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General Services Administration
Federal Supply Schedule

Authorized Price List

Energy Management Services

Contract No. GS-10F-0367M
Effective through July 2017



Ameresco Federal Solutions

Business Size: Other (Large)

Web Site: www.ameresco.com

E-Mail: gsa@ameresco.com

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!TM, at <http://www.GSAAdvantage.gov>.

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GSA Schedule Number: GS-10F-0367M

Special Item Numbers (SIN) Offered:

- SIN 811 002 Complete Facilities Maintenance
- SIN 871 099 Introduction of Products/Services
- SIN 871 202 Energy Management Planning and Strategies
- SIN 871 203 Training on Energy Management
- SIN 871 204 Metering Services
- SIN 871 205 Energy Program Support Services
- SIN 871 206 Building Commissioning Services
- SIN 871 207 Energy Audit Services
- SIN 871 208 Resource Efficiency Management (REM)
- SIN 871 209 Innovations in Energy
- SIN 871 210 Water Conservation
- SIN 003 97 Ancillary Repair and Alterations
- SIN 871 100 Ancillary Supplies and/or Services, Relating to Energy Management, Water Conservation and Support Services

Contract Availability: Worldwide

Contract Expiration: July 2017

Payment Terms: Net 30 days

Time of Delivery: Negotiated in each delivery/task order

FOB Point: Destination unless stated otherwise in contract Delivery Order

Business Size: Other (large)

Credit Card: Yes – Appropriate Government Credit Card will be accepted

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For inquiries or assistance contact your local Ameresco Account Representative or:

AMERESCO FEDERAL SOLUTIONS

Primary POC: Marthe Ngom (GSA Program Manager)

Phone: (571) 521-9930

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Ameresco is North America's largest independently owned energy solutions provider. We are manufacturer and brand neutral – our allegiance is to our client.

With an emphasis on Total Energy Solutions, AMERESCO has assisted numerous agencies in all aspects of Energy Management. With a thorough understanding of statutory requirements, Executive Orders, and agency directives our professional staff has assisted federal agencies with:

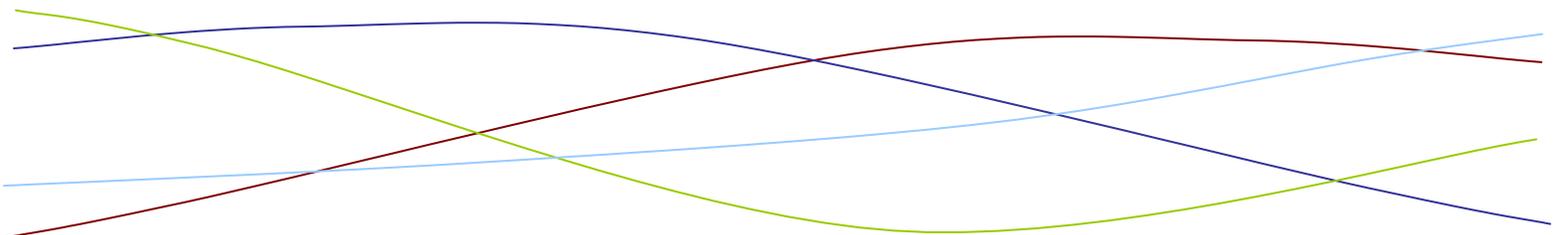
- Energy choice assessments and economic comparisons for renewable or alternative energy sources
- Energy project reviews – engineering, design, economic, Measurement and & Verification (M&V)
- Energy consumption and cost data collection, validation, and reporting
- Development and implementation of Advanced (automated) Metering programs
- ECIP project development (DD Form 1391), justification, and submittal
- Awareness Education and Training, and facility walk-through audits
- Energy Management Steering Committee implementation, facilitation, and reporting
- Resource Efficiency Management and Facility Energy Program Management

Company Overview

AMERESCO FEDERAL SOLUTIONS is a full-service energy engineering firm whose core business is assisting federal agencies with their energy program needs. AMERESCO has completed energy and facility improvement projects for agencies of the Department of Defense (DOD) including the Army, Navy, Air Force, Marines, and Coast Guard, as well as the Department of Energy (DOE), Federal Bureau of Prisons (BOP), Environmental Protection Agency (EPA), NASA, Department of Interior's (DOI) National Park Service (NPS), the Architect of the Capitol (AOC), National Archives, Veterans Administration, and the General Services Administration (GSA).

