



General Services Administration Federal  
Supply Service

Authorized Federal Supply Schedule

MAS Schedule

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## VOL 1 - Contract Overview

### MAS Schedule

**Contractor:** SitelogIQ Government Solutions, LLC  
37 Thurber Boulevard, Ste. 107 Smithfield, RI 02917

Corporate Headquarters: SitelogIQ, Inc.  
LaSalle Plaza 800 LaSalle, Suite 1200 Minneapolis, MN 55042

**Contract Number:** GS-07F-062CA

**Contract Period:** January 15, 2020- through January 14, 2025

**Business Size:** Large Business

**Contract Administration:** Bob Griffin, General Manager

**Phone:** 703-863-6847

**E-Mail:** [bobbie.griffin@sitelogiq.com](mailto:bobbie.griffin@sitelogiq.com)

**Website:** [www.sitelogiq.com](http://www.sitelogiq.com)

**Sales:** Suzanne Johnson, VP Business Development

**Phone:** 772-299-8847

**E-Mail:** [suzanne.johnson@sitelogiq.com](mailto:suzanne.johnson@sitelogiq.com)

**Website:** [www.sitelogiq.com](http://www.sitelogiq.com)

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create and electronic delivery order is available through GSA Advantage!™, a menu-driven database system. The INTERNET address for GSA Advantage!™ is:  
<http://www.GSAAdvantage.gov>.

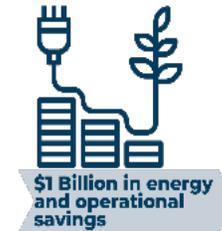
For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.gsa.gov/schedules-ordering> and visit the GSA e-Library for a particular GSA schedule.

## VOL 2 - Executive Summary

### Company Overview

SitelogIQ was established in March of 2017 bringing together nine industry-leading and longstanding companies with decades of experience to meet the need for a nationwide facility services organization. The companies and their original incorporation dates that joined together to form SitelogIQ are Indoor Environmental Solutions (1988), Monterey Energy (2011), Energy Retrofit Company (2008), Unesco (2014), Reynolds (1994), Foxol (2013), Tenzing Energy (2013), and Ecovox (2013). Today, SitelogIQ is a leading independent U.S. energy efficiency and facility solutions company dedicated to supporting the energy savings, operating efficiency, and sustainability goals of our clients. We have a broad range of services that includes design, engineering, construction management, energy and resiliency solutions, energy analytics, and disaster restoration including COVID-19 response.

Our extensive project resume includes:



SitelogIQ is dedicated to delivering comprehensive facility solutions that support the resiliency, future-proofing, energy saving, operating efficiency and sustainability goals of our clients. While doing so, we also create healthy, comfortable indoor environments that promote productivity, increased output, and improved experiences. Our team of experts provides planning, design, and management, from the building envelope to mechanical and plumbing systems, central energy plants and energy efficiency, lighting systems, and building controls.

These professionals include:

Architects  
Licensed construction contractors

Design-build, construction, and energy  
engineering specialists

Program management professionals  
Certified measurement & verification  
professionals

Certified project managers  
Mechanical, electrical & plumbing  
professional engineers  
Building automation experts

Renewable energy professionals  
Certified energy managers  
Certified commissioning agents

SitelogIQ employs over 700 energy professionals across 20 states. We manage over 60 commercial, state, and federal contracts, and perform work nationally. As a company, we

possess more than 20 years of energy management implementation experience. We are a national design-build and energy-engineering firm with in-house project execution capabilities to deliver design, engineering, and design/build services for complex performance contracting projects.

**700+ Team Members**



### Markets Served

- **Local, State & Federal Government**
- **Commercial & Industrial**
- **K-12 Education**
- **Hospitals & Healthcare**
- **Higher Education**

### Strategically Located

Our network of 35 locations stretches across the U.S. We maintain offices in or close to nearly all major metropolitan areas in the West Coast, Northeast, Southeast, and Midwest regions. As a result, we are well positioned to provide on-site service for any client. Our project portfolio includes over 11,000 sites across 46 States.

