GENERAL SERVICES ADMINISTRATION

Federal Supply Service
Authorized Federal Supply Schedule Price List

FACILITIES MAINTENANCE AND MANAGEMENT (03FAC)

Contract Number: GS-21F-0136Y

Contract Period: July 23, 2012 through July 22, 2017

Business Size: Small Business

DUNS number: 139353069

SIN Number: 871 202 Energy Management Planning and Strategies
871 207 Energy Audit Services

ENERGY PERFORMANCE LIGHTING

243 Bonnie Road
Cottage Grove, WI 53527

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Fax: 608-839-4377
Internet Address: www.EnergyPerformanceLighting.com
Contract Administrator: Martin Ekaputra
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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:
http://www.gsaadvantage.gov

About Energy Performance Lighting

Energy Performance Lighting (EPL) is the leader in energy efficient lighting upgrades. It's Founder and Managing Partner authored the book **Energy Efficient Lighting Upgrades** for the **Illuminating Engineering Society**. This manual now serves as the Recommended Lighting Practice for the all of North America.

EPL was established in 2003 with the mission to assess, design and install lighting solutions which provide the greatest value for its clients. We are a turnkey, technology neutral company with particular expertise on identifying the tasks and functions in your facility and adjusting light levels with advanced technologies and controls.

Our lighting solutions incorporate the following factors:

- Guaranteed Energy Savings
- Maintenance Savings
- Maintenance Simplicity
- Human Performance
- Cost Effective Installation
- Return on Investment
- Green House Gas Reduction

When combined, the factors provide our clients with a lighting system which is comfortable to work under, simple to maintain, and reduces energy consumption by 60-75%!

Most importantly, we guarantee our energy savings and our quality of workmanship.

Our Team

EPL's team of assessors, designers, installers and project managers have all worked in the field installing lighting systems. This experienced approach cannot be matched. We are highly trained in designing solutions, resolving issues, applying existing and latest technologies.

Our team consists of multi-disciplinary energy efficiency experts with professional accreditation such as LC (Lighting Certified) and CLEP (Certified Lighting Efficiency Professional). We are very adamant about lighting education.

EPL's team always adheres to *The Lighting Handbook, 10th edition*, for recommended practice and how to increase visual acuity. Our collaborative approach to each project not only ensures optimal lighting solutions, aesthetics, functionality and customer comfort, but also project execution.

Rodney Heller, EPL's Senior Lighting Designer, is a nationally recognized leader in energy efficient lighting design and a sustaining member of the Illuminating Engineering Society. Mr. Heller is a resident expert on the ASHRAE 90.1, 2013 committee writing new lighting code for the United States.

Developments in Lighting Technologies

Lighting technology is at the forefront of major changes. As new technologies emerge and become financially feasible, both good and bad products are increasingly marketed to facilities. EPL spends a considerable amount of resources to monitor, research, and test advanced lighting technologies prior to using them in their client's facilities.

EPL is technology and vendor neutral. We provide our lighting services with the single intent of meeting our client's needs and surpassing their expectations.

The Time Is Now

Facilities that upgrade lighting technologies today can realize the immediate benefits from reduction in energy consumption, reduction in green house gases, maintenance savings, productivity increases and improved worker safety.

The rationale for upgrading lighting systems has never been better. Rising energy rates, availability of cost effective solutions, new technologies, energy independence, sustainability initiatives, financial incentives, and other market forces all serve as catalysts to upgrade inefficient lighting systems.

Energy Performance Lighting provides your facility with turnkey lighting solution which delivers proven and guaranteed results.

Energy Efficient Lighting University Campus

University of Wisconsin- Platteville

SIN # 871 202 Energy Management Planning and Strategies

Savings

- Lighting Energy Reduction: 75%
- Simple Payback: 3.8 years
- Annual Savings: $201,400
- CO_2 Reduction: 5,251,600 lbs./year

Key Points

- Building types: Library, Maintenance, Sports, Student Center, Performing Arts
- Increased average lamp life from 15,000 to 42,000 hours
- Reduced types of lamps and ballasts by 70%
- Worked around personnel on active university campus
- Adjusted light levels to IES recommended practice

Challenge

Each building has a different use. There were over 30 types of lamps and ballasts used, the fixtures themselves were inefficient, and very few light levels met the Illuminating Engineering Society's recommended practice.

