



---

## Introduction – Brooks Range Contract Services, Inc.

**Brooks Range Contract Services, Inc. (BRCS) has been a GSA Schedule Contract holder since November 5, 2004. We have updated and expanded SINs to incorporate significant changes to the products and services we are offering in 2011.**

**Effective January 7, 2011, BRCS modified our contract to include an innovative, non-chemical water treatment system, developed and introduced by Flozone Services, Inc. This technologically advanced water/energy management system can eliminate chemicals, improve operating efficiency, and significantly contribute toward LEED and Energy Star certifications. The Flozone *Integrated Management System* (IMS) and *Portable/Permanent Filtration System*(PFS) will reduce utility costs, protect equipment and, in the larger picture, protect and improve the environment.**

**Specific details on the Flozone system are provided under SIN 871 299, on pages 22-27, “Introduction of New Services.” BRCS also offers the Flozone water and energy management system under SINs 811-002 and 811-005.**

**On September 30, 2014 BRCS introduced a 1% permanent price reduction to all facility support services SIN prices/multipliers. These will be effective 10/1/2014.**

BRCS is an industry leader experienced in federal facilities management, including large facilities and facilities consisting of numerous buildings, remote facilities, and high rise, urban facilities, facilities located in extreme climates, facilities with areas that require special maintenance considerations, such as day care centers, laboratories and judges’ chambers, buildings of historical significance, facilities with high security areas, and facilities with sensitive microclimates. Our goals:

- To maintain and operate facilities and their systems efficiently and effectively and at best value for the customer;
- To maintain each facility as a world class, superior workplace that helps our customers increase effectiveness and efficiency of operations to optimize occupancy.

As part of our pledge to our customer, we prioritize water and energy conservation but without compromising our customer’s comfort.

BRCS is a wholly owned subsidiary of K’oyit’ots’ina, Limited (KCorp), which was incorporated under the laws of the State of Alaska in May of 1980, pursuant to the provisions of the Alaska Native Claims Settlement Act (ANCSA). KCorp is a 100% Alaska Native-owned corporation and was formed by the consolidation of the Alatna, Allakaket, Hughes and Huslia village corporations.

BRCS became an incorporated legal entity in 1999. In April 2000, the SBA certified BRCS in the 8(a) and HUBZone programs. On April 1, 2009 BRCS graduated from

the 8(a) program, and we are no longer a HUBZone company. Today, BRCS maintains approximately 16million square feet of federal facilities and over ten acres of roads and grounds through 26 contracts with the federal government. As a total facility service provider, our expertise is evidenced in:

- Project Management
- Facility Maintenance
- Mechanical Operations and Maintenance
- EMCS Service and Maintenance
- Roads and Grounds Maintenance
- Plumbing and Pipefitting
- HVAC Maintenance and Repair

The elements that constitute our business approach to successfully accomplish our mission include a commitment to our customers and their needs, a committed and visionary leadership, strategic planning for the company and for each asset that we manage, measurement and analysis of our work, human resources management, and process management. To continually improve our processes and services, we measure our performance through quality programs, monitor customer satisfaction indices, and maintain an awareness of industry innovations. BRCS follows the Management by Objectives (MBO) approach throughout the organization. The MBO approach is a process of joint goal setting between management and staff. Managers work closely with staff to establish performance goals and plans that are consistent with higher level project and organizational objectives. The organizational objectives are rooted in the BRCS corporate culture, which is based on *accountability, communication, coordination, and innovation*. BRCS consistently challenges each project to improve by applying *people, processes and technology*. These cornerstones support our approach to all facility maintenance projects.

BRCS is a fiscally responsible, financially stable organization and seeks to provide high quality, cost-effective services. We carefully and responsibly select all subcontractors and have organization-wide measures for employee retention and development. Our commitment to quality is reflected in the BRCS mission statement:

*To provide service excellence unparalleled by our competition.*

We have a broad account base serving GSA, and currently support or have supported government operations in ALL GSA Regions: 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, and 11 (NCR).

The facilities presently maintained by BRCS include federal courthouses, U.S. border stations, high profile federal buildings with elevated security screening measures in place, a high profile military installation that serves as one of the premier helicopter repair and overhaul facilities in the world, facilities with laboratories where world-class scientific research is being conducted, facilities with sensitive microclimates such as data centers, archive collections and valuable museum collections, historical facilities, and facilities in extreme climates. Other

---

experience in our background includes two military family housing maintenance contracts, which we both completed in 2004. In our history as a company we have completed over 45 federal contracts.

