



GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST





General Services Administration:

General Services Administration

Federal Supply Service 056
Building and Building Materials/Industrial Services and
Supplies
FSC Group 061

CONTRACT NUMBER:

GS-07F-0536Y

Period Covered by Contract:

August 31, 2012 to August 30, 2017

AFFORDABLE SOLAR GROUP, LLC

DBA AFFORDABLE SOLAR

4840 Pan American East FWY NE

Albuquerque, New Mexico 87109-2220

Phone:(505) 944-4200

Fax:(505) 244-9222

www.affordable-solar.com

General Services Administration

Management Services Center Acquisition Division

Business Size: Small

DUNS: 030543834

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at

<http://www.fss.gsa.gov>.

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: <http://www.gsaadvantage.gov>

Your Solar Solution:

As the government takes the lead in sustainability and emissions reduction, government agencies need to find the best solutions at the lowest price when implementing Executive Order 13514. With the overall goal of reducing \$11 billion in energy costs in the next 10 years, one of the most effective methods in saving money and reducing reliance on foreign oil comes through the installation of reliable, low maintenance solar power. Solar power reduces greenhouse gas pollution and hedges against rising utility costs while moving the country towards lasting energy independence.

Once an agency has identified and targeted solar power as the best opportunity to lead by example in clean energy, the agency can meet their annual energy and pollution reduction targets by purchasing solar through the Affordable Solar GSA schedule. By making solar procurement part of an agency's Sustainability Plan, contracting officers can rest assured that Affordable Solar will provide the most reliable solar components, trusted brands, and best prices in the industry.

Many agencies require remote power system generation and often times, solar is a viable solution to those agencies. Solar is a reliable source of energy with minimal maintenance. We specialize in battery back-up photovoltaic systems which allow for power generation in the most remote of locations.

In the solar business since 1998, Affordable Solar understands the needs of our governmental customers. Our solar distribution arm manages warehousing, inventory, purchasing and pricing. Our methodology meets the needs of wholesale customers interested in solar installation by simplifying operations, increasing efficiency and improving customer service levels. We utilize NetSuite, an Enterprise Resource Planner (ERP) system and a Customer Relationship Manager system (CRM) to manage orders from the initial inquiry to delivery. Some items can be shipped the same day and our warehouse double-checks all orders before shipment.

In addition, we employ NABCEP certified installers to answer technical questions and provide system design assistance. Our sales team provides a complete solution for any application. Whether it's a small off-grid system or a large, commercial grid-tied system, Affordable Solar will offer correctly sized and technically sound systems, and provide our customers with the best prices available.

Affordable Solar company profile:

With over 50 employees, Affordable Solar, an Albuquerque-based company provides solar project engineering, design, development, construction, product distribution and partner dealer support. Since 1998, Affordable Solar has supplied PV systems to commercial, industrial, scientific, community, residential customers in 96 countries. Affordable Solar's NABCEP certified designers, installers and instructors ensure that customers receive the highest quality system design, product recommendation, and installation. A PV industry leader, Affordable Solar is one of the largest solar equipment suppliers in the US. In 2009, Affordable Solar was recognized as "New Mexico's Flying 40" fastest growing company in the over-\$10M revenue category, made the Top Ten list of fastest growing New Mexico companies in the same revenue category in 2010 and 2011, and was honored 8th fastest overall in 2012. Affordable Solar also received Best Places to Work awards in 2008, 2009, and 2010. In 2010, Affordable Solar placed in service the State of New Mexico's first Megawatt (MW) project.

Currently, Affordable Solar is in the development, engineering and construction phases for several commercial-scale projects totaling more than 7MW of system capacity. Through our experience and knowledge, Affordable Solar is known for establishing excellent working relationships with utilities, local inspection authorities, and customers with complex project sites (e.g. airports, landfills, water treatment plants, public parking areas, etc.) ensuring a smooth process from planning through engineering and construction.

