

## RJD Technologies, Inc.

Small business

**Contract Number GS-10F-0156P**

**Contract Term: Jan 14, 2014 through Jan 13, 2019**

**Address: 10037 – 47<sup>th</sup> Ave SW#2  
Seattle, WA 98146**

**Phone: 206-420-4605**

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**Contact Person: Bob Demyanovich**

### Company Overview

Founded in 1991 RJD Technologies, Inc. provides consulting services for utilities, the federal government and industry in the fields of energy conservation and water treatment/conservation. Major clients include the United States Navy, Bonneville Power Administration, Puget Sound Energy, Southern California Gas Company, San Diego Gas and Electric, and Sempra Energy Solutions.

Services include:

- Providing Resource Efficiency Managers
- Conducting energy and water conservation audits
- Designing irrigation systems with an emphasis on water conservation
- Analyzing the potential for water reuse and energy conservation at customer facilities
- Identifying suitable water and energy conservation technologies
- Assisting customers in the preparation of energy project documentation
- Commissioning buildings
- Providing project and construction management assistance

### **871-202 (Energy Management Planning and Strategies)**

RJD Technologies has considerable experience in all phases of the development of energy and water conservation projects for federal customers. The staff at RJD Technologies have developed projects for federal customers worth over \$75 million, all of which have been implemented. We have extensive experience with many types of energy and water conservation projects including, but not limited to, renewable energy, sustainable energy, industrial energy projects and irrigation water conservation projects..

### **871-203 (Training on Energy Management)**

RJD Technologies can provide training including creating implementation plans, submitting documentation to energy efficient buildings certification programs such as Energy Star and LEED, and preparing statements of work for energy and water conservation projects.

### **871-206 (Building Commissioning Services)**

RJD Technologies provides commissioning services including analyzing, documenting, and verifying that the performance of the facility satisfies intended requirements and standards. Our experience includes providing commissioning services for buildings undergoing LEED certification.

### **871-207 (Energy Audit Services)**

Energy audits may range from cursory, walk-through audits to comprehensive audits. At a minimum, audits shall include data collection, data analysis, benchmarking with tools such as Energy Star, and written recommendations of suggested upgrades of electrical and mechanical infrastructure, including their impact on energy consumption and/or water consumption.

### **871-208 (Resource Efficiency Management (REM))**

RJD Technologies provides Resource Efficiency Managers (REM) to federal facilities to help clients manage energy programs to meet agency goals and goals mandated by federal law, regulations and Executive Orders.

Resource Efficiency Management primarily encompasses energy project identification and development, energy program management and energy awareness. REMs focus on reducing the cost of energy and water consumption by identifying energy and water projects, recommending improved practices and equipment modifications, and by conducting awareness activities. REMs are contractors, rather than federal employees, and work with existing government staff to enhance conservation efforts. An important feature of the REM program is that savings identified by the REM exceed the REM's salary.

When RJD Technologies provides a full-time REM to a federal facility, the REM uses our SABER™ software to assist in managing the program. SABER™ is a software tool for energy and water management programs at federal facilities. SABER™ is designed to target limited energy manager resources towards facilities that provide the greatest energy and water savings potential and hence reductions in utility costs (see [rjdtech.com](http://rjdtech.com) for further details).

SABER™ consolidates data and information from existing disparate databases, spreadsheets and other information sources. These include federal facility databases (such as DUERS and agency facilities databases), installation submeter billing spreadsheets or software systems, utility company billing, energy efficiency proposals and projects, military handbooks for estimating energy and water consumption, facility photographs and map locations. SABER™ is designed to use available data and not create another redundant database.

### **871-210 (Water Conservation)**

Since 2002 RJD Technologies has provided design and analysis services for irrigation projects with an emphasis on water conservation. We have produced designs for several large federal facilities that have resulted in substantial reductions in water consumption (up to 50%). Our services include an evaluation of the existing irrigation system including substantial field work, recommendations for irrigation water efficiency measures including xeriscaping, complete landscape irrigation designs, cost and savings estimates and bid assistance.

## Schedule 03FAC Details

Contract Number: **GS-10F-0156P**

Effective: **Jan 14, 2014 through Jan 13, 2019**

1. Awarded Special Item Numbers (SIN):

- 871-202 (Energy Management Planning and Strategies)
- 871-203 (Training on Energy Management)
- 871-206 (Building Commissioning Services)
- 871-207 (Energy Audit Services)
- 871-208 (Resource Efficiency Management (REM))
- 871-210 (Water Conservation)

Labor Category	Hourly Rates				
	Period 1	Period 2	Period 3	Period 4	Period 5
Energy Auditor	\$85.15	\$88.13	\$91.21	\$94.41	\$97.71
Project Manager	\$85.15	\$88.13	\$91.21	\$94.41	\$97.71
Resource Efficiency Manager	\$85.15	\$88.13	\$91.21	\$94.41	\$97.71
Building Commissioning Consultant	\$78.30	\$81.04	\$83.88	\$86.81	\$89.85
Energy Awareness Consultant	\$68.60	\$71.00	\$73.49	\$76.06	\$78.72
SABER™ Database Consultant	\$78.30	\$81.04	\$83.88	\$86.81	\$89.85
Technical Writer	\$62.66	\$64.85	\$67.12	\$69.47	\$71.90

Period 1 - Jan 14, 2014 - Jan 13, 2015

Period 2 - Jan 14, 2015 - Jan 13, 2016

Period 3 - Jan 14, 2016 - Jan 13, 2017

Period 4 - Jan 14, 2017 - Jan 13, 2018

Period 5 - Jan 14, 2018 - Jan 13, 2019

2. Maximum order. \$1,000,000

3. Minimum order. \$300

4. Geographic coverage (delivery area). Worldwide

5. Point(s) of production (city, county, and State or foreign country). Seattle, WA

6. Discount from list prices or statement of net price. No.

7. Quantity discounts. No.

8. Prompt payment terms. No.

9a. Government purchase cards are accepted at or below the micro-purchase threshold. Yes.