## National Presence



## Proven Performance Contracting Solution Provider

SiteLogIQ possess the following qualifications and attributes to be a valued ESCO partner to perform performance-based contracts:

- SiteLogIQ is an Approved DOE qualified ESCO
- SiteLogIQ is a NAESCO accredited ESCO
- SiteLogIQ is an approved federal government ESPC IDIQ vendor

SiteLogIQ has significant GSA Sch 84 (now this MAS Schedule) and ENABLE experience having completed projects with HQ Department of Energy, The Federal Bureau of Prisons, and The U.S. Army Corps of Engineers. These projects implemented a broad array of Energy Control Measures (ECM) under the ESPC ENABLE Hybrid approach. As industry experts with over 100 years of collective experience implementing performance contracts for government agencies, our leadership team has worked closely with the Department of Energy, GSA and many governmental agencies in seamlessly and flawlessly developing, implementing and operating projects that meet all contract requirements.

## Experience in All 19 Technical Categories

Our experience in all 19 of the DOE Technical Categories (TC), combined with our self-performance abilities, creates a streamlined project approach, which ensures our clients receive a project that is implemented more efficiently and at a lower cost.

- TC.1 Boiler Plant Improvements
- TC.2 Chiller Plant Improvements
- TC.3 Building Automation Systems / Energy Management Control Systems
- TC.4 Heating, Ventilating, and Air Conditioning Improvements
- TC.5 Lighting Improvements
- TC.6 Building Envelope Modifications
- TC.7 Chilled Water, Hot Water, and Steam Distribution Systems
- TC.8 Electric Motors and Drives
- TC.9 Refrigeration
- TC.10 Distributed Generation
- TC.11 Renewable Energy Systems
- TC.12 Energy/Utility Distribution Systems
- TC.13 Water and Sewer Conservation Systems
- TC.14 Electrical Peak Shaving/Load Shifting
- TC.15 Energy Cost Reduction Through Rate Adjustments
- TC.16 Energy Related Process Improvements
- TC.17 Commissioning
- TC.18 Advanced Metering Systems
- TC.19 Appliance/Plug-load reductions

## Experience with ECMs Found in Typical ESPCs

ECM Technology	Experience Summary
<b>1. Boiler Improvements</b>	380 boiler replacements, including decentralization of 15 Central Heating Plants.
<b>2. Chiller Improvements</b>	215+ chiller replacements (gas-fired absorption and engine-driven chillers, centrifugal, reciprocating machines).
<b>3. EMCS</b>	260+ project and \$100M of new, retrofit, upgrade or replacement Building Automation and Energy Management Control Systems.
<b>4. HVAC</b>	Over \$25M, including large heating systems, upgrade of existing air handling systems and HVAC systems to allow for increased ventilation and dehumidification.
<b>5. Lighting Improvements</b>	Over 65 million square feet of lighting retrofit and upgrades.
<b>6. Building Envelope</b>	Over \$12M of building envelope modifications including insulation and door and window replacement.
<b>7. EPS/Distribution Systems</b>	5+ miles of distribution systems, major steam loop and condensate recovery systems, natural gas distribution.
<b>8. Electric Motors</b>	1000+ premium efficiency motors from 3 horsepower (hp) to 100 hp and 200 VSD.
<b>9. Refrigeration</b>	Over \$100M and 30 industrial level project.
<b>10. Co-generation Systems</b>	15+ co-generation systems ranging from 60kW to 5 megawatts (MW) of power.
<b>11. Renewable Energy</b>	Over \$10M in alternative fuel projects. Completed assessments for over 300 buildings for solar thermal and PV with 40 MW deployed in last 5 years. Completed 1.8 MW of wind power feasibility studies.

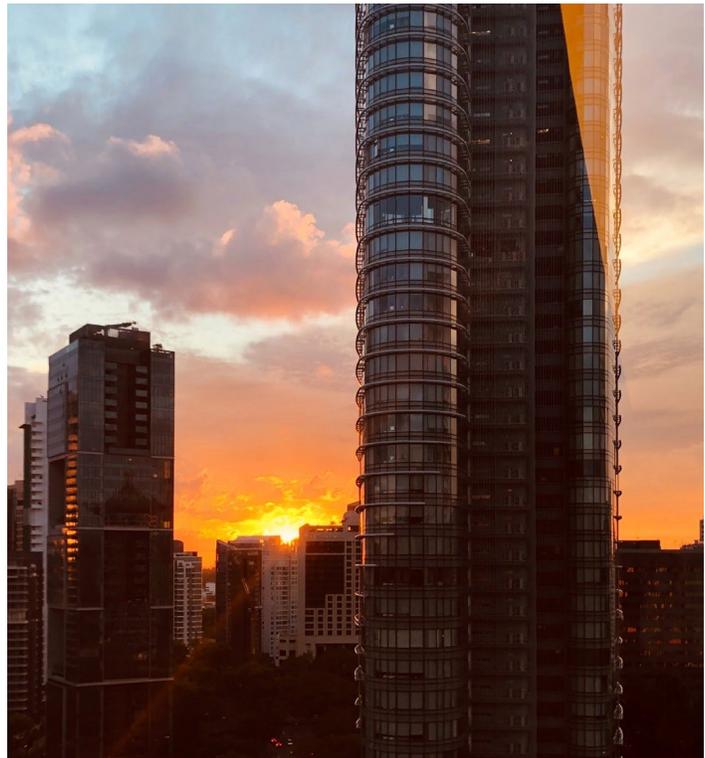
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## Energy Information Systems (EIS) and Analytics



