



**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: <http://www.gsaadvantage.gov>*

**General Services Administration  
Federal Acquisition Service  
Financial and Business Solutions (FABS)  
Schedule 520**

CONTRACT NUMBER:  
**GS-23F-0018X**

Period Covered by Contract:  
**December 14, 2010 to December 13, 2015**

**Stout Risius Ross Inc.**  
One South Wacker Drive, 38th Floor,  
Chicago, IL 60606  
Phone: (248) 208-8800  
Fax: (248) 208-8822  
[www.srr.com](http://www.srr.com)

General Services Administration  
Management Services Center Acquisition Division  
Supplement #PA-0010, dated March 7, 2014.

Business Size: Large  
DUNS: 78-056-1106

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.fss.gsa.gov>.

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**GSA AWARDED TERMS AND CONDITIONS  
STOUT RISIUS ROSS INC.**

- 1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

**520-2: Transaction Specialist**

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

**Please see attached pricelist for details**

- 1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided.

**Please see attached pricelist for details**

2. Maximum order.

**\$1,000,000**

3. Minimum order.

**\$100**

4. Geographic coverage (delivery area).

**48 contiguous United States, including Washington, DC, Puerto Rico, Alaska, and Hawaii**

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

**Stout Risius Ross Inc.  
One South Wacker Drive, 38th Floor,  
Chicago, IL 60606**

**4000 Town Center, 20th Floor  
Southfield, Michigan 48075**

**600 Superior Avenue East, Suite 1700  
Cleveland OH 44114**

**8180 Greensboro, Suite 600,  
McLean, VA 22101**

**780 Third Avenue, 9th Floor,  
New York, NY 10017**

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

**Net GSA pricing is listed in the attached pricing tables**

7. Quantity discounts.

**None**

8. Prompt payment terms.

**0%, Net 30 Days**

9a. Government purchase cards *are accepted* at or below the micro-purchase threshold.

9b. Government purchase cards *are not accepted* above the micro-purchase threshold.

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

**Not Applicable**

11a. Time of delivery.

**The contractor shall deliver or perform services in accordance with the terms negotiated in the agency's Statement of Work (SOW).**

11b. Expedited Delivery.

**Expedited delivery time is to be negotiated between Contractor and Ordering Agency**

11c. Overnight and 2-day delivery.

**Overnight and 2-day delivery time is to be negotiated between Contractor and Ordering Agency**

11d. Urgent Requirements.

**Urgent Requirements delivery time is to be negotiated between Contractor and Ordering Agency**

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

**Not applicable**

13a. Ordering address(es).

**Stout Risius Ross Inc.  
4000 Town Center, 20th Floor  
Southfield, Michigan 48075**

**One South Wacker Drive, 38th Floor,  
Chicago, IL 60606**

**600 Superior Avenue East, Suite 1700  
Cleveland OH 44114**

**8180 Greensboro, Suite 600,  
McLean, VA 22101**

**780 Third Avenue, 9th Floor,  
New York, NY 10017**

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).

**Stout Risius Ross Inc.  
4000 Town Center, 20th Floor  
Southfield MI 48075**

**Phone: (248) 208-8800**  
**Fax: (248) 208-8822**

15. Warranty provision.  
**Not Applicable**
16. Export packing charges, if applicable.  
**Not Applicable**
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level).  
**Stout Risius Ross Inc. will accept Government Purchase Cards for purchases up to, but not above the micro-purchase threshold of \$3,000.**
18. Terms and conditions of rental, maintenance, and repair (if applicable).  
**Not Applicable**
19. Terms and conditions of installation (if applicable).  
**Not Applicable**
- 20a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable).  
**Not Applicable**
- 20b. Terms and conditions for any other services (if applicable)  
**Not Applicable**
21. List of service and distribution points (if applicable).  
**Not Applicable**
22. List of participating dealers (if applicable).  
**Not Applicable**
23. Preventive maintenance (if applicable).  
**Not Applicable**
- 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants).  
**None**
- 24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: [www.Section508.gov/](http://www.Section508.gov/).  
**Not Applicable**
25. Data Universal Number System (DUNS) number: **78-056-1106**
26. Notification regarding registration in The System for Award Management (SAM) database.  
**CAGE Code No. 41SK0 active in SAM**



