

**GENERAL SERVICES ADMINISTRATION  
FEDERAL ACQUISITION SERVICE  
AUTHORIZED FEDERAL SUPPLY SCHEDULE CATALOG/PRICE LIST**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through *GSA Advantage!*, a menu-driven database system.

The INTERNET address for *GSA Advantage!* is <http://www.gsaadvantage.gov>

## MAS SCHEDULE

Special Item Number 334512/STLOC/RC  
Total Solution Support Products for Facilities Management Systems



**Green Generation Solutions, LLC  
8120 Woodmont Ave., Suite 350  
Bethesda MD 20814-2759  
Telephone: 301-202-2939  
Fax: 301-656-3701  
Website: <http://www.greengen.com/>**

**Contract Number: GS-07F-143BA  
Contract Period: March 1, 2014 to February 28, 2019**

*Catalog effective through Modification #PS-A812, dated February 11 2020.*

**Contractor's Administration Source:  
Marjohn Heath, Office Manager  
Email: [GSAsales@greengen.com](mailto:GSAsales@greengen.com)**

**Business Size: Small**

For more information on ordering from Federal Supply Schedules click on the GSA Schedules link at [www.gsa.gov](http://www.gsa.gov)



## CUSTOMER INFORMATION

1a. Table of Awarded Special Item Numbers (SINs)/ and Description:  
**334512/STLOC/RC: Total Solution Support Products for Facilities Management Systems**  
**OLM/STLOC/RC: Order Level Materials**

1b. Lowest Price Model Number and Price for Each SIN:  
**Refer to the awarded GSA Schedule Contract pricelist**

1c. Hourly Rates: (Services Only)  
**Refer to the awarded GSA Schedule Contract pricelist**

2. Maximum Order\*:  
**334512/STLOC/RC: \$250,000 per SIN/per order**

\*Ordering activities may request a price reduction at any time before placing an order, establishing a BPA, or in conjunction with the annual BPA review. However, the ordering activity shall seek a price reduction when the order or BPA exceeds the simplified acquisition threshold. Schedule contractors are not required to pass on to all schedule users a price reduction extended only to an individual ordering activity for a specific order or BPA.

3. Minimum order:  
**\$100**

4. Geographic coverage (delivery area):  
**Domestic, 50 states, Washington, DC, Puerto Rico, US Territories**

5. Point(s) of production (city, county, and State or foreign country):  
**Not Applicable**

6. Discount from list prices or statement of net price:  
**Prices shown are net Government prices.**

7. Quantity discounts:  
**1.5% on contract value from \$100,000 to \$250,000**  
**2.5% on contract value from \$250,001 to \$500,000**  
**3.5% on contract value over \$500,001**

8. Prompt payment terms:  
**Net 30 Days**



9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold:

**Government purchase cards are accepted for orders below the micro-purchase threshold.**

9b. 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. Contact contractor for limit.**

10. Foreign items (list items by country of origin):

**None**

11a. Time of delivery:

**Per Task Order/SOW**

11b. Expedited Delivery:

**None Offered**

11c. Overnight and 2-day delivery:

**None Offered**

11d. Urgent Requirements:

**Customers are encouraged to contact the contractor for the purpose of requesting accelerated delivery.**

12. F.O.B. point(s).

**Destination**

13a. Ordering address(es).

**Same as contractor**

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 ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules)).

14. Payment address(es).

**Same as contractor**

15. Warranty provision.

**Standard Commercial Warranty. Customer should contact the contractor for a copy of the 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).

**Government Purchase Cards are accepted above the micro-purchase threshold.**

**Contact contractor for limit.**

18. Terms and conditions of rental, maintenance, and repair (if applicable).

**Not Applicable**

19. Terms and conditions of installation (if applicable).

**Not Applicable**

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable).

**Not Applicable**

20a. 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).

**Not Applicable**

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/](http://www.Section508.gov/).

**As Applicable**

25. Data Universal Number System (DUNS) number.

**078363597**

26. Notification regarding registration in Central Contractor Registration (CCR) database.

**Contractor has an Active Registration in the SAM database.**



**Green Generation Solutions, LLC**  
**334512 Total Solution Support Products for Facilities Management Systems**  
**Labor Category Rates and Descriptions**

LABOR CATEGORY	GSA RATE
Administrator	\$47.86
Assistant Project Manager	\$100.75
Associate/Energy Analyst	\$47.86
Director of Government Contracts	\$197.41
ESPC Program Manager	\$95.72
Financial Manager	\$119.65
Head of Field Services	\$143.58
Principal	\$276.37
Project Accountant	\$102.65
Project Manager	\$125.94
Rebate Analyst	\$47.86
Senior Project Manager	\$159.19
Solution Level II, Engineer	\$197.41
Solutions Level I, Engineer	\$115.86
Solutions, Senior Associates	\$118.44
Vice President, Finance	\$236.89
Vice President, Project Management	\$252.68

**Substitutions and Equivalency Tables**

Green Generation Solutions, LLC. recognizes that successful performance depends on having personnel with the right skills and experience. These skills are acquired through a proper mix of education and professional experience. We have found that skills required to support today's problems and tomorrow's challenges are not always supported by the traditional formal education and work experience combination. Therefore, we have incorporated substitution allowances between equivalent education and experience in order to provide the quality of services required by the customer at the most reasonable price.

