

# General Services Administration

## Federal Supply Service

### Authorized Federal Supply Schedule Price List

*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: GSAAvantage.gov.*

Schedule Title: Financial and Business Solutions  
FSC Group and Part: Group 520, Part 1  
Contract Number: GS-23F-00064

*For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at [fss.gsa.gov](http://fss.gsa.gov).*

Contract Period: November 5, 2007 to November 4, 2012  
Contactor Name: Greengate LLC  
Address: 2001 L St., NW, STE 901  
Washington, DC 20036  
Phone Number: 202.887.6822  
Fax Number: 202.887.8251  
Web site: [www.greengatellc.com](http://www.greengatellc.com)  
Contact for Contract Administration: Paul G. Ameer  
Business Size: Small

## Customer Information

- 1a. SIN Awarded: 520-1, Program Financial Advisor Services
- 1b. See price list below
- 1c. See description of labor categories below
2. Maximum Order: \$1,000,000
3. Minimum Order: \$300.00
4. Geographic coverage (delivery area): Domestic and overseas delivery
5. Point(s) of production: As required per task order
6. Discount from list prices or statement of net price: N/A
7. Quantity discounts: For orders of \$550,001.00 or more, a 2% discount will be applied to the total task order price.
8. Prompt payment terms: N/A
- 9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold. Yes
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold. Do not accept.
10. Foreign items: N/A
- 11a. Time of delivery: N/A
- 11b. Expedited Delivery: Items available for expedited delivery are noted in this price list.
- 11c. Overnight and 2-day delivery: N/A
- 11d. Urgent Requirements: See contract clause I-FSS-14-B. Agencies can contact the Contractor's representative to effect a faster delivery.
12. F.O.B. point(s): Destination.
- 13a. Ordering address(es): Paul G. Ameer  
2001 L St., NW  
Suite 901  
Washington, DC 20036
- 13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.
14. Payment address(es): Paul G. Ameer  
2001 L St., NW  
Suite 901  
Washington, DC 20036
15. Warranty provision. N/A
16. Export packing charges, if applicable. N/A
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level). N/A

18. Terms and conditions of rental, maintenance, and repair (if applicable). N/A
19. Terms and conditions of installation (if applicable). N/A
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). N/A
- 20a. Terms and conditions for any other services (if applicable). N/A
21. List of service and distribution points (if applicable). N/A
22. List of participating dealers (if applicable). N/A
23. Preventive maintenance (if applicable). N/A
- 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). N/A
- 24b. Section 508 compliance information: N/A
25. Data Universal Number System (DUNS) number: 188547462
26. Notification regarding registration in Central Contractor Registration (CCR) database. Registered. Registration valid to 7/20/2008.

## Price List

*(for the entire base period of five years)*

<b>Labor Category</b>	<b>Discounted Hourly Rate 11/5/07 - 11/4/08</b>	<b>Discounted Hourly Rate 11/5/08 - 11/4/09</b>	<b>Discounted Hourly Rate 11/5/09 - 11/4/10</b>	<b>Discounted Hourly Rate 11/5/10- 11/4/11</b>	<b>Discounted Hourly Rate 11/5/11 - 11/4/12</b>
Managing Director	\$255.00	\$262.65	\$270.53	\$278.65	\$287.00
Director	\$212.50	\$218.88	\$225.44	\$232.20	\$239.17
Senior Associate	\$157.25	\$161.97	\$166.83	\$171.83	\$176.99
Associate	\$127.50	\$131.33	\$135.26	\$139.32	\$143.50
Analyst	\$106.25	\$109.44	\$112.72	\$116.10	\$119.59

## **Description of Labor Categories**

Managing Director: Responsible for the overall planning and execution of assignments, including ensuring that sufficient and appropriate resources are allocated. Develops and/or approves approach to scope of work, monitors task execution, prepares and reviews deliverables, and serves as the main point of contact for client. Other responsibilities include managing the firm. Managing Directors generally have at least 15 years of relevant experience and a Masters degree in finance, business, economics or related fields.

Director: Responsible for the overall planning and execution of assignments, including monitoring day-to-day progress of task activities. Develops and/or approves approach to scope of work, monitors task execution, prepares and reviews deliverables, and serves as a point of contact for client. Directors generally have at least ten years of relevant experience and a Masters degree in finance, business, economics or related fields.

Senior Associate: Responsible for leading and performing certain task activities, including preparing analyses, developing financial models, reports, presentations and other deliverables. Senior Associates have approximately three to five years of relevant experience and a Masters in degree in finance, business, economics or related fields.

Associate: Responsible for assisting in the performance of certain task activities, including preparing analyses, developing financial models, reports, presentations and other deliverables. Associates have up to approximately three years of relevant experience and some prior professional work experience, and a Masters in degree in finance, business, economics or related fields.

Analyst: Responsible for providing support to the project team, including performing research, credit analysis, and gathering data. Analysts typically have an undergraduate degree and some professional work experience.

## Greengate Overview

Greengate LLC is an independent financial advisory services firm based in Washington, DC.

We provide financial advisory and restructuring services in the energy and infrastructure sectors globally.

Greengate's team has an extensive track record in the power, oil and gas (including LNG), pipelines, petrochemicals and infrastructure sectors.

We are a transaction-focused firm, supporting clients throughout the financing process, including: early stage project development, commercial and financial structuring, financing plan formulation, term sheet negotiations, final documentation and closing and post-closing activities.

Clients include:

- Project sponsors (developers)
- Government agencies
- Financing institutions and investors

Greengate Loan Services (GLS) was formed to originate and develop structured loan transactions in connection with commercial bank project finance portfolios.

Greengate provides a range of services in connection with project and structured finance transactions:

- Advise on joint venture and shareholder agreements
- Advise on the commercial terms and financing issues of commercial agreements
- Develop and maintain financial models and advise on key assumptions
- Advise on financial structuring issues (capital structure, leverage ratios, lease structures, credit counterparty issues, etc.)
- Develop and evaluate financing plan options
- Identify, analyze and develop solutions for mitigating risks
- Prepare bankability studies
- Prepare, evaluate and negotiate financing term sheets
- Interact and manage work performed by legal, technical, insurance and market consultants as applicable
- Advise on financing documentation
- Assist in financial closing and post closing activities

Greengate provides a range of services in connection with restructurings:

- Provide commercial structuring advice
- Perform financial analysis and modeling
- Perform debt restructuring analysis
- Conduct valuation analysis
- Perform credit analysis
- Provide negotiation support
- Advise on intercreditor arrangements
- Provide legal related support (e.g., expert witness testimony)