

GENERAL SERVICES ADMINISTRATION AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST FEDERAL SUPPLY SCHEDULE CATALOG/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 for GSA Advantage!® is:
GSAAdvantage.gov.

Schedule Title:	Multiple Award Schedule (MAS) Formerly known as 03FAC – Facilities Maintenance and Management
Contract Number:	47QSHA-18-D-0011
FSC Group	03FAC
Contract Period:	03/20/2018-03/19/2023
Contractor Name:	M.C. Dean, Inc.
Contractor Address:	1765 Greensboro Station Place, Ste 1400, Tysons, VA 22102-3475
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Email Address:	MCDean.GSA.03FAC@MCDean.com
Business Size:	Other Than Small (Large)
Contract Administrator:	Beate M. Ritz-Bruckner
SIN #	541513 – Smart Buildings Systems Integration 541690E – Energy Consulting Services 561210FAC – Complete Facilities Maintenance and Management ANCRA – Ancillary Repair and Alterations ANCILLARY – Ancillary Supplies and Services NEW – Introduction of New Supplies and Services OLM – Order-Level Materials (OLM)

For more information on ordering from Federal Supply Schedules, click on the FSS Schedules button at fss.gsa.gov.

Price list current through July 2, 2020 (Contract Mod #PA-0028)

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03 FAC Legacy SINS Mapped to New GSA MAS Contract

New SIN #	New SIN Title	Legacy SIN #	SIN Title
541513	Smart Buildings Systems Integration	003-01	Smart Building Systems Integrator
541690E	Energy Consulting Services	871-204	Metering Services
		871-206	Building Commissioning Services
		871-207	Energy Audit Services
		871-209	Innovations in Renewable Energy
561210FAC	Complete Facilities Maintenance and Management	811-002	Complete Facilities Maintenance
		811-003	Complete Facilities Management
		811-004	Maintenance of Utility Systems
		811-005	Refrigeration, HVAC, Boiler, and Chiller Maintenance
		561-001	Fire Alarm System Preventative Maintenance and Repair Services
ANCRA	Ancillary Repair and Alterations	003-97	Ancillary Supplies and/or Services (In support of 03FAC Related SINS)
ANCILLARY	Ancillary Supplies and Services	003-100	Ancillary Repair and Alterations
		871-100	Ancillary Supplies and/or Services (In support of Energy Services - 871 SINS)
NEW	Introduction of New Supplies and Services	871-299	Introduction of New Services
OLM	Order-Level Materials (OLM)	03FAC-500	Order Level Materials

1a: Awarded Special Item Numbers (SINS)**541513** - Smart Buildings Systems Integration**541690E** - Energy Consulting Services**561210FAC** - Complete Facilities Maintenance and Management**ANCRA** - Ancillary Repair and Alterations**ANCILLARY** - Ancillary Supplies and Services**NEW** - Introduction of New Supplies and Services**OLM** - Order-Level Materials (OLM)**1b: Lowest Price Model Number and Lowest Unit Price for Each SIN**

Not applicable.

1c: Hourly Rate Information

See Appendix A: Hourly Rate Information.

2: Maximum Order

541513, 541690E, & 561210FAC – \$1,000,000

ANCILLARY, ANCRA & NEW – \$250,000

3: Minimum Order

\$2,500

4: Geographic Coverage (Delivery Order)

Worldwide for Services and to a port or consolidation point for product orders that are received from overseas activities.

5: Point(s) of Production

USA

6: Discount from List Prices or Statement of Net Price

See Appendix A: Hourly Rate Information.

7: Quantity Discounts

2% on orders of \$75,000 or more.

8: Prompt Payment TermsNot applicable. *Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.***9: Government Purchase Cards**

M.C. Dean accepts Government Purchase Cards at the Micro-Purchase Threshold of \$3,500.

10: Foreign Items

Not applicable.

11A: Time of Delivery

Determined on a task order basis.

11B: Expedited Delivery

Determined on a task order basis.

11C: Overnight and 2-Day Delivery

Determined on a task order basis.

11D: Urgent Requirements

M.C. Dean will provide our customer a dedicated Point of Contact upon task order award. Customers are encouraged to contact this individual directly for any urgent requirements.

12: FOB Points

Destination.

13A. Ordering ProceduresFor supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).

14: Payment Addresses

M.C. Dean, Inc.
P.O. Box 532232
Atlanta, GA 30353-2232

15: Warranty Provision

M.C. Dean provides warranty coverage on labor for one year from the date of installation and will honor manufacturer warranty on any parts, materials, or supplies at a minimum of 90 days.

16: Export Packing Charges

Not applicable.

17: Terms and Conditions of Government Purchase Card Acceptance

M.C. Dean will accept Government Purchase Cards at the Micro-Purchase Threshold of \$3,500. M.C. Dean will consider accepting Government Purchase Cards for purchases up to \$50,000, but this will be determined at a task order level.

18: Terms and Conditions of Rental, Maintenance, and Repair

Not applicable.

19: Terms and Conditions of Installation

Not applicable.

20: Terms and Conditions of Repair Parts

Not applicable.

20A: Terms and Conditions for Any Other Services

Not applicable.

21: List of Service and Distribution Points

Not applicable.

22: List of Participating Dealers

Not applicable.

23: Preventive Maintenance

Not applicable.

24A: Special Attributes

ISO 9001:2008 Certified
CMMI Level 3 Certified
LEED Certified
EPA EnergyStar Partner
Department of Energy (DOE) Energy Service Company
Designated one of "America's Safest Companies" (EHS Today, 2017)

24B: Section 508A Compliance

Not applicable.

25: Data Universal Number System (DUNS) Number

04-320-3249

26: Notification Regarding Registration in Central Contractor Registration (CCR) Database

M.C. Dean maintains an active SAM registration; CAGE code 3K773.