GSA Awarded Terms and Conditions

Customer Information–Affordable Solar Group, LLC, dba Affordable Solar

- 1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).
206-3 & 206-3 RC: Alternative and Renewable Energy Solutions, Including Solar Energy Systems and Solar Lighting, Fuel Cells, Wind Power
412-50 & 412-50 RC: Ancillary Service related to Power Distribution Equipment
412-51 & 412-51 RC: Installation and Site Preparation Services for Power Distribution Equipment
- 1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract.
Please see attached pricelist for details
- 1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate not applicable for this item.
See attached job descriptions document for details
2. Maximum order.
\$300,000 for SIN 206-3; \$200,000 for SINS 412-50 and 412-51
3. Minimum order.
\$100
4. Geographic coverage (delivery area).
48 Contiguous States, Alaska, Hawaii, Puerto Rico; Washington, DC; US Territories
5. Point(s) of production (city, county, and State or foreign country).
Affordable Solar Group, LLC dba Affordable Solar
4840 Pan American East FWY NE, Albuquerque, New Mexico 87109-2220
Phone: (505) 944-4200
Fax: (505) 244-9222
6. Discount from list prices or statement of net price.
Prices listed are GSA Net; Discount Deducted
7. Quantity discounts.
None
8. Prompt payment terms.
0%, NET 30 Days
- 9a. Government purchase cards are accepted at or below the micro-purchase threshold.
- 9b. Government purchase cards are not accepted above the micro-purchase threshold.
10. Foreign items (list items by country of origin).
Not Applicable

- 11a. Time of delivery.
Shipped 30 Days after request of order for SIN 206-3. For SINs 412-50 and 412-51 it will be determined at the task order level.
- 11b. Expedited Delivery. The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price lists that have expedited delivery. Expedited delivery time is to be negotiated between Contractor and Ordering Agency
- 11c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery.
Overnight and 2-day delivery time is to be negotiated between Contractor and Ordering Agency
- 11d. Urgent Requirements. The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery.
Urgent Requirements delivery time is to be negotiated between Contractor and Ordering Agency
- 12. F.O.B. point(s).
Origin (SIN 206-3); Destination (SINs 412-50, 412-51)
- 13a. Ordering address(es).
Affordable Solar Group, LLC dba Affordable Solar
4840 Pan American East FWY NE, Albuquerque, New Mexico 87109-2220
Phone: (505) 944-4200
Fax: (505) 244-9222
- 13b. 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.
- 14. Payment address(es).
Affordable Solar Group, LLC dba Affordable Solar
4840 Pan American East FWY NE, Albuquerque, New Mexico 87109-2220
Phone: (505) 944-4200
Fax: (505) 244-9222
- 15. Warranty provision.
Standard Commercial Warranty
- 16. Export packing charges, if applicable.
Not Applicable
- 17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level).
Affordable Solar Group, LLC dba Affordable Solar will accept Government Purchase Cards for purchases up to, but not above the micro-purchase threshold.
- 18. Terms and conditions of rental, maintenance, and repair (if applicable).
Not Applicable

19. Terms and conditions of installation (if applicable).
Not Applicable
- 20a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable).
Not Applicable
- 20b. Terms and conditions for any other services (if applicable)
Not Applicable
21. List of service and distribution points (if applicable).
Not Applicable
22. List of participating dealers (if applicable).
None
23. Preventive maintenance (if applicable).
Not Applicable
- 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants).
Not Applicable
- 24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov/.
Not Applicable
25. Data Universal Number System (DUNS) number:
030543834
26. Notification regarding registration in Central Contractor Registration (CCR) database.
CAGE Code No. 3H1M2 active in SAM

Price List: Schedule 56 Building and Building Materials/Industrial Services and Supplies

SIN	MANUF / BRAND	ITEM NUMBER	PRODUCT NAME AND DESCRIPTION	UNIT OF ISSUE	GSA AWARDED PRICE	WARRANTY	COO
Alternative and Renewable Energy Solutions, Including Solar Energy Systems and Solar Lighting, Fuel Cells, Wind Power							
206-3	PV Powered	4107	PVP100kW-480 100000 watt 3-phase inverter	Each	\$37,011.74	10 Years	US
206-3	PV Powered	4105	PVP75kW-480 75000 watt 3-phase inverter	Each	\$34,335.27	10 Years	US
206-3	PV Powered	4608	PVPowered Power Vault MV-620kW 3-phase inverter	Each	\$270,741.31	10 Years	US
206-3	PV Powered	4607	PVPowered Power Vault MV-780kW 3-phase inverter	Each	\$322,585.39	10 Years	US
206-3	PV Powered	4606	PVPowered Power Vault MV-880kW 3-phase inverter	Each	\$362,908.56	10 Years	US
206-3	PV Powered	4605	PVPowered Power Vault MV-1040kW 3-phase inverter	Each	\$408,992.19	10 Years	US
206-3	SMA America	3694	SMA Sunny Central SC250U Inverter	Each	\$71,522.69	5 Years	US
206-3	SMA America	30004	SMA Sunny Central SC500HE-US Inverter	Each	\$121,982.96	5 Years	US
206-3	SMA America	4403	SMA Sunny Tower ST48 Inverter w/ Webbox	Each	\$20,661.02	10 Years	US
206-3	SMA America	4233	SMA Sunny Tower ST42 Inverter w/ Webbox	Each	\$19,279.88	10 Years	US

