



**WHOLE BUILDING SYSTEMS, LLC**  
**Engineering and Energy Management Consulting**

**BUSINESS SIZE: SMALL**

**DUNS 965949402**

**CAGE 6QW77**

<b>WBS CONTRACT:</b>	<b># GS-21F-144AA</b>
<b>MAS 03FAC:</b>	<b>Facilities Maintenance and Management</b>
<b>SCHEDULE:</b>	<b>6FEC-E6-030292-B</b>
<b>SINS:</b>	<b>871-202 871-206 871-207</b>
<b>Contract Dates:</b>	<b>June 5, 2013 – June 4, 2018</b>

<b>CONTACT:</b>	<b>SUSAN COLLINS</b> <b>Chief Operating Officer</b>
<b>EMAIL:</b>	<b>scollins@wholebuildingsystems.com</b>
<b>PHONE:</b>	<b>843-864-7716</b>
<b>ADDRESS:</b>	<b>921 Pitt Street</b> <b>Mt Pleasant, SC 29464</b>

## TABLE OF CONTENTS

Click on the link for direct access

<b>I.</b>	<a href="#">Company Overview</a>
<b>II.</b>	<a href="#">Customer Information</a>
<b>III.</b>	<a href="#">Services Offered</a>
<b>IV.</b>	<a href="#">Schedule Pricing</a>
<b>V.</b>	<a href="#">Labor Category Descriptions</a>
<b>VI.</b>	<a href="#">GSA Discounts</a>
<b>VII.</b>	<a href="#">WBS Capability Statement</a>

## I. Company Overview

Whole Building Systems, LLC is an engineering and energy management consulting firm located in Charleston, South Carolina. CEO Dennis Knight has over 38 years in engineering, design, construction and energy management. He holds a BS in physics, is a registered PE and CxA, and is currently Vice Chair of ASHRAE’s BIM Multi-Disciplinary Task Group and Chair of ASHRAE’s Energy Modeling Conference. He has published numerous articles in the field of energy management and high performance buildings, and lectures internationally as part of ASHRAE’s Distinguished Lecturer series. Mr. Knight has worked on over 5,000 commercial buildings, commissioned complex building types including hospitals and supermarkets, and is one of a handful of professionals certified by ASHRAE as a Building Energy Modeling Professional (BEMP).

Partner and COO, Susan Collins has over 28 years in strategic planning, marketing, business management and product development. One of her many accomplishments includes launching the DIRECTV Satellite service. Ms. Collins oversees WBS business operations, contractual obligations and quality control.

WBS uses the most technically advanced tools and methods for delivering energy management solutions allowing the company to provide high quality services at affordable rates. Competencies include Commissioning, Energy Management and Strategic Planning, Energy Audits and Modeling. We serve a variety of clients and have the capacity to work on both small and large projects.

## II. Customer Information

<b>Company Name:</b>	<b>Whole Building Systems, LLC</b>
<b>GSA Contract Number:</b>	<b>GS-21F-144AA</b>
<b>GSA Schedule Number:</b>	<b>6FEC-E6-030292-B</b>
	<b>DUNS: 965949402</b>
<b>DUNS/CAGE/FED ID:</b>	<b>CAGE: 6QW77</b>
	<b>FEIN: 27- 3946440</b>
<b>Contract Term Dates:</b>	<b>June 5, 2013 – June 4, 2018</b>

**Primary Contact Information:**

<b>CONTACT:</b>	<b>SUSAN COLLINS Chief Operating Officer</b>
<b>EMAIL:</b>	<b>scollins@wholebuildingsystems.com</b>
<b>PHONE:</b>	<b>843-864-7716</b>
<b>ADDRESS:</b>	<b>921 Pitt Street Mt Pleasant, SC 29464</b>
<b>MAILING ADDRESS:</b>	<b>PO Box 1845 Mt Pleasant, SC 29465</b>

**1.a SINS Services Offered**

**871-202**

**Energy Management  
and Planning Services**

- **Gap Analysis and Change Management**
- **Building and Portfolio Benchmarking using EPA Portfolio Manager**
- **Assistance Setting Goals, Priorities and Analyzing Results**
- **ISO 50001 Energy Management System (EnMS) Implementation**
- **BIM (Building Information Modeling)**
- **Energy Modeling Using Trane Trace, Revit and ASHRAE bEQ**
- **LCCA – Life Cycle Cost Assessment Analysis**
- **Owner Project Requirements (OPR) for New Construction and Major Renovation**
- **Maintenance and Operations Strategies**
- **LEED Consulting**
- **IECC 2009 Code Compliance**
- **Energy Star Building Labeling**
- **Feasibility Studies**
- **Utility Rate and Interval Data Analyses**
- **Remote Monitoring and Ongoing Technical Support**

**871-206**

**Building Commissioning Services**

- **Building Commissioning for New Construction and Renovation**
- **Retro and Recommissioning for Existing Buildings**
- **Enhanced Commissioning for LEED**
- **Energy Modeling Using Trane Trace, Revit and ASHRAE bEQ**
- **Owner Project Requirements (OPR) for High Performance Buildings**
- **Building Automation System Scheduling and Sequence of Operations Consulting**
- **Remote Monitoring and On-going Technical Support**

**871-207**

**Energy Audit Services**

- **ASHRAE Level I, II and III Energy Audits**
- **Trane Trace Energy Modeling**
- **Building and Portfolio Benchmarking Using EPA Portfolio Manager**
- **Building Condition Assessments**
- **Energy Conservation Measure Prioritization**
- **Building Automation System Scheduling and Sequence of Operations Consulting**
- **Remote Monitoring and On-going Technical Support**