APPENDIX A: HOURLY RATE INFORMATION

LCAT	MINIMUM EDUCATION/ CERTIFICATION LEVEL	MINIMUM YEARS OF EXPERIENCE	03/20/2020- 03/19/2021
Electrical Apprentice I	High School Graduate	0	\$35.49
Electrical Apprentice II	High School Graduate	1	\$42.13
Electrical Apprentice III	High School Graduate	2	\$46.48
Electrical Apprentice IV	High School Graduate	3	\$52.18
Building Operations Center Manager	Bachelors	12	\$116.78
Building Operation Center Specialists	High School Graduate	3	\$70.42
COMM TECH I	High School Graduate	1	\$54.60
COMM TECH II	High School Graduate	4	\$63.62
Construction Surveillance Tech	High School Graduate	5	\$40.23
Control Tech I	High School Graduate	1	\$56.00
Control Tech II	High School Graduate	1	\$74.99
Control Tech III	High School Graduate	2	\$78.45
Control Tech IV	High School Graduate	3	\$92.52
Electrician I **	High School Graduate	2	\$59.52
Electrician II **	High School Graduate	3	\$69.10
Electronics Tech **	High School Graduate	4	\$68.67
Equipment Mgr	High School Graduate	2	\$91.88

LCAT	MINIMUM EDUCATION/ CERTIFICATION LEVEL	MINIMUM YEARS OF EXPERIENCE	03/20/2020- 03/19/2021
Fire Alarm Tech I **	High School Graduate	2	\$55.64
Fire Alarm Tech II **	High School Graduate	4	\$101.68
Foreman	High School Graduate	3	\$77.30
General Maint Tech I **	High School Graduate	3	\$38.41
General Maint Tech II **	High School Graduate	5	\$54.54
Generator Tech I	High School Graduate	0	\$60.72
Generator Tech II	High School Graduate	2	\$110.23
HVAC Tech I **	High School Graduate	3	\$60.33
HVAC Tech II **	High School Graduate	4	\$82.56
HVAC Tech III **	High School Graduate	6	\$92.19
Laborer **	High School Graduate	0	\$36.75
Mechanical Systems Op I	High School Graduate	1	\$98.47
Mechanical Systems Op II	High School Graduate	2	\$106.90
Pipe Fitter **	High School Graduate	3	\$64.37
Plumber **	High School Graduate	5	\$70.10
Power Systems Field Service Tech I	Bachelors	7	\$90.88
Power Systems Field Service Tech II	Bachelors	10	\$103.87
Service Tech I	High School Graduate	2	\$54.21

LCAT	MINIMUM EDUCATION/ CERTIFICATION LEVEL	MINIMUM YEARS OF EXPERIENCE	03/20/2020- 03/19/2021
Service Tech II	High School Graduate	4	\$57.85
Service Tech III	High School Graduate	4	\$68.31
Service Superintendent	High School Graduate	2	\$103.81
Warehouse Mgr	High School Graduate	5	\$86.22
Warehouse Worker I	High School Graduate	2	\$71.58
CAD Operator 2 **	High School Graduate	3	\$57.74
CAD Operator 3 **	High School Graduate	4	\$68.83
Office Engineer 1	Bachelors	0	\$70.74
Office Engineer 3	Bachelors	5	\$96.96
Project Admin 1	High School Graduate	2	\$41.59
Project Admin 2	High School Graduate	4	\$60.45
Project Manager 1	Bachelors	7	\$116.13
Project Manager 2	Bachelors	10	\$136.59
Project Manager 3	Bachelors	10	\$147.54
Quality Eng 1	Bachelors	0	\$76.43
Quality Eng 2	Bachelors	2	\$81.15
Quality Eng 3	Bachelors	5	\$86.76
Quality Eng 4	Bachelors	7	\$105.25

LCAT	MINIMUM EDUCATION/ CERTIFICATION LEVEL	MINIMUM YEARS OF EXPERIENCE	03/20/2020- 03/19/2021
Quality Manager	Bachelors	10	\$111.18
Safety Manager 1	High School Graduate	6	\$67.09
Safety Manager 2	High School Graduate	8	\$69.11
Safety Division Mgr	Associates	10	\$71.11
Safety Manager	High School Graduate	8	\$73.13
Scheduler **	High School Graduate	2	\$75.15
Carpenter **	High School Graduate	3	\$48.08
Painter **	Formal apprenticeship or equivalent training and experience	4	\$48.08
Locksmith **	Completion of a recognized apprenticeship or vocational program for a locksmith	4	\$55.90
Data Center Engineer	High School or GED	4	\$70.98
Data Center Facility Manager	Bachelors, Engineering	5	\$96.78
Data Center Operations - Manager	Professional Certification	10	\$118.29

CBA Rates specific for Washington, DC IUOE

LCAT	MINIMUM EDUCATION/ CERTIFICATION LEVEL	MINIMUM YEARS OF EXPERIENCE	03/20/2020-03/19/2021
Engineering Supervisor - CBA	DC 1st Class Engineers license	7	\$117.87
Asst. Chief Engineer (DC 1st) - CBA	DC 3rd Class License	5	\$108.61
Lead Engineer (DC 3rd) - CBA	DC 3rd Class License	3	\$92.63
Engineer (DC 3rd) - CBA	DC 3rd Class License	3	\$89.91
HVAC Mechanic, Lead - CBA	DC Journeyman's license and a CFC certification	4	\$91.69
HVAC Mechanic - CBA	DC Journeyman's license and a CFC certification	4	\$85.99
HVAC Control Tech - CBA	DC Journeyman's license and control system certification	4	\$89.02
Maintenance Mechanic - CBA	High School	4	\$81.86
General Maintenance Worker - CBA	High School	2	\$65.75
Plumber, Lead - CBA	Master plumber's license issued by Washington Suburban Sanitary Commission	4	\$92.11
Plumber - CBA	Journeyman plumber's license issued by Washington Suburban Sanitary Commission	4	\$82.79
Structural, Lead - CBA	High School	3	\$88.23
Carpenter - CBA	High School	3	\$75.69
Painter - CBA	Formal apprenticeship or equivalent training and experience	4	\$73.31
Locksmith - CBA	Completion of a recognized apprenticeship or vocational program for a locksmith	4	\$82.49
Maintenance Helper - CBA	High School	2	\$57.91

Economic Price Adjustment

Clause I-FSS-969 *Economic Price Adjustment - FSS Multiple Award Schedule* is applicable to this contract. M.C. Dean will utilize the Bureau of Labor Statistics Employment Cost Index as a market indicator on which the annual escalation rate will be base

SCA Matrix:

SCLS Code and Title	MCD Labor Category Description	WD Number
23130 - Carpenter Maintenance	Carpenter	15-4281
23760 - Painter Maintenance	Painter	15-4281
23510 - Locksmith	Locksmith	15-4281

"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). "

OCONUS Location Pricing:

For any OCONUS locations, M.C. Dean will use the Department of State's Standardized Regulations (DSSR) as referenced at:

https://aoprals.state.gov/Web920/default.asp?menu_id=95 to adjust our CONUS labor rates for OCONUS locations. Our labor rates would be multiplied by the cost factor based on the location of the service.

