

General Services Administration
Federal Supply Service
Authorized Federal Supply Schedule Price List

Schedule 084

Total Solutions for Facility Management and Energy Solutions

Contract
GS-07F-5542P

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>.

Schedule for – Schedule 084 Total Solutions for Law Enforcement, Security, Facilities Management, Fire, Rescue, Clothing, Marine Craft and Emergency/Disaster Response

Contract Number: GS-07F-5542P

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.

Contract Period: Period Covered by Contract

Contractor: [ABM Government Services, LLC](#).
101 Walton Way
Hopkinsville, KY 42240-6833

Business Size: Large Business

Contract Administration:
Andy Rice, Contracts Manager

Telephone: (270) 885-4642 Ext 161
FAX Number: (270) 886-9067
Web Site: www.abm.com
E-mail: andy.rice@abm.com

Technical Point of Contact for ABM Government Services:
Michael Bartlett, PMP, CEM, BEP, LEED AP

Website: www.abm.com
Telephone: (612) 581-8230
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E-mail: michael.bartlett@abm.com

Executive Summary

ABM Industries (NYSE:ABM), a publicly-traded company headquartered in New York, NY, is a leading provider of facility and energy services in the United States with 265 offices covering over 215 metro areas in almost all 50 states, and throughout western Canada and Puerto Rico, as well as over 20 international locations. ABM has been in business since 1909 and has fiscal 2012 revenues of approximately \$4.3 billion and more than 120,000 employees.

We have been serving customers for over 100 years, and for the past 35+ years, we have been performing energy programs throughout North America. Different from our competitors in this market, ABM typically self-performs most services rather than subcontracting. This means you'll benefit from increased efficiencies and lower costs. Plus, our emphasis on sustainability can help you meet social responsibility goals. From initial engineering to final commissioning, ABM is the single point of contact and is accountable for every aspect of the program. We instill confidence in our clients by executing and managing to the highest standards with ABM people using ABM technology.

We understand the challenge that today's government entities are facing. We have been working within the government market for over 70 years as a Facility Management partner. ABM has also been performing internal facility improvement projects and improving our client's infrastructure for the last 35 years. We have been helping government organizations like yours reduce their total cost of operations while implementing capital and physical plant improvements within their facilities.

ABM will help you achieve your security, energy reduction, water, and sustainability goals while enhancing your mission effectiveness.

ABM Facility Solution Information

ABM Industries, a Department of Energy Qualified Energy Services Company, has been pre-competed and approved as an ESCO on Schedule 084. As a vertically integrated business, we have the ability to self-perform over 80% of the work required to complete an ESPC project – a unique advantage among ESCOs in the federal space. Our in-house staff has the ability to self-perform feasibility, design, installation, and M&V work. As an Integrated Facility Services provider, we also self-perform the O&M on the systems we install, which ensures we are 100% accountable for our solutions.

As a Technology Agnostic, Self-Performing ESCO, ABM has the ability to offer federal agencies lower cost ESPC solutions that allow for more robust energy programs.

ABM Government Service Client Locations

This map does not include our parent company's additional 20,000 customers.



Providing Solutions to Your Challenges:

ABM works with you to address many of your ongoing challenges including:

- Shrinking Budgets & Capital Constraints
- Increasing Operational Costs
- Critical Systems, Maintenance, and Staffing Issues
- Aging Facilities
- Adherence to Executive Orders and Legislation dictating ESPC and Renewable Energy Implementation
- Lengthy, Expensive RFP Process for Traditional ESPCs.

Guaranteed Performance

Total Solutions for Facility Management and Energy Solutions
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- Validation and accountability through real time energy monitoring and optimization
- Proven process that eliminates risk through guaranteed savings
- Referable by 100% client base - it's not what we promise to do, it's our record of doing what we promise

Removing Financial Barriers for Facility Upgrades

Common CRE Challenges

- Funding Capital Improvements
- Aging Facility Infrastructure
- Rising Utility Costs
- Increasing Operational Costs
- Tenant Satisfaction Issues
- Growing Need for Sustainability

Upgrade Your Infrastructure Without Impacting Your Budget

ABM Energy Capital provides an exclusive financial solution for funding infrastructure upgrades without any capital budget funds and a net-zero impact to the existing operating budget. Facility improvements are funded by the energy and operational savings resulting from the infrastructure upgrades performed by ABM.