**Educational Equivalence:**

The following educational equivalence applies, unless stated otherwise explicitly:

Ph.D. is considered equivalent to M.S. + three (3) years relevant experience

M.S. is considered equivalent to B.S. + two (2) years relevant experience

B.S. is considered equivalent to A.S. + two (2) years relevant experience

A.S. is considered equivalent to High School + two (2) years relevant experience



### **Administrator**

Minimum Education: Bachelor's degree

Minimum Experience: 3 years of project administrative experience.

Functional Responsibility: Assist management and project managers with project administration and billing; customer support and perform various marketing, accounting, or project production responsibilities, including other general functions of the business.

### **Assistant Project Manager**

Minimum Education: Bachelor's Degree in finance, engineering, architecture, or related field from an accredited institution of higher learning and/or completion of trade school apprenticeship program in technical fields related to building systems.

Minimum Experience: 3 years of project management experience.

Functional Responsibility: Assist project manager to coordinate all aspects of the implementation process, including engaging subcontractors and negotiating with vendors

### **Associate/Energy Analyst**

Minimum Education: Bachelor's Degree in finance, engineering, architecture, or related field.

Minimum Experience: 3 years of experience.

Functional Responsibility: Analyzing utility bills and consumption data and responds to project managers and energy engineers' requests for research and reporting to support project and customer needs. The energy analyst is responsible for providing reports and documentation and for communication within the team and to clients when necessary.

### **Director of Government Contracts**

Minimum Education: Bachelor's Degree in engineering, architecture, or business management from accredited institution of higher learning.

Minimum Experience: 10 years of government contracting experience.

Functional Responsibility: Communicates with government contracting officers; collaborates with the development and design solutions team.

### **ESPC Program Manager**

Minimum Education: Bachelor's Degree in engineering, architecture, finance, or business management from accredited institution of higher learning and/or completion of trade school apprenticeship program in technical fields related to building systems.

Minimum Experience: 6 years of facility operations/management, design or consulting experience, or construction.

Functional Responsibility: Responsible for trade coordination of MEP systems in BIM environment along with managing subcontractors on site, as well as submittal processing and RFI responses on projects. Assists in preparing scope of work, bid documents, and checks design drawings and specifications in detail to demonstrate that all requirements of the specification and agreed codes and standards have been fully incorporated into the design.

### **Financial Manager**

Minimum Education: Bachelor's Degree in finance or business management from an accredited institution of higher learning.

Minimum Experience: 8 years of financial operations/management, design or consulting experience, or construction.

Functional Responsibility: Project budget development, job cost analysis, profit and loss by project and fiscal year.



### **Head of Field Services**

Minimum Education: Bachelor's Degree in engineering or business management from an accredited institution of higher learning and/or completion of trade school apprenticeship program in technical fields related to building systems.

Minimum Experience: 10 years of facility operations/management, design or consulting experience, or construction. Licensed professional engineer and/or hold one or more certifications from industry recognized entities.

Functional Responsibility: All on-site activities, planning budgets, managing bids and material and equipment take-offs, confirming subcontractors' scopes, attributing labor costs to projects, and job costing projects after award.

### **Principal**

Minimum Education: Master's Degree in business management from an accredited institution of higher learning.

Minimum Experience: 15 years of executive management experience.

Functional Responsibility: Set organization strategy and direction; build and lead the senior executive team.

### **Project Accountant**

Minimum Education: Bachelor's Degree in finance, accounting, or business management from an accredited institution of higher learning.

Minimum Experience: 3 years of accounting experience.

Functional Responsibility: Perform project accounting and maintain records.

### **Project Manager**

Minimum Education: Bachelor's Degree from an accredited institution of higher learning and/or completion of trade school apprenticeship program in technical fields related to building systems.

Minimum Experience: 5 years of project management experience.

Functional Responsibility: Oversee project implementation; plan and coordinate all aspects of the implementation process, including hiring subcontractors and negotiating with vendors.

### **Rebate Analyst**

Minimum Education: Bachelor's Degree from an accredited institution of higher learning.

Minimum Experience: 3 or more years of experience in technical fields related to building systems.

Functional Responsibility: Manages and secures custom and prescriptive rebates. Responsible for all facets of the rebate capture process from application submittal to post-installation measurement, verification, and reporting.