Ancillary Products – SIN ANCILLARY

For any necessary products required, M.C. Dean will procure from the following catalogs at cost plus 10%: Grainger, Graybar, Lowe's, Home Depot, Dominion Electric Supply, Shepherd Electric Supply, Trade Service.

ADDITIONAL ANCILLARY POWER WHIPS (INCLUDING INSTALLATION LABOR) TO BE PURCHASED **ONLY** AS PART OF AN INSTALLATION SERVICE.

SIN	Support Item	Brand Name	Description	Price
ANCILLARY	HPCS/Sun	HPCS/Sun	"HP/Sun capacity services rack power" - 2 each 460R9W circuits from 2 PDUs (1 from each bus) to rack location, up to 100' sealtight conduit each run, with backboxes and receptacles, includes 60A 3-phase breakers, installed, labeled to meet local and ES521 standards, fully operational.	\$ 1,814.80
ANCILLARY	Storage	Storage	"Storage Rack power" - 4 each L6-30R circuits from 2 PDUs (2 from each bus) to rack location, up to 100' sealtight conduit each run, with junction boxes and receptacles, includes 30A 2-phase breakers, installed, labeled to meet local and ES521 standards, fully operational.	\$ 934.16
ANCILLARY	Tera Data	Tera Data	"Install device 2-phase power"- 2 each 2-phase circuits with RS9C53U2 50A , 2-pole 50A breakers, from 2 PDUs (1 from each bus) to rack location, up to 100' sealtight conduit each run, with junction boxes and receptacles, installed, labeled to meet local and CD521 standards, fully operational.	\$ 1,586.23
ANCILLARY	Tera Data II	Tera Data II	"Install device 2-phase power"- 2 each 2-phase circuits with RS9C34U2 30A , 2-pole 30A breakers, from 2 PDUs (1 from each bus) to rack location, up to 100' sealtight conduit each run, with junction boxes and receptacles, installed, labeled to meet local and CD521 standards, fully operational.	\$ 1,052.84
ANCILLARY	FSMP1	FSMP1	"Facilities-standard MPDU" - APC model 7893 modular power distribution unit, 208V 3-phase L21-20R input, 21x 5-20R, 6x L6-20R outlets, monitored, delivered.	\$ 1,252.67
ANCILLARY	FSMP2	FSMP2	Alternative "Facilities-standard MPDU" - APC model 7894 modular power distribution unit, 208V 3-phase L21-20R input, 36x IEC320 C13, 6x IEC320 C19 outlets, monitored, delivered.	\$ 1,320.21
ANCILLARY	FSMP3	FSMP3	Alternative "Facilities-standard MPDU" - APC model 7584 modular power distribution unit, 208V 2-phase L14-30P input, 4x L6-30R outlets, no monitoring, delivered.	\$ 982.52
ANCILLARY	FSATS	FSATS	"Facilities Standard 15/20A ATS" - Tripp Lite model PDUMH20ATNET automatic transfer switch; 2x L5-20P inputs, 16x 5-15/20R outlets, with amp meter, delivered	\$ 1,400.78
ANCILLARY	GRND	GRND	"Ground rack to SRG" - listed pressure connector connecting grounding strap from rack to SRG. Includes all materials, prep, installation, and cleanup.	\$ 451.30

ANCILLARY	PIBFG	PIBFG	"Provide and install brushed floor grommet" - provide appropriate surface-mount grommet and install.	\$ 1,371.33
ANCILLARY	IBFG	IBFG	"Install brushed floor grommet" - install Government-provided surface-mount grommet.	\$ 441.20
ANCILLARY	ID1PP	ID1PP	"Install device 1-phase power" - 2 each 1-phase circuits with locking receptacles, 1-pole 20/30A breakers, from 2 PDUs (1 from each bus) to rack location, up to 100' sealtight conduit each run, with junction boxes and receptacles, installed, labeled to meet local and ES521 standards, fully operational.	\$ 933.67
ANCILLARY	ID2PP	ID2PP	"Install device 2-phase power" - 2 each 2-phase circuits with locking receptacles, 2-pole 20/30A breakers, from 2 PDUs (1 from each bus) to rack location, up to 100' sealtight conduit each run, with junction boxes and receptacles, installed, labeled to meet local and ES521 standards, fully operational.	\$ 996.92
ANCILLARY	ID3PP	ID3PP	"Install device 3-phase power"- 2 each 3-phase circuits with locking receptacles, 3-pole 20/30A breakers, from 2 PDUs (1 from each bus) to rack location, up to 100' sealtight conduit each run, with junction boxes and receptacles, installed, labeled to meet local and ES521 standards, fully operational.	\$ 1,217.16
ANCILLARY	CA ST	CA ST	"Install device 3-phase power" - 2 each 3-phase circuits with CS8369 locking receptacles, 3-pole 50A breakers, from 2 PDUs (1 from each bus) to rack location, up to 100' sealtight conduit each run, with junction boxes and receptacles, installed, labeled to meet local and CD521 standards, fully operational.	\$ 1,447.84
ANCILLARY	ABATE	ABATE	Abatement (demolition) of one underfloor power circuit, to include removal and disposal of receptacle, conduit, conductors, and circuit breaker, return of datacenter to prior or better condition, and disposal of all components	\$ 592.44

APPENDIX B: LABOR CLASSIFICATIONS AND JOB DESCRIPTIONS

Electrical Apprentice I

Responsible for assisting with the installation of systems and equipment as directed by their supervisor. Activities are directly supervised.

Electrical Apprentice II

Responsible for using previously learned skills and continuing to develop by taking a more active role in installation, systems and equipment responsibility. Subject to deadlines and heavy workloads. Develops solutions to problems of limited scope.

Electrical Apprentice III

Responsible for acquiring higher level electrical skills while refining level 1 and 2 skills. Provides solutions to a variety of problems.

