



**Global Recovery Group, LLC**

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## U.S. GENERAL SERVICES ADMINISTRATION

### Federal Supply Service

Authorized Customer Information and 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>.

Schedule Title: Financial and Business Solutions

FSC Group: 520

**Contract Number: GS-23F-0026U**

**Contract Period: April 9, 2008 to April 8, 2013**

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

Contractor Name: Global Recovery Group, LLC

Address: 950 Herndon Parkway, Ste. 200, Herndon, VA 20170

Phone Number: (703) 736-3848

Fax Number: (703) 742-5404

Web site: [www.globalrecoverygroup.com](http://www.globalrecoverygroup.com)

**Primary Point of Contact:**

Donald Bean, Jr.

[Donald.Bean@globalrecoverygroup.com](mailto:Donald.Bean@globalrecoverygroup.com)

**Contract Administrator:**

Errin Green

[Errin.Green@globalrecoverygroup.com](mailto:Errin.Green@globalrecoverygroup.com)

Business size: Small

Prices Shown Herein are Net (discount deducted)

Date: May 13, 2008

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Global Recovery Group, LLC (GRG) is proud to be included as an approved contractor on the US General Service Administration's Federal Supply Service Schedule for Debt Collections Services, Financial and Business Solutions (FABS).

We look forward to the opportunity of be of service – please contact us:

**Primary Point of Contact**

Donald Bean, Jr., CEO

950 Herndon Parkway, Ste. 200

Herndon, VA 20170

Telephone: (703) 736-3880

Fax: (703) 742-5404

Email: [Donald.Bean@globalrecoverygroup.com](mailto:Donald.Bean@globalrecoverygroup.com)

**GSA Contract Administrator**

Errin Green, Director of Operations

950 Herndon Parkway, Ste. 200

Herndon, VA 20170

Telephone: (703) 703-3848

Fax: (703) 742-5404

Email: [Errin.Green@globalrecoverygroup.com](mailto:Errin.Green@globalrecoverygroup.com)

**Authorized GSA Negotiators**

**Donald Bean, Jr. and Errin Green**

**Primary Location and Mailing Address:**

**Global Recovery Group, LLC**

950 Herndon Parkway, Ste. 200

Herndon, VA 20170

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<b>CUSTOMER INFORMATION PAGE</b>
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- 1a. Awarded SINS: 520-4, Debt Collections
- 1b. Awarded Pricing: 25% maximum  
See below for pricing considerations.
- 1c. Hourly Rates: Not applicable
- 2. Maximum order: \$1,000,000.00
- 3. Minimum order: \$300.00
- 4. Geographic coverage (delivery area): Domestic and overseas delivery
- 5. Point(s) of production (city, county, and state or foreign country): Herndon, Fairfax County, Virginia
- 6. Discount from list prices or statement of net price: To be negotiated at the task order level
- 7. Quantity discounts: To be negotiated at the task order level
- 8. Prompt payment terms: Not applicable
- 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: Not applicable
- 11a. Time of delivery: To be negotiated at the task order level
- 11b. Expedited delivery: Not applicable
- 11c. Overnight and 2-day delivery: Not applicable

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- 11d. Urgent requirements: See contract clause I-FSS-14-B. Agencies can contact the contact for contract administration to obtain faster delivery.
  12. F.O.B. point(s): Destination
  - 13a. Ordering address: 950 Herndon Parkway, Ste. 200, Herndon, VA 20170
  - 13b. Ordering procedures: For supplies and services, the ordering procedures, information on blanket purchase agreements (BPA's), and a sample BPA can be found at the GSA/FSS schedule homepage ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules)).
  14. Payment address: 950 Herndon Parkway, Ste. 200, Herndon, VA 20170
  15. Warranty provision: Not applicable
  16. Export packing charges: Not applicable
  17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level). Not applicable
  18. Terms and conditions of rental maintenance, and repair: Not applicable
  19. Terms and conditions of installation: Not applicable
  20. Terms and conditions of repair parts: Not applicable
  - 20a. Terms and conditions for any other services: Not applicable
  21. List of service and distribution points: Not applicable
  22. List of participating dealers: Not applicable
  23. Preventative maintenance: Not applicable
  - 24a. Special attributes such as environmental attributes: Not applicable
  - 24b. Professional services offered by Global Recovery Group, LLC are not considered Electronic and Information Technology (EIT)
    - Currently, Section 508 does not appear to apply to the services offered through GSA to Federal government agencies by Global Recovery Group, LLC.
    - At such time as these services are ordered in support of agency requirements relating to EIT applications, products and services provided to Federal government employees or to the public, Global Recovery Group, LLC will address Section 508 Compliance requirements as set forth in an agency task order and/or statement of work.