## GSA Labor Category Descriptions

### **Business Valuation Managing Director**

#### **Education / Experience:**

- Minimum Education: Bachelor's Degree in Business Administration, Management, Finance, Accounting, or other related discipline from an accredited college or university.
- Minimum/General Experience: At least 12 years of business valuation or related professional experience

#### **Primary Duties:**

Responsible for creating successful revenue streams through clients and referrals. Responsible for identifying potential clients and building and maintaining new and existing relationships. Knowledge of the firm's product offerings within the Business Valuation group. Provides subject matter expertise in business valuation to clients and oversees and leads business valuation engagements ensuring all needs of the client are met. Sets a strategic direction for determining appropriate marketing activities as well as attending marketing/business development activities with clients/potential clients. Has a high level of involvement in setting the group's vision and strategic focus as well as being involved in overall budget to achieve financial goals/objectives of the group. Proven management and leadership skills in heading up a business valuation practice. Generates leads for new work and also closes work when leads are provided.

### **Business Valuation Director**

#### **Education / Experience:**

- Minimum Education: Bachelor's Degree in Business Administration, Management, Finance, Accounting, or other related discipline from an accredited college or university.
- Minimum/General Experience: At least 8 years of business valuation or related professional experience

#### **Primary Duties:**

Oversees engagements valuing debt, equity, and intangible assets of closely held and publicly traded companies, corporate tax planning, and private equity/hedge fund portfolio valuation matters. Interacts with the client, project management, analysis, as well as managing junior staff (who are responsible for developing financial models), performing economic and industry research, and creating presentations and reports that are submitted to our clients. Identifies potential clients for purposes of developing long-term relationships and attends appointments with potential clients with other Managing Directors, Directors and Business Development professionals. Builds and maintains existing client relationships. Provides guidance, motivation and training to junior staff.

### **Business Valuation Manager**

#### **Education / Experience:**

- Minimum Education: Bachelor's Degree in Business Administration, Management, Finance, Accounting, or other related discipline from an accredited college or university.
- Minimum/General Experience: At least 5 years of business valuation or related professional experience

#### **Primary Duties:**

Manages day-to-day activities on engagements valuing debt, equity, and intangible assets of closely held and publicly traded companies. The manager is responsible for providing guidance and training to entry level analysts and will work on a variety of assignments in numerous industries. Oversees the engagement process which includes interacting with the client, project management, analysis, as well as managing analysts and senior analysts who are responsible for developing financial models, performing economic and industry research, and creating presentations and reports that are submitted to our clients.

### **Business Valuation Senior Analyst**

#### **Education / Experience:**

- Minimum Education: Bachelor's Degree in Business Administration, Management, Finance, Accounting, or other related discipline from an accredited college or university.
- Minimum/General Experience: At least 2-3 years of business valuation or related professional experience

#### **Primary Duties:**

Assists in the valuation of businesses, securities, and intangible assets. Performs varied and difficult tasks autonomously with little managerial supervision. Works on a variety of business valuation assignments in numerous industries while providing guidance and training to entry-level analysts regarding appropriate methodologies, policies, and procedures. Responsible for developing and maintaining financial models used in analyses, performing economic and industry research, and creating presentations and reports that are submitted to our clients.

### **Business Valuation Analyst**

#### **Education / Experience:**

- Minimum Education: Bachelor's Degree in Business Administration, Management, Finance, Accounting, or other related discipline from an accredited college or university.
- Minimum/General Experience: Recent graduate, less than 3 years of business valuation or related professional experience

#### **Primary Duties:**

Assists in the valuation of businesses, securities, and intangible assets. Works on a variety of valuation assignments in numerous industries. Responsible for utilizing financial models, performing economic and industry research, collecting and verifying data, assisting in creation of presentations and reports, and certain administrative tasks related to client engagements.

