



Lighting Retrofit International

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.

Schedule for Facilities Maintenance and Management

Federal Supply Group: GSA MAS
SINS – 561210FAC, 541513, 541690E, 561210SB, OLM

Contract Number: 47QSMD20R0001
Contract Period: Nov 16, 2020 – Nov 15, 2025

Contractor: Lighting Retrofit International, LLC – a subsidiary of Envocore
750 MD Route 3 South, Suite 19
Gambrills, MD 21054, USA
Business Size: Large Business
Telephone: 800-929-5834
WEBSITE: www.envocore.com

Federal Accounts Executive: Greg S. Kiker
St. Augustine, FL 32080
Mobile: 904-295-6228
gkiker@envocore.com

Customer Information:

1. Customer Information

1a. Special Item Number

- **SIN 561210FAC** - Complete Facilities Maintenance and Management
Includes all services related to the complete operations, maintenance and repair of federal real property. Real property could include stand-alone facilities and structures such as hospitals and federal buildings to large, multi-facility complexes such as DoD military installations. Services can be ordered individually or in combination. Typical maintenance services include: elevator, HVAC, electrical, plumbing, septic, fire alarm/fire suppression, energy management control systems (EMCS), water distribution, septic, telephone, water tanks, renewable energy systems, waste management, recycling, etc. This SIN can also be used for facilities management solutions such as to fulfill a requirement for adequate staff/personnel to help manage federal facility operations. In addition, this SIN provides a complete array of facilities consulting and facilities assessment services.

- SIN 561210SB** - Smart Buildings Systems Integrator
Includes the comprehensive integration of building systems and technology using a non-proprietary, open architecture. Typical building systems to be integrated include: building automation, telecommunications, security, energy and environmental control, HVAC, etc.
Tasks may include, but are not limited to: requirements analysis, integration planning, testing, operational training and support, cybersecurity for building control systems, etc.
- SIN 541690E** – Energy Consulting Services
Contractors shall provide expert advice, assistance, guidance or counseling on energy related projects or initiatives to assist agencies in adhering to energy legislation and policy such as EPACT 2005, Executive Orders 13423 and 13514.
- SIN 541513** - Smart Buildings Systems Integration
Includes the comprehensive integration of building systems and technology using a non-proprietary and open architecture. Typical building systems to be integrated include: building automation, life safety, telecommunications, facilities management, security, energy and environmental control, HVAC, lighting, building envelope, access control, power management, cabling infrastructure/wireless, VOIP, video distribution, video surveillance, data network, etc. Typical integration functions include, but are not limited to: requirements analysis, strategic systems planning, system configuration, implementation alternatives, integration planning, system component acquisition, component integration, testing and analysis, interaction with Building Operations Centers, collection/manipulation of smart building component data, configuration management and control, design-guide development, operational training and support, monitoring, reporting and managing of the systems, and systems maintenance. Also includes cyber security as it relates to building control and automation systems affecting components such as fire annunciation and suppression, heating, ventilation, and air conditioning, power and lighting, elevators, and closed circuit cameras. Services may include, but are not limited to, assessing the cyber risks of a facility, making recommendations for safeguards and countermeasures, and implementing software and procedures to ensure Federal facilities are protected consistent with the Federal Information Security Management Act (FISMA) guidelines and other applicable policy.
- SIN OLM** – Order Level Materials
OLM’s 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.

