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

Schedule 084

Total Solutions for Facility Management and Energy Solutions
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 Facility Support Services
12040 Indian Creek Ct. Beltsville, MD 20705

**Business Size:** Large Business

**Contract Administration:** Ted O’Shea, VP Federal Energy
Phone: 202-308-1717
Website: www.abm.com
E-Mail: ted.oshea@abm.com

**Technical Contact:** Mark “Dusty” Wheeler PE, BEMP, Director Federal Energy
Phone: 703-789-3265
Website: www.abm.com
E-mail: dusty.wheeler@abm.com
Executive Summary

ABM (NYSE: ABM) is a leading provider of facility solutions with revenues of approximately $6.5 billion and more than 130,000 employees in 350+ offices throughout the United States and various international locations. ABM's comprehensive capabilities include janitorial, electrical & lighting, energy solutions, facilities engineering, HVAC & mechanical, landscape & turf, mission critical solutions and parking, provided through stand-alone or integrated solutions. ABM provides custom facility solutions in urban, suburban and rural areas to properties of all sizes - from schools and commercial buildings to hospitals, data centers, manufacturing plants and airports. ABM Industries Incorporated, which operates through its subsidiaries, was founded in 1909.

ABM is the leading integrated facilities management company, having worked within the Federal Government for over 70 years as a facility management partner and performing infrastructure improvement projects for over 35 years. We understand the multiple, complex challenges government entities face to increase energy assurance, optimize demand, increase the use of renewable energy and energy production, implement infrastructure improvements and perform maintenance with limited resources. We have helped government agencies implement their capital improvements at reduced financial and operational risk, and we can help you achieve your security, energy reduction, water, and sustainability goals while enhancing your mission effectiveness.

ABM has deep ENABLE experience. ABM assisted DOE with the development of the ENABLE program and was awarded four of the first ENABLE projects—the U.S. Embassy in Belize, Laughlin Air Force Base in Del Rio, Texas, the National Oceanic Atmospheric Administration National Marine Sanctuaries, and GSA Region 9 Colorado ESPC. Those projects ranged in size from $1M - $12M and implemented a broad array of Energy Control Measures (ECM) under the ESPC ENABLE Hybrid approach. As thought leaders, ABM worked closely with the Department of Energy developing and using the ENABLE toolkit including eProject Builder and the Investment Grade Audit Tool. Based on our in-depth knowledge of the ENABLE process, we can anticipate the requirements to move expeditiously through technical, pricing and compliance reviews.

ABM Energy Solutions Information

Energy solutions from ABM are powered by technical services self-performed through our nationwide network of local mechanical, electrical and lighting contracting offices. Energy Savings Performance Contracts (ESPCs) from ABM deliver guaranteed savings backed by an established, national leader in comprehensive facilities services, mission critical needs, and energy conservation measures. Our financial and technical expertise help federal agencies reduce energy and operating costs without negative budget impacts or additional appropriations needed. We are fully aware of the need to understand the mission requirements of the facilities when developing, implementing and maintaining critical system infrastructure. ABM has the expertise necessary to design, install and operate energy solutions that enhance mission assurance through energy assurance. ABM energy solutions include energy audits, operations and maintenance, measurement and verification, and energy program management. Our energy efficiency and water conservation capabilities are accomplished by experienced teams in technical services, including electrical and lighting, power distribution, distributed generation (including combined heat & power, renewable energy and energy storage systems), HVAC and mechanical, and integrated energy management control systems. ABM endeavors to self-perform 85% of our projects with ABM employees and regularly help facilities achieve sustainability goals, comply with regulations, and meet requirements set by the Department of Energy for ESPC projects.
Self-performing ESPC projects offers a unique benefit. From initial engineering to final commissioning to continued maintenance for optimal performance, **ABM is the single point of contact and is accountable for every aspect of the program.** This increased accountability increases our ability to maintain quality control through the various program phases — requirements definition, project development, implementation, and ongoing performance period. This **improves efficiency and lowers project costs,** meaning you can extend your energy savings much further and direct more capital into facility infrastructure improvements. We instill confidence in our clients by executing and managing to the highest standards with ABM people using ABM technology.

