GSA Advantage!
Price Catalog

OFFERED BY: MCKINSTRY ESSENTION, INC.
CONTRACT NUMBER: GS-21F-0140V
CONTRACT PERIOD: SEPT 2019 – 2024


KAREN FIRMANIUK
PRODUCT MANAGEMENT DIRECTOR
KARENF@MCKINSTRY.COM
(P) 206-763-4828

FOR THE LIFE OF YOUR BUILDING
Company Profile

ENERGY-RELATED EXECUTIVE ORDERS

McKinstry provides solutions to meet your needs, in all facets of the key Executive Orders:

- Executive Order (E.O.) 13423, Strengthening Federal Environmental, Energy, and Transportation Management (Jan. 2007)

For the Life of Your Building

The Federal Government is the largest consumer of energy in the world, spending over $8 billion annually. Executive Orders have continued to shape the direction of how government, as an owner and operator of real estate, acts as a leader in energy and greenhouse gas reductions. At McKinstry, we have spent 50 years developing and refining design-build engineering solutions and advanced tools and technologies that enable our clients to design, build, operate, maintain and optimize their real estate holdings For the Life of Your Building.

The Federal Government truly is an owner for the life of an asset and a leader in shaping the commercial real estate marketplace when it comes to advancing strategies for reducing energy and greenhouse gas emissions. Recognizing that you face ever-increasing Administration and Congressional goals, we help remove the burden of meeting these demands, assisting you to:

- Track/report/perform comprehensive energy and water evaluations on 25% of covered facilities each year, so that you meet the requirement to audit each facility once every four years
- Produce annual reports to Congress on the Agency’s progress
- Measure, report, and reduce your greenhouse gas emissions from direct and indirect activities
- Certify and track compliance with EISA through the DOE web reporting tool and into ENERGY STAR® Portfolio Manager
- Place advanced metering on all Federal buildings for electrical service
- Have metering in place for natural gas and steam
- Enable you to reduce potable water consumption
- Reduce your industrial and landscaping water consumption
- Ensure that 50% of all renewable energy comes from renewable sources developed after 1999
- Ensure 7.5% of all electricity consumed comes from renewable sources
- Implement programs that ensure full Operations & Maintenance plans are in place, including periodic commissioning and Measurement & Verification of energy and water savings

Our ability to understand the demands and requirements placed on you, to shape solutions that help drive accountability and transparency in reporting, and to provide renewable energy strategies, while continuing to optimize the performance of existing systems helps you meet these pressing (and growing) mandates. We do this while leveraging the capital markets through performance contracting (we understand there is no endless bucket of funding to draw from). At McKinstry, when we work with a client, we join their team... and they join ours. Through questions
Company Profile

and answers, give and take, and thorough discussions of what’s possible, we arrive at solutions together.

Our Cycle of Services creates a continuum of expertise and assistance that you can access at any point in the life of your facilities. And because each service is related to the others, the entire cycle is strengthened with every project as new insights, knowledge, and data lead to increasingly positive outcomes. Our staff is trained across multiple disciplines, so no matter how your needs may change, we’re always ready with the appropriate expertise. McKinstry combines extensive industry experience with the latest internet technologies to provide:

- Innovative web-based building and facility management solutions
- Energy auditing and performance contracting services
- Commissioning
- Resource efficiency and management
- Active energy metering and management
- Total cost of ownership analysis
- Transition to sustainable operations
- Sustainability consulting
- Renewable energy solutions

Since our founding in 1960, we have grown to provide a full spectrum of services that result in well designed, easy-to-maintain buildings that work at peak levels of performance, both operationally and financially. McKinstry is a one-stop resource for our clients’ engineering, construction, operations, maintenance, and management needs. By excelling in every aspect of vertically integrated delivery, we drive waste, cost, time, and redundancy out of the design/build process... and help every building run efficiently over its entire lifetime.

At McKinstry, we do everything we can to make sure that our first project’s successful conclusion is only the beginning of a long-term partnership with you. We take responsibility for your facilities’ optimum performance and strive to be there For the Life of Your Building.
Office Locations

Seattle
CORPORATE OFFICE
5005 Third Avenue South
Seattle, WA 98134
206.762.3311
206.762.2624 Fax
Toll Free: 800.669.6223
24-Hour Service: 206.762.5900

Bozeman
4135 Valley Commons Dr., Unit A
Bozeman, MT 59718
406.582.7668
406.728.0486 Fax
bozemanoffice@mckinstry.com
mckinstry.com/inw

Chicago
701 Warrenville Road
Suite 210
Lisle, IL 60532
630.686.6000
chicagooffice@mckinstry.com
mckinstry.com/regions/Midwest

Dallas
4201 Spring Valley Road, Suite 250
Farmers Branch, TX 75244
972.532.4290
972.239.8835 Fax
dallasoffice@mckinstry.com
mckinstry.com/south

Denver
16025 Table Mountain Parkway,
Suite 100
Golden, CO 80403
303.215.4040
303.215.4041 Fax
denveroffice@mckinstry.com
mckinstry.com/rockymountain

Houston
20333 State Highway 249, Suite 200
Houston, TX 77070
281.809.6680
281.698.2156 Fax
houstonoffice@mckinstry.com
mckinstry.com/south

Little Rock
204 Executive Court #209
Little Rock, AR 72205
972.532.2580
972.499.7949 Fax
mckinstry.com/regions/south

Madison
2310 Crossroads Dr., Ste 5200
Madison, WI 53718
608.242.9196
608.242.9197 Fax
madisonoffice@mckinstry.com
mckinstry.com/midwest

Milwaukee
1460 American Eagle Drive
Slinger, WI 53086
262.297.1631
262.297.1630 Fax
milwaukeeoffice@mckinstry.com
mckinstry.com/midwest

Minneapolis
1970 Oakcrest Avenue, Suite 310
Roseville, MN 55113
763.767.0304
763.392.6462 Fax
minneapolissoffice@mckinstry.com
mckinstry.com/midwest

Missoula
620 W Addison St.
Missoula, MT 59801
406.544.8530
406.728.5082 Fax
Office Locations

Phoenix
4835 East Cactus Road, Suite 100
Scottsdale, AZ 85254
480.407.4672
phoenixoffice@mckinstry.com

Portland
16790 NE Mason St Suite 100
Portland, OR 97230
503.331.0234
503.331.6906 Fax
portlandoffice@mckinstry.com
mckinstry.com/oregon
24-Hour Service: 503.331.0234

Pullman
60 Dairy Road
Washington State University
Pullman, WA 99163
pullmanoffice@mckinstry.com
mckinstry.com/inw

Reno
100 North Arlington Avenue, Suite 200
Reno, NV 89501
775.636.8230
renooffice@mckinstry.com
mckinstry.com/rocky-mountain

Salt Lake City
2750 Rasmussen Road, Suite 201, Office #4
Park City, UT 84098
385.881.6420
Saltlakecity@mckinstry.com
mckinstry.com/regions/rocky-mountain

San Antonio
818 Knights Cross Drive, #5104
San Antonio, Texas 78258
210.301.7174
210.301.7097 Fax
SanAntonioOffice@mckinstry.com
mckinstry.com/south

Spokane
850 E. Spokane Falls Blvd Ste. 100
Spokane, WA 99202
509.747.3389
509.747.3313 Fax
spokaneoffice@mckinstry.com
mckinstry.com/inw

St. Louis
10820 Sunset Office Drive, Suite 224
Sunset Hills, MO 63127
636.489.7161
stlouisoffice@mckinstry.com
mckinstry.com/midwest

Tri-Cities
5702 Industrial Way, Suite 102
Pasco, WA 99301
509.792.1075
tricitiesoffice@mckinstry.com
Using the GSA Schedules

GSA's streamlined ordering procedures have reduced the tedious, time-consuming government procurement process to a few simple steps. GSA has done this by prequalifying vendors to perform a range of services. GSA has reviewed vendor qualifications, capabilities and cost schedules in advance of the need for services, and identified these vendors, by type of service, on its GSA Advantage!™ website. For McKinstry Essention, LLC. (also referred to as McKinstry) refer to Contract Number: GS-21F-0140V. This approval is valid for all organizations in the federal government and other governmental agencies, and the entire process—from identifying the Statement of Work (SOW) to having a contractor on board—can be completed in as few as three weeks.

