

GENERAL SERVICES ADMINISTRATION  
FEDERAL SUPPLY SCHEDULE  
AUTHORIZED PRICE LIST



GSA CONTRACT NUMBER GS-21F-0101U  
Effective through August 20, 2013  
Pricelist current through Modification PS-0006, dated October 19, 2009

03FAC: Facilities Maintenance and Management

MRDB HOLDINGS LP / D.B.A. LPB ENERGY MANAGEMENT

Business Size: Small Business  
12700 Park Central Drive, Suite 200  
Dallas, TX 75251  
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[www.lpbenergy.com](http://www.lpbenergy.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!<sup>®</sup>, at [www.GSAAdvantage.gov](http://www.GSAAdvantage.gov).



## LPB ENERGY MANAGEMENT COMPANY OVERVIEW

LPB Energy Management (LPB) is a full-service energy management firm that helps clients measure, report and reduce energy costs and usage. Utility bill and meter data is centrally captured and then analyzed using LPB's innovative Utility Manager™ software, revealing actionable insight that is at the core of LPB's integrated energy management solution. With offices across the U.S., LPB has helped over 1,000 government and corporate clients reduce energy costs and increase sustainability. LPB has been recognized with ENERGY STAR® Partner of the Year and Sustained Excellence Awards and is a member of the United States Green Building Council (USGBC).

The following represents LPB Energy Management's GSA awarded services under the 03FAC Facilities Maintenance and Management program. LPB Energy Management can also provide customized solutions to fit individual energy needs.

CUSTOMER INFORMATION

1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

<i>SIN</i>	<i>871-202</i>	<i>Energy Management Planning and Strategies - See Pricing Below</i>
<i>SIN(RC)</i>	<i>871-202</i>	<i>Energy Management Planning and Strategies - See Pricing Below</i>
<i>SIN</i>	<i>871-204</i>	<i>Metering Services - See Pricing Below</i>
<i>SIN(RC)</i>	<i>871-204</i>	<i>Metering Services - See Pricing Below</i>
<i>SIN</i>	<i>871-205</i>	<i>Energy Program Support Services - See Pricing Below</i>
<i>SIN(RC)</i>	<i>871-205</i>	<i>Energy Program Support Services - See Pricing Below</i>

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.

*SIN 871-202 - Procurement Support for Commercial Electricity 1-50 meters, 12,001 to 20,000 Annual Usage (Mwh), year 1: \$ 1.48*

*SIN 871-204 – Bill processing and Payment; Data Entry Lvl-Verification Lvl 1-2; 2001+ Number of meters; year 1: \$2.22/Per Invoice*

*SIN 871-205 - Procurement Support for Commercial Electricity 1-50 meters, 12,001 to 20,000 Annual Usage (Mwh), year 1: \$ 1.48*

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.

*SIN871-202 Energy Management Planning and Strategies - See Service Offerings Below*

*SIN871-204 Metering Services - See Service Offerings Below*

*SIN 871-205 Energy Program Support Services - See Service Offerings Below*

2. Maximum order.

\$1,000,000

3. Minimum order.

\$100

4. Geographic coverage (delivery area).

Domestic delivery only.

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

Dallas, TX, Dallas County  
Olympia, WA, Thurston County

6. Discount from list prices or statement of net price.

All prices herein are net government prices (discounts already deducted).

7. Quantity discounts.

#### BILLING AND METERING SERVICES

13% off average commercial price for purchases of 1500-4500 invoices

8. Prompt payment terms.

0% Net 30 Days

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

9b. Government purchase cards are not accepted above the \$2500 threshold.

10. Foreign items (list items by country of origin).

Not applicable

11a. Time of delivery.

30-45 Days ARO

11b. Expedited Delivery.

30-45 Days ARO

11c. Overnight and 2-day delivery.

As negotiated between the ordering agency and LPB Energy Management

11d. Urgent Requirements.

When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery

Requirements of an ordering agency, agencies are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering agency, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

12. F.O.B. point.

Not Applicable

13a. Ordering address(es).