AMERESCO FEDERAL SOLUTIONS is a wholly owned subsidiary within AMERESCO Corporation's family of companies. AMERESCO is the nation's largest independently owned energy solutions company with local, regional and national offices located throughout the United States and Canada. We guarantee long-term customer value through utilization of innovative systems, strategies, and technology.

AMERESCO FEDERAL SOLUTIONS personnel are experts in energy management and have developed many seminars, guides, and technical publications related to Energy Management. Ameresco staff have conducted training for more than 20,000 federal personnel on Energy Conservation Awareness, Energy Efficiency Designs for Engineers, Energy Efficiency for Operations Staff, Energy Savings Performance Contracts (ESPC), and 10 CFR 435, Life Cycle Cost (LCC) Analysis.



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Our engineers authored official publications for federal agencies on Energy Efficient Design Criteria and the practical application of Measurement and Verification (M&V) protocols. Additionally, AMERESCO FEDERAL can provide full turnkey services for all of your energy project needs. From engineering site investigations to project designs to construction management. AMERESCO specializes in total energy solutions. Our personnel have an extensive understanding of federal procurement, design, and construction regulations and are very familiar with the security requirements of BOP institutions.

As full service energy engineering firm AMERESCO provides engineering, construction, financing, operations and maintenance services for energy efficiency, conservation and renewable energy services. As an independently owned company there are no other business lines or priorities competing for company resources. We are independent from control by a parent company, such as a utility or controls company. In other words, we have no alliances or affiliations to any particular product brand or service. This allows our engineers to focus on the best solution to our customer's needs regardless of brand or manufacturer. It also allows us to provide any brand the customer may prefer or work with any architectural or engineering firm or vendor the customer may desire.

AMERESCO has experience and capabilities in industrial, commercial, administrative, lodging, warehouse, recreational, educational, and health care facilities for performing energy audits, project assessments, system re-commissioning, and conducting measurement and verification activities. Additionally, AMERESCO has developed and implemented energy savings projects valued in the billions of dollars in military, government agency, and commercial facilities.

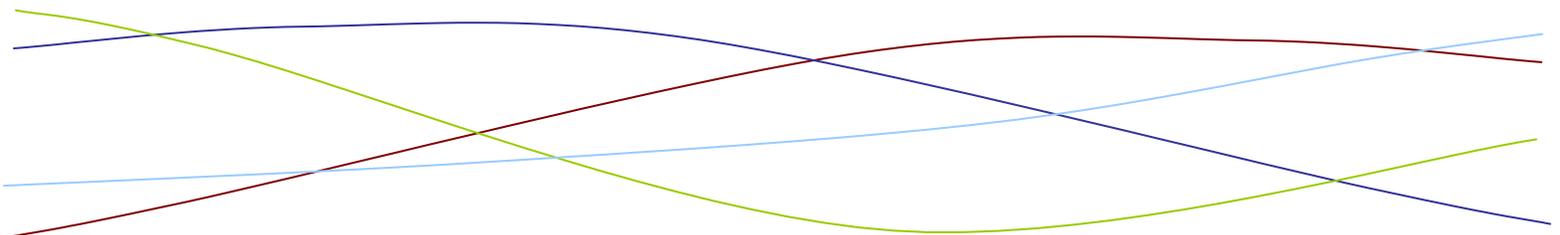
Summary of Services Available under the Energy Management Services Schedule

NOTE: The General Services Administration is phasing our SIN 871-200 and SIN 871-201. A service previously offered under of those SINs is now included in the services offered under SINs 871-202 through 871-210. Enhanced security requirements, i.e. background checks, National Agency Check (NAC) and security clearances may be required under to perform work under this contract. Security requirements should be included in individual delivery or task orders.