To initiate the process, provide your contracting officer (CO) with a SOW. Your CO will issue your SOW to three approved GSA Schedule vendors, or the appropriate schedule and Special Item Number (SIN), which align with your requirements need. You and your CO then review the vendors’ responses, and select the “best value” contractor. Once you have selected your “best value” provider, a contract order is issued directly to the selected contractor. GSA has put the process in place, and will assist you, if needed, but does not get involved in your procurement process.

Who Can Use the Schedule?

In accordance with GSA Order ADM 4800.2F the following agencies and organizations are eligible to use the GSA Schedule. The lists are not intended to be all-inclusive, so please refer to the GSA Order for additional information or contact a GSA Schedule Contracting Officer:

- All Federal agencies and activities in the executive, legislative, and judicial branches;
- Government contractors authorized in writing by a Federal agency pursuant to CFR 51.1;
- Mixed ownership government corporations (as defined in the Government Corporation Control Act);
- The government of the District of Columbia; and,
- Other activities and organizations authorized by statute or regulation to use GSA as a source of supply. See links below for full listing.

SCOPE

Orders placed pursuant to a Multiple Award Schedule (MAS), using the procedures in FAR 8.404, are considered to be issued pursuant to full and open competition. Therefore, when placing orders under Federal Supply Schedules, ordering offices need not seek further competition, synopsize the requirement, make a separate determination of fair and reasonable pricing, or consider small business set-asides in accordance with Subpart 19.5. GSA has already determined the prices of items under Schedule contracts to be fair and reasonable. By placing an order against a Schedule using the procedures outlined below, the ordering office has concluded that the order represents the best value and results in the lowest overall cost.
Using the GSA Schedules

alternative (considering price, special features, administrative costs, etc.) to meet the Government’s needs.

Services under Schedule 03 Facilities Maintenance and Management Services apply to all Federal agencies, both civilian and Defense. The prices, terms and conditions stated under the associated SINs apply exclusively to that particular Schedule of services. An adjusted rate may be required for services to be performed in the geographic areas outside the continental United States.

Ordering Procedures for Facilities Maintenance & Management Services Priced at Hourly Rates

The GSA has determined that the rates for Facilities Maintenance and Management Services contained in this price list are fair and reasonable. However, the ordering office using this contract is responsible for considering the level of effort and mix of labor proposed to perform a specific task being ordered and for making a determination that the total firm fixed price or ceiling price is fair and reasonable. In accordance with the Federal Acquisition Streamlining Act of 1994 and the Federal Acquisition Reform Act of 1996, GSA’s streamlined ordering procedures have reduced the government procurement process to a few simple steps. While the Federal Acquisition Service Schedule program already has determined these rates to be fair and reasonable, ordering offices must determine that the total price is reasonable for the specific tasks required by the agency. Based on quotes requested from three contractors that appear to offer the best value (considering scope of services offered, hourly rates, contractor’s locations, technical capabilities and other factors, as appropriate), the ordering agency selects the one that best meets its needs.

This contract is available to all federal agencies for domestic and overseas use. Executive agencies, other federal agencies, mixed-ownership government corporations, and the District of Columbia; government contractors authorized in writing by a federal agency pursuant to FAR Part 51; and other activities and organizations authorized by statute or regulation to use GSA as a source of supply may use this contract. Additionally, contractors are encouraged to accept orders received from activities within the executive branch of the federal government. GSA Order ADM 4800.2F provides a complete list of authorized schedule users.

Total price for services are established at the time the task order is placed and are based on the rates offered in the McKinstry catalog. The resultant task order details the estimated number of hours, the labor categories to be provided, and any related items. If the ordering agency’s contracting officer chooses to purchase services on a labor-hour-time-and-material basis, the resultant task order will specify the not-to-exceed price, the labor categories proposed (with the hourly rates for each), and any applicable travel and other direct costs. Federal Acquisition Regulation 8.4 provides procedures for the acquisition of services using GSA schedule contracts.
Using the GSA Schedules

How to Place an Order

STEP 1. DEVELOP A STATEMENT OF WORK (SOW)
In the SOW, include the following information:

- Work to be performed,
- Location of work,
- Period of performance;
- Deliverable schedule, and
- Special standards and any special requirements, where applicable.

STEP 2. SELECT CONTRACTOR AND PLACE ORDER
- If the order is at or below the micro-purchase threshold, select the contractor best suited for your needs and place the order.
- If the order is exceeding but less than the maximum order threshold (MOT), prepare an RFQ;
- If the order is in excess of the MOT, prepare an RFQ. Consider expansion of competition and seek price reductions.

STEP 3. PREPARE A REQUEST FOR QUOTE (RFQ)
- Include the SOW and evaluation criteria;
- Request fixed price, ceiling price, or, if not possible, labor hour or time and materials order;
- If preferred, request a performance plan from contractors and information on past experience; and include information on the basis for selection.
- May be posted on GSA’s electronic RFQ system, e-Buy.

STEP 4. PROVIDE RFQ TO AT LEAST THREE CONTRACTORS

STEP 5. EVALUATE OFFERS, SELECT BEST VALUE CONTRACTOR, AND PLACE ORDER
Blanket Purchase Agreements (BPAs)

Ordering activities may establish BPAs under any GSA schedule contract. A GSA schedule BPA simplifies the filling of recurring needs for supplies or services, while leveraging a customer’s buying power by taking advantage of quantity discounts, thus saving administrative time and reducing paperwork.

BPAs are established in accordance with the procedures in Federal Acquisition Regulation Part 8.405-3. An ordering activity may request a price reduction based on the total estimated volume of the BPA, regardless of the size of individual orders. BPAs may be established with one or more scheduled contractors at the discretion of the ordering activity. When establishing multiple BPAs, the ordering activity must specify the procedures for placing orders under the BPAs. A GSA schedule BPA should not exceed five years in length, but may do so to meet program requirements. A BPA may extend beyond the current term of its GSA schedule contract, so long as there are option periods in the GSA schedule contract that, if exercised, will cover the BPA’s period of performance.

How to Order From a BPA

Information contained on page 38 will assist ordering agency offices understand how to utilize BPAs under the GSA Federal Supply Schedule contracts. BPAs are a simplified method of filling anticipated repetitive needs for services and products. BPAs are charge accounts that ordering offices establish with GSA Schedule contractors to provide themselves with an easy ordering tool. In accordance with Federal Acquisition Regulation (FAR) 8.404, ordering offices may establish BPAs under any GSA Schedule contract.

SINGLE BPA

Generally, a single BPA should be established when the ordering office can define the tasks to be ordered under the BPA and establish a firm fixed price or ceiling price for individual tasks or services to be ordered. When this occurs, authorized users may place the order directly under the established BPA when the need for service arises. The Schedule Contractor who represents the best value and results in the lowest overall cost alternative to meet the agency’s needs should be awarded the BPA.

MULTIPLE BPAS

When the ordering office determines multiple BPAs are needed to meet its requirements, the ordering office should determine which contractors can meet any technical qualifications before establishing the BPAs. When multiple BPAs are established, the authorized users must follow the procedures outlined under STEP 2 in How to Place an Order, above, and then place the order with the Schedule Contractor who represents the best value and results in the lowest overall cost alternative to meet the agency’s needs.
Blanket Purchase Agreements (BPAs)

Ordering offices review BPAs periodically. Such reviews are recommended to occur at least annually. The purpose of the review is to determine whether the BPA still represents the best value (considering price, special qualifications, etc.) and results in the lowest overall cost alternative to meet the agency's needs.