Electrical Apprentice IV

Responsible for beginning to lead and mentor junior apprentices in the execution of job tasks while mastering earlier developed skills in preparation of becoming a Journeyman electrician.

Building Operations Center Manager

Responsible for providing a 24/7/365 qualified, capable, and trained BOC operations staff that can operate (monitor and control) and update all BOC system (s) control applications maximizing the efficiency of the system being controlled and revising the operating controls as needed to accommodate changes in the facility operations or to correct identified problems/ inefficiencies.

Building Operation Center Specialists

Assists the BOC Manager in Manages the integration, reliability and functionality for all the building control system(s) that comprise the BOC that include the Delta Controls Building Automation Systems (BAS) and the Honeywell Notifier Life Safety Systems. Monitors controlled systems for performance and problems on Building Automation System, Life Safety Systems, Computerized Maintenance Management System.

Communications Technician I

Responsible for planning, layout and complete installation of new commercial and retrofit commercial communications equipment and systems in accordance with all applicable plans, specifications, codes and industry standards.

Communications Technician II

Responsible for planning, layout and completes installation of new commercial and retrofit commercial communications equipment and systems in accordance with all applicable plans,

specifications, codes and industry standards, including taking on crew lead responsibilities, mentoring co-workers and apprentices, and overseeing cost coding and time records for the crew.

Construction Surveillance Technician

The Construction Surveillance Technician is responsible for controlling access to construction sites, including: screening and escorting personnel within or to a construction site as appropriate, maintaining control of construction materials, controlling the Secure Storage Area, and reporting incidents and anomalies to the Site Security Manager (SSM).

Control Technician I

Responsible for a variety of duties related to assembling, piecing together, fitting, fastening and installing different parts of manufactured products, performing minor repairs as necessary and other manual labor required in assembling a product. The Control Technician 1 has basic blueprint reading skills.

Control Technician II

Responsible for a variety of duties related to assembling, piecing together, fitting, fastening and installing different parts of manufactured products, performing minor repairs as necessary and other manual labor required in assembling a product. The Control Technician 2 has intermediate blueprint reading skills.

Control Technician III

Responsible for a variety of duties related to assembling, piecing together, fitting, fastening and installing different parts of manufactured products, performing minor repairs as necessary and other manual labor required in assembling a product. The Control Technician 3 has intermediate blueprint reading skills.

Control Technician IV

Responsible for a variety of duties related to assembling, piecing together, fitting, fastening and installing different parts of manufactured products, performing minor repairs as necessary and other manual labor required in assembling a product. The Control Technician IV has advanced blueprint reading skills.

Electrician I

Installs basic electrical equipment and systems in accordance with all applicable plans, specifications, codes, and industry standards while being supervised by an Electrician II. This position does not require an electrician's license.

Electrician II

Installs basic electrical equipment and systems in accordance with all applicable plans, specifications, codes, and industry standards, while working on large, high profile commercial, industrial and government electrical projects.

Electronics Technician

The Electronics Technician is responsible for basic installation and troubleshooting of electronic security, life safety, and telecommunication systems with a heavy emphasis on terminating cables and field devices and installing said devices.

Equipment Manager

The Equipment Manager manages the resources associated with the operation of machines or vehicles equipped with blades/buckets to remove, distribute, level or grade earth, such as a backhoe or excavator.

Fire Alarm Technician I

The Fire Alarm Technician I is responsible for testing and repairing circuits and sensors, following wiring and system specifications; examining systems to locate problems such as loose connections or broken insulation; troubleshooting all aspects of specialty electronic systems located in tenant suites, single story flex space systems, and large retail and commercial space; identifying major system issues that require programming or proprietary assistance for closure; interpreting 1-line diagrams, multiplex schematics, and points list mapping documents; inspecting installation sites and studying work orders, building plans, and installation manuals in order to determine material requirements and installation procedures; mounting and fastening control panels, door and window contacts, and sensors, and attaching electrical and telephone wiring in order to connect components; and drilling holes for wiring in wall studs, joists, ceilings, and floors.

Fire Alarm Technician II

The Fire Alarm Technician II is responsible for testing and repairing circuits and sensors, following wiring and system specifications; examining systems to locate problems such as loose connections or broken insulation; troubleshooting all aspects of specialty electronic systems located in tenant suites, single story flex space systems, and large retail and commercial space; identifying major system issues that require programming or proprietary assistance for closure; interpreting 1-line diagrams, multiplex schematics, and points list mapping documents; inspecting installation sites and studying work orders, building plans, and installation manuals in order to determine material requirements and installation procedures; mounting and fastening control panels, door and window contacts, and sensors, and attaching electrical and telephone wiring in order to connect components; and drilling holes for wiring in wall studs, joists, ceilings, and floors.

Foreman

The Foreman is responsible for supervising and coordinating the work of a crew of electricians, apprentices and laborers on a job site, as well as ensuring that all work installed is completed on time, on budget and according to all applicable plans, specifications, codes and industry standards.

General Maintenance Technician I

The General Maintenance Technician I performs routine operator rounds of facility equipment monitoring the operation and recording operating parameters on reading sheets. He records and reports all faults, deficiencies, and other unusual occurrences while responding to emergency situations and performs any and all task necessary for the protection of occupants and the facility.

General Maintenance Technician II

The General Maintenance Technician II performs routine operator rounds of facility equipment monitoring the operation and recording operating parameters on reading sheets. He records and reports all faults, deficiencies, and other unusual occurrences while responding to emergency situations and performs any and all task necessary for the protection of occupants and the facility.

Generator Technician I

The General Maintenance Technician I performs routine operator rounds of facility equipment monitoring the operation and recording operating parameters on reading sheets. He records and reports all faults, deficiencies, and other unusual occurrences while responding to emergency situations and performs any and all task necessary for the protection of occupants and the facility.

Generator Technician II

The General Maintenance Technician II performs routine operator rounds of facility equipment monitoring the operation and recording operating parameters on reading sheets. He records and reports all faults, deficiencies, and other unusual occurrences while responding to emergency situations and performs any and all task necessary for the protection of occupants and the facility.

HVAC Technician I

The HVAC Technician I is responsible for the troubleshooting, maintenance and performance of the HVAC equipment. He makes periodic inspections of all Engineering systems and equipment and monitoring equipment operations and maintain equipment operating log. He performs maintenance on Engineering systems and equipment to include such items as, but not limited to, Chiller, IFU, VAV, HVAC Controls, and fire and life safety system sprinkler systems.

