



THE WATSON GROUP, LLC
"Your Building Optimization Specialists"

Phone: 252.255.1843
gsa@e3designs.com
Post Office Box 76
Kitty Hawk, NC 27949
www.e3designs.com

GENERAL SERVICES ADMINISTRATION

Federal Supply Service

Authorized Federal Supply Schedule Price List

(Updated August 2013)

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!, a menu driven database system. The INTERNET address for GSA Advantage! is: GSAAdvantage.gov.

Schedule: Facilities Maintenance and Management (03FAC)

Section: 871

Contract No.: GS-21F-0125V

Contract effective dates: August 12, 2009 – August 11, 2014

Business Size: Small, WOSB

Contact Information:

Shelley S Watson
The Watson Group dba E3 Designs
P.O. Box 76
Kitty Hawk, NC 27949
252-255-1843 office
252-255-1843 fax
gsa@e3designs.com
www.e3designs.com

Billing and Contracting Information:

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For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov

Maximum Order: \$1,000,000

Minimum Order: \$100

Geographic coverage: Worldwide

Discounts: None

Quantity Discounts: None

Prompt Payment Terms: None

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

Terms of Delivery: Per task order

DUNS No. 079831751

Registered in CCR

SINs:

871 202	Energy Management Program Support	871 206	Building Commissioning Services
871 203	Training on Energy Management	871 207	Energy Audit Services
871 204	Metering Services	871 208	Resource Efficiency Management
871 205	Energy Program Support Services	871 210	Water Conservation
003 97	Ancillary Repair and Alteration		

Hourly Rates for all SINs listed above (August 12, 2009 through August 12, 2014)

SERVICE PROPOSED (e.g. Job Title/Task)	Year 1	Year 2	Year 3	Year 4	Year 5
Sr. Registered Project Engineer	\$140.00	\$142.80	\$145.66	\$148.57	\$151.54
Building Systems Specialist	\$140.00	\$142.80	\$145.66	\$148.57	\$151.54
Project Manager	\$105.00	\$107.10	\$109.24	\$111.43	\$113.66
Data Analyst	\$70.00	\$71.40	\$72.83	\$74.28	\$75.77

Description of Job Titles/Tasks:

Senior Registered Project Engineer (SRPE) - The Project Engineer (SRPE) has direct responsibility for the successful completion of a project. He has overall responsibility for the technical aspects of the project, and must also coordinate with the Project Manager and Data Analyst. The Project Engineer (SRPE) defines the project timeline and critical path for each project, as well as defining the scope of work for each sub-contractor involved.

The SRPE will be a degreed engineer, have at least 10 years experience in implementing building commissioning and/or building system assessment projects, at a minimum, be working towards becoming a registered Professional Engineer's and a LEED® accredited professional.

Building Systems Specialist (BSS) - Individuals who are acknowledged experts in a particular building system. They have multiple years of experience in their field which may include advanced degrees, professional registration or other industry designations. They are available to become part of the project team based upon the requirements of a specific project.

Project Manager - Responsible for verifying that the work performed under the contract is implemented correctly and in a timely fashion. The Project Engineer and the Project Manager meet on a weekly basis to review the status of each project. In the case of projects that include subcontractors, Project Managers inspect the projects on a regular basis to verify the work that has been completed and to assure the quality of the work being performed. Qualifications include, at a minimum, a college degree or technical diploma, a minimum 7 years experience in project management or technically related field, and should exhibit proven communication and problem solving skills.

Data Analyst – Responsible for assembling operating data, creating templates, and developing building systems related performance graphs during initial assessments as well as during the monitoring and verification phase at the completion of the project. They must possess strong analytical skills and have expertise in PC applications including spreadsheets and presentation software programs. College or relevant work experience is preferred.

About Us

The Watson Group/E3 Designs, a private consulting firm with over 20 years of expertise, specializes in re-commissioning (ReCX) of building systems including:

- HVAC
- Controls
- Electrical
- Lighting
- Water
- Building Envelope
- Renewable Resources



Working closely with your facility's operations personnel, The Watson Group/E3 Designs evaluates your building systems assuring proper systems installation and optimized systems performance, providing recommendations for O&M and capital improvements, and verifying energy savings. Our re-commissioning/tune-ups are driven by performance and paid for through the resultant energy savings providing a comfortable and safe environment for your occupants and cost-effective operations for your organization.

Our emphasis is on long term solutions. This "Life-Cycle Approach" to building system re-commissioning has resulted in a high degree of customer satisfaction and loyalty from our varied customer base.

As a Woman-Owned (WBE) certified Small Business, The Watson Group/E3 Designs is committed to providing superior services to our clients while preserving uncompromising integrity.

