



**GSA Advantage Catalog**  
Contract #: GS-21F-0019T

Schedule 03 FAC  
Facilities Maintenance &  
Management



September 2015



NOVI Energy LLC  
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**Schedule Title**

03 FAC

Facilities Maintenance and Management

**Special Item Numbers**

SIN 871-202	Energy Management Planning and Strategies
SIN 871-203	Training on Energy Management
SIN 871-205	Energy Program Support Services
SIN 871-207	Energy Audit Services
SIN 871-208	Resource Efficiency Management (REM)
SIN 871-209	Innovations in Renewable Energy
SIN 871-299	Introduction of New Services
SIN 871-100	Ancillary Supplies and/or Services
SIN 871-211	Energy Consulting Services
SIN 003-97	Ancillary Repair and Alterations

**Contract number**

GS-21F-0019T

**Contract period**

July 5, 2012 through July 4, 2017

**NOVI Energy Profile**

**Company Status:** Limited Liability Company  
Incorporated in the State of Michigan

**Company Business Size:** Small Business  
Small Disadvantaged Business (SDB)

Michigan Minority Business Development Council  
(MMBDC) Certified Minority Business

**Contract Administration:** Anitha Gangadharan  
aagangad@novienergy.com

**Website Address:** For more information on NOVI Energy, please  
visit our website at [www.novienergy.com](http://www.novienergy.com)

**Schedule 03 FAC - SINS covered under NOVI Energy GSA Contract**

SIN 871-202	Energy Management Planning and Strategies
SIN 871-203	Training on Energy Management
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**871- 202 - Energy Management Planning and Strategies**

NOVI believes in stewardship in energy management and conservation. We help our clients in developing an energy strategy that encompasses the entire organization, a Department or a single facility.

***Consulting /Auditing /Energy Management Solutions***

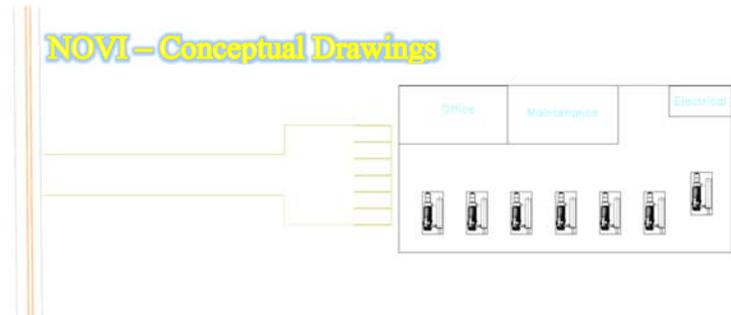
NOVI Energy has energy consulting, management and development experience, working with government, large utilities and fortune 500 industrial companies. Our energy professionals have extensive knowledge in all areas of the energy value chain from production to consumption and functional expertise in Engineering, Fuel, Power, Energy Management, Finance, and Risk Management.

NOVI has worked on many energy projects and has been able to understand the unique applications of various technologies and to define successful business applications.

NOVI provides a multitude of energy consulting services to evaluate existing agency programs and develop a comprehensive strategy and a framework to accomplish the goals specified in the plan.

Our consulting services include power quality and/or supply reliability improvements and fuel dependence, diversity and risk evaluations. We conduct system evaluations that target overall energy improvement thus reducing cost.

Based on our experience with large energy users, NOVI has conducted several benchmarking initiatives that help our customers to streamline their energy strategy development processes.



***Concept Development and Requirements Analysis***

NOVI has researched and identified technologies for our customers that include mature energy technologies that are commercially available today as well as renewable energy technologies. We conduct detailed assessments of energy technologies focusing on utilization optimization and marketplace conditions, which results in a competitive position for our customers. We are experts on developing custom solutions for our clients based on specific requirements while producing maximum benefit.

We have conducted numerous Integrated Facility Assessments or site performance and operational evaluations leading to asset optimization strategies. Our site assessment involves a review of energy intensive processes, equipment, facility operation, infrastructure and energy costs. The assessment will consider components, systems and/or operational changes that will yield energy

cost savings. We can also provide an in-depth review of any current contracts and agreements to ascertain whether a more mutually beneficial arrangement can be developed. Recommendations that come out of the assessment will then be further analyzed to determine their financial viability.

***Implementation and Change Management***

NOVI Energy has extensive knowledge in the development and implementation of customized energy solutions. These solutions have included small to medium sized power generation facilities with heat recovery, and large scale portable power generation with rapid deployment. Our managers have experience in micro-grid development for high technology applications as well as remote area energy supply.