MRDB Holdings LP / d.b.a. LPB Energy Management  
12700 Park Central Dr., Suite 200  
Dallas, TX 75251-1500  
Phone: 972-383-5200

13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), are found in Federal Acquisition Regulations (FAR) 8.405-3.

14. Payment address.

MRDB Holdings LP / d.b.a. LPB Energy Management  
Attn: Accounts Receivable  
12700 Park Central Dr., Suite 200  
Dallas, TX 75251-1500

15. Warranty provision.

Standard commercial warranty.

16. Export packing charges, if applicable.

Not Applicable.

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level).

As stipulated by Clause 552.232-77 Payment By Government Commercial Purchase Card (Mar 2000) (Alternate I - Mar 2000), MRDB Holdings LP / d.b.a. LPB Energy Management will accept the Government wide commercial purchase card for purchases equal to or less than the micro-purchase threshold; in addition MRDB Holdings LP / d.b.a. LPB Energy Management will accept the Government wide commercial purchase card for purchases above the \$2500 threshold.

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.

24a. Special attributes such as 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: <http://www.section508.gov/>

Not Applicable.

25. Data Universal Number System (DUNS) number.

030137272

26. Notification regarding registration in Central Contractor Registration (CCR) database.

MRDB Holdings LP / d.b.a. LPB Energy Management has registered with the Central Contractor Registration database. The CAGE code is 4U3D0.

## **LPB Management Utility Service Offerings**

### **I. UTILITY DATA CAPTURE AND ANALYSIS**

The foundation of LPB's unique approach to energy management is data. This data-driven approach helps clients understand their total energy cost and consumption and take action to reduce both over time. LPB supports data collection for: electricity, natural gas, fuel oil, propane, steam, water, sewer, refuse, recycling, renewable energy and others as requested by client.

**Intelligent Energy Management Reporting:** LPB will provide its online analysis and reporting application, Utility Manager Online, to facilitate reporting of energy usage and costs. Utility Manager can produce 250+ user-friendly reports that help clients understand how facilities consume all utilities, allowing identification and prioritization of energy savings opportunities and initiatives. Utility Manager reports can display usage, cost, budgeted versus actual expenditures, cost variances, and create facility benchmarking summaries. Additionally, Utility Manager offers hundreds of reports on energy, fossil fuels, combined utility usage and costs, and carbon emissions. Utility Manager reports also encourage conservation and behavior modification.

#### **Key Features:**

- Usage, Costs and Savings Intelligence
- Carbon Emissions Tracking and Reporting
- Like-Site Comparisons and Benchmarking
- Baseline Establishment
- Measurement and Verification
- Energy Initiative ROI Tracking
- Kbtu Conversion Reporting
- Weather Data Normalization
- \$/SqFt & Usage/SqFt Reporting
- Year-over-year Comparisons

**Measurement and Verification:** Utility Manager supports key initiatives for energy management use and cost reporting which include establishing baselines for use in evaluating performance contracts or calculating ROI for energy savings investments or initiatives. Through this reporting tool, clients can identify, assess, rank, benchmark, analyze and report site specific energy consumption and costs. This supports the effectiveness and true value of capital projects, performance contracts and behavioral modification savings strategies implemented.

When energy users know usage will be tracked, they become motivated to cut consumption. The Utility Manager database that LPB provides acts as a visual scorecard

revealing who is managing energy wisely and who is not. Usage reduction from people changing their behavior (e.g., shutting off lights and computers when not in use, removing additional or personal electronics, etc.) is the most cost effective method of energy conservation. Behavior modification consumption reductions range from 1% - 5%.

**Carbon Emissions Reporting:** Energy users have become increasingly aware of the link between energy consumption and the creation of carbon dioxide (CO<sub>2</sub>) emissions, a greenhouse gas that contributes to global warming. As a result, many government agencies and businesses are actively participating in programs that are aimed at reducing both energy use and emissions. Utility Manager provides a set of reports that support efforts to understand and manage an organization's greenhouse gas emissions. The reporting functionality allows clients to objectively quantify the CO<sub>2</sub> emissions that result from their consumption of energy, identify opportunities for reduction, and measure reduction over time.

