



Federal Supply Service
Authorized Federal Supply Schedule Price List

GENERAL SERVICES ADMINISTRATION

03 FAC Facilities Maintenance and Management Services

Contract Number: GS-21F-0078Y

Business Size: Small

DUNS Number: 830065103

SIN: 871-202, 871-205, 871-206 and 871-207

Prices Effective through 03/15/2015

The logo for the General Services Administration (GSA), featuring the letters 'GSA' in a bold, white, sans-serif font. The letter 'A' is stylized with a white triangle pointing upwards, set against a dark blue background.



1927 South 1100 East
Salt Lake City, Utah 84106

Mark Case, PE, President
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VENDOR INFORMATION

1a. Awarded Special Item Numbers (SIN)

SIN	Description
871 202	Energy Management Planning and Strategies
871 205	Energy Program Support Services
871 206	Building Commissioning Services
871 207	Energy Audit Services

1b. **Lowest Priced Model Number:** Not Applicable

1c. **Hourly Rates:** Listed on page 5

2. **Maximum Order:** \$1,000,000

3. **Minimum Order:** \$2,000

4. **Geographic Coverage:** International

5. **Points of Production:** United States

6. **Discount from List Prices or Statement of Net Price:** All prices listed are net

7. **Quantity Discounts:** None

8. **Prompt Payment Terms:** Net 30 days

9. **Government Purchase Cards:** Please contact ETC Group

10. **Foreign Items:** None

11a. **Time of Delivery:** Per task order(s)

11b. **Expedited Delivery:** Per task order(s)

11c. **Overnight and 2-day Delivery:** Contact ETC Group

11.d **Urgent Requirements:** Contact ETC Group

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

13. **Ordering Address and Procedures:**

- **by mail:** **ETC Group**
1997 South 1100 East
Salt Lake City, UT 84106

- **by email:** mark@etcgrp.com

- **by telephone:** 801-278-1927 x101

14. **Payment address:** Mailing address listed above

15. **Warranty Provision:** Provision for any warranties shall be specified in individual orders. Subject to negotiation between ordering agencies and ETC Group.

16. **Export Packing Charges:** Not Applicable

17. **Terms and conditions of Government purchase card acceptance:** Contact ETC Group

18. **Data Universal Number System (DUNS) Number:** 830065103

19. **Notification regarding registration in Central Contractor Registration (CCR) database:** See also SAM.GOV, [CAGE Code 5E0X1](#)



CORPORATE HEADQUARTERS

ETC Group, LLC

1997 South 1100 East
Salt Lake City, Utah 84106

Tel (801) 278-1927

Fax (801) 486-0668

www.etcgrp.com

LOCATIONS

Salt Lake City, Utah
Tempe, Arizona
Macau, China

YEARS IN BUSINESS

26, Established in 1988

SERVICES

New Construction Energy Services
Energy Audits and Assessments
Building Commissioning
Implementation Assistance
Energy Models/Design Assistance
Data Driven Energy Management
Third-Party ESPC Review

STAFF

Staff of 34

9 PEs, 8 Engineers and 2 CxAs

ORGANIZATIONS

ASHRAE

Building Commissioning Association

AABC Commissioning Group (CxA)

ASHE

Climate Registry (founding member)

US Green Building Council

EPA Energy Star Partner

SWEEP/CIEC

DOE CHP Technical Assistance

QUALIFIED SERVICE PROVIDERS

PacifiCorp/Rocky Mountain Power

Salt River Project

Idaho Power

Avista

Xcel Energy

Southwest Gas

ComEd

ABOUT ETC GROUP

ETC Group is a broadly knowledgeable and deeply experienced energy efficiency engineering solution provider. Our highly skilled engineers, technicians and project managers are passionate about saving energy in all types of facilities and systems. Our mission is to improve the energy efficiency of commercial, institutional and industrial businesses through engineering, analysis and education in order to reduce the impact of energy use on the environment. We accomplish this mission by identifying, evaluating, implementing, verifying and maintaining energy efficiency projects and enhance existing energy-intensive processes.

This mission-driven passion is built on experience gained from more than 1,000 domestic and international projects since our founding in 1988. Our recommendations have identified annual savings of over 90 million kilowatt hours (kWh), 2.9 million therms and \$7 million. They address millions of square feet in hundreds of facilities including federal, state, county, city and school buildings, as well as private commercial, residential and industrial structures.

ETC Group is based in Salt Lake City, Utah. Our office locations include Phoenix, Arizona and Macau, China. We are accustomed to producing quality work across the country and around the globe. Our projects during last ten years cover 15 states and three countries on two continents. We are committed to travel wherever our mission takes us, but we are genuinely excited by the possibility of significant local projects that reduce our corporate carbon footprint and time away from home. Because we complete more than 150 projects every year across the globe, our travel practices provide seamless assessments and implementation assistance anywhere on the planet.

We have a long and productive history with utility incentive programs and are qualified service providers. While government agencies cannot receive utility incentives, many programs allow incentive funds to be directed to third parties. This funding source frequently facilitates creative solutions for energy efficiency projects in government facilities.