NOVI has championed sustainable energy solutions that are both practical and prudent. These solutions have included energy efficiency improvements, alternative fuel usage, waste heat recovery solutions, renewable energy production and waste to energy solutions among others.

Co-Generation & Onsite Generation

NOVI can develop and implement a wide range of energy solutions that address the needs of our customers. Co-generation (combined heat and power) and onsite generation can be sized to better fit our customers’ needs and provide optimum benefits. Varying technologies and processes can be evaluated to develop a well suited, energy efficient facility.

Utility Infrastructure Development

The NOVI engineering team has experience in developing and implementing central utility plants serving client facilities. The central utility plant can be developed to supply electric power, hot water, steam, chilled water, compressed air, potable water and/or sewage disposal.



Emergency Power Development and Deployment

NOVI has experience in developing and implementing large scale, portable power generation with rapid deployment. We have successfully deployed emergency power solutions for a variety of applications and have been first responders, providing emergency power post-natural disasters. Our staff has experience deploying 10 to 50 MW of portable power for peak-power applications, emergency power or in response to the emerging needs of our customers.



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

Our personnel have extensive experience with the development as well as the management of energy programs. We are willing to work with federal program managers to implement the most cost effective solutions.

## **871-205 - Energy Program Support Services**

### ***Utility Rate Optimization***

NOVI has developed proprietary software that provides the framework to ascertain whether customers are paying the right amount for electricity. This proprietary software first models the customer's utility rate structure, after which basic electricity usage information is entered into the model to calculate the estimated costs. The estimated bill is compared and verified against the actual bill. Based on our experience with onsite energy infrastructure, and operation, NOVI can analyze the operations at any facility to optimize energy equipment utilization and procurement from outside sources (make vs. buy). This evaluation incorporates operational structure, current market conditions and fuel availability to arrive at the lowest cost mix of fuel to be utilized by the facility.

### ***Energy Consulting***

NOVI provides a multitude of energy consulting services to evaluate existing agency programs and develop a comprehensive strategy and a framework to accomplish the goals specified in the plan. Our personnel have extensive experience with the development as well as the management of energy programs.

### ***Asset Valuation Services***

Whether our client is looking to purchase new equipment from the open market, reallocate their capital infrastructure, or to purchase a used facility for their energy generation needs, NOVI's goal is to facilitate the transaction that optimizes their energy needs at the lowest capital cost.

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

NOVI has extensive experience in conducting sustainability energy audits to determine potential ECMs for large or small industrial establishments as well as federal institutions. We have developed checklists and tools to analyze information collected during site visits. Improvements to overall facility energy efficiency through integration of energy operation and/or individual equipment efficiency gains are evaluated to provide a solution that best fits the energy conservation goals of our customer.

We have conducted site energy evaluations of several large industrial sites to evaluate existing site conditions and rank various energy saving options that will provide cost savings. The energy savings were realized by operational as well as equipment changes. Some of the options also included installing both conventional as well renewable energy generation options that helped achieve sustainability targets. Our experience in evaluation of energy technology applications in a wide variety of settings, from small industrial sites to evaluations at a country level, will be beneficial to the U.S. Government in performing energy and water audits.

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

NOVI Energy has always advocated energy solutions that improve energy efficiency and thus reduce energy costs to the end user. Our approach resource management is to develop energy savings models using consumption estimates and accurate assumptions in order to calculate estimated savings, justify and assist in implementation of energy conservation projects, monitor and assess projects that have been implemented, and to conduct training and education for the staff.

We provide our services through onsite energy experts as well as managers, engineers, analysts, and advisors in our Michigan office that support the on-site REMs. We work closely with Government staff to develop, model, evaluate, justify, and document recommendations for energy efficiency improvements, analyze utility billing, usage, and costs, and conduct energy-related training and outreach activities.