Solution

EPL assessed the task performed in each building and determined the light level needs based on the Illuminating Engineering Society's Lighting Handbook, 10th edition. We assessed the type of fixture currently in place to determine the most cost effective solution to increase the efficiency of the fixtures (get more of the light produced to the work surface). In the student center, we replaced metal halide down lights and pendants with LEDs to enable us to take advantage of daylight sensors, (reduced costs in this space by 85%). We installed program start ballasts and long life lamps to reduce future maintenance costs by 70+%.

Energy Efficient Lighting For Health Care Facilities

Gundersen Lutheran Health System – LaCrosse, Wisconsin

SIN # 871 202 Energy Management Planning and Strategies

Savings

- Lighting Energy Reduction: 47%
- ROI: 21%
- Annual Savings: $249,000.00
- CO_2 Reduction: 6,150,000 lbs/year

Key Points

- Installed 5000k light to get truer colors
- Reduced lighting maintenance costs by 50%
- Adjusted light levels to ANSI standards

Challenge

Gundersen Lutheran Health System is a regional hospital with numerous supporting clinics. Their goal is to minimize their carbon footprint in a cost effective manner to get the approval of the CFO. Each building has a different lighting system. In addition EPL must work around the needs of hospital staff to successfully implement this project.

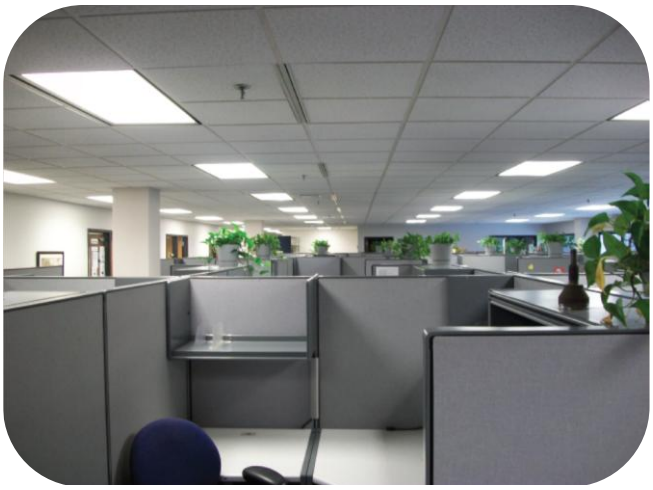
Solution

EPL retrofitted the existing light fixtures and reduced the number of lamps per fixture from 3 or 4 lamps to 1 or 2 lamps, all while following Recommended Practice of the Illuminating Engineering Society. The work schedule was designed to install during first and second shift depending on the occupancy. Surgical suites were scheduled around the facilities needs. The buildings were completed one at a time with a walk through and punch list developed for final approval. Energy consumed was reduced by 47% and the CFO approved the project with a smile!

GSA Schedule
Contract GS-21F-0136Y

EPL energy performance lighting

Energy Efficient Lighting
For
Large Office Spaces



American Family Insurance Headquarters, Madison, Wisconsin

SIN# 871 207 Energy Audit Services

Savings

- Lighting Energy Reduction: 73%
- ROI: 20.5%
- Annual Savings: $66,500.00
- CO_2 Reduction: 1,717,000 lbs/year

Key Points

- Lowered light levels in a computer intensive environment
- Installed 8000k lamps for greater visual acuity at lower light levels

Challenge

The company desired to reduce their carbon footprint but thought they already had energy efficient T8 lights. Upon reviewing the 285,000 sq ft building, it was found the light levels were too high for the computer intensive tasks performed in it. The lighting was originally designed for a paper based task so much higher light levels were needed at that time. In addition the traditional 2x4 fixtures were inefficient and the air return was through the fixtures into the plenum making it an expensive proposition to replace.

Solution

EPL designed a retrofit kit to fit in the door with a radial lens to increase fixture efficiency and preserve the vents for the air return to the plenum. This lowered new costs by 30%. The occupants had task lights in their cubes, so we lowered ambient light levels to 15 fc. To compensate for the lower light levels, we installed an 8000k light source which increases visual acuity and helps with SAD during the winter months. Then to maximize energy savings, occupancy sensors were installed by zone. EPL was recognized for their energy savings on this project by the Illuminating Engineering Society.

1a. Awarded Special Item Numbers (SINs):

SIN Number	Item Description
871 202	Energy Management Planning and Strategies
871 207	Energy Audit Services

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract.