**1b. Lowest Unit Price**

All rates include IFF

Labor Category	Hourly Rate
Principal	\$142.50
Sr. Executive	\$118.75
Associate	\$80.75

## 1c. Labor Category Descriptions

### **PRINCIPAL**

A Principal is highly regarded as a subject matter expert and thought leader in their field. They provide the highest level of consulting service to clients, both public and private, for performance improvement. They have deep technical knowledge on a broad range of subject matter within their area of expertise. They possess numerous certifications and distinctions, and are frequently asked to author or lecture on their area of expertise. A Principal identifies strategic, technical and organizational priorities, assesses performance improvement opportunities, makes recommendations for improvement based on experience and knowledge, and facilitates sound decision-making for clients. This is an officer or partner level position that works independently and in teams with clients and is responsible for continuous innovation and performance improvement both internally and externally. Master's degree or PE + 30 years experience is required.

### **SENIOR EXECUTIVE**

Senior Executives are highly skilled professionals with a track record of success throughout their career. They possess exceptional problem solving skills, critical thinking and strategic planning abilities, and have broad subject matter expertise. A Sr. Executive assists clients in analyzing current practices, identifying goals and strategic initiatives for performance improvement, recommending measurement and verification processes and examining an organization's organizational structure to help facilitate implementation of specific actions that can be taken to achieve goals. This is an officer or partner level position that works independently and in teams with clients and is responsible for continuous innovation and performance improvement both internally and externally. Bachelor's degree and 20+ years experience required.

### **ASSOCIATE**

An Associate works under supervision and is responsible for program management tasks for multiple projects that meet contractual obligations, project schedules and budgets. Associates are expected to follow the WBS Project Management Guidelines, perform quality assurance checks of deliverables and to proactively seek out methods to make project management more efficient. This is a mid-level position that receives direction on objectives and goals and is given latitude to develop approaches to tasks and project work to improve efficiency and quality. Work is reviewed for adherence to WBS technical and management standards and results achieved. Bachelor's degree and 5+ of experience. WBS will consider technical certifications or other relevant experience in lieu of education.

2.	<b>Maximum Order</b>	\$1,000,000
3.	<b>Minimum Order</b>	\$100
4.	<b>Geographical Coverage</b>	US DOMESTIC
5.	<b>Points of Production</b>	921 Pitt Street, Mt. Pleasant, SC 78 Alexander Street Suite C, Charleston, SC Services also performed on project site.
6.	<b>GSA Discount from Commercial Prices</b>	6 – 17%
7.	<b>GSA Quantity Discounts</b>	3% ON ORDERS OF \$250,000 OR MORE
8.	<b>Prompt Payment Terms</b>	NONE
9.	a. <b>Purchase Card Acceptance Below Micro-threshold</b>	WBS will accept Purchase Cards below Micro Purchase level
	b. <b>Purchase Card Acceptance Above Micro-threshold</b>	WBS will accept Purchase Cards above Micro Purchase level
10.	<b>Foreign Items</b>	Not Applicable
11.	a. <b>Time of Delivery After Receipt of Offer</b>	Per Task Order
	b. <b>Expedited Deliver</b>	Per Task Order
	c. <b>Overnight and 2<sup>nd</sup> Day</b>	Per Task Order
	d. <b>Urgent Requirements</b>	Clause I-FSS-140-B of the contract applies. Contact Susan Collins at 843-864-7716 ( <a href="mailto:scollins@wholebuildingsystems.com">scollins@wholebuildingsystems.com</a> ) to possibly affect faster delivery
12.	<b>FOB points</b>	Destination
13.	a. <b>Ordering Address</b>	PO Box 1845 Mt Pleasant, SC 29465
	b. <b>Ordering Procedures</b>	Ordering procedures for services are found on Federal Acquisition Regulation (FAR) 8.405-3

<b>14.</b>	<b>Payment Address</b>	PO Box 1845 Mt Pleasant, SC 29465
<b>15.</b>	<b>Warranty Provisions</b>	Not Applicable
<b>16.</b>	<b>Export Packing Charges</b>	Not Applicable
<b>17.</b>	<b>Terms and Conditions of Government Purchase Card acceptance</b>	Government Purchase cards are accepted.
<b>18.</b>	<b>Terms and Conditions of Rental, Maintenance and Repair</b>	Not Applicable
<b>19.</b>	<b>Terms and Conditions of Installation</b>	Not Applicable
<b>20. a.</b>	<b>Terms and Conditions of Repair Parts</b>	Not Applicable
<b>b.</b>	<b>Terms and Conditions for Any Other Services</b>	Per Task Order
<b>21.</b>	<b>List of Services and Distribution Points</b>	Services see SINS Offered. Distribution points same as #5 Points of Production.
<b>22.</b>	<b>List of Participating Dealers</b>	Not Applicable
<b>23.</b>	<b>Preventative Maintenance</b>	Not Applicable
<b>24. a.</b>	<b>Special Attributes</b>	WBS Capabilities Statement
<b>b.</b>	<b>Section 508 Compliance</b>	If applicable, Section 508 compliance information on Electronic and Information Technology (EIT) supplies and services will be addressed on a task order basis. The EIT standards can be found at: <a href="http://www.Section508.gov/">www.Section508.gov/</a> .
<b>25.</b>	<b>DUNS Number</b>	965949402
<b>26.</b>	<b>Notification Regarding Registration in SAM</b>	Cage 6QW77