SIN	Labor Category	Year 1	Year 2	Year 3	Year 4	Year 5
		GSA PRICE Current	GSA PRICE	GSA PRICE	GSA PRICE	GSA PRICE
All	Admin Ops Assistant	\$66.30	\$68.29	\$70.33	\$72.44	\$74.62
All	Administrative Assistant - Operations Support	\$46.17	\$47.56	\$48.98	\$50.45	\$51.97
All	Apprentice/Lighting	\$72.22	\$74.38	\$76.61	\$78.91	\$81.28
All	Construction Manager I	\$80.50	\$82.92	\$85.41	\$87.97	\$90.61
All	Construction Manager I/Licensed	\$81.69	\$84.14	\$86.66	\$89.26	\$91.94
All	Construction Manager II	\$88.79	\$91.45	\$94.20	\$97.02	\$99.93
All	Construction Manager II/Licensed	\$89.97	\$92.67	\$95.45	\$98.32	\$101.27
All	Construction Manager III	\$95.89	\$98.77	\$101.73	\$104.79	\$107.93
All	Construction Manager III/Licensed	\$95.89	\$98.77	\$101.73	\$104.79	\$107.93
All	Crew Leader	\$73.40	\$75.60	\$77.87	\$80.21	\$82.61
All	Crew Leader/Licensed	\$81.69	\$84.14	\$86.66	\$89.26	\$91.94
All	Developer	\$93.53	\$96.33	\$99.22	\$102.20	\$105.26
All	Electrician Trainee	\$69.85	\$71.94	\$74.10	\$76.33	\$78.62
All	LABORER - LIGHTING	\$58.01	\$59.75	\$61.54	\$63.39	\$65.29
All	Lead Project Development Engineer	\$152.72	\$157.30	\$162.02	\$166.88	\$171.89
All	Lead Surveyor	\$100.63	\$103.65	\$106.76	\$109.96	\$113.26
All	Manager of Operations Support	\$93.53	\$96.33	\$99.22	\$102.20	\$105.26
All	Master Electrician	\$132.59	\$136.57	\$140.67	\$144.89	\$149.24
All	Non-Residential Lighting Technician	\$81.69	\$84.14	\$86.66	\$89.26	\$91.94
All	Operations Clerk	\$46.17	\$47.56	\$48.98	\$50.45	\$51.97
All	Operations Electrical Engineer II	\$80.50	\$82.92	\$85.41	\$87.97	\$90.61
All	Project Developer	\$82.87	\$85.36	\$87.92	\$90.56	\$93.27
All	Project Development Engineer	\$93.53	\$96.33	\$99.22	\$102.20	\$105.26
All	Project Manager	\$88.79	\$91.45	\$94.20	\$97.02	\$99.93
All	Project Surveyor	\$80.50	\$82.92	\$85.41	\$87.97	\$90.61
All	Senior Project Developer	\$92.34	\$95.11	\$97.97	\$100.91	\$103.93
All	Site Supervisor	\$78.14	\$80.48	\$82.89	\$85.38	\$87.94
All	Site Supervisor/Licensed	\$78.14	\$80.48	\$82.89	\$85.38	\$87.94
All	Technician I	\$63.93	\$65.85	\$67.82	\$69.86	\$71.95
All	Technician II	\$66.30	\$68.29	\$70.33	\$72.44	\$74.62
All	Technician III	\$69.85	\$71.94	\$74.10	\$76.33	\$78.62

1b. N/A

1c.

Service Proposed (eg Job Title/Task)*	Minimum Education	Minimum Years of Experience (cannot be a range)
Admin Ops Assistant	High School	2 years
Administrative Assistant - Operations Support	High School	6 months
Apprentice/Lighting	High School	None
Construction Manager I	Associates	2 years
Construction Manager I/Licensed	Associates	2 years
Construction Manager II	Associates	2 years
Construction Manager II/Licensed	Associates	2 years
Construction Manager III	Associates	2 years
Construction Manager III/Licensed	Associates	2 years
Crew Leader	High School	1 year
Crew Leader/Licensed	High School	1 year
Developer	Bachelors	2 years
Electrician Trainee	High School	None
LABORER - LIGHTING	None	None
Lead Project Development Engineer	Bachelors	2 years
Lead Surveyor	Bachelors	
Manager of Operations Support	Bachelors	2 years
Master Electrician	None	10 years
Non-Residential Lighting Technician	High School	None
Operations Clerk	High School	None
Operations Electrical Engineer II	Bachelors	2 years
Project Developer	Bachelors	2 years
Project Development Engineer	Bachelors	5 years
Project Manager	Associates	2 years
Project Surveyor	Associates	2 years
Senior Project Developer	Bachelors	6 years
Site Supervisor	High School	2 year
Site Supervisor/Licensed	High School	2 year
Technician I	High School	None
Technician II	High School	3 months
Technician III	High School	1 year