The foundation of our service quality is a staff of trained professionals focused on improving your environment and using technology to better control equipment and manage the workload. This is backed by rigorous self-inspection and independent audit. The recognition that we as a company have garnered over the years, and the awards that various buildings have received while under our care, are a testament to the strength of this foundation. In addition to numerous letters and e-mails from our customers and building occupants, and high scores on customer satisfaction, CPARS and other surveys, we have also received or contributed to the buildings under our care to being recognized with awards. Below are some examples of these commendations.

In 2007, the Center for Facilities Maintenance and Hardware recognized BRCS as the Small Business Contractor of the Year for our contribution to the Multiple Awards Schedule Program.

TOBY Awards (The Office Building of the Year), given by BOMA, that were awarded to buildings while maintained by BRCS, include:

- In 2009, the U.S. Courthouse Complex/Cadman Plaza in Brooklyn, New York was recognized with a TOBY
- In 2005/2006, the Sam Nunn Center was the Southern Region winner of the Earth Award, also given by BOMA
- In 2004/2005, the Sam Nunn Atlanta Federal Center in Atlanta, Georgia was the Southern Region TOBY winner
- In 2003/2004, the Eugene Federal Building in Eugene, Oregon received a TOBY Award for government buildings.
- In 2002/2003, the Mark O. Hatfield U.S. Courthouse in Portland, Oregon was the Pacific Northwest Region Winner of the TOBY.

We have also helped our customers with energy savings. This includes the Sam Nunn Federal Center being recognized with an Energy Star label and BRCS being recognized with an Energy Star Partnership Award in 2005. In 2007, the Robert N.C. Nix Federal Building and the U.S. Custom House were both recognized with the Energy Star label. At least 4 other buildings have been recognized with an Energy Star label while under our maintenance.

### Summary of BRCS advantages:

- ✓ Schedule holder since 2004
- ✓ National presence with operations extending through four time zones
- ✓ 327 qualified management, administrative,



engineering and technical employees throughout the United States

- ✓ Member, Building Owners and Managers Association (BOMA)
- ✓ Maintain approximately 16 million sq. ft. of federal facilities
- ✓ 100% Alaska Native-owned company
- ✓ CCR registered

## Summary of Services and Pricing Method

**811-002: BRCS provides the full spectrum of services for SIN 811-002, Complete Facilities Maintenance, including green maintenance; any combination of services.**

- Mechanical O&M
- HVAC
- Electrical
- Mechanical
- Architectural and Structural Maintenance
- Locksmith Services
- Painting
- Property Maintenance
- Grounds Maintenance
- Landscaping
- Tree Trimming
- Snow Removal
- Janitorial/Custodial Services
- Plumbing
- Environmental Control Systems
- Building Automation Systems
- Electric and Overhead Doors
- Fire Alarm/Fire Suppression
- Utility Distribution

**811-003: Complete Facilities Management**

- Planning
- Quality Control
- CMMS Integration and Support

**811-004: Electrical and Utility Services**

- Operations, Maintenance and Repair of Utility Systems

**811-005: R/HVAC Maintenance**

- Operations, Maintenance and Repair

**003-100: Ancillary Supplies and/or Services – Facilities Maintenance and Management**

Our basic approach to the FSS Multiple Award Schedule was to keep the process simple, but at the same time offer a broad range of cost-competitive facility maintenance and management services. The SINs defined within Schedule 03FAC cover a wide range of operation, maintenance, and repair services, and support a variety of government end-users. Our challenge was to develop a simple matrix to efficiently serve all customers, in all geographic regions, over a full spectrum of performance requirements.

The price matrix introduced by BRCS is our solution. Ordering officials can select a performance level and check a SIN maintenance price based on the projected number of full-time employees (FTEs). Each matrix of hourly rate multipliers offers a full range of performance standards, from our minimum proposed level of effort, *operation and maintenance with expendables*, through a range of repair limits of \$2,500 to \$10,000.

Each service solution includes all management, supervision, productive labor, supplies, tools, and equipment required to perform operation and maintenance. Subcontractors are added as required to fulfill specific contract requirements. The only variable component is repair liability based on the selected performance level.

