandria, VA 22314
703-706-0400
www.axiasinc.com

Edwin J. Brundage
ebrundage@axiasinc.com
202-403-7728

Business Size: Small Business

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov

Price list current as of Modification #PA-0014 effective January 25, 2022

Prices Shown Herein are Net (discount deducted)
# Table of Contents

1. **Company Information** ........ 1  
   - Introduction  
   - Team  
   - Relevant Experience  
   - Services  
   - Locations  

2. **Contract Information** ........ 4  

3. **Rate Schedule** .................. 7  

4. **Labor Categories** ............. 8
Introduction
Axias, Inc. is a leading provider of construction cost consulting, condition assessment, and project management services. Our clients are federal government agencies, state and local authorities, real estate developers, universities, major corporations, health care providers, law firms, architects and engineers, and other organizations interested in achieving best value in construction.

Our extensive cost database and knowledgeable estimating team, together with our project/construction management and industry experience, provide integrated and continuous resource support to our clients and their projects from the very early stages of pre-construction—during budgeting and planning and design phase management—through procurement and construction phase execution administration and oversight.

Multiple certifications as a small business facilitate teaming on public projects. Certifying agencies are the Maryland Department of Transportation, Office of Minority Business Enterprise; the Virginia Department of Small Business and Supplier Diversity; and the District of Columbia Department of Small and Local Business Development. We are also self-certified as a small business at the federal level per the Small Business Administration’s size standards for government contracting eligibility pertaining to NAICS codes 236220 and 541611.

Team
The firm was founded by and is led by Scott Cullen and Martin Jacobs, respected practitioners in the specialty of construction cost and project management. Together, with more than 60 years of combined industry experience between them, they lead a team of +/- 30 staff in five offices.

Since 2013, Axias has cultivated a diverse, multidisciplinary team to drive business and deliver a high level of service on each and every project. Our technical staff is composed of construction professionals who specialize in cost estimating, cost management, facility condition assessment, and project management. Many are certified by respected industry organizations such as the Association for the Advancement of Cost Engineering (AACE) International; the Construction Management Association of America (CMAA); the U.S. Green Building Council (USGBC); and the Royal Institution of Chartered Surveyors (RICS), an independent organization originally established in the United Kingdom that is committed to advancing the highest ethical and technical standards for professionals in land, property, and the built environment.

Relevant Experience
Government/Defense. We are proficient in the various software systems government agencies require, including MCACES, PACES, and SUCCESS, in addition to the detailed review and comment processes required. For example, Scott Cullen was the co-author of the GSA P-120 Cost Estimating Guide. Our experience extends to the majority of the federal agencies, plus all branches of the military. Facility types include offices, embassies and consulates, public safety buildings, hospitals, airports, storage and maintenance buildings, dry docks, piers and wharfs, and specialized structures on military bases.

Judicial. Significant experience with federal, state, and county level courthouses nationwide. Martin Jacobs is the primary author of the General Construction Cost Review Guide (GCCRG) and the Courthouse Unit Cost Study.
Relevant Experience (Cont’d.)

Healthcare. Principals and staff have experience on VA, NIH, and DOD health facilities, including a study on the cost differentials between VA and private hospitals. Project types include hospitals; clinics; biotechnology and pharmaceutical labs; behavioral health facilities; and senior living centers.

Cultural. Axias has a substantial portfolio of cultural work in the DC metro area featuring such well-known entities as the Smithsonian Institution. Related public sector work encompasses libraries, community centers, recreational facilities, and museums of all types and sizes.

Services

• **Budgets and Cost Estimating.** Balancing scope and quality expectations with the available budget, relying on our extensive project database to guide the design team. From early phase cost plans through the various design stages to pre-bid, fully detailed estimates. This can include participation in risk management and value engineering exercises.

• **Owner’s Representation.** Managing the design phase through construction bid/award and assertive oversight during the construction phase and commissioning. Establishing and managing proven construction processes and practices, offering proactive and collaborative project management from a “builder’s” perspective.

• **Procurement Advice.** This includes bidder lists and pre-qualifying general contractors, creating bid forms and capturing bid data, drafting change order clauses, general contractor interviews, bid analysis and negotiation.

• **Construction Phase Cost Management.** Analyzing, negotiating and settling change orders; project monitoring and controls, reporting on earned value and other key metrics.

• **Construction Audits.** Reviewing and analyzing construction contracts at GMP verification stage—on an interim basis and at contract completion—for compliance with contract and federal acquisition regulations; covering general contractor and subcontractor payment applications, payroll submissions, labor burdens, indirect and reimbursable costs, all change orders, contingency usage, and tracking use of allowances.