# Scalable Intelligence for Your Buildings

EnergyIQ provides scalable SkySpark® building analytics solutions that allow even smaller business improve cost control and visibility into building operations and energy usage.



### The EnergyIQ Approach to Efficiency



## Cost Benefits & Financial Advantages

The SitelogIQ Team's overarching goal is to maximize every ESPC's economic value to the client. We will accomplish that goal by attaining incremental cost benefits during every step of the project's development, implementation, and performance. Our focus on optimizing our processes, utilizing best practices, and "leaning out" unproductive time and effort result in a meaningful financial benefit when summed across our project delivery. The following section identifies processes, tools, and incentives that we leverage to minimize the necessary amount of principle borrowed.

**Supply Chain.** SitelogIQ's businesses rely heavily on material and equipment procurement, as well as subcontracting. Precise management of our supply chain is of critical importance, so we have built auditable practices that drive better performance and lower costs. Our processes and procedures quickly identify, engage, orient, and manage subcontractors while ensuring that we meet or exceed Government goals for small business participation. We lower performance risk through due diligence while prequalifying subcontractors and suppliers and thorough contracting requirements. We achieve cost benefits through pre-negotiated supply agreements, bulk purchases, and proven competitive bid practices. Additionally, our vendor agnostic approach spurs competition, where other ESCOs may be required to source equipment manufactured by its own business units.

**Guaranteed Performance with Enhanced Measurement & Verification.** Because the performance period of a ESPC can range from 10 to 25 years, the annual costs associated with the M&V plan can erode the utility cost savings realized during the implementation of the project, resulting in fewer project ECMs per dollar of utility savings. While rigorous M&V is appropriate for confirming energy savings are being met, these measures may not be required for the entire performance period. Instead of attempting to substitute rigorous M&V protocols for less costly ones for the entire performance period, our project team seeks to strike a balance by initially using and then moving away from Option C to measure key parameters once project performance has successfully been established.

**Project Financing Rates.** A variety of factors influence a ESPC project's interest rate. Among them, an ESCO's financial creditworthiness is significant. SitelogIQ, Inc, the parent company of SitelogIQ Government Solutions LLC, is well positioned to deliver competitive rates through our third-party financing partners. We are a private equity backed company with revenues in excess of \$350 million on a pro-forma basis in 2019. Our revolver funding capacity is \$25 million which was secured as part of our new lending agreement arranged in April 2020. Overall, our scale as an organization and the on-hand and reserve liquidity will allow us to obtain competitive financing for small and large ESPC projects. SitelogIQ rigorously competes ESPC project financing among a wide pool of potential third-party financiers. SitelogIQ's financial strength, in conjunction with this competitive bid process, ensures that our clients receive the lowest ESPC project interest rate possible.

**Capitalized Construction Period Interest.** In an ESPC project, the ESCO does not receive payments from the Government until project acceptance. For this reason, the ESCO must borrow more than the amount required to install the project to make interest payments to the financier during the construction period. A lengthy project construction period creates additional interest costs that burden the project. The SitelogIQ project team's approach to

efficient project management – capable, integrated team; fully developed and designed ECMs; managed subcontractors and vendors; planned and scheduled workflow; ongoing coordination with all stakeholders – will compress the necessary construction period to the most reasonable extent possible, minimizing interest costs during construction.

By using SitelogIQ to perform your performance-contract energy and infrastructure upgrades, you will gain an ESCO that delivers unsurpassed energy efficiency, reliability, and quality within a budget-neutral solution.