The majority of work currently performed by BRCS falls under SIN 811-002, Complete Facilities Maintenance. We self-perform over 90% of all contracted work and subcontract only highly-specialized testing, repair, or replacement tasks. Therefore, our most favorable pricing options exist under this all-encompassing SIN. In most situations, we have found that customers seek turnkey operations and prefer a single accountable party that will deliver uninterrupted services to their

facility. Government personnel ordering work are very likely to view this SIN as Complete Facility Maintenance, and BRCS offers a full range of performance and price options.

We have included matrices for other SINs so that ordering officials can purchase specific services as needed. Depending on your specific services expectation, a Complete Facility Maintenance solution may contain all key elements to your outsource. Please refer to the list of services covered under SIN 811-002 before procuring under another SIN.

## **Summary of Maintenance and Management SINs Covered by BRCS**

Brooks Range Contract Services, Inc. (BRCS) views SIN 811-002, Complete Facilities Maintenance, as the backbone of the FSS Multiple Award Schedule and the single most comprehensive facility service solution on the schedule. Statistically, 92% of the BRCS active contract base consists of cost-competitive and quality facility maintenance and management services. Many government entities procure these bundled services under different RFP titles with the same objective: to outsource services to qualified private industry leaders to operate, maintain, repair, upgrade, protect, and preserve federal properties and assets.

At BRCS, we pay attention to the details. The interior of a building is just as important to us as the exterior. We are as concerned about what the condition of a facility will be ten years from now as we are about its present condition. We take great pride in operating every facility efficiently and safely, and pledge to service each asset for which we are responsible as if it were our own.

We view SIN 811-002, Complete Facilities Maintenance, as a turnkey outsourcing solution to fulfill the O&M requirements of nearly every facility. However, there may be a need to order stand-alone HVAC, electrical/utility, or facility management services, as specified under SINs 811-003, 811-004, 811-005 and 003-100. BRCS will deliver the same high level of service under each SIN and operate, maintain, and repair all equipment systems covered under each specific service area.

We have developed a listing of service details and associated pricing matrices to support each referenced SIN. The first service detail provided is for Complete Facilities Maintenance, SIN 811-002, followed by SINs 811-003, 811-004, 811-005, and 003-100. Other Direct Costs, ODCs, are included in a wide range of OM&R service solutions proposed by BRCS. For any additional required items, BRCS will use all items purchased through WW Grainger, and available through their most current catalog (see: [www.grainger.com](http://www.grainger.com) )



## Service Detail and Price List – SIN 811-002

The BRCS approach to successful facility maintenance includes a **qualified on-site workforce**, a **preventive/predictive maintenance program**, and a robust **quality management program**.

To determine the size of the **qualified on-site workforce**, we use our own manning standards. These are structured along proven government processes and based on our past experience at similar facilities with similar workload. All of our employees must have trade core competencies and the required licenses and certifications for their respective position. Continuous training is provided as necessary, with safety, security and customer service stressed at every meeting. Each BRCS employee must have passed a background check for security access to government facilities and must sign in and sign out each time he or she enters or leaves the facility. Employees are also required to be clearly identifiable as such and must wear a security badge and a BRCS uniform at all times when on the job. A BRCS supervisor is on-site and immediately available to the COR during all specified shifts. At minimum, the supervisor must be accessible by telephone 24/7. The BRCS supervisor has immediate access to other employees in case of an emergency, and all employees must respond to after-hours emergencies within specified timeframes.

### **BRCS full spectrum services – SIN 811-002**

- Mechanical O&M
- HVAC
- Electrical
- Mechanical
- Architectural & Structural Maintenance
- Locksmith Services
- Painting
- Plumbing
- Environmental Control Systems
- Building Automation Systems
- Electric and Overhead Doors
- Fire Alarm/Fire Suppression
- Utility Distribution
- Property Maintenance
- Grounds Maintenance
- Landscaping
- Tree Trimming
- Snow Removal
- Janitorial/Custodial Services