• **Condition Assessments.** Working with specialty consultants and engineering firms on building engineering reports and facility condition assessments; assessing total costs of ownership; calculating facility condition indexes (FCI); due diligence exercises for individual properties or portfolios.

• **Contractual Disputes.** Advising owners on strategies to defend contractual claims, prepare for arbitration and negotiating settlements; also determining cost-to-complete and other litigation support.

• **Insurance Claims/Disaster Recovery.** Assisting owners with damage assessment, logistics and making safe; budgeting, estimating and cost management; managing design phase and procurement activities; claim assistance and support; overseeing reconstruction and repairs; cost tracking.
Office Locations

AXIAS, INC.
225 Reinekers Lane, Suite 200
Alexandria, VA 22314
703-706-0400
Map It

AXIAS (NY) LLC
197 Route 18 South, Suite 200
East Brunswick, NJ 08816
732-514-6654
Map It

AXIAS, INC.
1801 North Broadway
Denver, CO 80202
703-835-3362
Map It

AXIAS (FL) LLC
501 East Kennedy Boulevard, Suite 905
Tampa, FL 33606
571-643-2343
Map It

AXIAS (GA) LLC
3675 Crestwood Parkway, Suite 222
Duluth, GA 30096
615-299-6385
Map It
1a. Special Item Numbers (SIN's) awarded under this contract (per MAS Mod A812):

<table>
<thead>
<tr>
<th>MAS SIN</th>
<th>RECOVERY</th>
<th>SIN DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>541219</td>
<td>541219 RC</td>
<td><strong>Budget and Financial Management Services</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Services include accounting, budgeting, and complementary financial services such as: transaction analysis, transaction processing, data analysis and summarization, technical assistance in devising new or revised accounting policies and procedures, classifying accounting transactions, special studies to improve accounting operations, assessment and improvement of budget formulation and execution processes, special reviews to resolve budget formulation or budget execution issues, and technical assistance to improve budget preparation or execution processes.</td>
</tr>
<tr>
<td>541330ENG</td>
<td>541330ENGRC</td>
<td><strong>Engineering Services (Project Management)</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Services include: applying physical laws and principles of engineering in the design, development, and utilization of machines, materials, instruments, processes, and systems. Services may involve any of the following activities: provision of advice, concept development, requirements analysis, preparation of feasibility studies, preparation of preliminary and final plans and designs, provision of technical services during the construction or installation phase, inspection and evaluation of engineering projects, and related services. NOTE: Services under this SIN cannot include architect-engineer services as defined in the Brooks Act and FAR Part 2, or construction services as defined in FAR Parts 2 and 36.</td>
</tr>
<tr>
<td>OLM</td>
<td>OLMRC</td>
<td><strong>Order-Level Materials</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td>OLMs are supplies and/or services acquired in direct support of an individual task or delivery order placed against a Schedule contract or BPA. OLM pricing is not established at the Schedule contract or BPA level, but at the order level. Since OLMs are identified and acquired at the order level, the ordering contracting officer (OCO) is responsible for making a fair and reasonable price determination for all OLMs. OLMs are procured under a special ordering procedure that simplifies the process for acquiring supplies and services necessary to support individual task or delivery orders placed against a Schedule contract or BPA. Using this new procedure, ancillary supplies and services not known at the time of the Schedule award may be included and priced at the order level.</td>
</tr>
</tbody>
</table>

1b. Lowest priced model and lowest unit prices: Prices shown in price list are set

1c. Labor category descriptions: Attached

2. Maximum Order: $1,000,000

3. Minimum Order: $100

4. Geographic Coverage: Worldwide

5. Points of Production: Client’s site or any of Axias’ five office locations (see previous page)

6. Discounts: Discount for list prices or statement of net price: Government Net Prices (discounts already deducted)
7. **Quantity Discounts:** None

8. **Prompt Payment Terms:** Net 30 days. Information for ordering offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9. **Foreign Items:** Not applicable

10a. **Time of Delivery:** To be determined at the task order level

10b. **Expedited Delivery:** To be determined at the task order level

10c. **Overnight and Two-Day Delivery:** To be determined at the task order level

10d. **Urgent Requirements:** To be determined at the task order level

11. **F.O.B Points:** Destination

12a. **Ordering Address:** Axias, Inc., 225 Reinekers Lane, Suite 200, Alexandria, VA 22314, Attn: Ed Brundage Phone: 202-403-7728; Fax: n/a (email only); E-Mail: ebrundage@axiesinc.com

12b. **Ordering Procedures:** For supplies and services, the ordering procedures and information of blanket purchase agreements (BPAs) is found in Federal Acquisition Regulation (FAR) 8.405-3.