## **II. COMPREHENSIVE PROCUREMENT STRATEGIES AND SUPPORT**

The most impactful and measurable energy savings opportunity to significantly reduce energy costs is the successful development and execution of an energy procurement strategy. In deregulated energy markets, clients are able to take advantage of competition between energy providers, effectively driving down energy rates. Maximizing the opportunities created by deregulation requires expertise in both energy commodities and market dynamics. LPB's market intelligence team has unmatched experience in trading and monitoring energy commodities, including electricity, fossil fuels and renewable energy. LPB complements this experience with long-standing relationships with more than 50 energy suppliers across the country. Since LPB's inception in 1999, our market intelligence team has facilitated procurement for over 16 billion kWh of electricity.

**Strategy:** LPB creates competition for energy supply utilizing state-of-the-art online reverse auctions, interactive internet-based bids, or traditional closed bid competitive purchase request for proposals (RFP). We work with each client individually to determine which method will best suit client goals. All methods are transparent and seamless. Additionally, LPB offers expertise on the many complex energy supply products available, helping match supply needs and risk tolerance to current and forecasted market conditions. Successful procurement strategies require close monitoring to ensure opportunities are identified and executed at the right time.

**Ongoing Client Service:** LPB does not conclude the relationship with our clients when the contract has been executed. Upon securing the optimal supply contract, LPB will continue to provide superior client service. Our Market Analysis team will monitor the market for future buying opportunities. LPB publishes a daily market report that outlines current trading activity for natural gas, electricity, and crude, and provides a weather outlook for North America. We also maintain a real-time futures price curve that utilizes daily market settles for the forward curve of electricity and natural gas. In conjunction with our

daily market report, LPB creates and distributes a weekly and monthly market snapshot, which is a forward-looking view of the electricity and natural gas markets. LPB makes all of these tools available to our clients and proactively manages our clients' continuing market strategy.

#### Comprehensive Procurement Support Activities:

##### Pre-Contract Services

- Load & Rate Analysis
- Risk Analysis Intelligence
- Strategic Product Selection
- Procurement Method Selection
- Solicitation & Supplier Evaluation
- Online Access to Utility Manager
- Supply Contract Negotiation
- Market Timing Evaluation

##### Post-Contract Services

- Ongoing Market Analysis
- Meter Switch Verification
- Supplier Invoice Verification
- Meter Add / Deletes
- Lock / Renewal / Extension
- Client Services and Support

**Utility Manager™ Energy Reporting:** As a value-added service of our comprehensive procurement support services, LPB includes online access to Utility Manager InSite at no additional cost. Utility Manager allows clients to view and report on energy use and cost data for all sites and meters for which LPB has assisted in procuring electricity service. Tracking energy use and cost data is a critical foundation for effective energy management programs, allowing you to identify opportunities for, and monitor the effectiveness of, energy savings initiatives. LPB will also provide rate verification to ensure all invoices are billed correctly.

### **III. UTILITY DATA MANAGEMENT**

**Utility Bill Processing:** If data is the key to energy management, then it must be timely, accurate and complete. Errors or omissions skew analyses, benchmarks and recommendations, which is why we recommend that data be captured during the processing and payment of utility invoices. LPB's utility invoice processing and bill payment solution allows clients to transition these resource-intensive and expensive activities to the experts at LPB's Service Bureau while also providing significant energy management benefits.

LPB's utility data experts process a client's utility bills by entering them into our innovative Utility Manager database. LPB's process involves the highest quality controls to ensure the accuracy of a client's data. LPB simultaneously verifies the accuracy of the client's invoices and flags any data that might contain errors for further review and resolution.