Our **predictive/preventive maintenance program** (PPM) is a preventive maintenance program that is fortified with elements of predictive maintenance. By scheduling routine work on equipment and systems, we ensure continuing operation, minimize premature breakdowns, and preserve the life of the equipment and systems. The BRCS PPM program is designed to be flexible and permit implementation of changes for improvement, based on our findings during scheduled periodic quality audits. Our program shadows the best of manufacturers' recommendations and industry standards for periodic performance evaluations, life-preserving lubrications, and operational adjustments. By conducting preventive maintenance, coupled with scheduled predictive maintenance, we can determine the effectiveness of the prescribed preventive maintenance through non-destructive, non-invasive testing using technology developed for determining deterioration, the rate of deterioration, and the estimated time to failure of any piece of equipment. With this PPM approach, BRCS maximizes the useful life of equipment and



greatly reduces the risk of untimely, costly, catastrophic replacements.

Ensuring a successful maintenance program is our robust ***quality management program***, customized to the particular needs of each project site. It involves corporate and on-site employees and includes weekly, monthly, quarterly and annual inspections, a proactive approach to minimizing service calls, a service call log and tracking plan, provisions for emergency call-back services, and procedures for timely correction of deficiencies.

Figure 1 SIN 811-002- Contiguous United States Pricing Matrix

**FSS PRICING - Complete Facilities Maintenance  
03 FAC**

**SIN- 811 002**

		Performance Requirement			
		Basic O&M w/expendables	O&M w/ Repairs to \$500.00 ea.	O&M w/ Repairs to \$2,500.00 ea.	O&M w/ Repairs to \$5,000.00 ea.
Market Size					
<b>Large</b>					
Price					
<b>Medium</b>					
Price					
<b>Small</b>					
Price					

**Purchasing Agent: Price Formula- prices provided on request**

STEP 1) Decide your market based on the prevailing wage of an HVAC mechanic in your geographic area.

- If the rate per hour is \$27.00/hour and up, you are in the *Large Market*
- If the rate per hour is \$22.00/hour up to \$26.99/hour you are in the *Medium Market*
- If the rate per hour is up to \$21.99/hour, you are in the *Small Market*

STEP 2) Select the *Hourly Rate Multiplier* from the performance matrix

- Each performance model includes ALL materials, parts, and supplies
- Specialized subcontractors will be added as required as open market
- Posted dollar thresholds define repair limits that BRCS is responsible up to

STEP 3) Select hourly pay rate for each classification chosen

- All staff-related calculations are based on hours paid

STEP 4) 2088 hours (standard work year, but fractional equivalents can be used)

STEP 5) Multiply STEP 2 and STEP 3 and STEP 4 to determine annual pricing

**Note:** This applies to the 48 contiguous states

Figure 2 SIN 811-002 - Alaska Pricing Matrix

**FSS PRICING - Complete Facilities Maintenance  
03 FAC**

**SIN- 811 002**

		Performance Requirement			
		Basic O&M w/expendables	O&M w/ Repairs to \$1000.00 ea.	O&M w/ Repairs to \$2,500.00 ea.	O&M w/ Repairs to \$5,000.00 ea.
Market Size					
<b>Large</b>					
<b>Price</b>					
<b>Medium</b>					
<b>Price</b>					
<b>Small</b>					
<b>Price</b>					

**Purchasing Agent: Price Formula- prices provided on request**

STEP 1) Decide your market based on the prevailing wage of an HVAC mechanic in your geographic area.

- If the rate per hour is \$27.00/hour and up, you are in the *Large Market*
- If the rate per hour is \$22.00/hour up to \$26.99/hour you are in the *Medium Market*
- If the rate per hour is up to \$21.99/hour, you are in the *Small Market*

STEP 2) Select the *Hourly Rate Multiplier* from the performance matrix

- Each performance model includes ALL materials, parts, and supplies
- Specialized subcontractors will be added as required as open market
- Posted dollar thresholds define repair limits that BRCS is responsible up to

STEP 3) Select hourly pay rate for each classification chosen

- All staff-related calculations are based on hours paid

STEP 4) 2088 hours (standard work year, but fractional equivalents can be used)