13. **Payment Address (Regular mail and overnight courier):** Axias, Inc., 225 Reinekers Lane, Suite 200, Alexandria, VA 22314, Attn: Ed Brundage Phone: 202-403-7728; Fax: n/a (email only); E-Mail: ebrundage@axiesinc.com

14. **Warranty Provision:** Not applicable

15. **Export Packing Charges:** Not applicable

16. **Terms and Conditions of Government Rental, Maintenance, and Repair:** Not applicable

17. **Terms and Conditions of Installation:** Not applicable

18a. **Terms and Conditions of Repair Parts Indicating Date of Parts Price List and Any Discounts from List Prices:** Not applicable

18b. **Terms and Conditions for Any Other Services:** Not applicable

19. **List of Service and Distribution Points:** Not applicable

20. **List of Participating Dealers:** Not applicable

21. **Preventative Maintenance:** Not applicable
22a. Special attributes such as environmental attributes, e.g. recycled content, energy efficiency, and/or reduced pollutants: Not applicable

22b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor’s website or other location.) The EIT standards can be found at www.Section508.gov/ : Not applicable

23. Unique Entity Identifier (UEI) Number: 078800014

24. Notification Regarding Registration in System for Award Management (SAM) Database: Axias, Inc. is registered and active in the System for Award Management (SAM) database

**Service Contract Labor Standards:** The rates that follow include the fully burdened labor rates, inclusive of overhead, profit, and the GSA Industrial Funding Fee (IFF).
The Service Contract Labor Standards (SCLS) is applicable to this contract and it includes SCLS applicable labor categories. The prices for the indicated (**) SCLS labor categories are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCLS matrix. The prices awarded are in line with the geographic scope of the contract (i.e. nationwide).

<table>
<thead>
<tr>
<th>SCLS Eligible Labor Category</th>
<th>SCLS Equivalent Code Title</th>
<th>Wage Determination No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administrative Assistant</td>
<td>101020-Project Administrator</td>
<td>2015-4281</td>
</tr>
</tbody>
</table>
Principal
Responsibilities: Senior level position with the leadership-level responsibility of maintaining the firm’s ability to deliver quality services in a timely, efficient, and profitable manner. Authority to enter into contracts for the provision of professional services. Final responsibility for operations, account and relationship management, business development and project deliveries in accordance with contractual agreements. Serves as a senior, in-house technical expert.

Education and Experience Required: Bachelor’s degree in the field of engineering, construction management, or a related field; minimum 20 years.

Project Executive
Responsibilities: Multiple project responsibility at a senior level. Possessing a high degree of business acumen, with responsibility to develop and maintain client relationships. Provides managerial and technical leadership over project manager and project team, with responsibility for team performance. Quality, profit and loss responsibility limited to assigned projects. Actively participates in business development and is responsible for the timely and accurate completion of projects.

Education and Experience Required: Bachelor’s degree in the field of engineering, construction management, or a related field; minimum 15 years.

Senior Manager - Secure Services
Responsibilities: Responsibility for effective leadership and management, usually on single large projects or multiple smaller projects. Maintains specialized training and/or a unique certification necessary to complete the project (such as security clearance, PMP or LEED). Some exposure to design development phase. Experienced in construction phase operations and processes, including procurement strategy and implementation, cost reporting, scheduling, logistical planning, and team assignments to implement these processes. Spokesperson for project team. Responsible for project team performance, including technical and qualitative professional delivery, accurate financial project reporting and forecasting, and client satisfaction. Change management and negotiation for medium to large changes. Represents the company to clients and the public. Provides mentoring and technical direction of junior personnel.

Education and Experience Required: Bachelor’s degree, maintains specialized training, technical certification and/or security clearance; minimum 8 years.

Senior Project Manager
Responsibilities: Responsibility for effective leadership and management, usually on single large projects or multiple smaller projects. Deep knowledge of the pre-construction phase, including design development management of the project within budget. Experienced in construction phase operations and processes, including budgeting, procurement strategy and implementation, cost reporting, scheduling, logistical planning, and team assignments to implement these processes. Project team and public communications. Responsible and accountable for project team performance, including technical and qualitative professional delivery, financial project performance and client satisfaction. Representative of the company to clients and the public. Provides training, mentoring, and technical direction of junior personnel.