HVAC Technician II

The HVAC Technician II is responsible for the troubleshooting, maintenance and performance of the HVAC equipment. He makes periodic inspections of all Engineering systems and equipment and monitoring equipment operations and maintain equipment operating log. He performs maintenance on Engineering systems and equipment to include such items as, but not limited to, Chiller, IFU, VAV, HVAC Controls, and fire and life safety system sprinkler systems.

HVAC Technician III

The HVAC Technician III is responsible for the troubleshooting, maintenance and performance of the HVAC equipment. He makes periodic inspections of all Engineering systems and equipment and monitoring equipment operations and maintain equipment operating log. He performs maintenance on Engineering systems and equipment to include such items as, but not limited to, Chiller, IFU, VAV, HVAC Controls, and fire and life safety system sprinkler systems.

Laborer

The laborer assists the electricians with manual labor tasks. The job duties and responsibilities include erecting and disassembling scaffolding, shoring, braces, and other temporary structures; loading and unloading trucks and distributing electrical materials, machinery, and tools to the appropriate job site locations; hauling and hoisting materials; digging ditches, moving materials, and cleaning job site as the project progresses in order to assist electricians; site clean-up

Mechanical Systems Operator I

The Mechanical Systems Operator I operates machines or vehicles equipped with blades/buckets to remove, distribute, level or grade earth, such as a backhoe or excavator.

Mechanical Systems Operator II

The Mechanical Systems Operator II is responsible for operating machines or vehicles equipped with blades/buckets to remove, distribute, level or grade earth, such as a backhoe or excavator.

Pipe Fitter

The Pipe Fitter maintains, installs, and dismantles all types of pipelines, fittings and hydraulics as required for new construction or maintenance. He receives instructions, blueprints, and work orders for the job, and develops working procedure for the job, material requirements, scaffolding and other equipment required.

Plumber

Responsible for maintaining and upgrading plumbing equipment, piping, etc. Performs corrective and preventative maintenance on all plumbing related equipment. Other responsibilities include, but are not limited to, installing and/or repairing various plumbing equipment (water heaters, drinking fountains, toilets, sinks, etc.) throughout the facility. Also, a Plumber I must be certified/licensed in pipefitting, steam fitting or sprinkler systems.

Power Systems Field Service Technician I

Responsible for designing, testing, constructing, and operating power systems, to include:

- Conceive, direct, implement, and evaluate efficiency of power systems.
- Work with manufacturing engineering on release and documentation of new hardware, test equipment, and assembly fixtures.
- Develop methods of integrating renewable power technology.

Power Systems Field Service Technician II

Responsible for maintaining protective relays for utility and industrial/commercial clients. Systems to be analyzed will include conventional and renewable generation facilities, substations, and transmission and distribution systems.

Service Technician I

Assemble, install, test, and maintain electrical or electronic wiring, conduit, cable, equipment, components and devices associated with electrical equipment, following blueprints of electrical layouts and building plans. Test and inspect electrical systems and components to ensure continuity of circuits in electrical wiring, equipment, and fixtures. Provide troubleshooting services for malfunctioning systems as needed.

Service Technician II

Assemble, install, test, and maintain electrical or electronic wiring, conduit, cable, equipment, components and devices associated with electrical equipment, following blueprints of electrical layouts and building plans. Test and inspect electrical systems and components to ensure continuity of circuits in electrical wiring, equipment, and fixtures. Provide troubleshooting services for malfunctioning systems as needed.

Service Technician III

Assemble, install, test, and maintain electrical or electronic wiring, conduit, cable, equipment, components and devices associated with electrical equipment, following blueprints of electrical layouts and building plans. Test and inspect electrical systems and components to ensure continuity of circuits in electrical wiring, equipment, and fixtures. Provide troubleshooting services for malfunctioning systems as needed.

Service Superintendent

Plan, direct, coordinate, and budget for projects involving the construction and maintenance of structures, facilities and systems. Manage mid-sized to large projects including the oversight of 15-45 field personnel. Inspect and review projects to monitor compliance with building and safety codes, and other regulations.

Warehouse Manager

Maintains ordering, tracking, receiving, warehousing, and distribution operations by coordinating, enforcing, or initiating logistics program policies and procedures. Establishes and maintains stock levels for supplies, materials, tools, and equipment required for operations and maintenance activities. Performs periodic physical counts and audits to manage and control inventory levels.

Warehouse Worker I

Receives and counts stock items and records data, examines and inspects stock and delivered items for damage, verifies inventory levels and reports discrepancies. Determines proper storage methods for items and stores items in an orderly and accessible manner. Performs

manual tasks including packing/unpacking items, marking items, and cleaning and maintaining supplies, tools, equipment, etc. to maintain compliance with safety regulations.

CAD Operator II

The CAD Operator II is responsible for modifying drawings based on engineer markups and specification of existing drawings, create new AutoCAD drawings from hand drawings, and printing copies of drawings. In this position, the CAD Operator II must become familiar with the company specific and national drawing standards and symbols.

CAD Operator III

Responsible for modifying drawings based on engineer markups and specification of existing drawings, create new AutoCAD drawings from hand drawings, and printing copies of drawings. In this position, the CAD Operator III must become familiar with the company specific and national drawing standards and symbols. Supervises and mentors less-experience CAD operators.

Office Engineer I

Provides technical & administrative information to others working on a project to ensure that the work complies with all basic engineering standards, codes, specifications, and design instruction; trouble-shoots engineering related installation problems. Works closely supervised and solves problems of limited scope and complexity.

Office Engineer III

Provides technical & administrative information to others working on a project to ensure that the work complies with all engineering standards, codes, specifications, and design instruction; trouble-shoots engineering related installation problems. Provides solutions to a wide range of difficult problems. Solutions are imaginative, thorough and practical.

Project Administrator I

Processes and tracks documentation, keeping all logs and report organized and maintained. Distributes all correspondence as directed by the Project Manager and coordinates meetings.

Project Administrator II

Processes and tracks documentation, keeping all logs and report organized and maintained. Distributes all correspondence as directed by the Project Manager and coordinates meetings. Assists the project manager in preparation of reports.