2. Maximum Order: \$1,000,000.00
3. Minimum Order: \$100.00
4. Geographic Coverage: 48 Contiguous States, District of Columbia, Hawaii, Puerto Rico, Alaska
5. Points of Production: United States
6. Discount from List Prices:
 - a. GSA Discount from list is 6%.
7. Quantity Discounts: 2% on orders over \$500,000.00
8. Prompt Payments Terms: 1% NET 15/NET 30.
 - a. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.
9. Government Purchase Cards (GPC)
 - a. GPC's are accepted below the micro-purchase threshold.
 - b. GPC's are not accepted above the micro-purchase threshold.
10. Foreign Items – N/A
11. Delivery
 - a. Time of Delivery – varies based on project scope.
 - b. Expedited Delivery – available on a case-by-case basis.
 - c. Overnight/2 Day Delivery – N/A
 - d. Urgent Requirements – Please contact Contractor for rates specific to your project.

12. FOB Points – TBD

13. Ordering Addresses

- a. Greg S. Kiker
750 MD Route 3 South, Suite 19
Gambrills, MD 21054, USA
800-929-5834 Main
904-295-6228 Mobile
gkiker@envocore.com

14. Payment Address:

15. Warranty Provision: Warranties are issued in accordance with the contract agreements. Standard warranty is offered against deficiencies and defects in workmanship for a period of one (1) year from the Completion Date (the “Warranty Period”). This warranty excludes remedy for damage or defect caused by abuse, alteration to the work not executed by LRI, improper or insufficient maintenance, improper operation, or normal wear and tear and normal usage.

16. Export Packaging Charges: N/A

17. Terms and conditions of Government purchase card acceptance.

18. Terms and conditions of rental, maintenance, and repair.

- a. Standard hourly rates apply.

19. Terms and conditions of installation.

- a. Performed in accordance with statement of work and all contract clauses and provisions.

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: N/A

21. List of Service and Distribution Points:

- a. Gambrills, MD

22. List of Participating Dealers: N/A

23. Preventive Maintenance: Offered as required by each contract.

24. Special Attributes:

- a. Lighting Retrofit International offers environmentally friendly energy and water efficient products.

25. Data Universal Number System: 969985725

26. Notification regarding registration in System Acquisition Management:

- a. Registered.

Lighting Retrofit International - SCLS Labor Matrix

SCA Eligible Contract Labor Category	SCA Equivalent Code Title	WD Number
Admin Ops Assistant	01020 - Administrative Assistant	2015-4265
Administrative Assistant - Operations Support	01300 - Scheduler Maintenance	2015-4265
Apprentice/Lighting	23580 - Maintenance Trades Helper	2015-4265
Electrician Trainee	23470 - Laborer	2015-4265
LABORER - LIGHTING	23470 - Laborer	2015-4265
Lead Surveyor	99830 - Survey Party Chief	2015-4265
Master Electrician	23160 - Electrician Maintenance	2015-4265
Non-Residential Lighting Technician	23160 - Electrician Maintenance	2015-4265
Operations Clerk	01270 - Production Control Clerk	2015-4265
Operations Electrical Engineer II	30086 - Engineering Technician VI	2015-4265
Project Development Engineer	25070 - Stationary Engineer	2015-4265
Project Surveyor **	01420 - Survey Worker	2015-4265
Technician I	30081 - Engineering Technician I	2015-4265
Technician II	30082 - Engineering Technician II	2015-4265
Technician III	30083 - Engineering Technician III	2015-4265