Education and Experience Required: Bachelor’s degree in the field of engineering, construction management, or a related field; minimum 10 years.
Project Manager - Secure Services

**Responsibilities:** High level understanding of all aspects of technical systems, such as Mechanical and Electrical systems. Maintains specialized training and/or a unique certification necessary to complete the project (such as security clearance, PMP or LEED). Able to review technical design for general efficiency and scope and procure specialized work. Oversee coordination and implementation of technical work activities, including quality and commissioning activities. Can analyze all levels of issues in the field and/or communicate and coordinate with design engineers, make recommendations for resolution and integrate solutions into the work.

**Education and Experience Required:** Bachelor’s degree in the field of engineering, construction management, or a related field; maintains specialized training, technical certification and/or security clearance; minimum 7 years.

Project Manager II

**Responsibilities:** Responsibility for effective leadership and management, usually on single large projects or multiple smaller projects. Some exposure to design development phase. Experienced in construction phase operations and processes, including procurement strategy and implementation, cost reporting, scheduling, logistical planning, and team assignments to implement these processes. Spokesperson for project team. Responsible for project team performance, including technical and qualitative professional delivery, accurate financial project reporting and forecasting, and client satisfaction. Change management and negotiation for medium to large changes. Represents the company to clients and the public. Provides mentoring and technical direction of junior personnel.

**Education and Experience Required:** Bachelor’s degree in the field of engineering, construction management, or a related field; minimum 8 years.

Senior Manager I

**Responsibilities:** Responsibility for effective project management, usually on a single project or multiple smaller projects. Experienced in construction phase operations and engineering processes, including procurement, cost reporting, scheduling, and logistical planning. Change management and negotiation of small to medium changes. Responsible for project team performance, accurate financial project reporting and forecasting, and client satisfaction. Provides mentoring and technical direction of junior personnel.

**Education and Experience Required:** Bachelor's degree in the field of engineering, construction management, or a related field; minimum 5 years.

Assistant Project Manager

**Responsibilities:** Provides overall project support to Project Manager. Responsibilities include participation and organization of progress documentation and meetings, subcontractor package management, vendor coordination and expedition of selected project information and processes, including change management. May supervise project engineers within a project team.

**Education and Experience Required:** Bachelor’s degree in the field of engineering, construction management, or a related field; minimum 5 years.
**Project Engineer - Secure Services**

**Responsibilities:** Provides support to Assistant Project Manager or Project Manager. Maintains specialized training and/or a unique certification necessary to complete the project (such as security clearance, PMP or LEED). Responsibilities include participation and organization of progress documentation and meetings, subcontractor package management, vendor coordination and expedition of selected project information and processes. Provides technical and administrative support to project, subcontractor, and vendor management for small to mid-size bid packages and change management. Implements technical support, engineering analysis, processes, documentation and manage project controls. Applies engineering skills and abilities to complete necessary calculations to determine feasibility of different design options. Analyzes reports, maps, drawings, test results and other topographic and geological documents to plan and/or design projects of portions of projects.

**Education and Experience Required:** Bachelor's degree in the field of engineering, construction management, or a related field; maintains specialized training, technical certification and/or security clearance; minimum 3 years.

**Project Engineer**

**Responsibilities:** Provides support to Assistant Project Manager or Project Manager. Responsibilities include participation and organization of progress documentation and meetings, subcontractor package management, vendor coordination and expedition of selected project information and processes. Provides technical and administrative support to project, subcontractor, and vendor management for small to mid-size bid packages and change management. Implements technical support, engineering analysis, processes, documentation and manage project controls. Applies engineering skills and abilities to complete necessary calculations to determine feasibility of different design options. Analyzes reports, maps, drawings, test results and other topographic and geological documents to plan and/or design projects of portions of projects.

**Education and Experience Required:** Bachelor's degree in the field of engineering, construction management, or a related field; minimum 3 years.

**Inspector - Secure Services**

**Responsibilities:** Develops with project management team overall site strategy, timeline, logistics, sequencing of multiple trade packages. Manages and coordinates day-to-day field operations of construction project, including subcontractor and vendor work activities, deliveries, and site safety. Maintains specialized training and/or a unique certification necessary to complete the project (such as security clearance, PMP or LEED). Responsible for keeping projects on schedule and budget; total quality management for all construction activity on-site, confirming compliance with contract drawings and specifications.

**Education and Experience Required:** Bachelor's degree. Maintains specialized training, technical certification and/or security clearance; minimum 8 years

**General Superintendent/ Senior Inspector**

**Responsibilities:** Develops with project management team overall site strategy, timeline, logistics, sequencing of multiple trade packages. Manages and coordinates day-to-day field operations of construction project, including subcontractor and vendor work activities, deliveries, and site safety. Responsible for keeping projects on schedule and budget; total quality management for all on-site construction activity, confirming that work is in compliance with contract drawings and specifications.