## 871-209 - Innovations in Renewable Energy

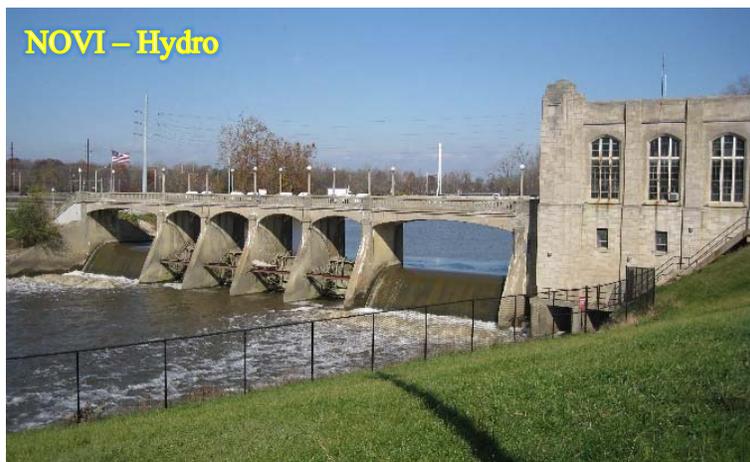
With over 300 years of combined energy and utility experience, NOVI Energy professionals are adept at evaluating conventional as well as alternative energy technologies. Our expertise encompasses generation as well as delivery of energy. NOVI's area of expertise includes:

- Renewable Energy Technologies
- Biogas, Biomass & Bio Fuels
- Energy Storage Technologies
- Power Quality and Security



### Renewable Energy Technologies

We have extensive experience in Renewable Power generation technologies including Solar, Wind, Hydro and Geothermal generation. Our expertise is in determining the best use technology based on resource and application. Integration of these renewable energy technologies to existing infrastructure and delivery to load centers is essential for these applications.



Biogas, Biomass & Bio Fuels

Technologies that recover and generate thermal energy as well as electric power from biomass and other organic matter have evolved over time to utilize a wide spectrum of fuel streams. NOVI's experience in this area includes the following:

*Biogas-Anaerobic Digestion* - The technology is versatile and utilized in a vast array of applications, from a farm scale to large community facilities.



*Biomass-Combustion* - Combustion of biomass and other solid materials to produce energy has been in use for centuries and technologies have evolved to process the various types of materials and to conform to environmental regulations.



*Bio-Fuels* - Production/Utilization - Our engineers can help determine the best technologies to produce BioFuels based on feedstock streams. An area of interest to us is in the utilization of Biofuels to generate thermal energy as well as electric power.

Energy Storage Technologies

The NOVI team is familiar with the application of energy storage technologies and integration of these technologies with generation as well as distribution systems. These Energy Storage Systems include advanced battery systems, super capacitors, flywheel storage systems, pumped hydro energy systems, compressed air energy systems and thermal energy storage systems.

Power Quality and Security

Our expertise comes in at utilizing technologies that enhance power quality while providing enhanced reliability and security. These technologies can also be used to integrate efficiency improvements, power generation assets and energy storage systems into existing infrastructure to provide more control. The power quality and security measures can be adopted for local or individual systems, facility or district wide systems, regional systems or countrywide applications.

## 871- 211 –Energy Consulting Services

NOVI provides a multitude of energy consulting, energy auditing, and management services to evaluate existing programs and develop a comprehensive strategy and a framework to accomplish the goals specified in the plan. Our consulting services include power quality and/or supply reliability improvements, and fuel diversity and risk evaluations. We conduct system evaluations that target overall energy improvement thus reducing cost. Based on our experience with large energy users, NOVI has conducted several benchmarking initiatives that help our customers to streamline their energy strategy development processes.

### **Energy Usage Analysis**

NOVI conducts site visits to interview personnel and to inventory process equipment at clients' facilities. An inventory is compiled to list all equipment, their operation schedule, and electric or thermal energy consumption. Our engineers use the inventory and recent billing information to determine the percentage of overall energy consumption that is accounted to the processes. We present the results of this energy evaluation for future facility modifications and operational changes to determine projected energy usage.



### **Feasibility Study**

NOVI team of professionals visit the customers' sites to interview the local facility personnel, evaluate site conditions, and collect data necessary to perform the work. We use this information to perform the technical and financial analysis for each technologies being considered. Our approach is to work with our client to identify project goals, gather data on site and from available public resources, develop energy models and facility baselines, complete a conceptual design, optimize the design configuration, conduct a financial analysis, and make recommendations for optimal project configuration.

## 003-97 – Ancillary Repairs and Alterations

NOVI Energy is a project management company with experience in construction, procurement and implementation of small to large projects. We have construction managers and engineers who have years of experience with construction jobs.