SIN 811-002 Complete Facilities Maintenance

Complete Facilities Maintenance – Ameresco provides services related to the complete operations, maintenance and repairs of government and private facilities. The following facilities maintenance services can be ordered as stand-alone or in multiple combinations. Services could include, but are not limited to:

- ◆ Plumbing operations & maintenance



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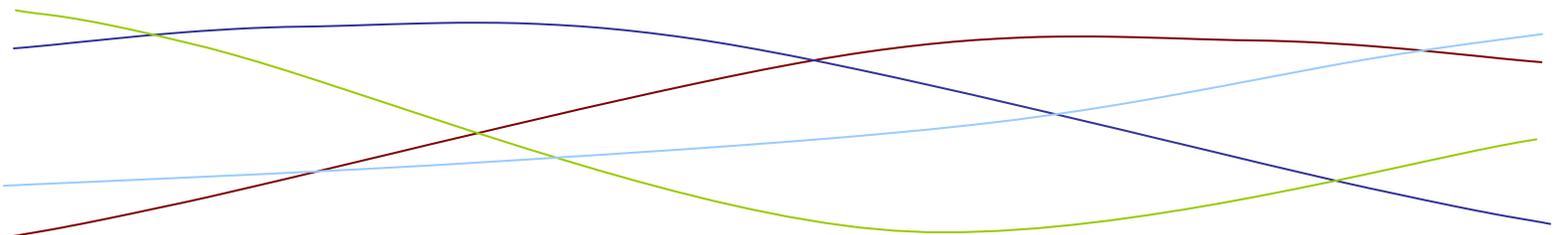


- ◆ Electrical services to include: High/low voltage systems and maintenance and repair of exterior electrical distribution system
- ◆ Maintenance of energy management control systems (EMCS)
- ◆ Refrigeration maintenance
- ◆ Maintenance of renewable energy systems
- ◆ Maintenance support training and consulting services
- ◆ Mechanical and operations maintenance & repair of building systems to include: HVAC

SIN 871 202 Energy Management Planning and Strategies

Energy Management Planning and Strategies - Supports agencies in developing, executing, and reporting their Energy Program Implementation Plan activities pursuant to all federal laws and executive orders. A four-phase Comprehensive Energy Management Solution consisting of all four phases of an energy project and could pertain to a variety of energy projects that include, but are not limited to, renewable energy, sustainable energy, and energy efficient buildings certification programs such as LEED. The four phases of a comprehensive solution includes:

- ◆ Consulting/Auditing/Energy Management Solutions - This includes the strategic planning, energy assessments e.g. feasibility, vulnerability and other detailed assessments, developing and executing of energy audits, audit plans and energy management solutions.
- ◆ Concept Development and Requirements Analysis - This includes the analysis of the audit results and outlined requirements to design a detailed energy management project concept.
- ◆ Implementation and Change Management - This includes the implementation and integration of more energy efficient practices and systems and training in using them effectively. NOTE: Implementation work may be appropriate when detailed design drawings are not necessary. Implementation work will normally be accomplished under SIN 003 97 – Alterations and Repairs.
- ◆ Measurement and Verification - This includes the performance assessment and measurement of the effectiveness and energy efficiency of the project and can include long term monitoring, verification of savings and benchmarking.



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SIN 871 203 Training on Energy Management

Training on Energy Management - Including, but not limited to, training, in the form of briefings, presentations, seminars, webinars, training classes, etc. on methods and strategies to:

- ◆ Reduce energy consumption for building occupants, engineers, and senior managers.
- ◆ Mitigate the risks associated with various types of energy systems.
- ◆ Operate systems efficiently including energy consuming and building automation systems, as well as other building support equipment and systems.
- ◆ Enhance personnel knowledge, skills, and qualifications by providing subject matter training in related to energy and water management, including professional certification classes for energy management, energy accounting, LEED, etc. This may also include Energy Awareness Education in the form of briefings, seminars, training classes, promotions, etc. including photographs, energy fairs, awareness booths/displays, and recommendations for behavior changes that will produce a culture change in client personnel resulting in conservation, improved equipment efficiency, and reduced energy consumption.