BPAs do not extend beyond the end of the contract period; all services and deliveries are made and the contract terms and conditions continue in effect until the completion of the order. Orders for tasks that extend beyond the fiscal year for which funds are available include Federal Acquisition Regulation (FAR) 52.232-19 Availability of Funds for the Next Fiscal Year. The purchase order specifies the availability of funds and the period for which funds are available.

The ordering office should give preference to small business concerns when two or more contractors can provide the services at the same firm fixed price or ceiling price.

When the ordering office’s requirement involves products as well as Facilities Maintenance and Management Services, the ordering office should total the prices for the products and the firm fixed price for the services, and select the Schedule Contractor that represents the greatest value in terms of meeting the agency’s total needs.

The ordering office should, at a minimum, document orders by identifying McKinstry Essention, LLC. as the source from which the services were purchased, and listing the services purchased and the amount paid. If other than a firm, fixed-price order is placed, such documentation should include the basis for the determination to use a labor-hour, or time-and-materials order. For agency requirements in excess of the micro purchase threshold, the order file should document the evaluation of Schedule Contractors’ proposals that formed the basis for selecting the Schedule Contractor that received the order and the rationale for any trade-offs made in making the selection.
Special Item Number (SIN) Services

SIN ANCILLARY

Ancillary Supplies and Services

Ancillary supplies and/or services are support supplies and/or services which are not within the scope of any other SIN on this schedule. These supplies and/or services are necessary to compliment a contractor's offerings to provide a solution to a customer requirement. This SIN may be used for orders and blanket purchase agreements that involve work or a project that is solely associated with the supplies and/or services purchased under this schedule.

NOTE: When used in conjunction with a Cooperative Purchasing eligible SIN, this SIN is Cooperative Purchasing Eligible.

McKinstry provides Ancillary Supplies and/or Services as needed in support of other SINs relating to energy management, water conservation, and support services. Our team of well-trained technicians can fully perform all aspects of maintenance, repair and restoration services to all facets of building operating systems and are backed by the full support of all business lines within the McKinstry family of operations, such as our design-build mechanical and electrical engineers. McKinstry energy and facility services professionals are prepared to assist in sourcing the best value supplies in support of SINs available through this catalog.
SIN 541690E

ENERGY CONSULTING SERVICES

Contractors shall provide expert advice, assistance, guidance or counseling on energy related projects or initiatives to assist agencies in adhering to energy legislation and policy such as EPACT 2005, Executive Orders 13423 and 13514.

Consulting services covered by this SIN include:

- Energy management or strategy
- Energy related studies, analyses, benchmarking and reporting such as feasibility studies, vulnerability assessments, and energy security
- Assistance in meeting energy efficient building standards such as Leadership in Energy and Environmental Design (LEED), Green Globes and Energy Star
- Advisory services in obtaining alternative financing for energy projects such as Energy Savings Performance Contracts, Power Purchase Agreements or Enhanced Use Leases
- Consulting on carbon emissions trading programs. Consulting on where to obtain renewable energy credits/certificates Consulting on greenhouse gas measurement and management
- Strategic sustainability performance planning
- Consulting on obtaining high performance sustainable buildings.

McKinstry is committed to providing excellence in the design, construction and operation of our customers’ facilities by continually striving to develop innovative, cost-effective facility solutions. With our many years of experience, McKinstry has audited over 1,500 facilities and currently we are evaluating, implementing, or commissioning more than 415 buildings in excess of 35 million square feet with more than 100 clients.

Energy Auditing

Our engineering-based approach to auditing, coupled with extensive site investigations and interviews, generates projects that meet financial, facility, and operation objectives.

Building Modeling/Building Design/Cost Estimating Phase

McKinstry utilizes a Total Cost of Ownership (TCO) model throughout development to evaluate LEED® options and optimal design scenarios. TCO aids in design and construction choices that optimize the present value of all costs incurred and all of the value delivered over the life of a facility asset.

Performance Guarantee / Monitoring and Verification

McKinstry guarantees up to 100% of energy savings on applicable scopes of work.
Special Item Number (SIN) Services

We provide staff training and proper commissioning of systems to ensure savings are achieved. We develop a measure-specific performance assurance program to validate that optimal system performance is maintained.

Financing
McKinstry is a financially strong company—we can directly secure funding for large ESPC projects or partner with third party financial institutions to arrange optimum finding. We have access to multiple lending partners—from those that specialize in green lending to more traditional lending—utilizing our McKinstry Capital group to facilitate the implementation of master purchase agreements.

Construction Management
McKinstry serves as the Prime Contractor, responsible for all facets of successful project delivery and execution.

Commissioning
Our start-up, self-performance competency includes system balancing, control system testing, and digital archiving of building design and performance data, all focused on operational stability.

Training
A well-trained and developed facilities staff has a direct impact on achieving annual (and continued) savings, maintaining occupant thermal comfort, and extending equipment life. McKinstry takes our customers’ team through an extensive training program presented by a consortium of subcontractors, engineers, and suppliers, and documents the training for later review.

Operations and Maintenance
McKinstry develops an engineered maintenance plan that lists the various service tasks and frequency for all of the applicable system components. This comprehensive approach helps our customers to optimize system performance and life.

Measurement and Verification
McKinstry provides complete monitoring services to assure projects meet performance requirements. Our dedicated measurement and verification team uses the latest remote monitoring technologies, data loggers, and web-based services to facilitate the flow of information to and from our clients. Our in-house remote monitoring center monitors control systems and uses the Department of Energy IPMVP as our best practice standard.

CASE STUDY: WASHINGTON STATE UNIVERSITY

After being selected as Washington State University’s (WSU) ESCO partner under a master ESPC contract, McKinstry completed a comprehensive energy audit of 20 campus facilities, and has delivered multiple major infrastructure and energy saving projects in the past several years, including: lighting upgrades in approximately 4,000,000 square feet of space, installation of two 1,400 ton chillers and associated cooling towers, campus loop CHW piping modifications, two boiler replacement projects, replacement of a large fan system, installation of two large cooling towers to improve performance of central plant chillers, chilled water system cleaning modifications, new construction of the biotechnology and life sciences building.

PROJECT COST
$45 million

RESULTS
To date, McKinstry projects have combined annual utility savings of over $600,000. This equates to a 7.5 year payback and an ROI of 3.3%.

WASHINGTON STATE UNIVERSITY

After being selected as Washington State University’s (WSU) ESCO partner under a master ESPC contract, McKinstry completed a comprehensive energy audit of 20 campus facilities, and has delivered multiple major infrastructure and energy saving projects in the past several years, including: lighting upgrades in approximately 4,000,000 square feet of space, installation of two 1,400 ton chillers and associated cooling towers, campus loop CHW piping modifications, two boiler replacement projects, replacement of a large fan system, installation of two large cooling towers to improve performance of central plant chillers, chilled water system cleaning modifications, new construction of the biotechnology and life sciences building.

PROJECT COST
$45 million

RESULTS
To date, McKinstry projects have combined annual utility savings of over $600,000. This equates to a 7.5 year payback and an ROI of 3.3%.
Special Item Number (SIN) Services

CASE STUDY
NORTHSHORE SCHOOL DISTRICT
McKinstry develops and manages standards for design, operation and maintenance of Northshore’s facilities. We communicate maintenance and operational expectations to customers, and train, manage, and report performance of maintenance & operations personnel. We focus NSD’s M&O teams on efficient processes and procedures.

PROJECT COST
$948,560

RESULTS
All of the goals and deliverables contribute to better management, more effective decision making, greater energy efficiency, improved health and comfort, longer asset life and reliability, improved issue response and lower M&O cost, with greater visibility, accountability and transparency in the issue resolution process. This directly supports reducing energy consumption, mitigating risk with energy systems, operating systems efficiently, making energy efficient system choices, and achieving energy efficient building certification such as LEED®.