9b. Government purchase cards are accepted or not accepted above the micro-purchase threshold. Yes

10. Foreign items (list items by country of origin). N/A

- 11a. Time of delivery. (Contractor insert number of days.) N/A
- 11b. Expedited Delivery. N/A.
- 11c. Overnight and 2-day delivery. N/A
- 11d. Urgent Requirements. N/A
12. F.O.B. point(s). N/A
- 13a. Ordering address(es). 10037 – 47<sup>th</sup> Ave SW#2, Seattle, WA 98146
- 13b. Ordering procedures: Contact Bob Demyanovich at rem@rjdtech.com
14. Payment address(es). 10037 – 47<sup>th</sup> Ave SW#2, Seattle, WA 98146
15. Warranty provision. N/A
16. Export packing charges, if applicable. N/A
17. Terms and conditions of Government purchase card acceptance. None.
18. Terms and conditions of rental, maintenance, and repair (if applicable). N/A
19. Terms and conditions of installation (if applicable). N/A
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). N/A
- 20a. Terms and conditions for any other services (if applicable). N/A
21. List of service and distribution points (if applicable). N/A
22. List of participating dealers (if applicable). N/A
23. Preventive maintenance (if applicable). N/A
- 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). N/A
- 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/).  
N/A
25. Data Universal Number System (DUNS) number. 099533676
26. Registered in Central Contractor Registration (CCR) database. Yes.

## LABOR CATEGORY DESCRIPTIONS

**Energy Auditor** - Inspects, surveys and analyzes energy and water flows for energy conservation and water conservation in facilities, processes or systems to reduce the amount of input energy. Understands load profile data presentation and manipulation, energy auditing protocols, energy project development and measurement and verification protocols. The Energy Auditor has a working knowledge in various energy estimating software packages such as but not limited to Trane Trace, DOE II, and other simulation software. Also has a working knowledge in the use of BIN, heating degree-days, and other simplified methods of energy calculations.

Requires a bachelor of science degree plus 5 years of experience or an associate degree plus 8 years of experience. AEE Certified Energy Manager (CEM) designation is desirable.

**Project Manager** - Plans, directs and coordinates activities of the energy management project to ensure that goals, objectives and projects are accomplished within specified time frame, specified scope of work and specified funding parameters.

Requires an advanced college degree plus 3 years of experience or a bachelor of science degree plus 6 years of experience or an associate degree plus 9 years of experience. AEE Certified Energy Manager (CEM) designation is required or must be attained within 6 months.

**Resource Efficiency Manager** – Responsible for identifying, developing, and implementing energy cost saving initiatives; evaluating the technical and economic feasibility of energy and resource conservation projects; conducting energy awareness and technical training; analyzing and using energy management data to identify anomalies and energy conservation opportunities; preparing reports, presentations, and correspondence; and preparing grant and utility incentive applications. Provides support for energy efficient buildings certification programs such as EPA Energy Star and LEED. Reviews and provides recommendations on engineering standards and technical specifications. Also requires working knowledge of utility billing information systems, RJD Technologies' proprietary SABER™ software, energy management technologies and metering, measurement and verification protocols, office productivity/specialty software for energy management; excellent verbal and written communication skills, analytical, interpersonal, and presentation skills.

Requires an advanced college degree plus 3 years of experience or a bachelor of science degree plus 6 years of experience or an associate degree plus 9 years of experience. Candidates with a Certified Energy Manager designation and at least 12 years of energy conservation/efficiency experience may also qualify. AEE Certified Energy Manager (CEM) designation is required or must be attained within 6 months.

**Building Commissioning Consultant** - commissions, retrocommissions or recommissions energy-using systems to determine if these systems are operating as designed. Prepares commissioning plans, calculates savings from recommended corrective actions, and writes commissioning reports.

Requires an advanced college degree plus 4 years of experience or a bachelor of science degree plus 7 years of experience or an associate degree plus 10 years of experience. AEE Certified Energy Manager (CEM) designation and AEE Certified Building Commissioning Professional designation are desirable.

**Energy Awareness Consultant** – Plans, coordinates and facilitates energy awareness activities, develops energy awareness plans, trains client staff, writes energy awareness articles, oversees energy awareness hotlines and help desks.

Requires an associate degree plus 5 years of experience. AEE Certified Energy Manager (CEM) designation is desirable.

**SABER™ Database Consultant** – Populates RJD Technologies, Inc. SABER™ energy management software with client information, updates data on a monthly basis, runs periodic analyses and reports, responds to data calls on behalf of clients.

Requires an advanced college degree plus 3 years of experience or a bachelor of science degree plus 5 years of experience or an associate degree plus 9 years of experience. Strong computer and database skills are required.

**Technical Writer** — Works with technical specialists to write reports, training courses, manuals and other documents. Reviews work products of others for grammar and writing style. Ensures quality of written documentation delivered to clients.

Requires a Bachelors degree in the task related discipline and a minimum of 5 years of technical writing/editing experience.