Our Approach

The Watson Group/E3 Designs has been developing and improving our approach for building systems re-commissioning (ReCx) and customer service for over 20 years. We firmly believe that building re-commissioning is a process, not a project. Enhanced system performance is the primary objective of a re-commissioning study, and energy efficiency and energy savings are the happily additional benefits. With The Watson Group, energy conservation measures resulting from the evaluation usually cover the cost of the study itself.

Energy Savings Scorecard

E3 SCORECARD							Through 2010
TOTAL SQUARE FEET EVALUATED	O&M CHANGES		NON-ENERGY PROJECTS	CAPITAL PROJECTS		SAVING \$ PER SQ.FT	
	SAVINGS	COST		SAVINGS	COST		
15,960,837	\$ 643,599	\$1,163,800	\$6,225,000	\$ 3,312,392	\$11,408,981	0.21	

Our focus is to improve the effectiveness of building systems. An optimized control strategy is developed to provide acceptable space conditions in the most energy efficient way. Information gathered through the re-commissioning process is used to identify areas of poor performance or inefficient operation.

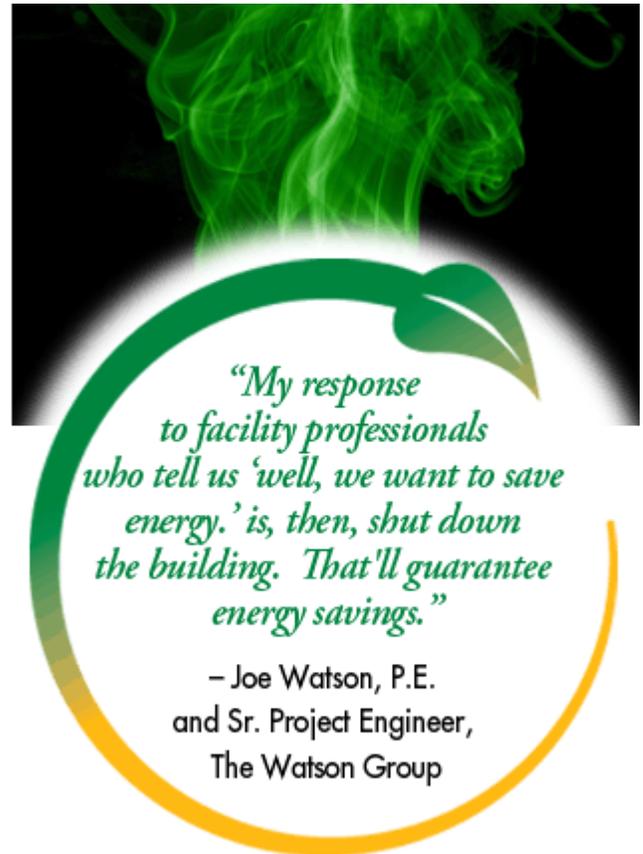
The cost of our re-commissioning study is often recovered through the no-cost/low-cost O&M changes identified. Capital projects have typically identified savings with paybacks of less than three years. The capital project paybacks are especially attractive because most recommendations emphasize sequencing and control changes to use the existing mechanical equipment more effectively, avoiding large, capital intensive retrofits. **(See Scorecard above)**

How We Differ

Whereas, other re-commissioning companies often evaluate building systems through site visits conducted by numerous, highly-paid personnel over a 2 to 3 week period, The Watson Group/E3 Designs' approach is lower in cost, requiring less personnel and labor than the traditional approach. Most of our analysis may be conducted remotely and spans a period of time, typically times with the warmest and coolest outdoor temperatures. Furthermore, our method provides a more in-depth view and understanding of the building operations than traditional re-commissioning.

We Advocate For You

The Watson Group/E3 Designs is flexible and able to remain responsive to our client's needs. A working relationship with all levels of building personnel, from owner to operator, has proven essential to our success. We encourage building operators to become part of the process and participate in the problem solving on the systems in which they are the experts. We will work in partnership with our clients in an effort to assist in making difficult purchasing decisions regarding, what could potentially be, very expensive and energy intensive changes. Clients agree that this is the fastest method for changing ideas into real savings.



HVAC / Control System Commissioning

Existing building commissioning (also referred to as re-commissioning, retro-commissioning and building tune-up) can uncover and fix existing problems, or can make systems work correctly for the first time. At The Watson Group/E3 Designs, we believe that HVAC issues and problems should be addressed as a "process", not a "project".

The Watson Group/E3 Designs approach to building commissioning relies more on technology than labor. Operating information, gathered from the building's EMS system, is used to build a dynamic model, or baseline, for each HVAC component over varying load conditions.



Our goal is to maximize the utilization of in-house capabilities in the implementation of operational changes. The Watson Group/E3 Designs' program helps to focus the field labor on the areas that need the most help. Interactive operator training workshops are conducted to identify system changes BEFORE spending unnecessarily on high priced outside labor.