### **Business Valuation Assistant**

#### **Education / Experience:**

- Minimum Education: High School Diploma
- Minimum/General Experience: Entry Level Position; No prior experience required

#### **Primary Duties:**

Provides clerical and administrative support services for the client service team including scheduling meetings, copying and organizing documents and sending letters and data requests. Assists with business development activities by coordinating events and meetings. Also responsible for report production, document retention, and other support activities.

## **Real Estate Managing Director**

### **Education / Experience:**

- Minimum Education: Bachelor's Degree in Business Administration, Management, Finance, Accounting, or other related discipline from an accredited college or university.
- Minimum/General Experience: At least 12 years of real estate appraisal or related professional experience, holds MAI designation (except in rare cases)

### **Primary Duties:**

Responsible for creating successful revenue streams through clients and referrals. Responsible for identifying potential clients and building and maintaining new and existing relationships. Knowledge of the firm's product offerings within the Real Estate group. Provides subject matter expertise in real estate appraisal to clients and oversees and leads appraisal projects ensuring all needs of the client are met. Sets a strategic direction for determining appropriate marketing activities as well as attending marketing/business development activities with clients/potential clients. Has a high level of involvement in setting the group's vision and strategic focus as well as being involved in overall budget to achieve financial goals/objectives of the group. Proven management and leadership skills in heading up a real estate appraisal practice. Generates leads for new work and also closes work when leads are provided.

## **Real Estate Director**

### **Education / Experience:**

- Minimum Education: Bachelor's Degree in Business Administration, Management, Finance, Accounting, or other related discipline from an accredited college or university.
- Minimum/General Experience: At least 8 years of real estate appraisal or related professional experience, holds MAI designation (except in rare cases)

### **Primary Duties:**

Oversees engagements appraising real estate for feasibility studies, property financing, property tax appeals, purchase/sale advisement, condemnation, and litigation-related assignments. Interacts with the client, project management, analysis, as well as managing junior staff (who are responsible for developing financial models), and performing real estate appraisals and creating appraisal reports that are submitted to our clients. Identifies potential clients for purposes of developing long-term relationships and attends appointments with potential clients with other Managing Directors, Directors and Business Development professionals. Builds and maintains existing client relationships. Provides guidance, motivation and training to junior staff.

## **Real Estate Manager**

### **Education / Experience:**

- Minimum Education: Bachelor's Degree in Business Administration, Management, Finance, Accounting, or other related discipline from an accredited college or university.
- Minimum/General Experience: At least 5 years of real estate appraisal or related professional experience, holds or is close to acquiring MAI designation

### **Primary Duties:**

Manages day-to-day activities on engagements appraising real estate for feasibility studies, property financing, property tax appeals, purchase/sale advisement, condemnation, and litigation-related assignments. The manager is responsible for providing guidance and training to entry level analysts and will work on a variety of assignments in numerous industries. Oversees the engagement process which includes interacting with the client, project management, and analysis, as well as managing analysts and senior analysts who are responsible for developing financial models, assisting with economic and industry research, and assisting with appraisal reports that are submitted to our clients.

### **Real Estate Senior Analyst**

#### **Education / Experience:**

- Minimum Education: Bachelor's Degree in Business Administration, Management, Finance, Accounting, or other related discipline from an accredited college or university.
- Minimum/General Experience: At least 2-3 years of real estate appraisal or related professional experience, pursuing MAI designation

#### **Primary Duties:**

Assists in the appraisal of real estate for feasibility studies, property financing, property tax appeals, purchase/sale advisement, condemnation, and litigation-related assignments. Performs varied and difficult tasks autonomously with little managerial supervision. Provides guidance and training to entry-level analysts regarding appropriate methodologies, policies, and procedures. Responsible for developing and maintaining financial models used in analyses, conducting research and gathering information regarding the subject property and comparable properties as well as assisting in preparation of regional and neighborhood analyses.