Project Manager I

Assists the project Superintendent in the preparation of project documentation requirements, project layout, and field office support. Provides overall financial management for projects and monitors project progress. Reviews contracts and customer negotiations.

Project Manager II

Assists the project Superintendent in the preparation of project documentation requirements, project layout, and field office support. Provides overall financial management for projects and monitors project progress. Reviews contracts and customer negotiations. Mentors subordinates and assists with career development.

Project Manager III

Assists the project Superintendent in the preparation of project documentation requirements, project layout, and field office support. Provides overall financial management for projects and monitors project progress. Reviews contracts and customer negotiations. Mentors subordinates and assists with career development.

Quality Engineer I

Assist project quality control team in quality system documentation management. Plan, schedule, coordinate and conduct QAQC audits to ensure quality control procedural requirements are being adhered to.

Quality Engineer II

Ensure compliance and maintenance of project work with all applicable internal, contractual, and industry standards. Create quality checklists to comply with contractual and industry specific requirements. Evaluate effectiveness of corrective action responses.

Quality Engineer III

Ensure compliance and maintenance of project work with all applicable internal, contractual, and industry standards. Create and review quality checklists to comply with contractual and industry specific requirements. Evaluate effectiveness of corrective action responses.

Quality Engineer IV

Ensure compliance and maintenance of project work with all applicable internal, contractual, and industry standards. Review quality checklists to comply with contractual and industry specific requirements. Evaluate effectiveness of corrective action responses.

Quality Manager

Manage team of Quality Auditors. Review quality checklists to comply with contractual and industry specific requirements. Ensure compliance and maintenance of project work with all applicable internal, contractual, and industry standards. Evaluate effectiveness of corrective action responses.

Safety Manager I

The safety manager is responsible for ensuring implementation of the Electrical Safety and Health (S&H) Program, effectively managing multiple safety programs, developing and implementing M.C. Dean site-specific project safety plans, and leading and implementing the

Operational Risk Management (ORM) process. Provides solutions to a wide range of difficult problems. Solutions are imaginative, thorough and practical.

Safety Manager II

The safety manager is responsible for ensuring implementation of the Electrical Safety and Health (S&H) Program, effectively managing multiple safety programs, developing and implementing M.C. Dean site-specific project safety plans, and leading and implementing the Operational Risk Management (ORM) process. Responsible for Creating, developing and implementing electrical safety training plans. Provides solutions to a wide range of difficult problems. Solutions are imaginative, thorough and practical.

Safety Division Manager

The Safety Division Manager is responsible for the development and oversight of the Electrical Safety and Health (S&H) Program. Manages multiple safety programs, developing and implementing M.C. Dean site-specific project safety plans, and leading and implementing the Operational Risk Management (ORM) process. Mentoring subordinate electrical safety professionals and cross training with other safety professionals and communicating multiple code interpretation to field level personnel. Applying knowledge of industrial or commercial grade electrical applications, and existing electrical Operations and Maintenance (O&M) and construction activities. Understanding and interpreting the National Electric Code (NEC) and the National Fire Protection Association (NFPA) 70E and overseeing and managing the NFPA 70E program (V-Advanced Level Test).

Safety Manager

The safety manager is responsible for ensuring implementation of the Electrical Safety and Health (S&H) Program, effectively managing multiple safety programs, developing and implementing M.C. Dean site-specific project safety plans, and leading and implementing the Operational Risk Management (ORM) process. Responsible for Creating, developing and implementing electrical safety training plans. Provides solutions to a wide range of difficult problems. Solutions are imaginative, thorough and practical.

Scheduler

The Scheduler designates work to be done and specifies deadlines for completing tasks and deliverables. Complete understanding & application of principles, concepts and practices. Responsible for aiding, tracking, monitoring status, controlling and performing issue resolution throughout the project's life cycle. Provides project planning and scheduling documentation to support project and customer requirements. Assists Team Leads, Superintendents and the Project and Program Managers in tracking the projects against baseline schedules and budgets, and assists Project Managers in maintaining Master schedule for each project, identifying and recording the impact of work performed and not performed as scheduled.

Carpenter

Is responsible for performing a variety of carpentry duties as assigned. Carpentry services include, but are not limited to, the design, construction, installation and repair of wooden fixtures

and structures such as cabinets, furniture, shelving, doors, plaques, and other custom wood products. Other duties include, but are not limited to, framing and finish work, painting, staining, etc. Monitors subcontractor performance as assigned, conducts jobsite troubleshooting and performs primary project layout and carpentry production

Painter

Paints and redecorates walls, woodwork and fixtures, as well as desks, tables, cabinets (metal and wood), machinery and curbs. Work involves the following: knowledge of surface peculiarities and types of paint required for different applications; preparing surface for painting by removing Old finish or by placing putty or Miller in nail holes and interstices; and applying paint with spray gun or brush. May mix colors, oils, white lead and other paint ingredients to obtain proper color or consistency. In addition to painting, responsible for taping and texturing of drywall as required. May be required to assist Maintenance Mechanic in duties that parallel a painter's primary tasks

Locksmith

Installs, repairs, replace and maintain locks; open locks without keys by picking, drilling, and duplicating keys. Install door locks, replace and install all finished buildings hardware such as door closures, panic bars, repair locks on file cabinets, desks, and other pieces of furniture. Establish/maintain accurate records of key assignments. record changes in key and lock assignments. work from preventive maintenance schedules, use and operate tools of the trade and respond to emergency calls. Perform other job-related work as assigned.

Data Center Engineer

Responsible for ensuring that all electrical, mechanical, and fire/life safety equipment within the data center is operating at peak efficiency. This involves both planned preventative maintenance of equipment, daily corrective work, and emergency response to emergent issues. The Engineer serves as an expert technical resource reporting to client engineers, interacting with Onsite Engineering Operations (OEO) and any third-party vendors. They are expected to be a singular focal point for all facility operations within a given data center and to support operated data centers.

Data Center Facility Manager

Front line when it comes to hands-on electrical and mechanical equipment troubleshooting. They maintain, operate, and troubleshoot mission-critical data center facility equipment including electrical support equipment such as stand-by diesel generators and related fuel systems, 3 phase electrical systems that include but not limited to switchgear, UPS units, PDUs, batteries and associated systems. Mechanical equipment includes CRAH units, centrifugal chillers, cooling towers/water chemical system, air handlers and associated systems, pumps, and motors. Additional support equipment is included in the scope of the role which includes fire suppression systems, building automation systems, and general facilities equipment.