All costs, including financial planning, up-front engineering, financing, project implementation, and ongoing maintenance services are funded through your reallocated operating budget.

Unlike traditional capital lending, ABM's financing solution will not impede you from selling the property. In fact, it can increase the value and marketability of the property by reducing your overall expenses of the facility, while increasing sustainability.

Benefits

- Budget-neutral financing
- Lower annual operating costs
- Guaranteed energy savings
- No impact on existing mortgage
- Resulting loan is assigned to the building so future sale of the building is not impeded
- No impact on borrowing capacity or debt ratio
- Single point of contact rather than managing multiple vendors
- Purchase a complete suite of services through a single procurement process
- A more comfortable and healthy tenant environment

By using ABM to perform your energy and infrastructure upgrades and leveraging ABM Energy Capital, you will achieve unsurpassed energy efficiency, reliability and quality without impacting your existing operations budget.

Typical Financed Upgrades

- HVAC Systems

- Electrical Systems
- Solar and Other Renewable Energy
- Central Plant and Chillers
- Chilled Water Systems
- Hot Water / Steam Systems
- New Lighting Technologies
- Energy Management Systems
- Water Conservation Technologies
- Lighting and Building Controls
- Ongoing Infrastructure Maintenance
- Other Sustainability Solutions

Other Energy Solutions

- Electric Vehicle Charging Stations
- Energy Procurement

Building Value for You

Our needs-based approach and customized solutions ensure that our services fit your facility and financial needs. With more than 100 years of experience and 100% referenceable clients, ABM stands ready to help you overcome the challenges with your facility infrastructure and funding of the improvements.

Join the thousands of existing clients that rely on ABM to meet their unique needs. Our national footprint and internal facility experts ensure you will receive quality reliable service and solutions.

ABM's integrated solutions provide economies of scale, ease of administration and the convenience of a single point of contact. We'll manage the coordination of multiple solutions, so you don't have to.

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CUSTOMER INFORMATION:

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:

SIN		Pricing Information
246-51	Facility Management Systems Requiring Construction	Pages 7-9
246-52	Facility Management Services	Pages 7-9
246-53	Facility Management and Energy Solutions	Pages 7-9
246-1000	Facility Management and Energy Solutions	Pages 10-13

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price.

Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.

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.

Special Item Number (SIN) descriptions:

246-51 - Installation of Security/Facility Management Systems Requiring Construction.
 246-52 - Professional Security/Facility Management Services - including security consulting, training and facility management consulting

Hourly Rate Pricing for SIN's 246-51, 246-52, and 246-53, effective worldwide.

Job Classification	Wage Determination Category	Hourly
Energy Project Engineer 3-Year	Engineer 1	\$ 110.83
Energy Project Engineer 5-Year	Engineer 2	\$ 151.13
Energy Project Engineer 10-year	Engineer 3	\$ 173.30
Project Manager	Project Manager	\$ 128.97
Field Technician	Field Technician	\$ 130.98

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LABOR CATEGORY DESCRIPTIONS

Professional Labor Categories

Engineer 1 – Energy Project Engineer

The energy engineer acts in a leadership role. This individual defines the engineering process and leads the design team through this process to achieve the scope of work that will provide for the maximum level of energy savings to meet the customer's need. The experience and creativity of this individual are pivotal to the success of the project. Performs technical analysis, review, measurement, and verification of financially guaranteed projects. Provides technical analysis and review for performance monitoring or contracts, and applies engineering principles and practices on assigned projects.

Minimum Requirements: Bachelor's Degree in Electrical or Mechanical Engineering. Certified Energy Manager (CEM) Certification. Minimum 3 years of experience

Engineer 2 - Energy Project Engineer

Builds the technical design based on the needs of the client. He works with the Client to build a robust solution package to address facility issues. Verifies throughout the installation that the ECM's are installed as originally designed to ensure energy saving projections are met.