STEP 5) Multiply STEP 2 and STEP 3 and STEP 4 to determine annual pricing

**Note:** This applies to ALASKA ONLY



---

**Figure 3 SIN 811-002 – BRC-Flozone Pricing Matrix** (Details provided under SIN 871 299, on pages 22-27)





**BRCs- Flozone Services, Inc**

BRCs-Flozone; GSA Schedule Pricing 2011

Dated: 1/5/2011

Confidential



**Flozone Additional Service Features & Packages**

Each Chiller Monitor		<b>**ADDITIONS**</b>	
	high		
Equipment			
Installation			
<b>*Pricing is per chiller monitor and priced separate from IMS equipment</b>			
	<b>Permanent Filters</b>	<b>Portable Filters</b>	
	<b>Price per Ton</b>	<b>Price per Ton</b>	
	high	high	
Equipment			
Installation			
Service			
<b>*Filtration pricing has a minimum of 500 tons and is priced separate from IMS equipment.</b>			
<b>**Portable Filter pricing is for up to 90 days of closed loop filtering. For each consecutive 30 day period beyond the initial 90 days the equipment price will be no more than \$2.06 per ton &amp; service price will be no more than \$1.86 per ton with a 500 ton minimum.</b>			

**Flozone "sample installations"**

**"Note: not all installations below include latest generation Flozone IMS Programing & Monitoring Platform"**

Comparable Installations	Tons	\$/ton
Henry Maxwell Elementary	150	
Hickman Elementary	171	
Buena Vista Enhanced	182	
J.E. Moss Elementary	200	
Metro Water Department	250	
Univ of Memphis Life Science	400	
Univ of Memphis Richardson Tower	400	
Univ of Memphis Smith Hall	400	
Univ of Memphis McWherter	660	
Univ of Memphis Fed Ex	1000	
Passavant Hospital	1250	
Univ of Memphis Central Plant	5120	



---

## Service Detail and Price List – *SIN 811-003*

***BRCS full spectrum services -  
SIN 811-003, Complete Facilities Management.***

- Planning
- Quality Control
- CMMS Integration and Support

The cornerstone of our sustained high quality in services for SIN 811-003 is the ***selection and application of our people, process and technology***. The backbone of our work-loading, service tracking and asset control program is a web-based CMMS.

Figure 4 SIN 811-003 - Contiguous United States and Alaska Pricing Matrix

**FSS PRICING - Facilities Management  
03 FAC**

**SIN- 811 003**

		Performance Requirement				
		Basic O&M w/expendables	O&M w/ Repairs to \$500.00 ea.	O&M w/ Repairs to \$2,500.00 ea.	O&M w/ Repairs to \$5,000.00 ea.	O&M w/ Repairs to \$10,000 ea.
Market Size						
<b>Large</b>						
Price						
<b>Medium</b>						
Price						
<b>Small</b>						
Price						

**Purchasing Agent: Price Formula- prices provided on request**

STEP 1) Decide your market based on the prevailing wage of an HVAC mechanic in your geographic area.

- If the rate per hour is \$27.00/hour and up, you are in the *Large Market*
- If the rate per hour is \$22.00/hour up to \$26.99/hour you are in the *Medium Market*
- If the rate per hour is up to \$21.99/hour, you are in the *Small Market*

STEP 2) Select the *Hourly Rate Multiplier* from the performance matrix

- Each performance model includes ALL management, supervision and administration
- Posted dollar thresholds are not applicable under management contract

STEP 3) Select hourly pay rate for each classification chosen

- All staff-related calculations are based on hours paid

STEP 4) 2088 hours (standard work year, but fractional equivalents can be used)

STEP 5) Multiply STEP 2 and STEP 3 and STEP 4 to determine annual pricing

**Note:** This applies to the 48 contiguous states and ALASKA



## Service Detail and Price List – *SIN 811-004*

***BRCS full spectrum services -  
SIN 811-004, Electrical and all Utility  
Services***

- Operations, Maintenance and Repair of Utility Systems

The foundation of service quality in SIN 811-004 is the ***uninterrupted supply and distribution of all building utilities*** and the ***ongoing maintenance of all distribution, production, and control networks*** that support continuous operation.

Figure 5 SIN 811-004 - Contiguous United States and Alaska Pricing Matrix

**FSS PRICING - Electrical and Utility Maintenance  
03 FAC**

**SIN- 811 004**

		Performance Requirement			
		Basic O&M w/expendables	O&M w/ Repairs to \$500.00 ea.	O&M w/ Repairs to \$2,500.00 ea.	O&M w/ Repairs to \$5,000.00 ea.
Market Size					
<b>Large</b>					
Price					
<b>Medium</b>					
Price					
<b>Small</b>					
Price					

**Purchasing Agent: Price Formula- prices provided on request**

STEP 1) Decide your market based on the prevailing wage of an electrician in your geographic area.