Not applicable

1c. Description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services.

LABOR CATEGORY	HOURLY RATE
Program Director	$108.11
Lighting Designer, Sr.	$96.67
Lighting Designer	$64.61
Assessor	$55.03
Administration, Sr.	$49.77
***Administration**	$36.27

* Indicates SCA eligible category.

** Prices offered are inclusive of the .75% Industrial Funding Fee (IFF)

The Service Contract Act (SCA) is applicable to this contract and it includes SCA applicable labor category (Administration) that is subject to the requirements of the SCA (non-exempt labor categories). The price indicated non-exempt labor category are ceiling rates based on the U.S. Department of Labor Wage Determination (SCA Equivalent Code Title – 01013 – Accounting Clerk III, WD Number 05-2579). The price offered are based on the preponderance of where work is performed and should Energy Performance Lighting perform in an area with lower SCA rates, resulting in lower wages being paid, the task order prices will be discounted accordingly.

Labor Category Description

LABOR CATEGORY	Minimum experience requirements	Education requirements
Program Director The Program Director primary responsibility is to ensure quality, timely and budgeted installation of energy efficient lighting products. Ensure all details of the project are taken care. Serve as liaison between the organization and client	5+ years experience in energy consulting. 5+ years project management experience	Bachelor's degree. LC certification
Lighting Designer, Sr. Senior Lighting Designer primary responsibility is to ensure accuracy and efficacy of light design, maximize all available energy savings and any alternative financing for the project.	5+ years experience in energy efficient lighting design.	Bachelor's degree. LC certification
Lighting Designer Lighting Designer primary responsibility is to analyze the tasks being the light source, design new light system utilizing the most efficient energy consumption with highest Return on Investment. Research new technologies that may be appropriate to deploy in the project.	2+ years experience in energy efficient lighting design.	Bachelor's degree.
Assessor Assessor primary responsibility is to ensure quality and accurate assessment of various existing lighting technology, and to accurately gather data to be utilized in the light design.	1+ years experience in energy efficient lighting design.	High school
Administration, Sr. Senior Administration primary responsibility is to review project budget objectives, analyze variances, and initiate corrective actions. Provide status of financial condition by collecting, interpreting and reporting project financial data. Monitor internal controls and safeguards for receipt of revenues, costs, payables, project budgets and actual expenditures.	5+ years experience in finance and accounting role.	Bachelor's Degree
Administration Administration primary responsibility is to receive and verify invoices and requisitions for goods and services. Verify that transactions comply with financial policies and procedures. Prepare and enter invoices for payment.	1+ years experience in finance and accounting role.	Associate Degree

2. Maximum order:

$1,000,000.00

3. Minimum order:

$100.00

4. Geographic Coverage:

Domestic. 50 United States and Washington D.C.

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

Same as company address.

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

Government prices are net (discounts already reflected in pricing).

7. Quantity discounts:

1.5% discount for order of $200,000 or more.

8. Prompt payment terms:

Net 30 days.

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

EPL accepts Government purchase cards at or below the micro-purchase threshold.

9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:

EPL accepts Government purchase cards above the micro-purchase threshold.

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

None.

11a. Time of delivery. (Contractor insert number of days):

To be determined on Task Order basis

11b. Expedited delivery:

To be determined on Task Order basis

11c. Overnight and 2-day delivery:

To be determined on Task Order basis

11d. Urgent Requirements:

To be determined on Task Order basis

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

Not applicable

13a. Ordering address:

Energy Performance Lighting
243 Bonnie Road
Cottage Grove, WI 53527

13b. Ordering procedures:

For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) and a sample BPA can be found in Federal Acquisition Regulation (FAR) 8.405-3.

14. Payment address:

Energy Performance Lighting
243 Bonnie Road
Cottage Grove, WI 53527

15. Warranty provision:

Contractor's 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):

None

18. Terms and conditions of rental, maintenance and repair:

Not applicable.

19. Terms and conditions of installation:

Not applicable.

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices:

Not applicable.

20a. Terms and conditions for any other services:

Not applicable.

21. List of service and distribution points:

Not applicable.

22. List of participating dealers:

Not applicable.

23. Preventative maintenance:

Not applicable.

24. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):

Not applicable.

25. Data Universal Number System (DUNS) number:

139353069

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

Energy Performance Lighting is registered in CCR, under CAGE Code: 3QKE8