RESULT
McKinstry’s projects provide a four-phase Comprehensive Energy Management Solution consisting of all four phases of an energy project pertaining to a variety of energy projects. Project-specific results include:

• Single point of accountability
• Master-planned, coordinated approach to energy management
• Increased occupant comfort and indoor air quality
• Improved lighting
• Measure-specific performance assurance
• Sustainability and renewable energy considered for every ECM

SIN OLM
ORDER-LEVEL MATERIALS (OLM)
OLMs are supplies and/or services acquired in direct support of an individual task or delivery order placed against a Schedule contract or BPA. OLM pricing is not established at the Schedule contract or BPA level, but at the order level. Since OLMs are identified and acquired at the order level, the ordering contracting officer (OCO) is responsible for making a fair and reasonable price determination for all OLMs.

OLMs are procured under a special ordering procedure that simplifies the process for acquiring supplies and services necessary to support individual task or delivery orders placed against a Schedule contract or BPA. Using this new procedure, ancillary supplies and services not known at the time of the Schedule award may be included and priced at the order level.
SIN 541690

OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES

Services include providing advice and assistance to businesses and other organizations on scientific and technical issues (except environmental).

Typical associated tasks include, but are not limited to ergonomic/human performance analysis, feasibility analysis, logistics planning, requirements determination, policy standards/procedures development, conducting research studies, long-term reliability and maintainability, training, consulting, conduct acceptance, functional and post acceptance testing, testing, integration of the payload for flight Customer Agency, support provided during launch, orbital maneuvering and satellite separation from the spacecraft.

Example: The full range of life cycle logistics support for the navigation satellite will be identified and designed in this stage including training, operation and maintenance requirements, and replacement procedures.

An implementation guide for Space launch Integration Services (SLIS) can be found at www.gsa.gov/psschedule - click on “Professional Engineering Solutions”.

NOTE: Services under this NAICS can not include architect-engineer services as defined in the Brooks Act and FAR Part 2 or construction services as defined in the Federal Acquisition Regulation Part 36 and Part 2.

APPROACH

Energy Management or Strategy & Energy Program Planning and Evaluations

McKinstry’s financial analysts perform a Life Cycle Cost Assessment of your existing or planned properties. We develop a cost-effective strategic plan for determining which design elements will have the best and fastest return on your investment. We set up our Total Cost of Ownership™ (TCO) decision making tool to evaluate the first, operational, future capital replacement, as well as impacts from churn, human factors, productivity, carbon, LEED®, and other environmental impacts of project decisions. The result is an operational model that allows for the best possible facility-related decisions for your assets, ultimately promoting the greatest internal earnings growth and improving your asset value.

Energy Related Studies

McKinstry energy studies can provide our clients with a complete understanding of current facility performance as well as the potential areas for improvement. The study will result in a report that will also provide recommendations for facilities that includes:

- Indexing and ranking facilities using both regional and national benchmark reports
- Reporting on current period and fiscal year-to-date usage and costs, variances, and benchmarking information
Special Item Number (SIN) Services

- Facility performance evaluation based on key performance indicators.
- Assessment of site sustainability practices with reference to objectives.
- Identifying sustainability practices that will aid in reducing operating costs including low-cost/no-cost measures.
- Performing an initial facility evaluation to determine potential facility improvements and operational changes including low-cost/no-cost measures.
- Evaluating the potential benefits for rough order of magnitude savings potential of further systems testing and commissioning.
- Outlining potential capital investment opportunities that should be further evaluated for cost effectiveness and Total Cost of Ownership™ analysis.
- Utility data analysis for determination of utility expenditures, historical change analysis, and further performance evaluation.
- Benchmarking select facilities using the EPA Energy Star tools and provide recommendations for improving the facility energy performance.

Assistance in Meeting Energy Efficient Building Standards
McKinstry provides coordination of the documentation process for our clients in addition to expertise, guidance and professional training on green building capital projects and related procedures. McKinstry’s Sustainability team works with you from initial LEED® charrette planning through documentation and submission for final certification. We leverage our Knowledge Response Center technology to manage and streamline the certification process. Our proven processes, leadership, and support help you achieve your desired level of certification for LEED®, ISO, or other environmental rating systems.

Advisory Assistance in Obtaining Alternative Funding
McKinstry is uniquely positioned to provide maximum financing flexibility to its clients via McKinstry Capital. McKinstry Capital is a privately held financial services company headquartered in Seattle, Washington that concentrates its efforts on capital formation and optimization for energy efficiency and renewable energy production infrastructure. McKinstry Capital enjoys the freedom that comes from its independence as a financial services provider not beholden to any single source of capital. Rather, it is capable of accessing several sources of third party capital as well as its own proprietary sources. McKinstry Capital’s close relationship with McKinstry enables it to understand the nuances associated with energy work, the inherent challenges involved with its implementation, and the risks related to guaranteeing energy performance.

McKinstry Capital consults with its clients to understand their unique objectives and constraints, evaluates financial solution alternatives, and develops a customized financing solution to meet clients’ goals. A tax-exempt entity’s decision to own or simply host an energy system is driven by numerous considerations including economic development, existing debt capacity, and future borrowing plans. McKinstry Capital accomplishes its two-fold objective of reducing the amount of debt required and securing the lowest cost capital solution by monetizing grants, rebates,
Special Item Number (SIN) Services

and tax incentives and then utilizing one or a combination of financing structures and vehicles.

Carbon Emissions & Renewable Energy Credits Consulting
Our staff has been involved in sustainability and carbon mitigation activities through various projects. With every project, McKinstry strives to provide sustainability, cost savings, and operational improvement solutions to our clients in the most cost-effective manner. Our clients collaborate with us to understand their resource conservation options and develop carbon reduction strategies, develop methods to reduce annual utility costs, and implement upgrades to both infrastructure and operations. McKinstry facilitates strategic planning for carbon footprint reduction by performing energy supply and demand audits, as well as by reviewing realistic options, budgets, and timelines for sustainable energy sources.

Strategic Sustainability Performance Consulting
McKinstry’s specialists will work with you to understand your sustainability goals and design a master plan to upgrade less efficient infrastructures or engineer sustainability into a new installation on your campus. We provide in-depth knowledge of the pros and cons associated with today’s green resources, technologies, and applications. Our team then provides you with a cost-effective strategic plan to implement your project.

Consulting on Obtaining High Performance Sustainable Buildings
Our high-performance integrated design-build process makes full use of innovative approaches to building performance and can pave the way for increased efficiencies, reduced energy consumption, sustainability and the lowest Total Cost of Ownership™. McKinstry works in a collaborative effort with stakeholders to analyze operational activities, plans, and trends. An audit of potential improvements is developed with an implementation plan to foster a culture of sustainability for the daily life of an organization. We use energy models to optimize building design and prioritize decisions that will have the greatest effect on energy use and increase comfort and productivity for occupants and operators.

RESULTS
More than just a buzzword, sustainability in facility operations leads to improved operational performance and aids in achieving your lowest possible total cost of ownership. McKinstry’s expertise in the built environment and our commitment to being present For the Life of Your Building make us an ideal partner on the path to sustainable operations. Our experienced staff works with you to create successful, high performance, green buildings that are healthier, more environmentally responsible, and ultimately more profitable.
Special Item Number (SIN) Services

CASE STUDY
GSA NW ARCTIC REGION
McKinstry has partnered with the GSA Northwest Arctic Region since October of 2006 to track and manage service requests at 60 buildings serviced by more than 25 vendors in Alaska, Washington, Idaho and Oregon. McKinstry’s Knowledge Response Center, powered by InfoCentre, has proven to be a beneficial issue management program for the GSA. InfoCentre provides a 24x7 solution to manage tenant service requests, vendor work orders, and dispatch frequency; all visible via a web-based portal.