**Strategically Located to Serve You**

ABM’s branch offices are strategically placed to provide experienced local management, reliable supervision and a sustainable, highly skilled service team that will deliver personalized service.
Providing Solutions to Your Challenges:
ABM works with you to address many of your ongoing challenges including:

- Shrinking budgets and capital constraints
- Increasing operational costs
- Aging facilities and critical energy infrastructure
- Critical systems, maintenance, and staffing limitations
- Energy resilience and cyber security threats to mission
- Adherence to Executive Orders and legislation dictating ESPC and Renewable Energy Implementation
- Lengthy, expensive Request for Proposal process for traditional ESPCs

Guaranteed Performance
ABM measures and verifies energy savings against established and agreed-upon baselines with metered data and a proven process that eliminates risk through guaranteed savings. Additionally, we aim for 100 percent client satisfaction, and we encourage you to contact our references, so they can speak on our behalf. It’s not what we promise to do; it’s our record of doing what we promise.

Removing Financial Barriers for Facility Upgrades
ABM provides highly competitive financial solutions for funding infrastructure upgrades without any capital budget funds and a net-zero impact to the existing operating budget of Federal agencies. Facility improvements are funded by the energy and operational savings resulting from the infrastructure upgrades performed by ABM. Due to ABM’s financial strength, we have the ability to self-fund Federal ESPC projects up to $30M per project from our own balance sheet. In addition to self-funding options, ABM also has long standing relationships with multiple Federal energy project financiers through which our customers receive competitively priced financing for their energy projects. This collective group of financiers have financed more than 90 percent of all Federal energy projects to date.

Furthermore, ABM has experience developing renewable energy Power Purchase Agreement (PPA) projects. ABM understands how to include a PPA in an ESPC. This structure is commonly referred to as an Energy Services Agreement (ESA). It is typically difficult for ESCOs to finance small to mid-size PPA projects due to the complexity of attracting the requisite tax equity investor to a project with smaller investment size. ABM solved this potential issue by broadening our network of financiers to include those with commercial scale renewable energy finance expertise.

A key differentiator for ABM in the energy services market is that we self-perform the work, not only saving the customer significant costs but also eliminating the worries associated with contractors. It means that an energy project will not only achieve results, but it will also exceed performance expectations for energy savings, timeliness, lack of intrusiveness, and professionalism. We have acted as the Engineering, Procurement and Construction (EPC) contractor on ground-mount solar projects totaling more than $14M of construction over the last three years and have completed over $1 Billion of energy services projects over the last 15 years. Our scope of work includes design, construction, commissioning, operations, maintenance and repairs.
In addition to our work as a solar EPC mentioned above, ABM also performs an extensive amount of power generation work with our NETA certified high-voltage technician staff. A significant portion of that work is done on electrical spot systems and is detailed below. Our electrical team has completed commissioning on hundreds of power generation projects over the last 30 years. In total our electrical technicians have worked on a total of 250MW of power generation projects. We currently manage and maintain over 11+ Million square feet of critical electric distribution systems.

ABM also has experience in buying out existing ESPC projects. Whether it be due to underperforming ECMs or unfavorable interest rates, purchasing these projects and rolling them into a new ESPC project allows our clients to realize increased energy savings and improved ECM performance under more favorable finance terms.

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

**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 flattened project approach, which ensures our clients receive a project that is implemented more efficiently, with more accountability, and at a lower cost.

- TC.1 Boiler Plant Improvements
- TC.2 Chiller Plant Improvements
- TC.4 Heating, Ventilating, and Air Conditioning (HVAC) 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
Other Energy Solutions
ABM is the largest ESCO provider of Electric Vehicle Charging Stations and has installed hundreds of EV stations nationally at retail centers, parking garages, corporate offices, city, state and county buildings, public parking areas, auto dealers, apartment complexes, and homes. We have developed best practices and standardized pricing and processes. We engage with utility companies on a national scale and are working to create and propose legislation that will simplify the Electrical Permitting process across jurisdictions.

We have succeeded in creating industry first programs and awarded several California Energy Commission EV Grants, State of Maryland EV Grants, and EV Installation contracts with many local and federal government clients nationally, including the State of California Department of General Services, The US Navy Academy and the National Parks Service.