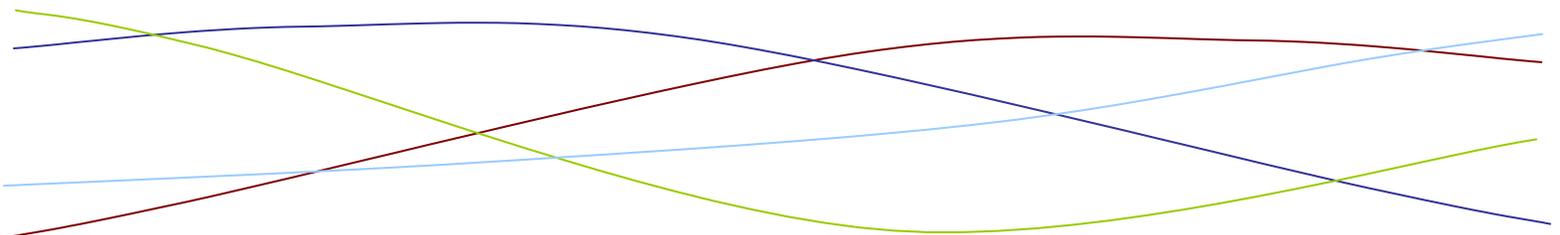
SIN 871 204 Metering Services

Metering Services - Including, but not limited to, the development of metering strategies and the installation of metering equipment and/or software used for the collection of data and measurement of energy/water consumption through electric, gas, water, wastewater or steam utilities. Metering services provides client organizations the appropriate data to ensure energy conservation goals are being met, and allows for the measurement and tracking of the cost effectiveness of energy technology investments. This could include basic metering services, advanced metering services, maintenance, installation, removal and disposal of new or existing equipment. Installation of utility meters may be appropriate under the GSA Schedule contract when detailed design drawings are not necessary and is authorized under SIN 003-97 – Alterations and Repairs.

AMERESCO offers a full range of temporary and permanent metering solutions that enables the customer to establish load profiles, manage demand, allocate energy costs, manage consumption, negotiate with suppliers, and monitor improvements from conservation projects, performance contracts and utility agreements. Additionally, our engineers have developed a number of strategic and master metering plans for federal agencies assuring compliance with statutes, Executive Orders, and agency policies and regulations.

SIN 871 205 Energy Program Support Services

Energy Program Support Services - Including, but not limited to, planning and strategy development, energy choice analysis, risk management, billing and management oversight and assistance in preparing energy services related agency statements of work.



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Energy Management Planning and Strategies - Support agencies in developing, executing, and reporting their Energy Program Implementation Plan activities pursuant to all federal laws and executive orders. This service may include energy and water consumption data collection, energy information systems or database management, energy project reviews, and periodic reporting as required by agency directives.

Energy Choice Analysis - Provide equipment and/or software and training to enable the customer to evaluate various energy choices. This service may include an analysis of advantages and disadvantages of choices for reducing energy consumption, including cost, financing, and payback.

Risk Management - Provide equipment, and/or software, and training on risk management to minimize various levels of price uncertainty for energy purchases.

Billing and Management Oversight – AMERESCO will review utility bills to verify and correct past and future utility billing errors, identify over-billing, analyzing and forecasting energy consumption and costs, and reducing costs.

Preparing Agency Project Submittals and Statements of Work - Assists agencies in preparing statements of work for energy-related equipment replacement and/or construction projects or energy commodity purchases including renewable or alternative energy sources. This task may include the development of energy project submittal/approval packages, i.e., DD Form 1391 and life cycle cost/economic analysis, including DOD ECIP project submission packages.

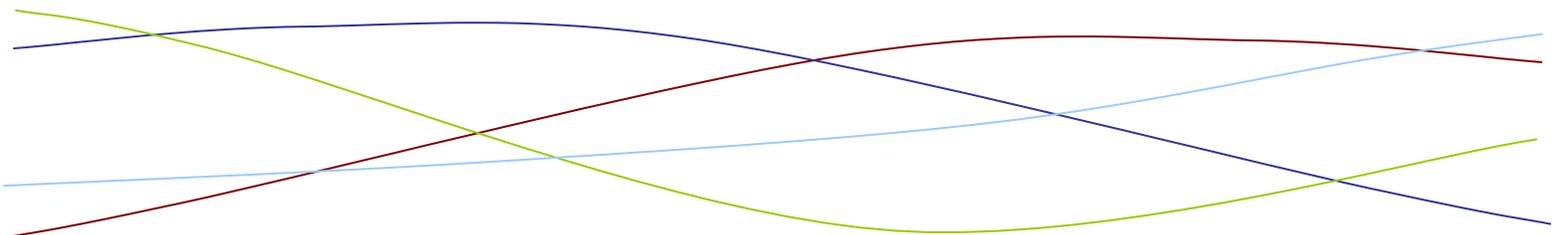
Energy Vulnerability/Security Assessments – Support agencies in conducting security assessments of facility and installation energy/utility systems, and developing security plans and / or security enhancement projects to reduce vulnerability and ensure system reliability.