Data Center Operations - Manager

As a leader in the Operations team, the Manager of Data Center Operations is responsible for all operational aspects and uptime of the data center. The manager is responsible for providing field level technical expertise and program management for the maintenance and operation of the electrical, mechanical, fire life safety, security, and communications infrastructure as well as any applicable base building support systems. All Data Center Operations staff reports through the Manager of Data Center Operations.

CBA Rates specific for Washington, DC IUOE

Chief Engineer

The primary function of the Engineering Supervisor is to ensure all equipment is fully operations at all times and in compliance with GSA requirements, District of Columbia, federal codes/laws, rules and regulations. The chief supervises all employees assigned under this contract. He/she shall provide management oversight for all phases of the Operation and Maintenance at the St. Elizabeths Complex. In addition to supervising personnel, a Chief Engineer oversees policies, procedures, protocols and controls that govern operations. In addition of project management. a chief engineer sets goals and objectives — short and long term for the staff, Selects and coordinates work of all subcontractors needed for operations and preventive maintenance.

Assistant Chief Engineer

Assistant Chief Engineer is responsible for the safe and efficient operation of all equipment in the power plants. Also, is responsible for notification and organizing personnel in response to emergency calls after hours. The Assistant Chief Engineer is responsible for supervision of engineer leads, scheduling, assigning and completion of all preventive maintenance tasks and service orders for equipment associated with the power plant. The Assistant Chief Engineer reports directly to the Chief Engineer and is responsible for all associated reports involving the equipment in the main power plants. Performs other duties as assigned

Lead Engineer

The Lead Engineer shall be in complete charge of the unit of the Employer to which he/she is assigned and under the direct supervision of the Chief Engineer. Is responsible for the safe and efficient operation and maintenance of the facility. May direct and coordinate activities of other workers in performing tasks related to operating and maintaining the system or systems

Engineer

Responsible for the safe and efficient operation and maintenance during his/hers watch of all equipment in his/her plant as defined in Section 1.1. 1 above. Operates and maintains one or more systems which provides the facility with such services as heat, air-conditioning (cool, Humidify, dehumidify, filter, and circulate air), refrigeration, steam or high temperature water or electricity, Duties involve: observing and interpreting readings on gauges, meters and charts which register various aspects of the system's operation, adjusting controls to insure safe and efficient operation of the system and to meet demands for the service provided; recording in

logs various aspects of the system's operation; keeping the engines, machinery and equipment of the system in good working order. May direct and coordinate activities of other workers (not stationary engineers) in performing tasks directly related to operating and maintaining the system or systems

HVAC Mechanic, Lead

As a working lead, this individual is responsible to his/her immediate supervisor for the safe and efficient operation of all equipment in his/her specialty qualification and for emergency notification of proper supervisory personnel as needed. He/She is also responsible for the scheduling and daily production of work assigned to the employees under his/her supervision. Installs, services and repairs environment-control systems in residence, department stores, office buildings and other commercial establishments, utilizing knowledge of refrigeration theory, pipefitting and structural layout. Mounts compressor and condenser units on platform or floor, using hand tools, following blueprints or engineering specifications. Fabricates, assembles and installs ductwork. Fabricates, assembles and installs ductwork and chassis parts, using portable metalworking tools and welding equipment. Installs evaporator unit in chassis or in air-duct system, using hand tools. Cuts and bends tubing to correct length and shape, using cutting and bending equipment and tools. Cuts and threads pipe using machine-threading or hand-threading equipment. Joins tubing or pipes to various refrigerating units by means of sleeves, couplings or unions, and solders joints using torch, forming complete circuit for refrigerant. Installs expansion and discharge valves in circuit. Connects motors, compressors, temperature controls, humidity controls and circulating ventilation fans to control panels and connects control panels to power source. Installs air and water filters in completed installation. Injects small amount of refrigerant into compressor to test systems and adds Freon gas to build up prescribed operating pressure. Observes pressure and vacuum gauges and adjusts controls to insure proper operation. Tests joints and connections for gas leaks, using gauges of soap-and-water solution. Wraps pipes in insulation batting and secures them in place with cement or wire bands. Replaces defective breaker controls, thermostats, switches, fuses and electrical wiring to repair installed units, using electrical wiring to repair installed units, using electrician's hand tools and test equipment. May install, repair and service air conditioners, (15 20 tons cooling capacity) in warehouses and small factory buildings.

HVAC Mechanic

Installs, services and repairs environment-control systems in residences, department stores, office buildings and other commercial establishments, utilizing knowledge of refrigeration theory, pipefitting and structural layout. Mounts compressor and condenser units on platform or floor, using hand tools, following blueprints or engineering specifications. Fabricates, assembles and installs ductwork. Fabricates, assembles and installs ductwork and chassis parts, using portable metalworking tools and welding equipment. Installs evaporator unit in chassis or in air-duct system, using hand tools. Cuts and bends tubing to correct length and shape, using cutting and bending equipment and tools. Cuts and threads pipe, using machine-threading or hand-threading equipment. Joins tubing or pipes to various refrigerating units by means of sleeves, couplings or unions, and solders joints, using torch, forming complete circuit for refrigerants. Installs expansion and discharge valves in circuit. Connects motors, compressors, temperature controls, humidity controls and circulating ventilation fans to control panels and connects control panels to power source. Installs air and water filters in completed installation. Injects small

amount of refrigeration compressor to test systems and adds freon gas to build up prescribed operating pressure. Observes pressure and vacuum gauges and adjusts controls to insure proper operation. Tests joints and connections for gas leaks, using gauges or soap-and-water solution. Wraps pipes in insulation batting and secures them in place with cement or wire bands. Replaces defective breaker controls, thermostats, switches, fuses and electrical wiring to repair installed units, using electrical wiring to repair installed units, using electrician's hand tools and test equipment. May install, repair and service air conditioners, (15 — 20 tons cooling capacity) in warehouses and small factory buildings.