PROJECT COST
$172,289 annual cost

RESULTS
InfoCentre averages 2,200 work orders a month or 26,400 a year. 11.23% of those have been managed by McKinstry’s after-hours team, which has proven extremely valuable to the GSA. InfoCentre also has shown an increase in tenant comfort and safety through service request accountability, maintenance savings by optimized facility staffing, and organized billing through vendor work order tracking.

SIN NEW
INTRODUCTION OF NEW SUPPLIES AND SERVICES
Includes the introduction of new supplies, technology and services categorically related to items already on GSA contract, which may be in commercial development and/or not yet introduced to the federal government.

McKinstry’s Knowledge Response Center (KRC)
McKinstry’s KRC combines service and technology to translate operational data into knowledge and action which delivers smoothly run facilities with less downtime, increased occupant satisfaction, and significant energy and operational savings that ultimately increase the value of your asset. Implementing McKinstry’s KRC provides excellence in your facility operations through remote operations, monitoring, diagnostics, reporting, issue management, and enhanced communications—all backed by industry-trained service professionals. The KRC consists of three main components:

Active Remote Operations—Finds and resolves issues before you do
- Remotely detects issues within your critical systems at the equipment level, 24 hours a day, 365 days a year
- Automatically engages emergency responses
- Detects problems before they become critical, dramatically reducing accidents, downtime, and costs

Active Energy Management —Innovative cost reduction
- Provides benchmarking and measures usage against key performance indicators and goals
- Fine tunes system performance
- Reporting services turn raw data into information that drives effective business decisions and measurable operational cost savings

Active Issue Management—Technology and service to power it all
- Facility management service professionals available 24 hours a day, 365 days per year
- InfoCentre is the industry-leading computerized issue and workflow management system proactively managing and implementing building maintenance, from dispatching vendors to providing status reports
- InfoCentre schedules and tracks issues online through an easy-to-use interface, so customer can see how McKinstry is resolving issues in near real time

APPROACH
Our tailored approach includes using and enhancing existing facility tools and
Special Item Number (SIN) Services

To take advantage of your previous investments, we deliver on the KRC’s value by customizing communications, processes, actions, and reports to ensure they are directly associated with your goals. We provide:

- Quantifiable performance benchmarks
- Continuous and near real time performance assurance
- A partner/consultative approach
- Relation of your progress to Energy Star and LEED® benchmarks
- An integrated technical platform with 24x7x365 industry professional support

RESULTS

**Efficient System Operations**
- Workflow process development and management
- Remote monitoring and operations
- Control system online support and service
- Central repository for all facility documentation – drawings, procedures, warranties, etc.

**Increased Occupant Satisfaction**
- 24x7x365 customer service and issue management
- Event scheduling and management facility communication conduit
- Real-time online issue status tracking and performance assurance

**Significant Energy and Operational Savings**
- Facility benchmarking
- Key Performance indicator development and management
- Active energy management and analysis
- Facility asset management
- Facility business reporting

**Reliable Workflow Management**
- Computerized maintenance management system
- Vendor/service provider management
- 24x7x365 active issue management
- Facility issues prioritization, dispatch and tracking
Special Item Number (SIN) Services

Transition to Sustainable Operations (TSO™)

McKinstry provides a full Transition to Sustainable Operations (TSO™) to support customers in a smooth transition from their current facility project to the operation of their facility.

APPROACH

Our approach encompasses three phases that are uniquely intertwined:

Project Close-out
Parallels the final stages of the energy services and project commissioning. There are three critical components within this phase:

- Documentation captures knowledge about systems, components, and features of the completed project. It is the foundation for the facility’s successful operation.
- Development leverages the catalogued documentation for the essential operation of facility programs. This ensures the comfort, safety, and security of the facility and its tenants.
- Acceptance and Training transfers ownership of facility operations in addition to coordination and scheduling to provide specific system and operation knowledge.

Initial Operation
Methods and procedures to manage and maintain the equipment, and measure the results are developed. This information will be standardized so that it becomes the foundation for facility operations. These standards provide the ability to compare and track facility performance.

Sustainable Operations
Focused primarily on the delivery of reliability through a combination of highly trained personnel utilizing the programs developed throughout project closeout and initial operation.

INNOVATION

TSO™’s innovative services include:

Information/Data Management Systems
- Drawing and equipment library, O&M data structure, digital archive, document management system
- Punch list data capture
- Warranty center

Risk Mitigation
- Mechanical/electrical system “baseline” survey and report
Special Item Number (SIN) Services

Preventative Maintenance
- Predictive engineered maintenance plan and program
- Vendor selection and management

Operating Platform
- Operating cost platform and budget
- SOP, MOP and EOP creation for critical systems, implementation and management
- Utility profile and management plan

Sustainability
- LEED® and energy conservation services
- Commissioning review

Maintenance Management
- Load/populate InfoCentre (CMMS)
- 24x7 call center – remote monitoring and alarming
- 24x7 operational plan and system
- Building service and maintenance
- FM staffing and services

TSO™ is committed to aligning the functioning of your building with your expectations – from budgets and energy savings to stable operations and return on investment.

RESULTS

TSO™ proven results:
- Provides training during initial operations to ease customer into full, optimal facility operation.
- Through use of TSO techniques, customer employs forward thinking energy practices and cultivates a sense of stewardship that provides facility staff with a thorough understanding of how to optimize building operations.
- Eases the transition to ownership and maintenance by providing proper construction close-out, warranty compliance, procedural manuals for standard, emergency, and preventative maintenance processes, and training staff on optimal operations.
Special Item Number (SIN) Services

SIN 541513
SMART BUILDINGS SYSTEMS INTEGRATION
Includes the comprehensive integration of building systems and technology using a non-proprietary and open architecture. Typical building systems to be integrated include: building automation, life safety, telecommunications, facilities management, security, energy and environmental control, HVAC, lighting, building envelope, access control, power management, cabling infrastructure/wireless, VOIP, video distribution, video surveillance, data network, etc. Typical integration functions include, but are not limited to: requirements analysis, strategic systems planning, system configuration, implementation alternatives, integration planning, system component acquisition, component integration, testing and analysis, interaction with Building Operations Centers, collection/manipulation of smart building component data, configuration management and control, design-guide development, operational training and support, monitoring, reporting and managing of the systems, and systems maintenance. Also includes cyber security as it relates to building control and automation systems affecting components such as fire annunciation and suppression, heating, ventilation, and air conditioning, power and lighting, elevators, and closed circuit cameras. Services may include, but are not limited to, assessing the cyber risks of a facility, making recommendations for safeguards and countermeasures, and implementing software and procedures to ensure Federal facilities are protected consistent with the Federal Information Security Management Act (FISMA) guidelines and other applicable policy.

McKinstry’s Smart Building Systems Integration offering takes advantage of intelligent automation, modern communications, and other technology solutions to operate, monitor, and maintain a building in the most efficient and cost-effective manner. A smart building incorporates a range of technology services to greatly reduce energy consumption and maintenance costs while improving comfort levels and automating many of the tasks normally performed by people.

McKinstry’s Smart Building Systems service offers a whole new approach to selecting and implementing technical systems in your facility. Our design team will serve as your product-neutral consultant to objectively ascertain the level of sophistication and integration your systems need, and to make recommendations for which systems best suit your business—resulting in a high performance building that achieves the long-term goals of your organization.

Consulting Services
We analyze and determine the best technology choices for your business, including comprehensive consideration of all communication and control systems: electrical, HVAC, security, lighting controls, fire alarm, safety, audio/visual, network infrastructure, etc.

Systems Leveraging
We make sure that your facility systems work as a cohesive operational system, providing you with the best allocation of your building’s budget.