### **Real Estate Analyst**

#### **Education / Experience:**

- Minimum Education: Bachelor's Degree in Business Administration, Management, Finance, Accounting, or other related discipline from an accredited college or university.
- Minimum/General Experience: Recent graduate, less than 3 years of real estate appraisal or related professional experience, pursuing Certified General Licensure or equivalent

#### **Primary Duties:**

Assists in the appraisal of real estate for feasibility studies, property financing, property tax appeals, purchase/sale advisement, condemnation, and litigation-related assignments. Responsible for utilizing financial models used in analyses, collecting and verifying data related to the subject of the appraisal and comparable properties, assisting in creation of presentations and reports, and certain administrative tasks related to client engagements.

### **Real Estate Assistant**

#### **Education / Experience:**

- Minimum Education: High School Diploma
- Minimum/General Experience: Entry Level Position; No prior experience required

#### **Primary Duties:**

Provides clerical and administrative support services for the client service team including scheduling meetings, copying and organizing documents and sending letters and data requests. Assists with business development activities by coordinating events and meetings. Also responsible for report production, document retention, and other support activities.

## **Machinery & Equipment Managing Director**

### **Education / Experience:**

- Minimum Education: Bachelor's Degree in Business Administration, Management, Finance, Accounting, or other related discipline from an accredited college or university.
- Minimum/General Experience: At least 12 years of machinery & equipment appraisal or related professional experience

### **Primary Duties:**

Responsible for creating successful revenue streams through clients and referrals. Responsible for identifying potential clients and building and maintaining new and existing relationships. Knowledge of the firm's product offerings within the Machinery & Equipment group. Provides subject matter expertise in machinery & equipment appraisal to clients and oversees and leads machinery & equipment engagements ensuring all needs of the client are met. Sets a strategic direction for determining appropriate marketing activities as well as attending marketing/business development activities with clients/potential clients. Has a high level of involvement in setting the group's vision and strategic focus as well as being involved in overall budget to achieve financial goals/objectives of the group. Proven management and leadership skills in heading up a machinery & equipment appraisal practice. Generates leads for new work and also closes work when leads are provided.

## **Machinery & Equipment Director**

### **Education / Experience:**

- Minimum Education: Bachelor's Degree in Business Administration, Management, Finance, Accounting, or other related discipline from an accredited college or university.
- Minimum/General Experience: At least 8 years of machinery & equipment appraisal or related professional experience

### **Primary Duties:**

Oversees engagements appraising machinery & equipment for financing, property tax appeals, purchase/sale advisement, financial reporting, litigation-related assignments, and other related matters. Interacts with the client, project management, analysis, as well as managing junior staff (who are responsible for developing financial models), performing research, and creating presentations and reports that are submitted to our clients. Identifies potential clients for purposes of developing long-term relationships and attends appointments with potential clients with other Managing Directors, Directors and Business Development professionals. Builds and maintains existing client relationships. Provides guidance, motivation and training to junior staff.

## **Machinery & Equipment Manager**

### **Education / Experience:**

- Minimum Education: Bachelor's Degree in Business Administration, Management, Finance, Accounting, or other related discipline from an accredited college or university.
- Minimum/General Experience: At least 5 years of machinery & equipment appraisal or related professional experience

### **Primary Duties:**

Manages day-to-day activities on engagements appraising machinery & equipment for financing, property tax appeals, purchase/sale advisement, financial reporting, and litigation-related assignments, and other related matters. The manager is responsible for providing guidance and training to entry level analysts and will work on a variety of assignments in numerous industries. Oversees the engagement process which includes interacting with the client, project management, and analysis, as well as managing analysts and senior analysts who are responsible for developing financial models, assisting with research, and assisting with appraisal reports that are submitted to our clients.

### **Machinery & Equipment Senior Analyst**

#### **Education / Experience:**

- Minimum Education: Bachelor's Degree in Business Administration, Management, Finance, Accounting, or other related discipline from an accredited college or university.
- Minimum/General Experience: At least 2-3 years of machinery & equipment appraisal or related professional experience

#### **Primary Duties:**

Assists in the appraisal of machinery & equipment for financing, property tax appeals, purchase/sale advisement, financial reporting, and litigation-related assignments, and other related matters. Performs varied and difficult tasks autonomously with little managerial supervision. Provides guidance and training to entry-level analysts regarding appropriate methodologies, policies, and procedures. Responsible for developing and maintaining financial models used in analyses, conducting research and gathering information regarding the machinery & equipment being appraised and industry and market data.