Service Proposed (eg Job Title/Task)*	Description* (250 words)	Minimum Education	Minimum Years of Experience (cannot be a range)
Admin Ops Assistant**	Must have HS diploma or equivalent with two (2) years of administrative/clerical experience supporting construction related operations.	High School	2 years
Administrative Assistant - Operations Support**	Must have HS diploma or equivalent with 6 months of administrative/clerical experience supporting construction related operations.	High School	6 months
Apprentice/Lighting	Under direct supervision the Lighting Apprentice supports Electricians in the maintenance, operation and repair of electrical lighting systems. They assist with and perform removal, installation, maintenance and repair in order to ensure the effective operation of various electrical lighting equipment.	High School	None
Construction Manager I**	The Construction Manager manages projects to ensure that activities are carried out in accordance with the company's safety plan, quality standards, established specifications, schedules, and budgets; coordinates site functions to minimize delays; meets with Operations Manager on a regular basis to review project status and plan future actions.	Associates	2 years

Service Proposed (eg Job Title/Task)*	Description* (250 words)	Minimum Education	Minimum Years of Experience (cannot be a range)
Construction Manager I/Licensed **	The Construction Manager manages projects to ensure that activities are carried out in accordance with the company's safety plan, quality standards, established specifications, schedules, and budgets; coordinates site functions to minimize delays; meets with Operations Manager on a regular basis to review project status and plan future actions.	Associates	2 years
Construction Manager II **	The Construction Manager manages projects to ensure that activities are carried out in accordance with the company's safety plan, quality standards, established specifications, schedules, and budgets; coordinates site functions to minimize delays; meets with Operations Manager on a regular basis to review project status and plan future actions.	Associates	2 years

Service Proposed (eg Job Title/Task)*	Description* (250 words)	Minimum Education	Minimum Years of Experience (cannot be a range)
Construction Manager II/Licensed **	The Construction Manager manages projects to ensure that activities are carried out in accordance with the company's safety plan, quality standards, established specifications, schedules, and budgets; coordinates site functions to minimize delays; meets with Operations Manager on a regular basis to review project status and plan future actions.	Associates	2 years
Construction Manager III **	The Construction Manager manages projects to ensure that activities are carried out in accordance with the company's safety plan, quality standards, established specifications, schedules, and budgets; coordinates site functions to minimize delays; meets with Operations Manager on a regular basis to review project status and plan future actions.	Associates	2 years

Service Proposed (eg Job Title/Task)*	Description* (250 words)	Minimum Education	Minimum Years of Experience (cannot be a range)
Construction Manager III/Licensed **	The Construction Manager manages projects to ensure that activities are carried out in accordance with the company's safety plan, quality standards, established specifications, schedules, and budgets; coordinates site functions to minimize delays; meets with Operations Manager on a regular basis to review project status and plan future actions.	Associates	2 years
Crew Leader **	The Crew Leader directs employee activities in a manner that will achieve desired quality levels and daily production rates; promotes safety, housekeeping and consistency as an integral part of his daily responsibilities; supervises staging and installation activities and prepares daily labor report; Coordinates site functions to minimize delays; meets with Site Supervisor and/or Construction Manager on a regular basis to review project status and plan future actions.	High School	1 year

Service Proposed (eg Job Title/Task)*	Description* (250 words)\	Minimum Education	Minimum Years of Experience (cannot be a range)
Crew Leader/Licensed **	The Crew Leader directs employee activities in a manner that will achieve desired quality levels and daily production rates; promotes safety, housekeeping and consistency as an integral part of his daily responsibilities; supervises staging and installation activities and prepares daily labor report; Coordinates site functions to minimize delays; meets with Site Supervisor and/or Construction Manager on a regular basis to review project status and plan future actions.	High School	1 year
Developer	Perform project design and development activities according to customer specifications and contract requirements.	Bachelors	2 years
Electrician Trainee **	Under direct supervision performs a variety of electrical trade functions such as the installation, maintenance, or repair of equipment for the generation, distribution, or utilization of electric energy.	High School	None

