



Smarter Buildings. Smarter People.
Connected Real Estate.

GENERAL SERVICES ADMINISTRATION

Federal Supply Service Authorized
Federal Supply Schedule Price List



TECHNOLOGY
Integration and
Innovation



BUILDINGS
Operations and
Services



PEOPLE
Strategy and
Program Support

Schedule Information:

Multiple Award Schedule

Large Category: Facilities Industrial Products and Services Miscellaneous
Subcategory: Facilities Solutions, Industrial Products Complimentary,
Special Item Numbers (SINs)

Schedule Contract No: 47QSWA19D006M (84)

Contract Period of Performance: **5/1/2019 - 4/30/2024 (Base)**

5/1/2024 - 4/30/2029 (Option 1)

5/1/2029 - 4/30/2034 (Option 2)

5/1/2034 - 4/30/2039 (Option 3)

Contractor Information:

The Building People
113 East Market Street, Suite 210
Leesburg, VA 20176
www.thebuildingpeople.com

Business Information:

DUNS: 078428718 | CAGE Code: 6ZNL0 | SAM Expiration: 12/09/2020

Small Business Administration Classification:

8(a) Small Business Certified (Corporation), Small Disadvantaged Business (SDB), Minority Business Enterprise (MBE), Disadvantaged Business Enterprise (DBE) Certification #700197
SBA HUBZone Certification #53038

Contractor Point of Contact:

Lawrence A. Melton, CEO/President
(703) 669.2222 | lawrence.melton@thebuildingpeople.com

Updated:
4/6/2020

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: www.GSAAdvantage.gov.



Federal Supply Schedule
Contract # 47QSWA19D006M (84)

1. AWARDED SPECIAL ITEM NUMBERS

1.1. LEGACY SINS

246 01	Smart Buildings Systems Integrator
246 52	Professional Security/Facility Management Services
246 53	Facility Management and Energy Solutions
84 500	Order-Level Materials (OLMs)

1.2. NEW MAS CONSOLIDATION SINS

561210SB	Smart Buildings Systems Integrator
334512	Total Solution Support Products for Facilities Management Systems
OLM	Order-Level Materials (OLM)

2. LABOR RATES

Please see Appendix A.

3. LABOR CATEGORY DESCRIPTIONS

Please see Appendix B.

4. MAXIMUM ORDER VALUE

SIN	Max Order
561210SB	\$1,000,000.00
334512	\$250,000.00
OLM	\$250,000.00

5. MINIMUM ORDER VALUE

\$100.00

6. GEOGRAPHIC COVERAGE (DELIVERY AREA)

Domestic

7. POINTS OF PRODUCTION (CITY, COUNTY, AND STATE OR FOREIGN COUNTRY)

All services offered are based from The Building People's headquarters, located in Leesburg, VA.

8. DISCOUNT FROM LIST PRICES OR STATEMENT OF NET PRICE

All prices are net prices.

9. QUANTITY DISCOUNTS

None

10. PROMPT PAYMENT TERMS

Prompt payment terms must be followed by the statement "Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.": No special discount is offered for prompt payment. Payment terms are net 30 days.

11. MICRO-PURCHASE THRESHOLD

11.1. NOTIFICATION THAT GOVERNMENT PURCHASE CARDS ARE ACCEPTED AT OR BELOW THE MICRO-PURCHASE THRESHOLD:

Government purchase cards are accepted at or below the micro-purchase threshold.

11.2. NOTIFICATION WHETHER GOVERNMENT PURCHASE CARDS ARE ACCEPTED OR NOT ACCEPTED ABOVE THE MICRO-PURCHASE THRESHOLD:

Government purchase cards are accepted above the micro-purchase threshold

12. FOREIGN ITEMS (LIST ITEMS BY COUNTRY OF ORIGIN):

N/A

13. DELIVERY

13.1. TIME OF DELIVERY:

Specific to each task order.

13.2. EXPEDITED DELIVERY:

Specific to each task order.