SIN	MANUF / BRAND	ITEM NUMBER	PRODUCT NAME AND DESCRIPTION	UNIT OF ISSUE	GSA AWARDED PRICE	WARRANTY	COO
Alternative and Renewable Energy Solutions, Including Solar Energy Systems and Solar Lighting, Fuel Cells, Wind Power							
206-3	Deka	3801	Deka/MK 8A31DT-DEKA AGM, 12 volt 104 AH	Each	\$225.85	12 Months	US
206-3	Deka	3814	Deka/MK 8A27-DEKA AGM, 12 volt 92 AH	Each	\$196.76	12 Months	US

GSA Awarded Labor Category Descriptions:

Labor Category: Project Engineer–Solar

Functional Responsibility: The Solar Project Engineer will lead large-scale System Integration projects. This position supports the System Integration efforts of Affordable Solar as the lead engineer in charge of the design and engineering work on specific Systems Integration projects. The Solar Project Engineer will exercise high-level judgment in the design, execution and oversight of these projects.

Qualifications: Executing design work for the Systems Integration; taking detailed measurements of proposed solar system sites; creating layouts and detailed designs of PV systems using AutoCAD; working with Structural and Electrical Engineering consultants on executing code compliant designs; generating system specifications and preparing bid documents; generating permit packages; building detailed Bills of Materials; generating project Gantt charts; analyzing construction methodologies and cost structures; Interacting with and overseeing the work of subcontractors; serving as the project manager for large-scale PV System Integration projects; performing cost analysis projections and reports; working with the project sales personnel on presentations and technical matters.

Education: Bachelors or Masters degree in Engineering (electrical, mechanical or civil)

Experience: 4-8 years in the construction industry in an engineering role, preferably with an energy focus, or from a mechanical, electrical, structural or HVAC engineering firm; experience with project management of large commercial projects; high proficiency in AutoCAD, Microsoft Project and Excel; Ability to generate construction plan-sets and specifications.; strong communication skills; hands-on construction experience; Product design experience

Labor Category: Project Engineer–Electrical

Functional Responsibility: The Electrical Project Engineer will provide electrical design, technical analysis and resolution of engineering problems, and will supervise subordinate engineers and designers. The Electrical Project Engineer will provide direction and coordination of electrical design for large industrial projects

Qualifications: Prepare electrical designs for large scale industrial projects; apply design knowledge in power distribution, grounding, lighting, control systems, and equipment specification and selection; analyze complex engineering problems and offer effective resolutions; supervise and direct a team of engineers, designers and support personnel; Interact with all engineering disciplines, construction project managers, and clients; lead an electrical design group on large scale industrial projects, provide projections and reports, and work with project sales personnel on presentations and technical matters.

Education: Bachelors or Masters degree in Electrical Engineering from an accredited engineering school.

Experience: Licensed as a professional engineer, by exam, in state of residence with the ability to be licensed in multiple states. 5+ years as a project electrical lead engineer.

Must have experience as a project lead on complex, multi-discipline engineering design or Engineering Procurement Construction (EPC) projects.

Strong verbal and written communication skills required with the ability to prepare written specifications and contract documents.

Labor Category: Project Engineer–Structural

Functional Responsibility: The Structural Project Engineer will Coordinate all work of Project Engineers, Design Engineers and CAD Technicians from the initial planning stages through final construction. The Structural Project Engineer will oversee all aspects of multiple projects insuring on-time and under budget project completion by working closely on construction plans with clients, architects, contractors and other professionals. Other responsibilities will be developing design ideas using CAD software; investigating the properties of materials like glass, steel and concrete, and advising which may be most suitable; working out the loads and stresses on different parts of a structure; using computer simulations to predict how structures will react under different conditions; Inspecting unsafe buildings and recommending options for repairs or demolition; making sure that projects meet legal guidelines, environmental directives, and health and safety requirements; preparing bids, supervising project teams and giving progress reports to clients and senior managers.

Qualifications: Review of plans, specifications and special provisions, Tracking of non conformance and problem resolution of retrofits during construction, Investigation of problems and coordinating solution alternatives; representation at project meetings; attendance at pre-construction,

and construction meetings; review of contractor submittals including Quality Control plans, Supervision and general direction of the owner's inspection team for the assigned project(s), Conducting audits / interviews / inspections of material suppliers to document their ability to produce the required quality of materials; Read and understand building codes, construction specifications and drawings.