LPB's staff efficiently and accurately processes hundreds of thousands of bills per year, allowing our clients to reduce operational expense and focus on their core business. Also important, however, is that our solution enables clients to improve their energy management effectiveness. Invoice processing clients

have online access to their energy use and cost data through our utility management software, Utility Manager.

**Key Features:**

- Flexible service solutions available
- Custom database creation thru secure server
- Monthly billing information collected directly from utility providers and/or contracted suppliers
  - Electronic Data Interchange (EDI) where available
- Data is verified for accuracy with manual and automated system checks
  - Automated 24-point validation flags potential billing errors or usage anomalies based on tolerances established by the client
- In-house review and resolution on any discrepancies
- Bill images along with billing data are posted for viewing online through Utility Manager Online.

**Bill Payment:** LPB's comprehensive approach includes the ability to pay utility invoices on behalf of the client. This solution includes the creation of a bank account to manage client funds. All utility bills are paid from the account and LPB delivers a file compatible with the client's accounting system or delivers a custom payment report, whichever is preferred. LPB manages the payment process to ensure timely payment of utility invoices. This process effectively times invoice processing based on invoice receipt dates, payment due dates, and time requirements for payment notifications and money transfers.

For clients that elect to pay their own bills, LPB can provide flexible options that include post-payment or pre-payment capture. Pre-payment capture securely transmits a fully-compatible, customized accounts payable file so the client can make payments.

All service solutions include energy management data hosted and available for viewing in Utility Manager.

#### **IV. ENERGY STAR<sup>®</sup> Marketing**

Recognized by more than 70% of Americans, the ENERGY STAR<sup>®</sup> label is the voluntary labeling program established by the EPA and the U.S. Department of Energy to help consumers and organizations save money and protect the environment by reducing energy usage. Many companies and organizations are quickly discovering that becoming an ENERGY STAR<sup>®</sup> partner can reduce energy costs. There is also significant marketing value to receiving an energy efficiency organization label.

**Benefits Include:**

- Benchmarks energy performance against similar businesses and facilities
- Satisfies LEED\* for existing buildings requirements
- Demonstrates improved energy consumption through external validation

- Uses the ENERGY STAR<sup>®</sup> label to enhance press relations and earn public recognition for energy reduction and awareness

LPB encourages our clients to become ENERGY STAR<sup>®</sup> partners and facilitates tracking your usage and generating optimal promotional value from your partnership.

To be an ENERGY STAR<sup>®</sup> partner, participants must track their energy usage data, create a plan to achieve reductions in their energy usage, and educate their employees on these initiatives. LPB's solution enables our clients to achieve all three of these ENERGY STAR<sup>®</sup> objectives.

As a complementary service to our Utility Data Management, our exclusive Utility Manager software and database fully support the collection of the data required to support ENERGY STAR<sup>®</sup> certification. The software features an automated interface that will handle the submittal of all data to the EPA and retrieve the rating results. LPB is one of a select few service providers that offer automated ENERGY STAR<sup>®</sup> benchmarking.