Government/Federal clients include:

- State of Utah
- US FEMP
- Salt Lake City (Utah)
- Salt Lake County (Utah)
- Summit County (Utah)
- U.S. Air Force/PACFAC
- U.S. General Services Administration
- U.S. Department of Energy

ENGINEERING SERVICES

Whether you have one building or a worldwide group of campuses, energy efficiency issues significantly affect your daily operations and decisions. Our engineers identify energy efficiency opportunities to help you achieve financial savings and improved operation.

Energy Assessments

- At ETC Group, we use energy audits to measure your facility's energy efficiency and provide you with a roadmap to achieve financial savings. Our audits are based on ASHRAE standards and provide clear information on how your building is performing and which building systems to target for improvement.
- We find and evaluate energy efficiency opportunities in lighting, HVAC, fan, pump, compressed air, chiller, refrigeration, controls, process cooling, process heating, boiler and steam systems, and manufacturing process systems.
- We maintain and use a full suite of measurement and data logging equipment including power, voltage, current and power factor, RPM, liquid and gas flow, pressure, temperature, IR photography, combustion, lighting, and occupancy.
- We provide appropriately detailed recommendations with cost benefit analysis, efficiency measure descriptions, commissioning requirements and implementation guidance for identified opportunities. This enables you to prioritize improvements, many of which are low or no cost.



Implementation Assistance

- Expert implementation is the direct route from analysis to cost savings. Our team can take the work off your hands and start saving you time, energy, and money now, not later. We work closely with contractors to install, program, fix, and apply EEMs, simple to complex, as optimally as possible.
- We provide support for implementing energy efficiency projects. We work with owners to define project scope and provide schematic design for contractor selection. We help select and manage project teams including designers, suppliers and contractors. We manage customer budgets. We provide construction phase services including submittal review and inspection. We fine tune and commission projects after startup, measure and verify performance and provide operator training.

Commissioning and System Optimization

- Commissioning serves the owner's best interests by delivering a facility with systems that perform as specified, intended, and paid for. Our building and system commissioning services are focused on energy performance, recognizing the need for the same, or enhanced, levels of service.
- We identify low cost opportunities for repair and optimization of existing systems that result in energy and dollar savings and improved comfort, control and operability. We measure and document existing system performance, perform functional field tests, identify control and mechanical deficiencies and define appropriate fixes.
- We identify and define enhanced control sequences and assist with implementation by third party contractors. We can provide direct control system programming ranging from simple set-point and scheduling to implementation of advanced control strategies.
- We commission new buildings, systems and capital upgrades to assure their energy performance meets design intent. We provide operator training on the commissioned systems to protect and maintain optimized performance.
- Our Monitoring and Analytics service, or Data Driven Energy Management (DDEM), identifies opportunities for persistence and deeper savings on a continual basis (continuous commissioning).

According to the EPA, "Recommissioning (ReCx) is arguably the most cost-effective strategy for reducing energy, costs, and greenhouse gas emissions in commercial buildings today. Studies have shown a median whole building energy savings of 16% with a 1.1 year simple payback and cash-on-cash return of 91%."



Energy Management

- We provide executive level energy consulting including capital investment strategies, investment trade-off analysis, optimizing new investments with coordination across multiple departments, locations, and service types.
- We assist with selecting, planning and implementing annual corporate-wide energy cost reductions. We provide advice on and assist with securing tax credits, beneficial agency designations and public recognition.
- We provide energy management support including benchmarking, end use evaluations, utility bill review, and measurement and verification. We measure and monitor energy use at the corporate, facility and system level and evaluate energy system performance.
- We are Utility Demand Side Program (DSM) qualified service providers for multiple utilities and assist owners with participating in DSM program offerings and acquiring utility services and incentives.
- We provide technical and management quality assurance assistance to Owners in support of Energy Savings Performance Contracts (ESPC) including technical review of contracts, studies, proposals, and measurement and verification plans and reports.
- We provide training to help owners and staff identify and evaluate opportunities and to maintain optimal system performance. We work with owners to protect their investments in energy efficiency over the long term.





871 202 Energy Management Planning and Strategies

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.

- 1. Consulting/Auditing/Energy Management Solutions:** 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.
- 2. Concept Development and Requirements Analysis:** The analysis of the audit results and outlined requirements to design a detailed energy management project concept.
- 3. Implementation and Change Management:** The implementation and integration of more energy efficient practices and systems and training in using them effectively.
- 4. Measurement and Verification:** 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.

871 205 - Energy Program Support Services

Including, but not limited to, billing and management oversight and assistance in preparing energy services related agency statements of work. Energy efficient buildings certification programs such as LEED may be included.

871 206 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. Energy efficient buildings certification programs such as LEED may be included.

871 207 - Energy Audit Services

Including, but not limited to, developing, executing, and reporting on audit plans and/or perform energy and water audit services. 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. Energy efficient buildings certification programs such as LEED may be included.