Education:

Bachelors or Masters degree in Civil Engineering or Mechanical Engineering and Architectural Engineering. SE (Structural Engineer), PE (Professional Engineer). Excellent working knowledge of Building Analysis and Design Software for concrete, steel and wood.

Experience: Licensed as a professional engineer, by exam, in state of residence with the ability to be licensed in multiple states. 5+ years as a project structural lead engineer. Must have experience as a project lead on complex, multi-discipline engineering design or Engineering Procurement Construction (EPC) projects. Strong verbal and written communication skills required with the ability to prepare written specifications and contract documents.

Labor Category: Superintendent

Functional Responsibility: The project Superintendent is responsible for providing construction project management and sales support to Affordable Solar customers. The Superintendent interviews and makes recommendations for the hiring of external professional team members; interviews and selects General Contractors and subcontractors via the bidding process or by negotiation; manages the complete process of construction and design of the projects including -cost estimating, proposal preparation and negotiation; customer interface; report preparation; cost management and reporting. Ability to perform: project solutions for Utility Scale Projects; manage the construction due diligence for prospective projects including hiring consultants, site inspection, report preparation and customer negotiations. Acts as owner's representative throughout the construction of the project with responsibility for reporting on cost management, quality control, and scheduling.

Qualifications: Coordinates and supervises all construction activities. Directs all field personnel to achieve completion of the project on schedule, within budget, with quality workmanship that conforms to original plans and specifications. Maintains construction schedule, identifies and solves problems. Orders materials and schedules inspections as necessary throughout the process. Understands the project plans, specifications. Maintains positive relationships with custom-

ers, contractors, suppliers and other employees. Prepares, schedules and supervises completion of a final punch list. Promotes job site safety, encourages safe work practices and rectifies job site hazards immediately. Ensures all company employees and contractors are adhering to the company safety policy. Maintains an organized job site, including the construction office.

Core Competencies:

Utilizes strong organizational skills; displays strong written and oral communication skills and employs effective listening skills. analyzes problems and makes sound decisions in a timely manner based on objectives, risks, implications and costs; tactful and mature demeanor with well developed interpersonal skills.

Education: Bachelors degree with focus on construction project management, or equivalent experience. NABCEP., OSHA Training; Fall Protection Training

Experience: 5+ years experience in large scale solar construction management.

Labor Category: Crew Lead

Functional Responsibility:The Crew Lead will report to the Affordable Solar Superintendent and will function as the lead PV technician. The Crew Lead will provide leadership and technical expertise for the photovoltaic installation teams as well as be able to perform all duties of the positions below them. In this position, the Crew Lead will communicate the necessary job status data to the Affordable Solar Superintendent's team and will assure the successful and efficient installation and commissioning of a working system. The Crew Lead will also lead efforts for safe working practices for the Affordable Solar installation team.

Qualifications: Proficiency in installing all types of grid-tied inverters and electrical equipment and ability to work with various ground and roof-mount racking systems; understanding of the NEC codes that relate to PV installations (specifically Article 690--Solar Photovoltaic Systems); must be very organized and be able to meet aggressive timelines; willing to do residential, commercial & service work; willing to work in extreme environments (hot sun, high places/roofs, and crawl spaces); must deliver a high level of customer service; ability to read blueprints and single-line drawings; Ability to hand-bend conduit ranging from ½" to 1-¼"; Strong knowledge of AC and DC wiring.

Education: High School Diploma, NABCEP Certification, OSHA training, fall-protection training

Experience: Must have a minimum of two years of PV installation experience, including at least 6 months of leading a crew of two.

Labor Category: Electrician

Functional Responsibility: The Electrician will Assist the Lead Installer with superior quality PV installations in the following areas: laying out Balance of System (BOS), making conduit and wiring runs, installing DC and AC disconnects & inverters, grid interconnections, homeruns, wiring combiner box, and performing voltage testing. Ensure that all conduit and wire runs and BOS installations meet expected quality standards. Assist with overall crew & job site safety, participate in safety trainings. Assist with the installation of roof penetrations, racking, and panel attachments. Ensure that all necessary materials and tools are staged and arrive at the job site. Assist with site preparation and clean up. Assist with completion of installation reports and paperwork. Maintain tool management standards. Assist with general ground support.