Service Proposed (eg Job Title/Task)*	Description* (250 words)	Minimum Education	Minimum Years of Experience (cannot be a range)
LABORER - LIGHTING **	Performs various physical duties as assigned on lighting projects. Maintains all safety standards. Moves, secures, installs, builds, loads, or unloads materials. Performs some specialized tasks under direct supervision.	None	None
Lead Project Development Engineer	Lliaison between the project manager and the technical disciplines involved in development stages of energy project. Responsibilities include schedule preparation, pre-planning and resource forecasting for engineering and other technical activities relating to the project.	Bachelors	2 years
Lead Surveyor **	Responsible for collecting project site data for construction projects that is relevant to their client or employer to aid on project development.	Bachelors	
Manager of Operations Support **	OPS Support works within projects to ensure that activities are carried out in accordance with contractual requirements and the company's safety plan, quality standards, established specifications, schedules, and budgets; meets with Field Managers and/or Director of Operations on a regular basis to review project status and plan future actions.	Bachelors	2 years

Service Proposed (eg Job Title/Task)*	Description* (250 words)	Minimum Education	Minimum Years of Experience (cannot be a range)
Master Electrician **	Responsible for the installation and repair of electrical systems in residential and commercial spaces. Test, troubleshoot, and replace electrical components to ensure systems function safely and efficiently. Master Electricians train and mentor other electricians.	None	10 years
Non-Residential Lighting Technician **	Responsible for upgrading and retrofitting lighting products safely and securely in customers' facilities.	High School	None
Operations Clerk	The OPS Clerk assist on projects to ensure that activities are carried out in accordance with contractual requirements and the company's safety plan, quality standards, established specifications, schedules, and budgets; meets with Field Managers and/or Director of Operations on a regular basis to review project status and plan future actions.	High School	None
Operations Electrical Engineer II **	Design, develop, and test electrical devices and equipment, including water metering systems, power systems, electrical systems, lighting systems and controls for construction projects to meet code compliance and project requirements.	Bachelors	2 years

Service Proposed (eg Job Title/Task)*	Description* (250 words)	Minimum Education	Minimum Years of Experience (cannot be a range)
Project Developer	Perform project design and development activities according to customer specifications. Works with engineers and stakeholders in developing project plan, budget and schedule. Coordinate with management in preparing project proposals and contractual requirements documents.	Bachelors	2 years
Project Development Engineer **	Leads in performing project technical design and development activities according to customer specifications. Works with stakeholders in developing project plan, budget and schedule. Coordinate with management in preparing project proposals and contractual requirements documents.	Bachelors	5 years
Project Manager	The Project Manager plans, directs, and coordinates activities of the energy management services project to ensure that goals, objectives and projects are accomplished within prescribed time frame and funding parameters.	Associates	2 years
Project Surveyor **	Assist in site activities to support project design and development activities according to customer specifications. Works with engineers and stakeholders in developing project plan. Coordinates with management in preparing project proposals and contractual requirements documents.	Associates	2 years

Service Proposed (eg Job Title/Task)*	Description* (250 words)	Minimum Education	Minimum Years of Experience (cannot be a range)
Senior Project Developer	Spearheads the team performing project design and development activities according to customer specifications. Works with stakeholders in developing project plan, budget and schedule. Coordinate with management in preparing project proposals and contractual requirements documents.	Bachelors	6 years
Site Supervisor **	The Site Supervisor directs employee activities in a manner that will achieve desired quality levels and daily production rates; promotes safety, housekeeping and consistency as an integral part of his daily responsibilities; supervises staging and installation activities and prepares daily labor report; Coordinates site functions to minimize delays; meets with Construction Manager/Operations Manager on a regular basis to review project status and plan future actions.	High School	2 year