Finally, The Watson Group/E3 Designs will provide on-going verification of the positive impact that the recommended changes have had on the HVAC operations. The Watson Group/E3 Designs program can restore a facility's performance at a significantly lower cost than traditional methods.

Building Envelope Assessment

The key to effective building envelope assessments is having an understanding of how the quality of a buildings envelope directly affects its durability, energy efficiency, and the health, safety, and comfort of its occupants.

Every building envelope improvement we recommend and install is based on sound principles of building science. Understanding how air and water vapor flow in and out of a building – infiltration and exfiltration – is at the heart of our problem solving approach. Our main focus is to apply sound principles of building science to help optimize building health, performance, and energy efficiency.



We may use a variety of techniques in performing our evaluations including:

Air Leakage Testing: Depressurization devices, also known as “blower doors”, combined with infrared thermography, help to locate and measure air leakage in both large and small buildings.

Air Barrier Continuity: If air barrier defects are identified as the cause of the problem, we use a variety of materials and techniques to restore continuity and strengthen the air barrier throughout the building – commonly known as crack, gap, leak and hole repair.

Insulation: Comfort and energy efficiency demand the correct level of insulation. Part of our building envelope repair process is to assess existing levels of insulation and upgrade or replace where needed.

Disclaimer: While we are onsite, every effort is made to find as many areas of concern as possible. Due to conditions such as weather or building access, we cannot guarantee that every area is identified. We use our field experience to diagnose the areas of concern, and do our best to offer simple, common sense solutions for repair.

Electrical System Assessment

A survey of the electrical system will be performed to evaluate the existing condition of the major electrical components and to make suggestions to improve the safety and/or reliability of those systems. Our scope includes an on-site field survey to assess the proper application and physical condition of the existing equipment.



Testing will be limited to non-invasive thermography, which will be utilized based on equipment size, use, and accessibility. Scanning of the electrical equipment may require a short shut-down to allow removal of the front cover plate. Our review will include an assessment of current operating conditions, maintenance and obsolescence concerns, and estimates of remaining useful life.

The principle of thermal imaging is that all materials emit infrared energy. The infrared energy emitted is converted into an electrical signal by the imaging sensor to detect differences in thermal energy levels. Detecting heat of electrical equipment involves the comparison of like or similar surfaces to indicate accumulated heat. High heat can be detrimental to electrical insulating materials, resulting in damage to the equipment and reduced expected equipment life.

A report will be generated including a color thermal image, visual image, and documentation to identify equipment location, with a brief description of the evident problem. Recommendations and suggestions about possible corrective actions will be included.

Lighting System Assessment

We will provide an assessment of your current lighting conditions and needs, and make recommendations to improve the quality of light at your facility. Our program is designed to save energy and long term maintenance costs. Because we are not a manufacturer of lighting products, we are free to choose the most appropriate and cost-effective technologies from many leading manufacturers.



Our programs are designed to thoroughly analyze each facility prior to determining a course of action. This analysis includes the location, surface type, and a measure of the actual lighting levels in each space, and a comparison with the latest recommended levels based on current standards.

Our number one priority is to provide a lighting system that provides a safe, comfortable working environment. Photometric brightness is a key consideration, along with reducing glare and minimizing shadows. Our goal is to improve occupant satisfaction while reducing energy use and maintenance costs.

Water System Assessment

The goal of our water assessment services is to assist in the development of a water management plan for your facility. This plan should provide clear information about how a facility uses its water from the time it is piped onto the facility through its ultimate disposal. Knowing how you currently use water and what it costs will enable you to make the most appropriate water management decisions.



Our assessment will include a review of the billing information over the previous two years and compare the usage to our database of facilities of a similar size. By gathering information on a property's water and energy use history and rate structure, we can ascertain the appropriate water conservation measures that are possible.

A site survey is performed including a review of the existing domestic fixtures and major mechanical equipment. Based on the information collected during the survey, consumption for the property is analyzed and savings opportunities identified. Building census and usage of existing fixtures is determined, and unaccounted water use is identified. Water savings are calculated on a measure by measure basis and summarized by building.

Field proven methods are used to ensure that the upgrades recommended will provide the necessary performance and savings. Design measures are often unique to each location and are based on water saving potential, cost, and return on investment. Product selection is dependent on many factors including water pressure, use, application, and aesthetic requirements.

Renewable Resource Assessment

Many building owners could harness the energy around them from renewable resources. The Watson Group/E3 Designs can help you assess whether implementing solar panels, wind turbines or green building practices could offer substantial energy and cost savings.

New technology is emerging every day to help us capture and utilize the valuable renewable resources surrounding us. Using the power of sun or wind, many buildings can uncover numerous benefits.