13.3. OVERNIGHT AND 2-DAY DELIVERY:

None.

13.4. URGENT REQUIREMENTS:

Specific to each task order.

14. F.O.B. POINT(S)

Destination.

15. ORDERING

15.1. ORDERING ADDRESS:

The Building People | 113 East Market St., Suite 210 | Leesburg, VA 20176

15.2. ORDERING PROCEDURES:

For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3. The ordering procedures for supplies and services, information on Blanket Purchase Agreements (BPA), and a sample BPA can be found at the GSA/FSS Schedule homepage (<http://fss.gsa.gov/schedules>).

16. PAYMENT ADDRESS:

The Building People | 113 East Market St., Suite 210 | Leesburg, VA 20176

17. WARRANTY PROVISION

N/A

18. EXPORT PACKING CHARGES, IF APPLICABLE

N/A

19. TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE (ANY THRESHOLDS ABOVE THE MICRO-PURCHASE LEVEL)

N/A

20. DATA UNIVERSAL NUMBER SYSTEM (DUNS) NUMBER:

078428718

21. SYSTEM FOR AWARD MANAGEMENT (SAM) DATABASE:

The Building People is registered in the System For Award Management (SAM) database (<https://www.sam.gov/SAM/>).

ABOUT THE BUILDING PEOPLE

The Building People is a recognized leader in real estate and facilities services. Our global organization delivers total lifecycle solutions for clients that integrate technology, buildings, and people to solve today's complex challenges for building owners, occupiers and stakeholders. We empower our clients to maximize the workplace experience and reduce costs without sacrificing quality and reliability. Our strategy leads clients towards the future of facilities through a connected real estate model that propagates new norms to deliver organizational efficiency, sustainability, and savings.

We provide technical, management consulting, and professional support services in the government, real estate, facilities management, energy and sustainability, financial management, project management, and information technology markets. We serve commercial, institutions, and government clients, delivering solutions that improve operations and asset management performance without sacrificing reliability and service.

Our team brings complete real estate and facilities management services that are a core market offering that our team understands *and* delivers on. We provide our clients with the strategic roadmap they need to deal with complex real estate decisions in today's market and bring critical, long standing knowledge in our market offerings that provides our customers with the level of experience needed to solve today's portfolio strategies.

The Building People's commitment is driven by our passion to innovate, lead with experience, and build long-term relationships with our clients. Our integrated delivery drives collaboration among building owners, occupants, and operators to develop sustainable facilities that are efficient, cost effective, and resilient. To make our clients successful, we offer solutions across the entire real estate life cycle of design, build, operate, maintain, and disposal. Our solutions lead clients to deliver smarter people, smarter buildings, and the Connected Real Estate Model.

The Building People at a Glance

- 8(a) Small Disadvantaged Business
- HUBZone
- Small Disadvantaged Business Enterprise (DBE)
- Minority Owned Business (MBE)
- Experienced Management Team
- Team of Senior-Level Subject Matter Experts
- Market Focus Areas:
 - ✓ Real Estate
 - ✓ Facility Management
 - ✓ Energy & Sustainability
 - ✓ Environmental Services
 - ✓ Construction & Engineering Management
 - ✓ Financial Management
 - ✓ Technology Solutions & Services
 - ✓ Mission Support Services
- Expertise in Government Contracting
- Delivering solutions internationally

OUR MISSION

The Building People integrate technology, buildings, and people to deliver the future of facilities today.

OUR STRATEGY

We understand that corporate real estate teams face relentless pressure to reduce costs and mitigate risk, while meeting mandates to continually add more value and support corporate goals for sustainability, productivity and growth. As an integrated real estate and facilities organization, we bring new ideas and methodologies that are needed to meet these demands.

As a recognized leader in real estate and facilities services, The Building People integrate technology, buildings, and people to deliver the future of facilities today. We solve the complex challenges facing building owners, tenants and stakeholders by maximizing the workplace experience and reducing costs – all without sacrificing quality or reliability. Our approach integrates all phases of the real estate life cycle, and our commitment is driven by our passion to innovate, lead with experience, and build long-term relationships with our clients. The real estate and the facilities landscapes are changing, join us and we will lead this change together.