**GSA Pricelist**  
**SIN 871-202, 871-205**

**I. DATA CAPTURE AND ANALYSIS**

**II. COMPREHENSIVE PROCUREMENT STRATEGIES AND SUPPORT**

Number of Meters	Annual Usage (mWh)	GSA Price w/IFF per mWh 8/21/2009-8/20/2010	GSA Price w/IFF per mWh 8/21/2010-8/20/2011	GSA Price w/IFF per mWh 8/21/2011-8/20/2012	GSA Price w/IFF per mWh 8/21/2012-8/20/2013
1 to 50	5,000 to 7500	\$2.83	\$2.95	\$3.07	\$3.19
51 to 100	5,000 to 7500	\$3.08	\$3.20	\$3.33	\$3.47
1 to 50	7,501 to 12,000	\$2.67	\$2.78	\$2.89	\$3.00
51 to 100	7,501 to 12,000	\$2.29	\$2.38	\$2.48	\$2.58
201 to 300	7,501 to 12,000	\$3.09	\$3.21	\$3.34	\$3.48
1 to 50	12,001 to 20,000	\$1.54	\$1.60	\$1.67	\$1.73
51 to 100	12,001 to 20,000	\$2.20	\$2.29	\$2.38	\$2.47
1 to 50	20,001 to 50,000	\$1.79	\$1.86	\$1.93	\$2.01
51 to 100	20,001 to 50,000	\$1.79	\$1.86	\$1.93	\$2.01
101 to 200	20,001 to 50,000	\$2.08	\$2.17	\$2.25	\$2.34
201 to 300	20,001 to 50,000	\$2.08	\$2.17	\$2.25	\$2.34
1 to 100	50,001 to 100,000	\$2.65	\$2.76	\$2.87	\$2.98
51 to 100	50,001 to 100,000	\$2.65	\$2.76	\$2.87	\$2.98
101 to 200	50,001 to 100,000	\$1.58	\$1.64	\$1.71	\$1.78
201 to 300	50,001 to 100,000	\$1.58	\$1.64	\$1.71	\$1.78
1 to 100	100,001 +	\$2.68	\$2.79	\$2.90	\$3.01
51 to 100	100,001 +	\$2.68	\$2.79	\$2.90	\$3.01

LPB's fee for Comprehensive Procurement Strategies and Services is charged per unit of energy used by the client during the full term of each procured contract. The fee may either be included in the energy charge assessed by the supplier or stated as a separate line item on the client's invoices from the supplier. Client's payments to the supplier will include the fee, and the supplier will remit the fee directly to LPB.

**GSA Pricelist  
SIN 871-204**

**III. Utility Data Management**

Data Entry Lvl*- Verification Lvl**	Number of Meters	GSA Price w/IFF Per Invoice 8/21/2009- 8/20/2010	GSA Price w/IFF Per Invoice 8/21/2010- 8/20/2011	GSA Price w/IFF Per Invoice 8/21/2011- 8/20/2012	GSA Price w/IFF Per Invoice 8/21/2012- 8/20/2013
1-1	0-1000	\$5.39	\$5.61	\$5.83	\$6.06
	2001+	\$3.73	\$3.88	\$4.03	\$4.19
1-2	0-1000	\$3.44	\$3.58	\$3.72	\$3.87
	2001+	\$2.31	\$2.40	\$2.50	\$2.60
2-2	0-1000	\$6.11	\$6.35	\$6.61	\$6.87
	1001-2000	\$4.67	\$4.86	\$5.05	\$5.26
3-2	0-1000	\$5.29	\$5.50	\$5.72	\$5.95
	2001+	\$5.35	\$5.56	\$5.79	\$6.02
3-3	2001+	\$3.76	\$3.91	\$4.07	\$4.23

LPB's fee for Utility Data Management is per meter invoice and varies based on the number of meters serviced and level of data entry and verification required. All set-up costs are included in the per meter invoice price.

Note: All account set-up costs are included in the pricing.

**\*Data Entry Level Description**

Level 1 – Import of electronic data

Level 2 – Only primary (e.g., kWh, Demand, TDSP, Taxes, etc.) is entered

Level 3 – All bill data is entered

**\*\*Verification Level Description**

Level 1 – Programmatically verify rate

Level 2 – Analyze every billing anomaly

Level 3 – Manually verify rate

**GSA Pricelist  
SIN 871-202, 871-205**

**IV. ENERGY STAR<sup>®</sup> Services**

<b>Number of Sites</b>	<b>GSA Price w/IFF Per Site Annually 8/21/2009-8/20/2010</b>	<b>GSA Price w/IFF Per Site Annually 8/21/2010-8/20/2011</b>	<b>GSA Price w/IFF Per Site Annually 8/21/2011-8/20/2012</b>	<b>GSA Price w/IFF Per Site Annually 8/21/2012-8/20/2013</b>
0-1	\$49.37	\$51.34	\$53.40	\$55.53
2+	\$24.69	\$25.68	\$26.70	\$27.77

LPB's fee for ENERGY STAR<sup>®</sup> Services is based per site/annually.