- If the rate per hour is \$27.00/hour and up, you are in the *Large Market*
- If the rate per hour is \$22.00/hour up to \$26.99/hour you are in the *Medium Market*
- If the rate per hour is up to \$21.99/hour, you are in the *Small Market*

STEP 2) Select the *Hourly Rate Multiplier* from the performance matrix

- Each performance model includes ALL materials, parts, and supplies
- Specialized subcontractors will be added as required as open market
- Posted dollar thresholds define repair limits that BRCS is responsible up to

STEP 3) Select hourly pay rate for each classification chosen

- All staff-related calculations are based on hours paid

STEP 4) 2088 hours (standard work year, but fractional equivalents can be used)

STEP 5) Multiply STEP 2 and STEP 3 and STEP 4 to receive annual pricing

**Note:** If you do not need an electrically focused crew, please refer to SIN 002

**Note:** This applies to the 48 contiguous states and ALASKA



## Service Detail and Price List – *SIN-005*

***BRCS full spectrum services -  
SIN 811-005, Refrigeration - HVAC  
Maintenance***

- Operations, Maintenance and Repair

SIN 811-005 services will be provided by a combination of staffed on-site HVAC mechanics and/or route service HVAC mechanics. This might also include additional support from specialized subcontractors if predicted as a value-added item.

Figure 6 SIN-005 - Contiguous United States and Alaska Pricing Matrix

**FSS PRICING - R/HVAC Maintenance  
03 FAC**

**SIN- 811 005**

Market Size	Performance Requirement				
	Basic O&M w/expendables	O&M w/ Repairs to \$500.00 ea.	O&M w/ Repairs to \$2,500.00 ea.	O&M w/ Repairs to \$5,000.00 ea.	O&M w/ Repairs to \$10,000 ea.
<b>Large</b>					
Price					
<b>Medium</b>					
Price					
<b>Small</b>					
Price					

**Purchasing Agent: Price Formula- prices provided on request**

STEP 1) Decide your market based on the prevailing wage of an HVAC mechanic your geographic area.

- If the rate per hour is \$27.00/hour and up, you are in the *Large Market*
- If the rate per hour is \$22.00/hour up to \$26.99/hour, you are in the *Medium Market*
- If the rate per hour is up to \$21.99/hour, you are in the *Small Market*

STEP 2) Select the *Hourly Rate Multiplier* from the performance matrix

- Each model includes ALL materials, parts, supplies, and a truck/man
- Specialized subcontractors will be added as required as open market
- Posted dollar thresholds define repair limits that BRCS is responsible up to

STEP 3) Select hourly pay rate for each classification chosen

- All staff-related calculations are based on hours paid

STEP 4) 2088 hours (standard work year, but fractional equivalents can be used)

STEP 5) Multiply STEP 2 and STEP 3 and STEP 4 to determine annual pricing

**Note:** If your requirements do NOT demand fully equipped route service trucks, please refer to SIN 811 002, as it will not include service vehicles, and the lower

**Note:** This applies to the 48 contiguous states and ALASKA



**Figure 7 SIN 811 005 - BRCS-Flozone Pricing (Details provided under SIN 871 299, on pages 22-27)**

Final Equipment is determined after Facility survey . Pricing varies  
Final Installation and Service pricing is determined after Facility survey,  
labor rates, and travel distances.



CT sumps, piping, and chiller operation  
base Flozone Services, Inc. y, permits,

All Final Pricing must come from BRCS with Flozone Services, Inc.  
Customer supplies electric and data line for the equipment prior to installation.  
Installed price assumes schedule 80 cpvc pipe for side stream equipment.