SIN 871 206 Building Commissioning Services

Building Commissioning Services - Including, but not limited to, comprehensive building commissioning services on new construction, major modernization projects, and existing energy consuming buildings and facilities designed to ensure the building systems are designed and built to operate as efficiently as possible. This includes re-commissioning and retro-commissioning services for individual energy systems, single buildings, and multiple buildings (site wide).

SIN 871 207 Energy Audit Services

Energy Audit Services - Including, but not limited to, developing, executing, and reporting on audit plans and/or the completion of energy and water audits. Energy audits may range from cursory to comprehensive including, but not limited to 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 pollution can include recommendations for using alternative Energy Sources.



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Measurement & Verification (M&V) Services – Supports agencies in executing M&V services by developing or reviewing proposed M&V Plans for single systems or site-wide applications. Audit and M&V services include evaluating and recommending the most cost effective option that will ensure validation of equipment performance. Ameresco engineers are qualified to assist with execution of M&V reconciliation audits.

Energy Audit Plans - Develop, execute, and report on 10-year audit plans, or perform energy audit services to assure compliance with federal agency energy audit requirements.

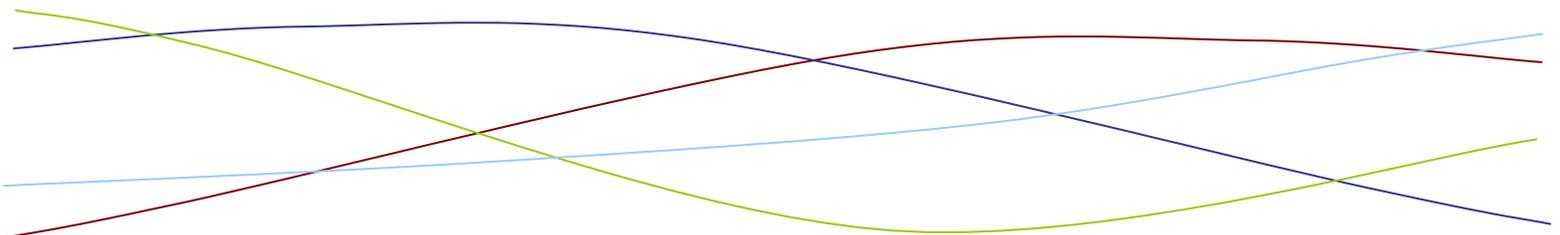
SIN 871 208 Resource Efficiency Management (REM) Services

Resource Efficiency Management (REM) Services - Including, but not limited to, providing information on possible steps that will improve energy efficiency. This information shall include estimates of cost savings and environmental benefits. This includes onsite analysis of current operations, equipment, and energy purchasing patterns and may include the services of a full or part time Ameresco employee acting as a resource efficiency advocate for individual or aggregated building(s), or for multiple geographically separated locations in order to maximize resource efficiency. Evaluation of third party proposals may be provided under this service.

SIN 871 209 Innovations in Energy

Innovations in Energy – Innovative approaches to renewable and/or sustainable energy, sustainability services, and energy management technology and services. These might include, but are not limited to, new developments or improvements in providing renewable energy and managing energy resources through biomass conversion, solar energy, fuel cells, geothermal energy, hydropower (tidal power, wave power, tidal stream power, waterwheels, and hydro electricity), wind power or other sources. These approaches should be capable of providing renewable and/or sustainable energy and sustainability services that are more carbon-neutral, thereby lessening dependence on traditional non-renewable, fossil fuel sources of energy such as coal, oil, natural gas and propane. Project implementation may be appropriate under this SIN when detailed design drawings are not necessary. Implementation work will normally be accomplished under SIN 003 97 – Alterations and Repairs.

May include sustainability and carbon management solutions such as analysis, foot printing, measuring, mitigation, verification and management, training on new energy technologies and systems, life-cycle costing, and maintenance and operational support of renewable energy systems; and the implementation, testing and evaluation of networked energy management systems and services that utilize Internet Protocol - Next Generation (IPv6) enabled systems that are configured using open standards architecture that can include Power over Ethernet (POE) implementation, wireless configurations, data security using IPSEC or 128 DES Encryption standards, high reliability, NIST compliant, and demonstrated energy efficiencies or cost savings, and are capable of integrating with existing information systems data infrastructure and backbone.