OUR COMMITMENT

Our commitment to your facility and project is driven through our desire to innovate, lead with our experienced team's vision, and build long-term relationships. Our integrated delivery will drive collaboration for building owners, occupants, and the environment.

We know that our clients need to achieve maximum success. To make that a reality, we offer expertise in all areas, including design, build, operations and maintenance. We provide the complete lifecycle of operations for our clients.

OUR EXPECTATIONS

We expect our innovations to maximize the workplace experience and reduce costs without sacrificing quality and reliability. Our solutions equip building owners and operators with tools to propagate new norms and change tenant behaviors, which in turn drive greater organizational efficiency and provide cost savings and sustainability.

OUR MODEL

You don't have to choose between **efficiency, savings and sustainability**. Our model will lead our customers and the industry toward better utilization while providing the very best amenities. Whether its operations or strategy and program support, we have the unique ability and skill sets to provide solutions.

OUR CORPORATE GOAL

Our connected real estate organization is able to leverage consolidated data and analytics, which is why our goal and brand is to position our clients to prioritize their future using the data to transform insights into action. Our process enables a complete solution that is supported by robust facilities & real estate experts that understand the change needed around the "people" (building owners and occupants). We will position our clients to achieve "innovation" by driving competitive differentiation.

Services

Our service offerings related to this Schedule include the following:

TECHNOLOGY

- Enterprise Architecture & Resource Planning
- System Design Integration & Innovation
- Data Solutions & Analytics
- Computer Maintenance Management System (CMMS)
- Integrated Work Management Systems (IWMS)
- Smart Buildings
- Systems Integration & Engineering
- Facility Operations & Efficiency
- Planning & Design and Training & Development
- Remote Building Monitoring
- Security Integration, Monitoring & Design

FACILITY MANAGEMENT

- Operations & Maintenance Support Services
- Facilities Engineering & Maintenance
- Outsourced Facility Staff & Services
- Remote Monitoring and Remote Operations
- Training & Distance Learning
- Computer Maintenance Management Systems (CMMS)

ENERGY & SUSTAINABILITY

- Energy Benchmarking, Management Planning & Strategies
- Training on Energy Management
- Energy Program Support Services and Audit Services
- Innovations in Renewable Energy
- Energy Consulting Services

Additional service offerings our team provides include the following:

ENVIRONMENTAL SERVICES

- Environmental Consulting and Training
- Geographic Information Systems (GIS) Services
- Materials & Waste, Recycling & Disposal Support Services
- Consulting relating to protecting the environment
- Consulting relating to designing environments
- Creation and enforcement of environmental legislation
- Assessment of the impact of actions on the environment

FINANCIAL MANAGEMENT

- Capital Planning, Budgeting & Forecasting
- Enterprise Asset & Financial Management
- Lease Administration & Occupant Performance
- Property Accounting & Acquisition Services
- Regulatory & Transaction Management

REAL ESTATE SERVICES

- Enterprise Real Estate Standards & Policy
- Move & Space Management & Planning
- Property Management and Tenant Representation
- Workplace Performance & Optimization

CONSTRUCTION & ENGINEERING MANAGEMENT

- Project Management
- Project Risk Analysis
- Project Scheduling & Project Training
- Consulting relating to designing environments
- Creation and enforcement of environmental legislation
- Cost Analysis & Estimating
- Project Turnaround & Value Management
- Assessment of the impact of actions on the environment

MISSION SUPPORT SERVICES

- Strategic Business Analysis & Planning
- Acquisition, Project Management, and Logistics
- Benchmarking & Performance Measures
- Process & Performance Improvement
- Communications & Change Management
- Human Capital Management