**Education and Experience Required:** Bachelor's degree; minimum 10 years.
Superintendent/Inspector

Responsibilities: Works under supervision of General Superintendent/Senior Inspector to manage and supervise specific work activities including coordination an logistics. Responsible for helping to enforce and promote quality management and site safety.

Education and Experience Required: High school diploma; minimum 4 years.

QA/QC Inspector (Quality Control)

Responsibilities: Works with Project Manager to review contractor and subcontractor quality plans, project documentation to ensure adherence to required level of quality control and/or quality assurance. Oversight and implementation of quality in the field, including inspections, mock-ups, benchmarking, first material delivery inspections, equipment start up and project closeout. May be responsible for coordination of third party testing.

Education and Experience Required: Associate degree; minimum 2 years.

Certified Value Specialist

Responsibilities: Specializes in value engineering; work with team of architects, engineers, project/construction managers and owner to conduct value engineering session(s) and produce results of VE study. Conduct VE workshop through information, analysis, creative, evaluation, development, and presentation phases. Prepare VE post-study report, presenting recommendations developed in the workshop for design/owner team to make selections to incorporate into the design.

Education and Experience Required: Bachelor’s degree; certified as CVS through Society of American Value Engineers International (SAVE); minimum 10 years.

Lead Cost Manager

Responsibilities: Experience handling all aspects of the estimating and procurement processes, from review of plans and specifications to soliciting and negotiating prices from contractors and suppliers through completion of the bid effort. Provide management and oversight of project estimating process, ensuring consistency and accuracy. Develop and maintain working relationships with owners, architects, and subcontractors to understand, review and analyze each estimate with the project estimator, with detailed explanations for modifications. Can lead and complete feasibility and program level studies. Can participate in market surveys and generate market factors. Have good knowledge of all trades including mechanical and electrical. Able to provide life-cycle cost analysis and value analysis. Provide change order review and negotiation based on evaluation for materials, labor, and entitlement.

Education and Experience Required: Bachelor’s degree and professional certification; minimum 12 years.

Estimator III

Responsibilities: Performs high level and complicated construction cost estimating. Provides conceptual cost estimates during pre-design and design phase. Able to review and understand systems shown in design documents as well as those systems not shown. Can lead and complete feasibility and program level studies. Can participate in market surveys and generate market factors. Identifies unusually high-cost items in relation to other facilities. Can lead estimate reconciliations.

Education and Experience Required: Bachelor’s degree; minimum 10 years.
Estimator II

**Responsibilities:** Performs complicated construction cost estimating. Can provide conceptual cost estimates during pre-design, design, and construction phases. Able to review and understand systems shown in design documents as well as those systems not shown. Identifies unusually high-cost items in relation to other facilities. Assist in value engineering workshops. Supports and works under supervision of Estimator II or Senior Cost Manager.

**Education and Experience Required:** Bachelor’s degree; minimum 5 years.

Estimator I

**Responsibilities:** Performs construction cost estimating and quantity takeoffs. Performs quantity surveys from design documents and applies cost to quantities of materials. Supports and works under supervision of Estimator II and Estimator III.

**Education and Experience Required:** Associate degree; minimum 2 years.

Expert Witness/Senior Claims Consultant

**Responsibilities:** Provides project and construction-related expertise, testimony, and reports in the event of a claim being brought before the courts or mediation boards. Responsible for preparation of technical deposition questions; preparation of, and responses to, technical interrogatories; development of technical sections of briefs.

**Education and Experience Required:** Bachelor’s degree; minimum 15 years of construction experience.

Senior Claims Analyst

**Responsibilities:** Preparation and evaluation of medium to large sized claims related to construction projects, as well as damage assessments, analysis of design errors and omissions, calculations of lost productivity, analysis of effect on project timeline. Able to advise client and provide strategy based on impact analysis. On-site inspection of areas related to claim and able to read and interpret high level and complicated entitlement.

**Education and Experience Required:** Bachelor’s degree in construction management or related field; minimum 12 years of construction project management related experience.

Scheduler

**Responsibilities:** Coordinate input from all stakeholders to develop master planning and/or project planning schedules. Thorough understanding of scheduling software and logic relationships to assist in either preparing, editing, or reviewing construction project schedules. Knowledge and exposure to construction is preferred.

**Education and Experience Required:** Bachelor’s degree in construction management or related field and proficiency in Primavera and Microsoft Project scheduling software; minimum 5 years.

Project Administrator

**Responsibilities:** Provides administrative support to project managers. Facilitates meeting schedules and attendance. Oversees document management and provides consistent, quality support to projects and service groups.

**Education and Experience Required:** High school diploma; 0 years.