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SIN 871 210 Water Conservation

Water Conservation - Services and consulting related to the reduction of water usage, water recycling or reuse, retention of water, improvements of water quality and water flow. These services can include, but are not limited to, facility water audits, water balance, and water system analysis. Wastewater conservation is authorized under this SIN. Project implementation work may be appropriate under the GSA Schedule contract when detailed design drawings are not necessary and is authorized under SIN 003-97 – Alterations and Repairs.

SIN 871 299 Introduction of New Services

Introduction of New Services - A new service may be a task, procedure, or product existing in the commercial sector of the energy industry which is being developed or improved, but is not yet available to Federal Government agencies on a commercially viable basis, or is not currently available under any GSA Contract, but is categorically related to energy or water efficiency, conservation or generation.

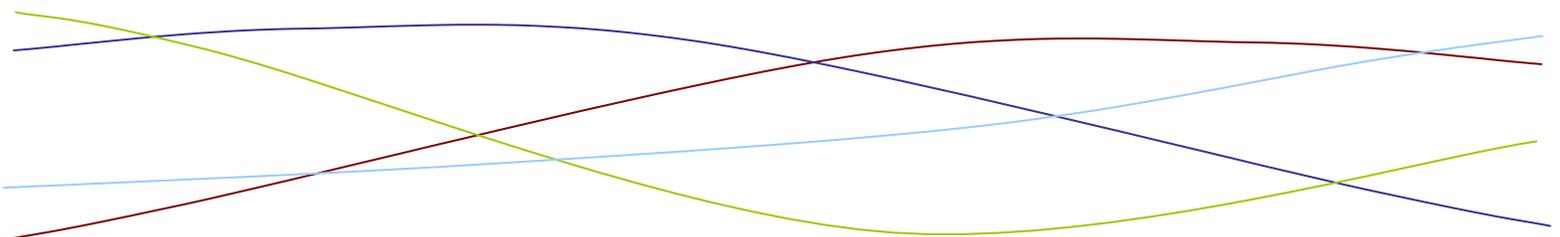
SIN 003 97 Ancillary Repairs and Alterations

Ancillary Repair and Alterations - Repair and Alterations (R&A) services must be ancillary (incidental) to the performance of another SIN on the Energy Management Services schedule. R&A projects are those (1) solely associated with the repair, alternation, delivery or installation of products or services also purchased under this Schedule, and which are (2) routine and non-complex in nature, such as routine painting or carpeting, simple hanging of drywall, basic electrical or plumbing work, landscaping, installation of replacement equipment, and similar noncomplex services. When applicable, Davis-Bacon Act and Miller Act requirements should be included to task or delivery orders requiring work under the R&A SIN.

Replacement of energy consuming or generating systems may be appropriate under this SIN when completed in conjunction with or resulting from the completion of work under another SIN on this Schedule provided that Architect-Engineering (AE) design services are not required. Floor plans and sketches are permitted; however, AE Services, i.e., detailed designs, stamped drawings, etc. are not authorized. Work that may be appropriate under this SIN includes, but is not limited to:

- ◆ Lighting retrofits recommended by an energy assessment (SIN 871-202) or energy audit (SIN 871-207)
- ◆ Installation or replacement of electric, gas, water, or wastewater meters to measure consumption (SIN 871-204)
- ◆ Replacement of an older less efficient HVAC unit or boiler (SIN 871-206 or 871-207)

Ancillary Repair and Alterations shall not be the primary purpose of the work ordered but be an integral part of the total solution offered. Ancillary repair and alteration services may only be ordered in conjunction with or in support of products or services purchased under authorized SIN on the Federal Supply Schedule and the RA services must be awarded concurrently with the award of another SIN



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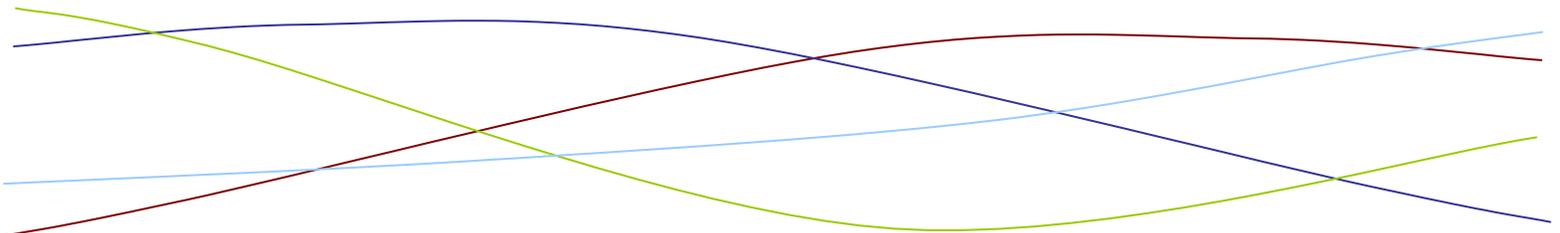