## VOL 3 - Customer Information

### 1a. Special Item Numbers (SINs)

SIN	TITLE
334512	Total Solution Support Products for Facilities Management Systems
56121SB	Smart Buildings Systems Integrator
OLM	Order Level Materials

**1b. Lowest Priced Model Number and Price for Each SIN: Please refer to pricing in Volume IV.**

**1c. Labor Categories and Hourly Rates (Services Only): Please refer to labor categories and hourly rates in Volume IV.**

- 2. Maximum Order: None**
- 3. Minimum Order: \$100.00**
- 4. Geographic Coverage: Domestic, 48 states, Washington, D.C.**
- 5. Point(s) of Production: Same as company address.**
- 6. Discount from List Prices: Prices listed herein are NET, discount is already deducted.**
- 7. Quantity Discount(s): None.**
- 8. Prompt Payment Terms: Net 30 days.**
- 9. Government Commercial Credit Card: Government Purchase Cards accepted at or below the micro-purchase threshold.**

- 10. Foreign Items: None.
- 11a. Time of Delivery: As required or As Specified on the Task Order.
- 11b. Expedited Delivery: Consult with SitelogIQ.
- 11c. Overnight and 2-Day Delivery: Contact SitelogIQ.
- 11d. Urgent Requirements: Customers are encouraged to contact SitelogIQ for the purpose of requesting accelerated delivery.
- 12. FOB Point: Destination
- 13a. Ordering Address:  
  
SitelogIQ Government Solutions, LLC  
37 Thurber Boulevard, Ste. 107 Smithfield, RI 02917
- 13b. Ordering Procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage [www.gsa.gov/schedules/](http://www.gsa.gov/schedules/)
- 14. Payment Address:  
  
SitelogIQ Government Solutions, LLC  
37 Thurber Boulevard, Ste. 107 Smithfield, RI 02917
- 15. Warranty Provision: Contractor's standard commercial warranty plus additional applicable vendor warranties.
- 16. Export Packaging Charges: N/A
- 17. Terms and Conditions of Government Purchase Card Acceptance (any thresholds above the micro-purchase level may be inserted by contractor): Accepted with standard terms and conditions.
- 18. Terms and Conditions of Rental, Maintenance, and Repair: Contact SitelogIQ.
- 19. Terms and Conditions of Installation: Contact SitelogIQ.
- 20. Terms and Conditions of Repair Parts: Contact SitelogIQ.
- 20a. Terms and Conditions for any other Services: Contact SitelogIQ
- 21. List of Service and Distribution Points: Contact SitelogIQ

**22. List of Participating Dealers: Not Applicable**

**23. Preventive Maintenance: Contact SitelogIQ**

**24a. Special Attributes Such as Environmental (e.g. recycled content, energy efficiency, and/or reduced pollutants): Not Applicable**

**24b. Section 508 Compliance for EIT: Not Applicable**

**25. Data Universal Number System (DUNS) Number: 784836442**

**26. Notification Regarding Registration in System for Award Management (SAM) Database: SitelogIQ has an Active Registration in the SAM database.**

**27. SIN Descriptions**

### **Facilities – Facilities Solutions**

**334512 – Total Solution Support Products for Facilities Management Systems:** Includes products to support facilities management systems, such as repair parts, surveillance systems, security functions, energy functions, building comfort systems, etc.

**561210SB - Smart Buildings Systems Integrator:** Includes the comprehensive integration of building systems and technology using a non-proprietary, open architecture. Typical building systems to be integrated include: building automation, telecommunications, security, energy and environmental control, HVAC, etc. Tasks may include, but are not limited to: requirements analysis, integration planning, testing, operational training and support, cybersecurity for building control systems, etc.

**OLM - Order-Level Materials:** OLMs are supplies and/or services acquired in direct support of an individual task or delivery order placed against a Schedule contract or BPA. OLM pricing is not established at the Schedule contract or BPA level, but at the order level. Since OLMs are identified and acquired at the order level, the ordering contracting officer (OCO) is responsible for making a fair and reasonable price determination for all OLMs.

OLMs are procured under a special ordering procedure that simplifies the process for acquiring supplies and services necessary to support individual task or delivery orders placed against a Schedule contract or BPA. Using this new procedure, ancillary supplies and services not known at the time of the Schedule award may be included and priced at the order level

## VOL 4 – Hourly Rates and Labor Categories

Job	Hourly
Senior Project Manager	\$167.51
Senior Design Engineer	\$167.51
Project Manager	\$151.23
Senior Energy Engineer	\$151.23
Energy Engineer	\$138.79
Draftsman	\$90.83
Clerical	\$33.5