Service Proposed (eg Job Title/Task)*	Description* (250 words)	Minimum Education	Minimum Years of Experience (cannot be a range)
Site Supervisor/Licensed **	The Site Supervisor directs employee activities in a manner that will achieve desired quality levels and daily production rates; promotes safety, housekeeping and consistency as an integral part of his daily responsibilities; supervises staging and installation activities and prepares daily labor report; Coordinates site functions to minimize delays; meets with Construction Manager/Operations Manager on a regular basis to review project status and plan future actions.	High School	2 year
Technician I **	Under supervision, perform a variety of semi-skilled work in the maintenance of lighting fixtures and perform other related work as required.	High School	None
Technician II **	Under supervision, to perform a variety of semi-skilled work in the maintenance lighting fixtures, and to perform related work as required.	High School	3 months
Technician III **	Under direction, to serve in a lead capacity that may include making job assignments and perform a variety of semi-skilled and skilled tasks in the maintenance and repair of lighting equipment and to perform related work as required	High School	1 year



ABOUT US

The ENVOCORE team has thousands of projects, literally millions of hours, of project design and implementation under our belt!

While no two design/builds are ever the same, with ENVOCORE as your partner, you can rest assured our employees have the depth of knowledge and experience to get the most out of your project. We get it done right, on time, on budget, and always put safety first.

With offices in the United States and Canada, ENVOCORE is ideally positioned to serve energy service companies (ESCOs) worldwide with innovative, state-of-the-art, energy-efficient solutions that provide measurable waste reduction.

OUR MISSION

Many of our long-term customers have worked with individual companies at ENVOCORE on goal-specific specialized projects involving lighting, advanced controls, advanced water solutions, building envelope and water efficiency. By pooling our resources as a larger, collaborative group, ENVOCORE is able to increase our buying power and brainpower with top manufacturers and suppliers—and pass those efficiencies on to our customers.

We're able to share our best-in-class engineers, state-of-the-art monitoring capabilities and opportunity-producing tools across all companies, making every partner and every ESCO the beneficiary of a bigger platform of ideas, resources and influence.

This new collaboration enables us to be more flexible in responding to our client's RFPs, especially if they have multiple energy conservation measures to be employed. And we have teams and partnerships in place across the country that can manage a project from audit through implementation—ready to make our customers look good.

As a solid base, ENVOCORE can look back on the 2000+ projects already successfully completed, and look forward to the financial stability a larger organization can bring to the table—along with the largest bonding commitment in the market that we serve.

OUR HISTORY

The roots of ENVOCORE go back to 1993. In the beginning, two independent lighting companies were started in two different parts of the country: RTS in Chicago, and LRI in Gambrillis, MD. Each focused on light design and energy conservation.

Over 20+ years both RTS and LRI grew their services, expertise, service areas and portfolios.

RTS first expanded to Detroit, then New Orleans and Mississippi; finally extending their coast-to-coast contracting capabilities via seven offices across the country. Subsidiaries RTS Water and RTS Building Envelope rounded out their full suite of Energy Efficient services.

For its part, LRI also expanded its service footprint and expertise year after year, growing to become a national energy efficiency contractor. Water Savers was added as a wholly owned subsidiary, successfully expanding their services to include analysis, design and implementation of water reduction, reuse and recycling solutions. Later LRI acquired Enlight Energy Efficient Lighting, expanding its lighting services to the West Coast.

On June 30, 2017, Retro-Tech Systems ("RTS"), which includes RTS Lighting, RTS Water, RTS Utility Metering, and RTS Building Envelope, joined LRI Energy Solutions ("LRI"), including wholly owned subsidiaries Lighting Retrofit International, Water Savers and

Enlight to form a new company, ENVOCORE. Like the companies that created it, ENVOCORE is dedicated to the growth and success of the energy solutions market.

At every level, ENVOCORE's pervasive culture is one of exceeding client expectations through meticulous attention to detail at every phase of work. This allows ESCO customers to minimize their involvement in individual energy conservation processes, meet contractual obligations and provide strong customer service.

WHY ENVOCORE

OUR SECOND-TO-NONE COMBINED SKILL SETS, STRENGTHS, AND DESIGN/BUILD SPECIALTIES CREATE A FUSION OF SERVICES FOUNDED ON INDUSTRY-WIDE BEST PRACTICES AND A HISTORY OF SUCCESSSES—WITH MEASURABLE ROI.