Services excluded from the R&A SIN:

- ◆ Major or new construction of buildings, roads, parking lots and other facilities;
- ◆ Complex R&A of entire facilities or significant portions of facilities requiring design services, and
- ◆ Architect-Engineering Services subject to Public Law 92-582 (Brooks Act).

SIN 871 100 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. Special Instructions: The work performed under this SIN shall be associated with existing SIN(s) that are part of this schedule. Ancillary supplies and/or services shall not be the primary purpose of the work ordered, but be an integral part of the total solution offered. Ancillary supplies and/or services may only be ordered in conjunction with or in support of supplies or services purchased under another SIN(s) of the same schedule. Offerors may be required to provide additional information to support a determination that their proposed ancillary supplies and/or services are commercially offered in support of one or more SIN(s) under this schedule.



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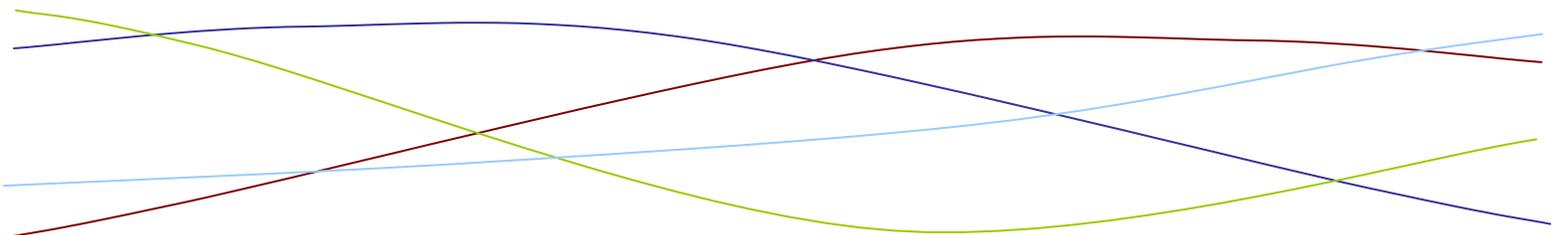
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Rates Information

The GSA FSS Rate Schedule is designed to ensure the appropriate discipline and skill-level is available to satisfy any customer requirement. The AMERESCO engineering staff includes electrical, mechanical, civil, environmental, and chemical engineers. Many of the staff holds professional registrations and certifications, including Professional Engineers (PE), Certified Energy Managers (CEM), Certified Cogeneration Professionals (CCP), Certified Demand Side Management (CDSM) Professionals, Business Energy Professionals (BEP), and Green Building Engineers (GBE).

Labor Category	Hourly Rates
Senior Energy Consultant	\$146.64
Program Manager	\$132.67
Construction Manager	\$128.68
Project Manager	\$113.72
Senior Engineer	\$100.75
Project Engineer	\$90.77
Staff Engineer	\$82.79
Cogeneration Consultant	\$100.75
Senior Measurement & Verification Expert	\$95.76
Measurement & Verification Expert	\$86.78
Senior Rate Analyst	\$100.75
Rate Analyst	\$90.77
Financial Analyst	\$90.77
Senior Technician	\$70.82
Technician	\$61.85
Commissioning Engineer	\$90.77
Graphic Artist	\$52.87
Senior Editor	\$58.85
Editor	\$52.87
Senior CADD	\$63.84
CADD	\$56.86
Senior Admin Support	\$52.87
Admin Support	\$47.88



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Ordering Instructions

To place an order by mail please forward to:

AMERESCO FEDERAL SOLUTIONS
GSA FSS Contract Administrator
ATTN: Marthe Ngom
1820 Midpark Road, Suite C
Knoxville, TN 37921

To place an order by facsimile please forward to:

Telefax number (865) 330-7217
ATTN: GSA FSS Contract Administrator (Marthe Ngom)

To place an order electronically please forward to:

E-mail: Mngom@ameresco.com