Qualifications: Licensed Electrician, minimum of a Journeyman license. Able to do equipment layout and read architectural plans/blueprints. Understanding of residential circuitry. Advanced Pipe Bending Skills (at least 1/2 inch through 1 inch EMT). Working knowledge of the NEC Code Book, especially as it applies to Residential Solar code (section 690--Solar Photovoltaic Systems). Good at problem solving. Excellent teamwork skills--able to foster a positive team environment. Highly organized and able to multi-task and set priorities. Able to succeed in a fast paced environment

Education: High School Diploma, NABCEP Certification, SEI Solar PV courses, and/or COSEIA Certification.

Experience: 3 + years experience, preferably in Residential & Commercial.

Labor Category: Installer I

Functional Responsibility: The Installer will provide support to the crew lead of the installation team, communicate job status data to the operations management, and ensure the completion of installation of all solar arrays/systems. It is the responsibility of every Installer to ensure safe work practices for the Affordable Solar installation team. Responsibilities also include pulling inventory for each installation job. Pre-assembly of job components in the warehouse; layout and assembly of solar modules array and mounting hardware; mechanical and structural mounting of

racking, modules and electrical equipment; Electrical wiring of solar array and system (AC and DC); document completion of completed installation; clean up of job site; attend mandatory training sessions on new products, installation methodology and safety

Qualifications: Disciplined, self-motivated work style. Knowledge of the renewable energy marketplace and industry. Knowledge of electrical wiring in residential or commercial applications preferred. Experience in mechanical installations, general construction and ladder work. Good communication and customer service skills and experience. Good at problem solving and implementing ideas. Experience with all types of hand-held and power tools, as well as small machinery (trenchers and bobcats). Experience working with and mounting to all types of building materials - various roof types, stucco, wood, concrete, Uni-strut, etc. Ability to work in extreme environments, e.g., hot sun, crawl spaces, etc.

Education: High School Diploma. Enrollment into NABCEP training course, OSHA 10 Certified, NABCEP entry level installer certificate.

Experience: No previous experience in Photovoltaic installations. 1-2 years of construction background is preferred.

Labor Category: Installer II

Functional Responsibility: The Installer will provide support to the crew lead of the installation team, communicate job status data to the operations management, and ensure the completion of installation of all solar arrays/systems. It is the responsibility of every Installer to ensure safe work practices for the Affordable Solar installation team. Responsibilities also include pulling inventory for each installation job. Pre-assembly of job components in the warehouse; layout and assembly of solar modules array and mounting hardware; mechanical and structural mounting of racking, modules and electrical equipment; Electrical wiring of solar array and system (AC and DC); document completion of completed installation; clean up of job site; attend mandatory training sessions on new products, installation methodology and safety

Qualifications: Previous experience in PV installations, roof work, general construction, or carpentry. Basic understanding or experience with electrical wiring of AC and DC systems. Experience with the safe use of hand-held and power tools. Experience working with all types of building materials--various roof types, i.e., stucco, wood, concrete, etc. Ability to work in extreme environments, e.g., hot sun, crawl spaces, etc.

Education: High School Diploma, NABCEP Certification, OSHA 10 Certified, CPR/First Aid certified.

Experience: 3 + years experience, preferably in Residential & Commercial. Six months Solar experience.

Price List: Schedule 56 Building and Building Materials/Industrial Services and Supplies

SIN	GSA ANCILLARY SERVICE LABOR CATEGORY	UNIT OF ISSUE	GSA AWARDED PRICE	QUANTITY/ VOLUME DISCOUNT
Ancillary Service related to Power Distribution Equipment & Installation and Site Preparation Services for Power Distribution Equipment				
412-50	Project Engineer-Solar	Hourly	\$88.86	None
412-50	Project Engineer-Electrical	Hourly	\$123.42	None
412-50	Project Engineer-Structural	Hourly	\$182.66	None
412-51	Superintendent	Hourly	\$88.86	None
412-51	Crew Lead	Hourly	\$74.05	None
412-51	Electrician	Hourly	\$59.24	None

SIN	GSA ANCILLARY SERVICE LABOR CATEGORY	UNIT OF ISSUE	GSA AWARDED PRICE	QUANTITY/ VOLUME DISCOUNT
Ancillary Service related to Power Distribution Equipment & Installation and Site Preparation Services for Power Distribution Equipment				
412-51	Crew Lead	Hourly	\$74.05	None
412-51	Electrician	Hourly	\$59.24	None
412-51	Installer I	Hourly	\$27.15	None
412-51	Installer II	Hourly	\$39.49	None