Minimum Requirements: Bachelor's Degree in either Electrical or Mechanical Engineering. Minimum 5 years of experience

Engineer 3 - Energy Project Engineer (Professional Engineer)

The professional engineer generally acts to lead the engineering design of a particular project. This position is required with larger projects that involve major mechanical replacements and system design modifications. The professional engineer is accountable for the stamping of drawings to meet specific process requirements.

Minimum Requirements: Bachelor's Degree in Electrical or Mechanical Engineering. Professional Engineer Certification. Minimum 10 years of experience

Project Manager

The project manager fully controls the implementation process and is responsible for ensuring that each project reaches final completion on time, is implemented in a cost effective manner, incorporates all planned work defect free, and is billed and collected in a timely fashion through the duration of the project.

Minimum Requirements: Bachelor's Degree or Associate's degree or equivalent from a Technical/Trade School Heating, Ventilation, Electrical, etc.. Minimum 5 years of experience

Field Technician

Responsible for retrofit, repair and installation of various energy control measures utilizing knowledge of energy system physical and operational requirements.

Minimum Requirements: Associate's degree or equivalent from a Technical/Trade School Heating, Ventilation, Electrical, etc.. Minimum 5 years of experience

246-53

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, See table below for Alternative Finance Rates.

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Special Item Number (SIN) 246-53 Alternative Finance Rates

Based on Spread Over US Treasury Bill Average Life rates

Project Value	Term	Basis Points	Term	Rate
Less than \$2.5M	25	+2.75%	10	4.25%
\$2.5M - \$10M	25	+2.50%	15	3.75%
Over \$10M	25	+2.25%	10	2.90%

246-1000

Facility Management and Energy Solutions - Ancillary Supplies and/or Services - Ancillary supplies and/or services are support supplies and/or services which are not within the scope of any other SIN on this schedule. These supplies and/or services are necessary to compliment a contractor's offerings to provide a solution to a customer requirement. This SIN may be used for orders and blanket purchase agreements that involve work or a project that is solely associated with the supplies and/or services purchased under this schedule. This SIN EXCLUDES purchases that are exclusively for supplies and/or services already available under another schedule.

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2. **Maximum Order:** None1,000,000.00 (Please note that this is not a GSA enforced limitation on the value of a Task Order – see I-FSS-125 Requirements Exceeding the Maximum Order (Sep 1999).
3. **Minimum Order:** \$100.00
4. **Geographic Coverage (Delivery Area):** Domestic and Worldwide
5. **Point(s) of production (city, county, and state or foreign country):** Same as company address
6. **Discount from list prices or statement of net price:** Government net prices (discounts already deducted). See Price List
7. **Quantity discounts:** None
8. **Prompt payment terms:** Net 30 days
- 9a. **Notification that Government purchase cards are accepted up to the micro-purchase threshold:** Yes, Accepted
- 9b. **Notification that Government purchase cards are accepted or not accepted above the micro-purchase threshold:** Will Not
10. **Foreign items (list items by country of origin):** None
- 11a. **Time of Delivery (Contractor insert number of days):** As required or As Specified on the Task Order
- 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 list that have expedited delivery: Contact ABM - Mike Bartlett.
- 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: Contact ABM - Mike Bartlett.
- 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: Contact ABM - Mike Bartlett.
12. **F.O.B Points(s):** Destination
- 13a. **Ordering Address(es): Based on Sin**
ABM Government Services, LLC. 101 Walton Way, Hopkinsville, KY 42240
- 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/
14. **Payment address(es): Based on SIN**
ABM Government Services, LLC, 101 Walton Way, Hopkinsville, KY 42240

- 15. Warranty provision:** Contractor's standard commercial warranty plus additional applicable vendor warranties.
- 16. Export Packing Charges (if applicable):** Not Applicable
- 17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** Accepted with standard terms and conditions
- 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. 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. contactor's website or other location.) The EIT standards can be found at: www.Section508.gov/.**
- 25. Data Universal Numbering System (DUNS) number:** 61-6858908
- 26. Notification regarding registration in System for Award Management (SAM) database:**
Registered