### **Senior Project Manager**

Minimum Education: Bachelor's Degree from an accredited institution of higher learning.

Minimum Experience: 6 or more years of project management experience.

Functional Responsibility: Supervises plans, directs, coordinates and executes activities of designated projects during the implementation phase to ensure that goals or objectives are accomplished within the prescribed time frame and funding parameters. Manages projects to client contractual requirements utilizing appropriate resources.



### **Solution Level I, Engineer**

Minimum Education: Bachelor's Degree in engineering, architecture, or business management from an accredited institution of higher learning.

Minimum Experience: 5 years of engineering or analysis experience.

Functional Responsibility: Model energy use and potential savings and assist in the design of energy savings solutions, perform on-site project assessments for new projects.

### **Solution Level II, Engineer**

Minimum Education: Master's Degree or PhD in engineering, architecture, business management or related field from an accredited institution of higher learning.

Minimum Experience: 10 years of engineering experience. Licensed professional engineer and/or hold one or more certifications from industry recognized entities.

Functional Responsibility: Model energy use and potential savings and assist in the design of energy savings solutions, perform on-site project assessments for new projects.

### **Solutions, Senior Associate**

Minimum Education: Bachelor's Degree in engineering, architecture, or business management from an accredited institution of higher learning.

Minimum Experience: 5 years of engineering or analysis experience.

Functional Responsibility: Perform facility audits, conduct financial analysis, conduct research into new technologies and coordinate with vendors.

### **Vice President, Finance**

Minimum Education: Bachelor's Degree in finance, accounting, or business management from an accredited institution of higher learning.

Minimum Experience: 10 years of financial operations/management, design or consulting, or construction management experience.

Functional Responsibility: Perform day-to-day accounting, provide financial reporting, analysis, projections, maintain project accounting and records, prepare tax, compliance.

### **Vice President, Project Management**

Minimum Education: Master's Degree in engineering, architecture, or business management from an accredited institution of higher learning.

Minimum Experience: 10 years of project management experience.

Functional Responsibility: Implements, coordinates and executes the projects; develops and maintains relationship with clients, contractors, and vendors; establishes Master Project Schedule, manages implementation, and oversees field operations and procedures.



## **Green Generation Solutions, LLC**

### **Total Solution Support for Facilities Management Systems**

Facility Management and Energy Solutions includes, but not limited to projects using appropriated funds as well as alternative financing methods through the use of Energy Savings Performance Contracts (ESPC's) in accordance with the National Energy Conservation Policy Act (NECPA) as amended by the Energy Policy Act of 2005 (EPACT). Projects include energy audits, project management, and energy upgrades of HVAC, Lighting, Controls, etc.

#### **Energy Plan Development Process**

- Collect energy data to develop a baseline utility demand profile
- Interview key stakeholders
- Research applicable rebates, incentives, and grants
- Walkthrough entire property with facility manager and engineers. Areas of focus include: HVAC, lighting, building envelope, building controls, and operations
- Review assessment information/data and engineer a preliminary solution for the asset(s), maximizing net ROI after applicable rebates
- Analyze enterprise level solutions
- Present findings/ recommendations to engineers and owners
- Collaborate with the client to refine the energy plan to meet organizational goals and lower operating costs on a ROI basis
- Upon execution of contract, we oversee and implement all aspects of the solution on a turn-key basis, including the coordination of all vendors and subcontractors
- Upon project completion, we measure and verify the solution to secure rebates and incentives and confirm solution savings for clients and other stakeholders

#### **Rebate and Incentive Assistance**

- Review and identify energy projects that are part of the Professional Services Agreement.
- Designing and implementing for Customer that are eligible for prescriptive or custom Loans, Rebates and Incentives.
- Gather project details and costs to derive calculations for the projected energy reductions or generation opportunities.
- Provide a single point of contact and lead any discussion with utility incentive programs or their administrator.
- Identify federal, state, and local utility incentive programs, whether prescriptive or custom incentive, that will contribute to the planned energy reduction project and enhance the ability to control energy demand.
- Prepare, submit, and monitor all application paperwork and application status.
- Coordinate the development, measurement and verification plans to document energy savings over time.
- Financial Rebates and Incentives fee negotiated between GreenGen and ordering agency per task order.



## Green Generation Solutions, LLC ESPC Alternative Financing Rates

At the time of task order award, Green Generation Solutions will negotiate with financial institutions to get the most competitive terms subject to prevailing market and project conditions.

Project Value	Term (years)	+Basis Points (spread)
Less than \$1,000,000	5	+620
	10	+660
	15	+690
Project Value	Term (years)	+Basis Points (spread)
\$1,000,000 - \$2,500,000	5	+620
	10	+660
	15	+690
	20	–
Project Value	Term (years)	+Basis Points (spread)
More than \$2,500,000	5	+620
	10	+660
	15	+690
	20	–