CASE STUDY
BENAROYA SOUTH HILL DATA CENTER
McKinstry provided and installed the open protocol integration solution at Benaroya’s South Hill Data Center. They worked with the design team to determine the strategy and approach for integration of the existing building systems and data/telecom infrastructure with the new building systems to create a single user interface. The design provides a unified point of connection to the various systems installed within the facility. After integration, McKinstry set up a customized InfoCentre website, and delivered warranty services to the building tenants. They can access InfoCentre to log warranty issues and generate warranty issue requests.

PROJECT COST
$403,388

RESULTS
The data center functions as a Smart Building, continuously monitoring the performance and functionality of the mechanical, electrical and controls systems. High level dashboards display system performance for operational integrity and educational outreach.

CASE STUDY
BENAROYA SOUTH HILL DATA CENTER
McKinstry provided and installed the open protocol integration solution at Benaroya’s South Hill Data Center. They worked with the design team to determine the strategy and approach for integration of the existing building systems and data/telecom infrastructure with the new building systems to create a single user interface. The design provides a unified point of connection to the various systems installed within the facility. After integration, McKinstry set up a customized InfoCentre website, and delivered warranty services to the building tenants. They can access InfoCentre to log warranty issues and generate warranty issue requests.

PROJECT COST
$403,388

RESULTS
The data center functions as a Smart Building, continuously monitoring the performance and functionality of the mechanical, electrical and controls systems. High level dashboards display system performance for operational integrity and educational outreach.

CASE STUDY
BENAROYA SOUTH HILL DATA CENTER
McKinstry provided and installed the open protocol integration solution at Benaroya’s South Hill Data Center. They worked with the design team to determine the strategy and approach for integration of the existing building systems and data/telecom infrastructure with the new building systems to create a single user interface. The design provides a unified point of connection to the various systems installed within the facility. After integration, McKinstry set up a customized InfoCentre website, and delivered warranty services to the building tenants. They can access InfoCentre to log warranty issues and generate warranty issue requests.

PROJECT COST
$403,388

RESULTS
The data center functions as a Smart Building, continuously monitoring the performance and functionality of the mechanical, electrical and controls systems. High level dashboards display system performance for operational integrity and educational outreach.

CASE STUDY
BENAROYA SOUTH HILL DATA CENTER
McKinstry provided and installed the open protocol integration solution at Benaroya’s South Hill Data Center. They worked with the design team to determine the strategy and approach for integration of the existing building systems and data/telecom infrastructure with the new building systems to create a single user interface. The design provides a unified point of connection to the various systems installed within the facility. After integration, McKinstry set up a customized InfoCentre website, and delivered warranty services to the building tenants. They can access InfoCentre to log warranty issues and generate warranty issue requests.

PROJECT COST
$403,388

RESULTS
The data center functions as a Smart Building, continuously monitoring the performance and functionality of the mechanical, electrical and controls systems. High level dashboards display system performance for operational integrity and educational outreach.

CASE STUDY
BENAROYA SOUTH HILL DATA CENTER
McKinstry provided and installed the open protocol integration solution at Benaroya’s South Hill Data Center. They worked with the design team to determine the strategy and approach for integration of the existing building systems and data/telecom infrastructure with the new building systems to create a single user interface. The design provides a unified point of connection to the various systems installed within the facility. After integration, McKinstry set up a customized InfoCentre website, and delivered warranty services to the building tenants. They can access InfoCentre to log warranty issues and generate warranty issue requests.

PROJECT COST
$403,388

RESULTS
The data center functions as a Smart Building, continuously monitoring the performance and functionality of the mechanical, electrical and controls systems. High level dashboards display system performance for operational integrity and educational outreach.
Special Item Number (SIN) Services

Procurement Services
We put McKinstry’s buying power to work for you. Based on the number of products and services we procure each year, we know the options available to you and how to best deliver them on time and on budget.

Transition to Sustainable Operations
We maximize productivity by providing smart equipment to create high performance buildings—and we’re there to ensure your facility operation staff knows how to run your new investment.

Connection to Operations
Making climate controls an operational tool, we position your operational teams to manage your facility proactively while maintaining safety, reliability, and utility consumption.

APPROACH
We take an analytical approach that considers every aspect of your building needs, combined with nearly 50 years of design, build, operate, and maintain experience, to deliver the best control and communication systems for your building.

Consultative Technique
We spend the time to understand your specific business objectives – including your operational and sustainable goals, and your budget.

Simplicity in Design | Deliverables | Operations
We devise a solution that provides operational sophistication and is customized to meet each client’s unique requirements. We then integrate these solutions across all the aspects of the project.

RESULTS
Many of the parts associated with controls and communications are interchangeable and can be integrated. We leverage our considerable expertise to achieve the outcome you desire in design and implementation.

Lower Total Cost of Ownership (TCO)
We provide a competitive initial cost of services and technologies that decrease operational expense, flexibility for future technology evolution, an environment that drives higher productivity, and an increased asset value.

Technological Flexibility
We are product and vendor neutral, and focus on providing the best innovative solutions for your facilities.

- Reduced operating and maintenance costs
- Improved comfort levels
- Automates tasks often performed by maintenance staff
Special Item Number (SIN) Services

SIN ANCRA

ANCILLARY REPAIR AND ALTERATIONS

Repair and Alternations ancillary to existing SINs under this Schedule. Ancillary Repair and Alterations projects are those (1) solely associated with the repair, alteration, delivery or installation of products or services also purchased under this Schedule, and which are (2) routine and non-complex in nature, such as routine painting or carpeting, simple hanging of drywall, basic electrical or plumbing work, landscaping, and similar noncomplex services.

The work performed under this SIN shall be associated with existing SINs that are part of this Schedule. Ancillary Repair and Alterations shall not be the primary purpose of the work ordered but be an integral part of the total solution offered. Ancillary repair and alteration services may only be ordered in conjunction with or in support of products or services purchased under this Federal Supply Schedule contract.

McKinstry performs Ancillary Repair and Alterations as needed in support of other SINs. Our team of well-trained technicians can fully perform all aspects of maintenance, repair and restoration services to all facets of building operating systems and are backed by the full support of all business lines within the McKinstry family of operations, such as our design-build mechanical and electrical engineers.
McKinstry’s proposed labor categories associated with the performance of work under the proposed SINs of this schedule solicitation are as follows:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Account Manager</td>
<td>139.84</td>
<td>143.83</td>
<td>148.14</td>
<td>152.33</td>
<td>157.16</td>
</tr>
<tr>
<td>Administration, Senior</td>
<td>97.86</td>
<td>99.03</td>
<td>98.74</td>
<td>95.72</td>
<td>98.59</td>
</tr>
<tr>
<td>Administration, Support Staff</td>
<td>68.43</td>
<td>70.49</td>
<td>72.69</td>
<td>74.78</td>
<td>77.02</td>
</tr>
<tr>
<td>Commissioning / Controls Engineer</td>
<td>113.00</td>
<td>116.39</td>
<td>119.66</td>
<td>123.40</td>
<td>127.16</td>
</tr>
<tr>
<td>Engineer</td>
<td>144.65</td>
<td>148.97</td>
<td>153.44</td>
<td>158.04</td>
<td>162.78</td>
</tr>
<tr>
<td>Engineer, Sr.</td>
<td>184.52</td>
<td>190.06</td>
<td>195.76</td>
<td>201.83</td>
<td>207.68</td>
</tr>
<tr>
<td>Engineering Manager</td>
<td>214.45</td>
<td>220.88</td>
<td>227.51</td>
<td>234.32</td>
<td>241.40</td>
</tr>
<tr>
<td>Estimator, Sr.</td>
<td>204.47</td>
<td>210.69</td>
<td>216.92</td>
<td>223.42</td>
<td>230.13</td>
</tr>
<tr>
<td>Facility Manager</td>
<td>125.87</td>
<td>129.44</td>
<td>133.32</td>
<td>137.32</td>
<td>141.44</td>
</tr>
<tr>
<td>Facility Support Specialist I (CSR) (Consulting)</td>
<td>41.07</td>
<td>42.30</td>
<td>43.57</td>
<td>44.87</td>
<td>46.22</td>
</tr>
<tr>
<td>Facility Tech Specialist II (Eng Analyst) (Consulting)</td>
<td>83.87</td>
<td>86.39</td>
<td>88.98</td>
<td>91.65</td>
<td>94.40</td>
</tr>
<tr>
<td>M&amp;V Analyst (P&amp;F)</td>
<td>83.87</td>
<td>86.39</td>
<td>88.98</td>
<td>91.65</td>
<td>94.40</td>
</tr>
<tr>
<td>Project Director</td>
<td>171.16</td>
<td>176.29</td>
<td>181.58</td>
<td>187.03</td>
<td>192.64</td>
</tr>
<tr>
<td>Project Engineer (Remote Monitoring)</td>
<td>91.61</td>
<td>94.36</td>
<td>97.19</td>
<td>100.10</td>
<td>103.11</td>
</tr>
<tr>
<td>Project Manager</td>
<td>114.24</td>
<td>117.86</td>
<td>121.09</td>
<td>124.83</td>
<td>128.57</td>
</tr>
<tr>
<td>Project Manager, Sr.</td>
<td>146.90</td>
<td>151.31</td>
<td>155.84</td>
<td>160.52</td>
<td>165.34</td>
</tr>
<tr>
<td>Program Manager</td>
<td>118.56</td>
<td>122.12</td>
<td>125.78</td>
<td>129.56</td>
<td>133.45</td>
</tr>
<tr>
<td>Program Manager, Sr.</td>
<td>136.62</td>
<td>140.72</td>
<td>144.94</td>
<td>149.29</td>
<td>153.77</td>
</tr>
<tr>
<td>Site Superintendent</td>
<td>164.53</td>
<td>169.52</td>
<td>174.61</td>
<td>179.85</td>
<td>185.25</td>
</tr>
<tr>
<td>Site Safety Manager</td>
<td>174.55</td>
<td>179.79</td>
<td>185.18</td>
<td>190.74</td>
<td>196.46</td>
</tr>
</tbody>
</table>