APPENDIX A – THE BUILDING PEOPLE LABOR RATES

Labor Category	Base Year 1/1/2019 – 12/31/2019	Option Year 1 1/1/2020 – 12/31/2020	Option Year 2 1/1/2021– 12/31/2021	Option Year 3 1/1/2022 – 12/31/2022	Option Year 4 1/1/2023 – 12/31/2023
Principal	\$215.85	\$222.32	\$228.99	\$235.86	\$242.94
Project Director	\$192.48	\$198.25	\$204.20	\$210.32	\$216.63
Senior Project/Program Manager	\$184.62	\$190.16	\$195.86	\$201.74	\$207.79
Project/Program Manager	\$142.48	\$146.75	\$151.16	\$155.69	\$160.36
Application SME	\$208.44	\$214.69	\$221.14	\$227.77	\$234.60
Network SME	\$223.07	\$229.76	\$236.65	\$243.75	\$251.06
Technical Lead Designer	\$174.31	\$179.54	\$184.92	\$190.47	\$196.18
Systems Integration SME	\$174.31	\$179.54	\$184.92	\$190.47	\$196.18
Building Controls Programmer	\$160.30	\$165.11	\$170.06	\$175.16	\$180.41
Senior Electrical Engineer	\$185.40	\$190.96	\$196.69	\$202.59	\$208.67
Senior Project Engineer	\$165.83	\$170.80	\$175.93	\$181.21	\$186.65
Project Engineer	\$150.75	\$155.27	\$159.93	\$164.73	\$169.67
Junior Project Engineer	\$123.60	\$127.31	\$131.13	\$135.06	\$139.11
Licensed Electrician	\$121.80	\$125.45	\$129.21	\$133.09	\$137.08
Senior Energy Consultant	\$136.98	\$141.09	\$145.32	\$149.68	\$154.17
Energy Consultant	\$119.56	\$123.15	\$126.84	\$130.65	\$134.57
Junior Energy Consultant	\$96.26	\$99.15	\$102.13	\$105.19	\$108.35
Senior Facilities Management Specialist	\$128.78	\$132.64	\$136.62	\$140.72	\$144.94
Facilities Management Specialist	\$109.45	\$112.73	\$116.11	\$119.60	\$123.19
Junior Facilities Management Specialist	\$87.97	\$90.61	\$93.33	\$96.13	\$99.01

All prices include the GSA .75% Industrial Funding Fee.

APPENDIX B – LABOR CATEGORY DESCRIPTIONS

GSA Labor Category	Education	Years of Exp.	Description
Principal	Bachelors	15 Years	Senior level position with the responsibility of ensuring the firm's ability to deliver high quality services in a timely, efficient, effective and profitable manner. Authority to enter into contracts for professional services, with ultimate responsibility for project completion in accordance with contractual requirements. Serves as a senior, in-house technical expert. Education/Experience Qualifications: Bachelor's Degree and a minimum of 15 years of experience, including senior management responsibilities.
Project Director	Bachelors	12 Years	Responsible for one or more business lines. Has exceptional skills in client relations, assessing needs and requirements, the application of exceptional technical and/or business skills, and detailed knowledge of company resources. Conducts high level review of project deliverables. Reports to Principal. Responsible for analyzing, planning, directing, and coordinating activities of designated projects and organizations. Ensures that goals and objectives of those projects and organizations are accomplished within prescribed time frames and budgets. Provides management, organizational, and process improvement services that include planning, strategies, choice analysis, performance optimization, and risk management. Education/Experience Qualifications: Bachelor's degree and a minimum of 12 years of relevant experience.
Senior Project/Program Manager	Bachelors	12 Years	Directs complex projects and programs requiring integration of technical, analytical, financial, and administrative outputs. Provides management, organizational, and execution of project requirements, including planning, strategies, consulting, analysis, compliance, risk management, and management oversight. Education/Experience Qualifications: Bachelor's degree and a minimum of 12 years of relevant experience.
Project/Program Manager	Bachelors	8 Years	Directs the operational performance of a variety of related projects and implements project management. Responsible for ensuring high quality products and services are delivered according to the agreed schedule and budget of the applicable task/delivery order. Education/Experience Qualifications: Bachelor's degree and a minimum of 8 years of relevant experience.
Application SME	Bachelors	10 Years	Responsible for the development and support of the User Interface as part of the software application. The Application SME will utilize the defined implementation process and will efficiently manage the customer and internal project resources to support established milestones, ensuring targeted completion dates are achieved. This position works in complex technology environments requiring a multi-product solution as well as product integration, and/or custom solutions. Education/Experience Qualifications: Bachelor's degree and a minimum of 10 years of relevant experience.