Building Value for You
Our needs-based approach and customized solutions are tailored to our customers’ facilities and financial needs. With more than 100 years of experience and a goal of 100 percent client satisfaction, ABM stands ready to help agencies overcome their facility infrastructure challenges and funding of the improvements.

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 our customers 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:

<table>
<thead>
<tr>
<th>SIN</th>
<th>Pricing Information</th>
<th>Pages</th>
</tr>
</thead>
<tbody>
<tr>
<td>246-51</td>
<td>Facility Management Systems Requiring Construction</td>
<td>7-9</td>
</tr>
<tr>
<td>246-52</td>
<td>Facility Management Services</td>
<td>7-9</td>
</tr>
<tr>
<td>246-53</td>
<td>Facility Management and Energy Solutions</td>
<td>7-9</td>
</tr>
<tr>
<td>246-1000</td>
<td>Facility Management and Energy Solutions</td>
<td>10-13</td>
</tr>
</tbody>
</table>

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


246-52: 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.

<table>
<thead>
<tr>
<th>Job Classification</th>
<th>Wage Determination Category</th>
<th>Hourly</th>
</tr>
</thead>
<tbody>
<tr>
<td>Energy Project Engineer 3-Year</td>
<td>Engineer 1</td>
<td>$128.00</td>
</tr>
<tr>
<td>Energy Project Engineer 5-Year</td>
<td>Engineer 2</td>
<td>$162.00</td>
</tr>
<tr>
<td>Energy Project Engineer 10-year</td>
<td>Engineer 3</td>
<td>$188.00</td>
</tr>
<tr>
<td>Project Manager</td>
<td>Project Manager</td>
<td>$160.00</td>
</tr>
<tr>
<td>Field Technician</td>
<td>Field Technician</td>
<td>$185.00</td>
</tr>
</tbody>
</table>
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 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.

**ABM Industries, Inc. GS-07F-5542P**
Special Item Number (SIN) 246-53 Alternative Finance Rates

Based on Spread Over US Treasury Bill Average Life Rates

<table>
<thead>
<tr>
<th>Project Value</th>
<th>Term</th>
<th>Basis Points</th>
<th>Term</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than $2.5M</td>
<td>25</td>
<td>+2.75%</td>
<td>10</td>
<td>4.25%</td>
</tr>
<tr>
<td>$2.5M - $10M</td>
<td>25</td>
<td>+2.50%</td>
<td>15</td>
<td>3.75%</td>
</tr>
<tr>
<td>Over $10M</td>
<td>25</td>
<td>+2.25%</td>
<td>10</td>
<td>2.90%</td>
</tr>
</tbody>
</table>

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.

1. **Maximum Order:** None
2. **Minimum Order:** $100.00
3. **Geographic Coverage (Delivery Area):** Domestic and Worldwide
4. **Point(s) of production (city, county, and state or foreign country):** Same as company address
5. **Discount from list prices or statement of net price:** Government net prices (discounts already deducted). See Price List
6. **Quantity discounts:** None
7. **Prompt payment terms:** Net 30 days
8. **8a. Notification that Government purchase cards are accepted up to the micro-purchase threshold:** Yes, Accepted
9. **8b. 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
11. **Time of Delivery (Contractor insert number of days):** As required or As Specified on the Task Order

11a. Expressed 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 – Ted O’Shea or Mark “Dusty” Wheeler

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 – Ted O’Shea or Mark “Dusty” Wheeler

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 – Ted O’Shea or Mark “Dusty” Wheeler

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 – Ted O’Shea or Mark “Dusty” Wheeler

12. **F.O.B Points(s):** Destination

13. **Ordering Address: All SINs:** ABM Facility Support Services, LLC. 12040 Indian Creek Ct., Beltsville, MD 20705

13a. 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: All SINs:** ABM Facility Support Services, LLC. 12040 Indian Creek Ct., Beltsville, MD 20705

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

24. **Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants:** 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., contractor’s website or other location.) The EIT standards can be found at: [www.Section508.gov/](http://www.Section508.gov/).

25. **Data Universal Numbering System (DUNS) number:** 61-6858908

26. **Notification regarding registration in System for Award Management (SAM) database:** Registered