- Manage and perform repair and modification activities
- Inspect sub-contractor’s work to ensure conformance with specifications and quality standards.
- Supervise and monitor daily construction activities
- Equipment selection, structures upgrade as necessary, permitting, bonding and installation of systems and equipment
- Provide system installations that aesthetically match with the surrounding buildings, structures and minimize any negative visual impact
- Commissioning and testing services
- Acceptance testing of systems
- Asset management and maintenance services



## NOVI Energy Terms and Conditions

SIN 871-202	Energy Management Planning and Strategies
SIN 871-203	Training on Energy Management
SIN 871-205	Energy Program Support Services
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<i>Maximum Order:</i>	\$1,000,000
<i>Minimum Order:</i>	\$100.00
<i>Geographic Coverage:</i>	Domestic and Worldwide
<i>Points of Operation:</i>	Michigan
<i>Discount from list Prices or Statement of Net Price:</i>	No additional discount
<i>Quantity Discounts:</i>	None
<i>Prompt Payment Terms:</i>	None
<i>Types of Government Purchase Cards accepted:</i>	None
<i>Foreign Items:</i>	Not applicable
<i>Time of Delivery:</i>	As negotiated per order
<i>Expedited / Emergency Delivery:</i>	Not offered
<i>FOB Points:</i>	As negotiated
<i>Ordering Address:</i>	Same as Contractor's address
<i>Payment Address:</i>	Same as Contractor's address
<i>Warranty Provision:</i>	Not applicable
<i>Export packing charges:</i>	Not applicable
<i>Terms &amp; Conditions of Government purchase card acceptance:</i>	Not Applicable
<i>Terms &amp; Conditions of rental, maintenance &amp; repair:</i>	Not Applicable
<i>Terms &amp; Conditions of installation:</i>	Not Applicable

<i>Terms &amp; Conditions of repair parts indicating date of parts price lists and any discounts from list prices:</i>	Not Applicable
<i>Terms &amp; Conditions for any other services:</i>	As specified in the contract
<i>List of service and Distribution points:</i>	Not Applicable
<i>List of participating dealers:</i>	Not Applicable
<i>Preventive maintenance:</i>	Not Applicable
<i>DUNS Number:</i>	12-820-1055
<i>System For Award Management (SAM):</i>	NOVI Energy LLC is registered in SAM and SAM information is maintained current.

## NOVI Energy Price List

### Pricing for Services Performed within the United States

<u>Energy SIN #'s</u>	<u>Labor Category</u>	<u>Labor Rates</u>
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 800-100, 871-211, 003-97	Principal	\$193.94
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 800-100, 871-211, 003-97	Project Executive	\$158.68
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 800-100, 871-211, 003-97	Senior Financial Manager	\$146.09
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 800-100, 871-211, 003-97	Senior Project Manager	\$139.04
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 800-100, 871-211, 003-97	Senior Construction Manager	\$119.89
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 800-100, 871-211, 003-97	Finance Manager	\$120.90
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 871-100, 871-211, 003-97	Project Manager	\$120.90
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 800-100, 871-211, 003-97	Construction Manager	\$112.08
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 871-100, 871-211, 003-97	Engineer III	\$105.79
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 871-100, 871-211, 003-97	Engineer II	\$102.77
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 871-100, 871-211, 003-97	Engineer I	\$90.68
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 871-100, 871-211, 003-97	Drafting Technician	\$68.51
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 871-100, 871-211, 003-97	Administrative	\$57.43

**Pricing for Services Performed outside the United States**

<b>Energy SIN #'s</b>	<b>Labor Category</b>	<b>Labor Rates</b>
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 871-100, 871-211, 003-97	Principal	\$246.84
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 871-100, 871-211, 003-97	Project Executive	\$204.52
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 871-100, 871-211, 003-97	Senior Financial Manager	\$188.40
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 871-100, 871-211, 003-97	Senior Project Manager	\$179.34
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 871-100, 871-211, 003-97	Senior Construction Manager	\$155.86
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 871-100, 871-211, 003-97	Finance Manager	\$159.19
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 871-100, 871-211, 003-97	Project Manager	\$157.17
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 871-100, 871-211, 003-97	Construction Manager	\$146.16
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 871-100, 871-211, 003-97	Engineer III	\$137.02
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 871-100, 871-211, 003-97	Engineer II	\$134.00
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 871-100, 871-211, 003-97	Engineer I	\$117.88
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 871-100, 871-211, 003-97	Drafting Technician	\$95.71
871-202, 871-203, 871-205, 871-207, 871-208, 871-209, 871-299, 871-100, 871-211, 003-97	Administrative	\$75.56