Network SME	Bachelors	12 Years	Responsible for surveying the IT infrastructure network, inclusive of providing network drawings and an inventory of network devices. Accomplishes and supports work in a team environment and manages an array of technical issues for the customer and project teams.. Participates in all team meetings and provides installation and onsite support to customers, and resolves issues effectively and within project timeframes and budgets. Education/Experience Qualifications: Bachelor's degree and a minimum of 12 years of relevant experience.
Technical Lead Designer	Bachelors	10 Years	Responsible for providing technical support in the development of the application, specifically back end programming and development for the application. Education/Experience Qualifications: Bachelor's degree and a minimum of 10 years of relevant experience
Systems Integration SME	Bachelors	10 Years	Responsible for supporting the integration of various building control systems and has extensive knowledge of building network protocols. The SME helps customers and project teams manage the complexity inherent with technology change, from requirements planning to architecture, from testing to deployment, and links their IT programs to organizational goals. Education/Experience Qualifications: Bachelor's degree and a minimum of 10 years of relevant experience
Building Controls Programmer	Associates	10 Years	Responsible for programming control sequences; reviewing plans and specifications for construction and renovations projects, and providing comments/recommendations related to controls systems and mechanical/electrical systems to project managers, engineers and energy consultants. Plans and leads the implementation of control system upgrades and expansions, including network communication devices. Education/Experience Qualifications: Associate's degree and a minimum of 10 years of relevant experience.
Senior Electrical Engineer	Bachelors	15 Years	Leads the electrical system design, construction management, commissioning, testing, and maintenance. Supports complex projects requiring the integration of multiple disciplines and diverse outputs. Applies knowledge across key tasks involving high impact assignments and supports technology assignments. Education/Experience Qualifications: Bachelor's degree and a minimum of 15 years of relevant experience.
Senior Project Engineer	Bachelors	10 Years	Performs complex projects requiring the integration of multiple disciplines with diverse outputs. Applies knowledge across key tasks and high impact assignments. Supports technology assignments, evaluates performance results and recommends changes affecting performance. Education/Experience Qualifications: Bachelor's degree and a minimum of 10 years of relevant experience.

Project Engineer	Bachelors	6 Years	Assists with complex projects requiring the integration of multiple disciplines and diverse outputs. Applies knowledge across key tasks and high impact assignments. Assists with technology assignments. Technical work includes site surveys, control system programming, control system installation, concept designs, energy analysis, project costing, cost analysis, energy modeling, system monitoring, and system troubleshooting. Supports the evaluation of performance results and recommends changes affecting performance. Education/Experience Qualifications: Bachelor's degree and a minimum of 6 years of relevant experience.
Junior Project Engineer	Bachelors	2 Years	Provides research, data collection, and analysis in support of project task requirements. Assist with technology assignments. Technical work including site surveys, concept designs, energy analysis, project costing, cost analysis, energy modeling, system monitoring, and system troubleshooting. Performs work with substantial supervision. Education/Experience Qualifications: Bachelor's degree and a minimum of 2 years of relevant experience.
Licensed Electrician	High School/Apprenticeship or Equivalent	Licensed	Performs electrical and lighting system installation as necessary for turnkey energy and smart building systems integration projects. Oversees and self-performs a variety of electrical trade functions including the installation, maintenance, and repair of equipment. Responsible for locating and diagnosing problems in the electrical system or equipment, installing and repairing equipment, and working standard computations relating to load requirements of wiring or electrical equipment. Skilled with a variety of electrician's hand tools, measuring and testing instruments, and reading engineering drawings. Education/Experience Qualifications: Licensed Electrician with a minimum of 3 years relevant experience.
Senior Energy Consultant	Bachelors	8 Year	Assists agencies and installations in developing, executing, and reporting energy and carbon implementation plan activities. Develops energy plans and strategies, supports energy choice analyses, and provides risk management services. Provides energy metering and data management services, manages and analyzes utility billings, and helps improve customer bill processing systems. Assists agencies in preparing statements of work for energy management projects, provides measurement and verification services, and helps customer agencies take advantage of rebate programs, alternative financing and utility-provided energy efficiency programs. Education/Experience Qualifications: Bachelor's degree and a minimum of 8 years of relevant experience.
Energy Consultant	Bachelors	5 Years	Directs and/or assists in energy and carbon management programs, projects, and management systems. Helps develop energy programs, plans, and projects in support of agency and installation energy management programs. Supports customers in evaluating energy choices, including technical and economic analyses of alternatives. Provides risk management services to minimize the impact of price uncertainties. Assists customers in