The GSA Schedule rates for services offered by McKinstry, under Contract Number GS-21F-0140V, include an annual fixed escalation rate of 3%, to account of the change in the cost of business over time.
<table>
<thead>
<tr>
<th>Position</th>
<th>Primary Function</th>
</tr>
</thead>
<tbody>
<tr>
<td>Account Manager</td>
<td>Ensure client objectives and issues are dealt with in a thoughtful and effective manner, ensuring KPI’s are reached and achievement and goals evolve with client; maintain personal relationships with stakeholders; coordinate overall product/project delivery schedule, client deliverables and cross department deliverables.</td>
</tr>
<tr>
<td>Administration, Senior</td>
<td>Improve the efficiency and productivity of project managers.</td>
</tr>
<tr>
<td>Administration, Support Staff</td>
<td>Provide administrative support for Energy Services, Commissioning, and Facility Management.</td>
</tr>
<tr>
<td>Commissioning / Controls Engineer</td>
<td>Perform and supervise commissioning and balancing activities on a variety of HVAC systems.</td>
</tr>
<tr>
<td>Engineer</td>
<td>Quantify facility improvement measures including electrical, mechanical, control, water, wastewater, envelope, solid waste, irrigation, and lighting systems; perform calculations using modeling software, spreadsheets &amp; utility calculation tools; perform schematic design for building mechanical and lighting systems including drawings and layout and written scope narratives;</td>
</tr>
<tr>
<td>Engineer, Sr.</td>
<td>Develops strategies, goals and objectives to meet customer needs; support other engineers to determine the right technical approach for evaluating complex efficiency solutions; review and approve project risk reviews for energy calculations; client presentations on findings, recommendations and solutions; lead IGA project (schedule, budget, meeting, pre-qual, site walks, estimating, scope, M&amp;V &amp; rebates; coordinate facility site visits; develop new methods for improving energy calculations to increase efficiency and accuracy</td>
</tr>
<tr>
<td>Engineering Manager</td>
<td>Responsible for the design product, in-house design tools; staff development. Markets and support design services to customers and supports project delivery to customers; maintains departmental and company focus for producing superior designs; exercises global decisions on project management, estimating, accounting and purchases; assists all design team activities for specific projects; plans for schedules, supervises, delegates and provides feedback to design team</td>
</tr>
<tr>
<td>Estimator, Sr.</td>
<td>Responsible for reviewing general and special conditions and other front end documents to ensure cost estimates include the effect of those conditions on the project; reviewing subcontract quotes; reviews technical specifications and plans so as to fully understand scope of work anticipated and required elements of estimate/proposal; provides technical support and assistance to various disciplines; leads project estimating programs and scheduling; responsible for project estimates based upon conceptual and/or schematic descriptions of scope; implements value engineering and constructability practices within the estimates</td>
</tr>
<tr>
<td>Facility Manager</td>
<td>Work with the owner, tenant, and property manager to ensure facility operates effectively, efficiently, and reliably. Requires decision making ability, supervision/leadership skills, planning ability, financial/budgeting capacity, and great communication considering the best interest of the company, our client, and the facility.</td>
</tr>
<tr>
<td>Facility Support Specialist I (CSR) (Consulting)</td>
<td>Customer point of contact to ensure the efficient flow of work order information and deliver professional and knowledgeable customer service.</td>
</tr>
<tr>
<td>Facility Tech Specialist II (Eng Analyst) (Consulting)</td>
<td>Customer point of contact to generate and administrate facility-related work orders, contact service providers, and relay information in a timely and responsible manner.</td>
</tr>
</tbody>
</table>
# Labor Category Descriptions

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>M&amp;V Analyst (PAS)</td>
<td>Ensure guaranteed energy savings are met and documented to fulfill contractual requirements.</td>
</tr>
<tr>
<td>Project Director</td>
<td>Deliver projects on time and on budget</td>
</tr>
<tr>
<td>Project Engineer (Remote Monitoring)</td>
<td>Assist in the Operations department’s project development through drawings and creating contracts.</td>
</tr>
<tr>
<td>Project Manager</td>
<td>Ensure the success of assigned project(s).</td>
</tr>
<tr>
<td>Project Manager, Sr.</td>
<td>Ensure the success of assigned project(s). May supervise and mentor multiple Project Managers. Must understand corporate philosophy and ensure that the objectives of the company are reflected in project management.</td>
</tr>
<tr>
<td>Program Manager</td>
<td>Develop and manage profitable Integrated Technology, Transitional Service and Commissioning Projects.</td>
</tr>
<tr>
<td>Program Manager, Sr.</td>
<td>Plan and direct profitable energy engineering and project development activities.</td>
</tr>
<tr>
<td>Site Superintendent</td>
<td>Responsible for PM - onsite face for McKinstry, develops and manages large and compels project schedules; responsible for receiving and tracking equipment; approves daily work tickets; reviews submittals; jobsite set up and tear down logistics; scheduled and coordination of subs and vendors; assists with bid procurement; manages and closes out punch list activities; develops and maintains logs and reports as required for project execution; holds meetings and develop minutes as required for proper project execution</td>
</tr>
<tr>
<td>Site Safety Manager</td>
<td>Assist with development and execution of safety plans; monitor and reports on safety metrics to identify performance gaps and trends in safety performance gaps and trends in safety performance through auditing and incident investigations; assists project teams with adherence to safety and loss control policies; develop site-specific plans; execution of the site-specific safety plans; verifies subcontracts are conducting work activities per OSHA standards</td>
</tr>
</tbody>
</table>
### Purchasing Information

**Contractor:** McKinstry Essention, LLC.

**Contract Number:** GS-21F-0140V

**Contract Period:** September 10, 2019 – September 30, 2024 (with two 5-year options)

**Awarded Special Item Numbers:**
- ANCILLARY Ancillary Supplies & Services
- 541690E Energy Consulting Services
- 541690 Integrated Logistics Support
- NEW Introduction of New Supplies and Services
- 541513 Smart Building Systems Integrator
- ANCRA Ancillary Repair and Alterations
- OLM Order-Level Material