HVAC Controls Technician

Installs, repairs, maintains and adjusts indicating, recording, telemetering and controlling instruments used to measure and control variables, such as pressure, flow, temperature, motion, force, and chemical composition, using hand tools and precision instruments. Disassembles malfunctioning instruments and examines and tests mechanism and circuitry for defects. Troubleshoots equipment in or out of control system and replaces or repairs defective parts. Reassembles instrument and tests assembly for conformance with specifications, using instruments, such as potentiometer, resistance bridge, manometer. And pressure gauge. Inspects instruments periodically and makes minor calibration adjustments to insure functioning within specified standards. May adjust and repair final control mechanisms, such as automatically controlled valves and positioners. Must possess a DC Journeyman's license and control system certification. May calibrate instruments according to established standards. Performs other duties as assigned.

Maintenance Mechanic

Performs maintenance and repairs to all equipment as defined in Section 1.1.1 above as it pertains to his/her trade under the direct supervision of his/her immediate superior. He/she shall at no time be assigned or stand an engineer's watch. Repairs machinery or mechanical equipment. Work involves most of the following: examining machines and mechanical equipment to diagnose source of trouble; dismantling or partly dismantling machines and performing repairs that mainly involve the use of hand tools in scraping and fitting parts; replacing broken or defective parts with items obtained from stock; ordering the production of a replacement part by a machine shop or sending the machine to a machine shop for major repairs; preparing written specifications for major repairs or for the production of parts ordered from machine shops; reassembling machines and making all necessary adjustments for operation. In general, the work of a Maintenance Mechanic requires rounded training and experience usually acquired through a formal apprenticeship or equivalent training and experience. Excluded from this classification are workers whose primary duties involve setting up or adjusting machines.

General Maintenance Worker

Performs general maintenance and repair of equipment and building requiring practical skill and knowledge (but not proficiency) in such trades as painting, carpentry, plumbing, masonry, and electrical work. Work may involve the following duties: replacing electrical receptacles, wires, switches, fixtures, and motors; using plaster or compound to patch minor holes and cracks in walls and ceilings, repairing or replacing sinks, water coolers, and toilets; painting structures and equipment; repairing or replacing concrete floors, steps, and sidewalks; replacing damaged

paneling and floor tiles; hanging doors and installing door locks; replacing broken window panes; and performing general maintenance on equipment and machinery. Performs other duties as assigned.

Plumber, Lead

As a working lead and technical expert, this individual is responsible to his immediate supervisor for the safe and efficient operation of all equipment and components in his/her specialty, assigns work with quality control and in the absence of other leads, will provide direction as needed. Must have 10 years of plumbing plant experience for maintaining and upgrading plumbing equipment, piping, etc. Performs corrective and preventative maintenance on all plumbing related equipment. Other responsibilities include, but are not limited to, installing and/or repairing various plumbing equipment (water heaters, drinking fountains, toilets, sinks, etc.) throughout the facility. Also, must be certified /licensed in pipefitting, steam fitting or sprinkler systems.

Plumber

Responsible for maintaining and upgrading plumbing equipment, piping, etc. Performs corrective and preventative maintenance on all plumbing related equipment. Other responsibilities include, but are not limited to, installing and/or repairing various plumbing equipment (water heaters, drinking fountains, toilets, sinks, etc.) throughout the facility. Also, a Plumber I must be certified/licensed in pipefitting, steam fitting or sprinkler systems.

Structural Lead

As a working lead, responsible to his her immediate supervisor. for the safe and efficient operation of all equipment in his/her specialty qualification and for emergency notification of proper supervisory personnel as needed. Also, responsible for the scheduling and daily production of work assigned to the employees under his/her supervision.

Carpenter

Is responsible for performing a variety of carpentry duties as assigned. Carpentry services include, but are not limited to, the design, construction, installation and repair of wooden fixtures and structures such as cabinets, furniture, shelving, doors, plaques, and other custom wood products. Other duties include, but are not limited to, framing and finish work, painting, staining, etc. Monitors subcontractor performance as assigned, conducts jobsite troubleshooting and performs primary project layout and carpentry production.

Painter

Paints and redecorates walls, woodwork and fixtures, as well as desks, tables, cabinets (metal and wood), machinery and curbs. Work involves the following: knowledge of surface peculiarities and types of paint required for different applications; preparing surface for painting by removing Old finish or by placing putty or Miller in nail holes and interstices; and applying paint with spray gun or brush. May mix colors, oils, white lead and other paint ingredients to obtain proper color or consistency. In addition to painting, responsible for taping and texturing of

drywall as required. May be required to assist Maintenance Mechanic in duties that parallel a painter's primary tasks.

Locksmith

Installs, repairs, replace and maintain locks; open locks without keys by picking, drilling, and duplicating keys. Install door locks, replace and install all finished buildings hardware such as door closures, panic bars, repair locks on file cabinets, desks, and other pieces of furniture. Establish/maintain accurate records of key assignments. record changes in key and lock assignments. work from preventive maintenance schedules, use and operate tools of the trade and respond to emergency calls. Perform other job-related work as assigned.

Maintenance Helper

Performs all assigned duties under the immediate supervision of the Lead Engineer or his/her designee. Assists one or more workers in the skilled maintenance trades by performing specific or general duties of lesser skill, such as keeping a worker supplied with materials and tools; cleaning working area, machine and equipment; assisting journeyman by holding materials or tools; and performing other unskilled tasks as directed by journeyman. The kind of work the helper is permitted to perform varies from trade to trade. In some trades, the helper is confined to supplying, lifting, and holding materials and tools, and cleaning working areas; and in others, the worker is permitted to perform specialized machine operations, or parts of a trade that are also performed by workers on a full-time basis.

APPENDIX C: ABOUT M.C. DEAN, INC.

M.C. Dean, Inc. is the nation's premier electrical design-build and systems integration firm for complex, mission-critical organizations.

M.C. Dean's capabilities include electrical, electronic security, telecommunications, life-safety, instrumentation and control, and command and control systems.

M.C. Dean, Inc. serves a diverse group of markets including Fortune 1000 corporations; universities; high tech and biotech firms; Federal, state, and local government clients; and other organizations with large scale, complex, and mission-critical infrastructure needs.

Established in 1949, M.C. Dean, Inc. has earned a reputation as an innovator and pioneer. Headquartered in Tysons Corner, Virginia, M.C. Dean, Inc. employs more than 3,700 professionals in offices throughout the Eastern United States, Europe and the Middle East.