			carrying out statutory programs, managing energy data collection and reporting systems, and preparing reports. Education/Experience Qualifications: Bachelor's degree and a minimum of 5 years of relevant experience.
Junior Energy Consultant	Bachelors	3 Years	Assists in providing technical consulting to managers and supervisors for energy, carbon management and auditing program support. Assists in the analysis of programmatic, organizational, and operational requirements, and the assessment of needs. Provides research and analytical support during strategic planning, auditing, and life cycle cost analysis. Education/Experience Qualifications: Bachelor's degree and a minimum of 3 years of relevant experience.
Senior Facilities Management Specialist	Bachelors	10 Years	Supports the management of all aspects of a single property or portfolio of properties that include real estate, operations and financial activities. Assists with the improvement of building performance, delivery of greater efficiency, maximizing facility resource investments, and helping build a smarter infrastructure platform for facility operations. Conducts facility planning, performance metric development, workforce planning and needs analysis, integrated operations and maintenance, enterprise Asset Management System planning, deployment and analysis, reliability centered maintenance program development, and develops and oversees the implementation of facility and infrastructure projects. Education/Experience Qualifications: Bachelor's degree and a minimum of 10 years of relevant experience.
Facilities Management Specialist	Bachelors	6 Years	Provides facility management services in support of customer's operational, compliance, and security requirements. Functions as member of the integrated facility support team providing assistance, data entry and retrieval in the area of configuration management, data management, operations, training, testing, transportation, reliability, and maintainability. Responsible for participating in periodic audits and systems configuration verification and maintains program data and provisioning files. Education/Experience Qualifications: Bachelor's degree and a minimum of 6 years of relevant experience.
Junior Facilities Management Specialist	Associates	2 Years	Performs administrative support tasks of a non-routine and non-repetitive nature. Monitors projects and finances for members of an assigned functional unit. Performs professional level tasks, both formal and informal requiring independent judgment, initiative and tact; determines method of collection and analysis for assigned projects; and prepares complex briefings. Coordinates administrative work within the secretarial and clerical support group. Responsible for preparing various reports, making recommendations for actions, project administration, event planning, office relocation planning, and other duties as assigned. Education/Experience Qualifications: Bachelor's degree and 2 years of relevant experience.

Experience Substitutions		
H.S. Diploma + 4 years additional experience	Equals	Bachelor's Degrees
Bachelor's Degree + 2 years additional experience	Equals	Master's Degree
Master's Degree + 2 years additional experience	Equals	Ph.D.

Education Substitutions
A Ph.D. may be substituted for 2 years of required experience with a Master's Degree or 4 years with a Bachelor's Degree.
A Master's Degree may be substituted for 2 years of required experience with a Bachelors
A Bachelor's Degree may be substituted for 4 years of required experience with a H.S. Diploma.