**Minimum/Maximum Order:** None

**Geographic Coverage:** Domestic

**Primary Points of Production:** Arizona, Colorado, Idaho, Kansas, Minnesota, Montana, Oregon, Texas, Utah, Washington, and Wisconsin

**Discount from List Prices:** McKinstry does not offer any discounts better than our best price as offered to the GSA.

**Payment Terms:** Net 30

**Payment Methods:** Electronic Funds Transfer (EFT), check, Government procurement cards

**Time of Delivery:** Project specific

**FOB Point:** Destination unless stated otherwise in contract Delivery Order

**Ordering/Payment Address:** P.O. Box 24567, Seattle, WA 98124

**Ordering E-mail:** karenf@mckinstry.com

**Company Website:** [www.mckinstry.com](http://www.mckinstry.com)

**McKinstry/Primary Point of Contact:** Karen Firmaniuk, Product Management Director  
Telephone: (206) 763-4828, karenf@mckinstry.com

**Business Size:** Large
Purchasing Information

**NAICS:** 541513, 238990, 541690

**DUNs Number:** 07-874-6529

**Purchase Card:** Government-wide Commercial Purchase Card will be accepted.
How to Order from a BPA

This information will assist ordering agency offices understand how to utilize Blanket Purchase Agreements (BPAs) under the GSA Federal Supply Schedule contracts.

Blanket Purchase Agreements (BPAs) are a simplified method of filling anticipated repetitive needs for services and products. BPAs are "charge accounts" that ordering offices establish with GSA Schedule contractors to provide themselves with an easy ordering tool. In accordance with Federal Acquisition Regulation (FAR) 8.404, ordering offices may establish BPAs under any GSA Schedule contract.

Benefits and Advantages of Using BPAs

Contractual terms and conditions are contained in the GSA Schedule contracts and are not to be renegotiated for the GSA Federal Supply Schedule BPAs. Therefore, as a purchasing option, BPAs eliminate such contracting and open market costs as the search for sources, the need to prepare solicitations, and the requirement to synopsize the acquisition. BPAs also—

- Satisfy recurring requirements;
- Reduce acquisition costs through quantity discounts;
- Save time by eliminating repetitive, individual purchases and payments;
- Reduce administrative efforts and paperwork;
- Obtain better value by leveraging an ordering office's buying power through volume purchasing;
- Enable an ordering office to use streamlined ordering procedures with no dollar limitations on individual task/delivery orders;
- Permit an ordering office to incorporate Contractor Team Arrangements;
- Allow for quicker turnarounds on orders; and
- Permit an ordering office to incorporate terms and conditions not in conflict with the underlying contract.

A BPA can be set up for local and regional offices across the nation to use, thus allowing them to participate in an ordering office's BPA and place orders directly with GSA Federal Supply Schedule contractors. In doing so, the entire agency reaps the benefits of additional discounts negotiated into the BPA. In addition, the ordering office reduces the administrative burden of writing numerous task/delivery orders, while still being able to order as much as it wants and as often as it wants. The flexibility and advantages are endless when setting up a BPA.

Establishing a BPA

BPAs are established directly with a GSA Schedule contractor(s). In accordance with FAR 8.404, an ordering office may request a price reduction based on the total estimated volume of the BPA, regardless of the size of individual orders. The Request For Quotation (RFQ) should specify the ordering office's requirements,
How to Order from a BPA

including estimated quantities and work to be performed, and should advise GSA Schedule contractors whether the ordering office intends to establish a single BPA or multiple BPAs.

Generally, a single BPA should be established when the ordering office can easily define its services and/or products requirements and a firm-fixed price or ceiling price can be established. Since a best value selection is made when the single BPA is established, the ordering office does not need to make a separate best value selection for each order under the BPA. Multiple BPAs should be established when the ordering office cannot easily define its services and/or products requirements, or it determines that more than one BPA is needed to meet its needs. First determine which GSA Schedule contractors are technically qualified and then establish BPAs with them. When multiple BPAs are established, each order must be competed among all BPA holders and a best value selection must be made each time an order is placed. All BPAs must contain certain information, such as:

- The name of the GSA Schedule contractor;
- The GSA Schedule contract number;
- The BPA number assigned by the ordering office;
- A description of the requirement, to include estimated quantities and work to be performed;
- The prices and/or discounts;
- The extent of the obligation;
- Any additional price reductions negotiated by the ordering office, based on the proposed dollar value of the BPA;
- A listing of individuals authorized to purchase under the BPA;
- The delivery or performance time frames;
- The location of deliveries;
- The frequency of ordering and invoicing;
- The date of BPA expiration; and
- A statement that all other terms and conditions are contained in the GSA Federal Supply Schedule contract.

*Note: Prices under GSA Federal Supply Schedule contracts have already been determined to be fair and reasonable.*
How to Order from a BPA

Best Value Blanket Purchase Agreement

FEDERAL SUPPLY SCHEDULE

(Insert Customer Name)

In the spirit of the Federal Acquisition Streamlining Act, (Agency) and McKinstry Essention, LLC, enter into a cooperative agreement to further reduce the administrative costs of acquiring commercial items from the General Services Administration (GSA) Federal Supply Schedule Contract(s) GS-21F-0140V.

Federal Supply Schedule Contract BPAs eliminate contracting and open market costs such as search for sources, development of technical documents, solicitations and the evaluation of offers. Teaming Arrangements are permitted with Federal Supply Schedule Contractors in accordance with Federal Acquisition Regulation (FAR) 9.6.

This BPA will further decrease costs, reduce paperwork, and save time by eliminating the need for repetitive, individual purchases from the Schedule Contract. The end result is to create a purchasing mechanism for the Government that works better and costs less.

Signatures:

_______________________________________________

Agency Date

_______________________________________________

McKinstry Essention, LLC. Date
How to Order from a BPA

BPA NUMBER__________________________

(Customer Name)
Blanket Purchase Agreement

Pursuant to GSA Federal Supply Schedule Contract Number(s) **GS-21F-0140V**, Blanket Purchase Agreements (BPAs), McKinstry Essention, LLC. agrees to the following terms of a BPA EXCLUSIVELY WITH **(Ordering Agency)**:

(1) The following contract items can be ordered under this BPA. All orders placed against this BPA are subject to the terms and conditions of the contract, except as noted below:

Special Item Number: *Special BPA Discount/Price:
_____________________  ___________________________
_____________________  ___________________________

(2) Delivery:

Delivery Schedule/Dates

Destination
_____________________  ___________________________

(3) The Government estimates, but does not guarantee, that the volume of purchases through this agreement will be ______________.

(4) This BPA does not obligate any funds.

(5) This BPA expires on ________________ or at the end of the contract period, whichever is earlier.

(6) The following office(s) is hereby authorized to place orders under this BPA:

Office(s):____________________________________________________________________________

Point of Contact: ______________________________________________

(7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), FAX, or paper.

(8) Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:

(a) Name of Contractor: **McKinstry Essention, LLC.**
How to Order from a BPA

(b) Contract Number: **GS-21F-0140V**

(c) BPA Number:

(d) Special Item Number:

(e) Purchase Order Number:

(f) Date of Purchase:

(g) Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems, provided that the invoice is itemized to show the information):

(h) Date of Shipment:

(9) The requirements of a proper invoice are specified in the Federal Supply Schedule Contract. Invoices will be submitted to the address specified within the purchase order transmission issued against this BPA.

(10) The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and Pepco Energy’s invoice, the provisions of this BPA will take precedence. The Federal Supply Schedules Program permits contractors to offer price reductions in accordance with commercial practice. Contractor Team Arrangements are permitted with Federal Supply Schedule contractors in accordance with FAR Subpart 9.6.