### **Machinery & Equipment Analyst**

#### **Education / Experience:**

- Minimum Education: Bachelor's Degree in Business Administration, Management, Finance, Accounting, or other related discipline from an accredited college or university.
- Minimum/General Experience: Recent graduate, less than 3 years of machinery & equipment appraisal or related professional experience

#### **Primary Duties:**

Assists in the appraisal of machinery & equipment for financing, property tax appeals, purchase/sale advisement, financial reporting, and litigation-related assignments, and other related matters. Responsible for utilizing financial models used in analyses, collecting and verifying data related to the machinery & equipment being appraised, assisting in creation of presentations and reports, and certain administrative tasks related to client engagements.

### **Machinery & Equipment Assistant**

#### **Education / Experience:**

- Minimum Education: High School Diploma
- Minimum/General Experience: Entry Level Position; No prior experience required

#### **Primary Duties:**

Provides clerical and administrative support services for the client service team including scheduling meetings, copying and organizing documents and sending letters and data requests. Assists with business development activities by coordinating events and meetings. Also responsible for report production, document retention, and other support activities.



STOUT | RISIUS | ROSS

**Schedule 520: Financial and Business Solutions (FABS)  
Awarded GSA Pricelist  
Contract Base Term**

| GSA Labor Category                                  | Unit of Issue | GSA Rate Year 1 | GSA Rate Year 2 | GSA Rate Year 3 | GSA Rate Year 4 | GSA Rate Year 5 |
|---|---------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Business Valuation Services</b>                  |               |                 |                 |                 |                 |                 |
| Managing Director                                   | Hour          | \$304.67        | \$310.76        | \$316.98        | \$323.32        | \$329.78        |
| Director  | Hour          | \$217.62        | \$221.97        | \$226.41        | \$230.94        | \$235.56        |
| Manager   | Hour          | \$203.11        | \$207.17        | \$211.32        | \$215.54        | \$219.85        |
| Sr. Analyst   | Hour          | \$169.26        | \$172.65        | \$176.10        | \$179.62        | \$183.21        |
| Analyst   | Hour          | \$111.23        | \$113.45        | \$115.72        | \$118.04        | \$120.40        |
| Assistant   | Hour          | \$62.87         | \$64.13         | \$65.41         | \$66.72         | \$68.05         |
| <b>Real Estate Valuation Services</b>               |               |                 |                 |                 |                 |                 |
| Managing Director                                   | Hour          | \$290.16        | \$295.96        | \$301.88        | \$307.92        | \$314.08        |
| Director  | Hour          | \$217.62        | \$221.97        | \$226.41        | \$230.94        | \$235.56        |
| Manager   | Hour          | \$163.46        | \$166.73        | \$170.06        | \$173.46        | \$176.93        |
| Sr. Analyst   | Hour          | \$90.92         | \$92.74         | \$94.59         | \$96.48         | \$98.41         |
| Analyst   | Hour          | \$54.41         | \$55.49         | \$56.60         | \$57.74         | \$58.89         |
| Assistant   | Hour          | \$54.16         | \$55.25         | \$56.35         | \$57.48         | \$58.63         |
| <b>Machinery &amp; Equipment Valuation Services</b> |               |                 |                 |                 |                 |                 |
| Managing Director                                   | Hour          | \$314.34        | \$320.63        | \$327.04        | \$333.58        | \$340.25        |
| Director  | Hour          | \$275.65        | \$281.17        | \$286.79        | \$292.52        | \$298.37        |
| Manager   | Hour          | \$188.60        | \$192.38        | \$196.22        | \$200.15        | \$204.15        |
| Sr. Analyst   | Hour          | \$116.06        | \$118.39        | \$120.75        | \$123.17        | \$125.63        |
| Analyst   | Hour          | \$96.72         | \$98.65         | \$100.63        | \$102.64        | \$104.69        |
| Assistant   | Hour          | \$72.54         | \$73.99         | \$75.47         | \$76.98         | \$78.52         |