Labor Category	Hourly Rate
Principal Engineer	\$191.00
Project Manager	\$149.00
Managing Engineer	\$170.00
Engineer 3	\$160.00
Engineer 2	\$144.00
Engineer 1	\$118.00
Analyst 3	\$139.00
Analyst 2	\$129.00
Analyst 1	\$103.00
Technician 3	\$113.00
Technician 2	\$96.00
Technician 1	\$88.00
Intern	\$64.00
Administrative Management	\$129.00
Administrative 2	\$80.00
Administrative 1	\$65.00

LABOR CATEGORIES

Labor Category	Functional Responsibilities	Experience (min. yrs.)	Degree (min.)
Principal Engineer	Managing Engineer responsibilities plus in charge of extensive and complex projects requiring staff and resources of sizeable magnitude. Serves as recognized staff technical specialist on a key subject. Is a national authority and leader. May be a part owner of company.	>10	B.S. Engineering
Project Manager	Engineer 2 responsibilities plus plans, develops, coordinates and directs a number of large/important projects or a project of major scope and importance. Supervises others. Establishes and manages project schedules and critical path for completion. Provides technical guidance for unusual or complex problems and supervisory oversight and approval of proposed project plans, specifications and drawings.	>5 or MSc. plus >3 yrs. advanced training	B.S. or >15 years experience
Managing Engineer	Engineer 3 and Project Manager responsibilities plus makes decisions and recommendations that are recognized as authoritative and have a far reaching impact on company activities. Responsible for an important segment or very extensive and diversified program or service offering. Supervises subordinate supervisors or team leaders.	>10 or MSc. plus >6 yrs. advanced training	B.S. Engineering
Engineer 3	Engineer 2 responsibilities plus, plans, develops, coordinates and directs more than one large/important project or a number of small projects with many complex features. Supervises others.	>5 or MSc. plus >4 yrs. advanced training	B.S./MSc. Engineering
Engineer 2	Engineer 1 responsibilities plus, assists with planning, development, coordination and direction of a large/important project or a number of small projects with many complex features. May supervise others.	>3 or MSc. plus >2 yrs. advanced training	B.S./MSc. Engineering
Engineer 1	Performs specific, limited portions of a broader assignment managed by an experienced Professional Engineer	<3	B.S. Engineering
Analyst 3	Applies expert knowledge of a relevant specialty. Performs and/or directs advanced-level project tasks and analysis. Supervises others.	> 5	B.S. or B.A.
Analyst 2	Applies intermediate-level knowledge of a relevant specialty. Performs intermediate-level project tasks and analysis without supervision. May supervise others.	> 3	B.S. or B.A.
Analyst 1	Applies entry level knowledge of a relevant specialty. Able to perform basic project tasks and analysis with supervision.	>1	B.S., B.A. or 3+ yrs. direct related experience
Technician 3	Applies expert knowledge of a relevant technical specialty. Performs and/or directs advanced project tasks and analysis. Supervises others.	> 5	2 yr. technical degree or high school diploma and 4+ yrs as trade journeyworker

LABOR CATEGORIES (CONT'D)

Labor Category	Functional Responsibilities	Experience (min. yrs.)	Degree (min.)
Technician 2	Applies advanced knowledge of a relevant technical specialty. Performs intermediate-level project tasks and analysis without supervision. May supervise others.	> 2	2 yr. technical degree or high school diploma and trade journeyworker
Technician 1	Applies entry level knowledge of a relevant technical specialty. Able to perform basic project tasks and analysis with supervision.	>1	2 yr. technical degree or high school diploma and 4 yr. trade apprenticeship
Intern	Applies student level knowledge of a relevant topic. Able to perform basic project tasks and analysis with supervision.	<1	N/A
Administrative Management	Supervises administrative staff for support of office functions. Applies thorough knowledge of company policies and practices. May include bookkeeping, accounting, editing, word processing, handling incoming/outgoing mail and IT issues. Handles correspondence of a complex and/or confidential nature. Works with little or no direction.	>2	B.S. or B.A. or 8+ years relevant experience
Administrative 2	Performs diversified duties for company staff including editing, word processing, and handling incoming/outgoing mail. Assists in designated administrative details requiring initiative and judgment. Applies knowledge of company policy and organization and good computer skills. Supervises administrative assistants.	<2	B.S., B.A. or 4+ yrs. related experience
Administrative 1	Performs routine administrative office functions under the direction of the Office Manager. May include filing, bookkeeping, word processing, data management, handling incoming/outgoing mail, etc.	<1	N/A

“Everything was on schedule and completed on time. Overall management of the project and professionalism was outstanding.”

- Darrell Berg, US Department of Energy

“My confidence in ETC Group is based on their combination of dedication and experience. They have continually demonstrated their commitment to deliver value to us as a client. They bring solutions to the table and provide direction and expertise that could not be generated in-house. We trust their ability as an advisor on new technologies and to provide strategic direction.”

-Heath Jones, Intermountain Healthcare

“ETC Group did the initial energy analysis for more than 70 commercial buildings in 2009 and got it right the first time. They clearly understood the documentation we needed to get our energy program started.”

- Ted Lazenby, Salt Lake County

“I was really blown away by their ability to work through complex energy concepts and even provide guidance and recommendations for complex sequences which typically get left to the owner and control vendor to work out.”

-Sean Greer, Banner Health