**BRCS- Flozone Services, Inc**

BRCS-Flozone; GSA Schedule Pricing 2010  
11/4/2010  
Confidential

**Flozone Equipment Purchase, Install and Service Prices**

Equipment Price Per Ton	
	300
	high
300	
400	
500	
600	
700	
800	
900	
1000	
1100	
1200	

Installation Price Per Ton	
	high
300	
400	
500	
600	
700	
800	
900	
1000	
1100	
1200	

Service Price Per Ton	
	high
300	
400	
500	
600	
700	
800	
900	
1000	
1100	
1200	



Comparable Installations	Tons	
Henry Maxwell Elementary	150	
Hickman Elementary	171	
Buena Vista Enhanced	182	
J.E. Moss Elementary	200	
Metro Water Department	250	
Univ of Memphis Life Science	400	
Univ of Memphis Richardson Tower	400	
Univ of Memphis Smith Hall	400	
Univ of Memphis McWherter	660	
Univ of Memphis Fed Ex	1000	
Passavant Hospital	1250	
Univ of Memphis Central Plant	5120	

## Service Detail and Price List – SIN 003 100

**BRCS full spectrum services -  
SIN 003 100, Ancillary Supplies and/or  
Services**

- Standard mark-up for all purchases

A standard mark-up has been published by BRCS for all items not covered under the respective SINs. This mark-up can be discounted or negotiated individually.

Any parts, materials, supplies, and equipment that are required, in addition to those items included under each base SIN, will be sourced through WW Grainger, and marked up according to the schedule presented below.



**Figure 8 SIN 003 100 - 48 Contiguous United States and Alaska - Pricing Matrix**

**FSS PRICING - Other Direct Costs  
03FAC**

**SIN- 003 100**

Market Size	Performance Requirement			
	Basic O&M w/expendables	O&M with repairs up to \$2,500.00 ea.	O&M with repairs up to \$5,000.00 ea.	O&M with repairs up to \$10,000 ea.
<b>Large</b>				
<b>Price</b>				
<b>Medium</b>				
<b>Price</b>				
<b>Small</b>				
<b>Price</b>				

**Purchasing Agent: Price Formula- prices provided on request**

- 1) Standard mark-up applied to all Other Direct Costs before discount is 3.0%; to all items in WW Grainger List Pricing.
- 2) Other ODC's that are required, not listed in the Grainger catalog, will be procured and provided as "open market items."

**Note:** This applies to the 48 contiguous states and ALASKA

## Service Detail and Price List – *SIN 871 299*

***BRCS full spectrum services -  
SIN 871 299, Introduction of New  
Services***

- Custom design, build, installation, monitoring, and maintenance of Flozone Systems!

### **IMS- Integrated Management System**

Flozone Services, Inc. takes a full service approach to understanding and managing the water treatment for a condenser cooling system. IMS units are specifically designed for each facility, with the QED "RF," ozone generators, mixing columns, and distribution systems fully customized.

The IMS will:

- Reduce Utility Costs
- Reduce Maintenance Costs
- Reduce Water/Energy Consumption
- Eliminate Legionella Risk
- Eliminate Condenser Chemicals

The Flozone IMS is a technologically advanced integrated management system, specifically designed to treat open condenser water systems without the use or application of *ANY* chemicals. It is designed as a wellness program for HVAC cooling water that maintains consistent water quality 24/7 through a combination of technology and water chemistry. It is installed quickly and easily, without disruption to building operations, and the return on investment for the customer has been realized within 2-5 years or less. These savings continue indefinitely, as long as remote monitoring and system operation and maintenance are properly executed.

The Flozone IMS is a LEED and Energy Star building program contributor and can be monitored and managed remotely. Benefits of this non-chemical scale inhibitor cooling tower maintenance system are:

- Improved Heat Transfer
- Maintenance of Clean Systems
- Scale Prevention & Corrosion Control
- Biological Control
- Effluent Suitable for Irrigation
- Maximized Equipment Life

Flozone has successfully introduced this technology to GSA and NASA. The system provides substantially better control for every measurable performance standard established by the industry and GSA.

More information on Flozone Services, Inc. is available on their web site: <http://www.flozone.com> . We have also attached a Flozone brochure for your review, and we are available to conduct a comprehensive Flozone presentation, site analysis, or provide customized pricing upon request. This is a **GREEN** water management program.

**Figure 9 SIN 871 299 - 48 Contiguous United States and Alaska – Flozone Pricing Matrix**

400			400		
500			500		
600			600		
700			700		
800			800		
900			900		
1000			1000		
1100			1100		
1200			1200		
1300			1300		
1,300 +			1,300 +		

Final Equipment is determined after Facility survey . Pricing varies based on design of CT sumps, piping, and chiller operation  
Final Installation and Service pricing is determined after Facility survey. Pricing varies based on local codes for safety, permits, labor rates, and travel distances.