We may use a variety of renewable resources depending on your location:

Solar Panels

Wind Turbines

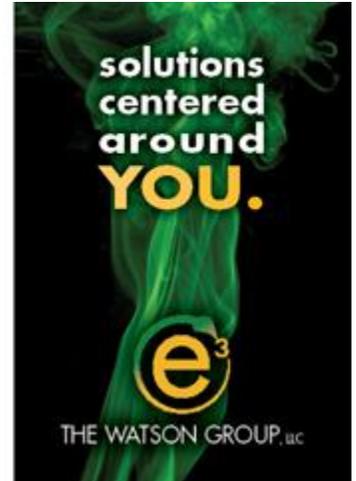
Green Building Practices

Additional HVAC Consulting Services

Heating, Ventilating, and Air Conditioning (HVAC) system energy use is a significant component of a facility's overall operating cost. The Watson Group/E3 Designs stays current with the changes that can impact building operations:

- Changing code requirements
- The advent of new technology
- The move toward deregulation of electric utilities
- Federal and State energy directives to meet minimum requirements (i.e. LEED®, USGBC and Energy Star)

The Watson Group/E3 Designs will assist you in identifying opportunities that will help to optimize the value of HVAC assets. From analysis and project recommendations, through the design and implementation, to commissioning and system monitoring after installation, The Watson Group/E3 Designs "life cycle approach" guarantees the desired results. We also guarantee our on-going support. We are available to assist you with a complete range of services tailored to suit your needs. Additional Support Services include:



PEER REVIEW The Watson Group/E3 Designs continues to be involved throughout the design process. We provide a critical peer review of the plans and specifications prior to sending the project out to bid. We pay particular attention to the control drawings and sequences of operation. Using our experience gained through monitoring of actual HVAC systems, we assure optimized system control for your particular application.

DESIGN ENGINEERING The Watson Group/E3 Designs offers a complete range of mechanical and electrical design services for clients that are looking for single source responsibility in their project implementation. We have established working relationships with large, multinational design firms, which have the necessary resources to successfully address any design requirements. Our extensive network will allow us to make recommendations on contractors, construction managers, and project managers based on firsthand knowledge of the local marketplace.

PROJECT MANAGEMENT Even when a project is properly evaluated and designed, often what is installed is not what the client expected or paid for. Our project management services provide technical assistance to assure that the system is installed on time, on budget, and meets with the client's performance expectations.

HVAC SYSTEM VERIFICATION The final step in our commissioning process is the verification of the HVAC system operation. Picking up where the traditional commissioning teams leave off, The Watson Group/E3 Designs will download operating data continuously over the warranty period. This data will be analyzed to assure the system operates effectively over all four seasons, and summarized to build a benchmark of operations for the HVAC systems. Interactive training workshops will be held after six months and one year to help building operators fine-tune operating parameters.

HVAC LIFE-CYCLE ANALYSIS E3Designs will perform a complete Life-Cycle Analysis of the existing heating, ventilating, and air-conditioning systems at your facility. The goal will be to develop a plan to address components and systems in need of immediate attention, along with the development of a capital project plan.

The first step in the analysis is to collect historical data including utility bills, original plans and specifications, and any maintenance and repair information available. A site survey is then performed to identify and inspect each HVAC component. A Life-Cycle Analysis of each system will be performed including estimates of operating, maintenance, and replacement costs as well as remaining useful life. Reports will be created describing the existing systems, including age and remaining useful life, current condition, operating efficiency, estimated replacement value, and any specific operational problems which have been identified.

With this information, The Watson Group/E3 Designs will assist in the development of capital budget requirements over the next ten years.

Recommendations for improving the effectiveness of the HVAC systems will be included based on the requirements of the client, and will include:

- A Description of the Modifications
- Estimated Installed Cost
- Impact On Operating Costs

CUSTOMIZED BUILDING OPERATOR TRAINING PROGRAM The Watson Group/E3 Designs will develop a customized HVAC training program for building operators. Our program integrates the theories of efficient operation with the hands-on experience of the building operators and operational data collected through the building's EMS system. The benefits include:

- Benchmarking of Operations
- Identification of operational and maintenance improvements
- Identification of HVAC capital projects
- Life-cycle evaluation of potential projects
- Verification of system operation at the end of the projects

ENERGY AUDIT SERVICES Energy audits may include, but are not limited to, developing, executing, and reporting on audit plans and/or performing energy and water audit services. Additionally, data collection, data analysis, benchmarking with tools such as Energy Star, and written recommendations of suggested upgrades of electrical and mechanical infrastructure. Our energy audit services apply mainly to buildings that do not have energy management (EMS) or direct digital control (DDC) systems, usually small buildings and older buildings with pneumatic controls.

METERING SERVICES The Watson Group/E3 Designs will install metering equipment and software used for the collection of data and measurement of energy consumption through electric, gas, water or steam utilities. The data will be used to ensure energy conservation goals are being met, and for the measurement and tracking of the cost effectiveness of energy technology investments.