All Final Pricing must come from BRCS with Flozone Services, Inc. Visio "Pricing Model"

Customer supplies electric and data line for the equipment prior to installation.

Installed price assumes schedule 80 cpvc pipe for side stream equipment.

### **BRCS- Flozone Services, Inc**

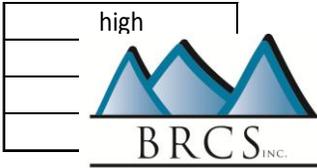
BRCS-Flozone; GSA Schedule Pricing 2010

11/4/2010

Confidential

#### **Flozone Equipment Purchase, Install and Service Prices**



	high	high	
Equipment			
Installation			
Service			

\*Filtration pricing has a minimum of 500 tons and is priced separate from IMS equipment.  
 \*\*Portable Filter pricing is for up to 90 days of closed loop filtering. For each consecutive 30 day period beyond the initial 90 days the equipment price will be no more than \$2.06 per ton & service price will be no more than \$1.86 per ton with a 500 ton minimum.

**Flozone "sample installations"**

"Note: not all installations below include latest generation Flozone IMS Programming & Monitoring Platform"

Comparable Installations	Tons	\$/ton
Henry Maxwell Elementary	150	
Hickman Elementary	171	
Buena Vista Enhanced	182	
J.E. Moss Elementary	200	
Metro Water Department	250	
Univ of Memphis Life Science	400	
Univ of Memphis Richardson Tower	400	
Univ of Memphis Smith Hall	400	
Univ of Memphis McWherter	660	
Univ of Memphis Fed Ex	1000	
Passavant Hospital	1250	
Univ of Memphis Central Plant	5120	

**Figure 10 Additional Information - Flozone Services IMS**

***Flozone Services, Inc.***  
***Integrated Water & Energy Management Program***  
For HVAC Cooling Water  
With 24/7 Remote Monitoring & Management

Flozone Services, Inc will install a complete IMS Unit with e3 Sentinel Monitoring (with Chiller monitoring) and provide Ongoing Monitoring/Management & Service for one year. The Integrated Management System is a self-contained unit that features locking modules, housing fully enclosed controller packages, ozone generation equipment and concentrator/dryer.



The E3 Sentinel control system which governs operation of the water treatment protocol is housed in the modules which are only serviceable by authorized Flozone Technicians. The e3 Sentinel is fully bacnet capable and can integrate into most Building Automation Systems. The IMS unit includes a control loop, standard corrosion rack, the QED device, metering pumps, ozone generator and concentrator, and water management controls which regulate the following:

- Scale Control
- Biological Control
- Corrosion Control
- Improve Energy Efficiency
- Reduce Operating Expenses
- Reduce Environmental Impact
- Extend Equipment Life

The E3 Sentinel monitoring program supervises the operation of the ozone generator, bleed solenoid valve, and chemical feed pumps. Our monitoring database compiles all the data collected from the system and produces an operating summary which is analyzed by the E3 Sentinel Program Manager daily. The E3 Sentinel Basic monitors the following points:

- pH
- Conductivity - System
- ORP- System
- Water Meter - Make-up
- Water Meter - Bleed
- QED - on / off
- Ozone Generator - on / off
- Integrated Monitoring Packages Available

**Flozone Services, Inc.**  
**Integrated Water & Energy Management Program**  
For HVAC Cooling Water  
With 24/7 Remote Monitoring & Management



**Equipment Specifications:**

- 1- 110 Volt /30 Amp Dedicated Circuit in Chiller room
- Ethernet / ADSL Communication Connection
- 1- 2" Brass Valve & Nipple on Condenser Supply to Chiller
- 1- 2" Stainless Valve & Nipple on Condenser Return to Cooling Tower

**Controller Requirements:**

- Static IP Address (Customer's Responsibility)
- Default Gateway (for static IP)
- Subnet Mask (for static IP)

**Electronic contacting head water meters**

Constructed of bronze that will meet AWWA requirements with a removable inner chamber for maintenance and inspection, sized for peak make-up and flow rate required by cooling tower under 100% operating load.

Figure 11 The Flozone System at Work