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25. Data Universal Number System (DUNS) number: 143332687
  26. Notification regarding registration in Central Contractor Registration (CCR) database:

Global Recovery Group, LLC is registered in CCR  
CAGE Code: 3QYR4  
Registration valid to 04/30/09

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**Schedule 520 – FABS  
Financial and Business Solutions**

**520-4 – Debt Collection Services**

**Legal and Compliance**

- Adherence to stringent confidentiality, non-disclosure procedures to protect client documents and information as well as internally generated working papers
- Assurance that all attempts to collect are fair and reasonable and do not involve harassment, intimidation or false or misleading representation

**Technology and Processes**

- Propriety web-based recovery management system that facilitates the customized servicing of varying asset types and sizes as well as different degrees of credit quality
- Internet-accessible, electronic document filing system

**Debt Collection Services include, but are not limited to:**

- Litigation preparation including Case Plans and Studies
- Ongoing training for all recovery managers, as required by Federal client
- Daily, weekly and monthly reporting of collections activity metrics to Federal client
- Participation in performance evaluations, quality control reporting based on Federal client criteria and management reporting designed to monitor Task Order performance

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## ABOUT US

### **PROFILE:**

Global Recovery Group ("GRG") provides international recovery services to government and government affiliated entities. GRG is currently recovering on a growing portfolio of defaulted commercial loans with a book value of over \$700 million located in over 80 countries around the globe.

GRG prides itself on its dedication, professionalism and business & legal sophistication. Our recovery professionals include attorneys from the U.S., Latin America, Sub-Saharan Africa, the North Africa/Middle East, and Asia, as well as MBAs with experience in banking and business. GRG leverages its in-house resources with an extensive network of relationships with attorneys, investigators and other collection professionals throughout the world.

### **QUALITIES:**

Global Recovery Group seeks to be the pre-eminent recovery agent for international commercial debt owed to government agencies. GRG

- is results oriented, and committed to satisfying the non-economic goals of its clients as well as maximizing recoveries on an expedited basis;
- holds itself to the highest ethical standards;
- is sophisticated in developing and implementing legal strategies;
- uses advanced information technology for recovery management and client reporting;
- maintains a world-wide network of lawyers, investigators and other collection professionals.

### **PORTFOLIO:**

GRG recovers on a portfolio of U.S. government debt in over 80 countries around the globe. Countries in which GRG is currently active include: Argentina, Aruba, Australia, Austria, Bahamas, Bahrain, Barbados, Belgium, Belize, Benin, Bolivia, Brazil, British Virgin Islands, Bulgaria, Burkina Faso, Cameroon, Canada, Chile, China, Colombia, Costa Rica, Denmark, Dominican Republic, Egypt, El Salvador, France, Germany, Ghana, Grand Cayman, Greece, Guatemala, Honduras, Iceland, India, Israel, Italy,

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Ivory Coast, Jamaica, Jordan, Kenya, Korea, Latvia, Mali, Mauritania, Mexico, Micronesia, Nicaragua, Nigeria, Norway, Panama, Peru, the Philippines, Portugal, Romania, Russia, Saint Lucia, Saint Vincent, Saudi Arabia, Senegal, South Africa, South Korea, Spain, Sri Lanka, Taiwan, Thailand, Trinidad & Tobago, Turkey, Uganda, the United Arab Emirates, the United Kingdom, the United States, Uruguay, and Venezuela.

GRG's current portfolio consists of over 800 active claims with a total book value of over \$700 million.

**PROFESSIONALS:**

GRG places an emphasis on utilizing Asset Recovery Managers whose language skills and cultural sensitivity will enable them to more effectively negotiate with foreign obligors, and whose legal/business expertise give them an advantage in structuring settlements or utilizing legal remedies, as appropriate. Languages currently spoken by GRG staff members include English, French, Spanish, Portuguese, German, Italian, Arabic, Farsi, Tagalog (Filipino), Korean, Japanese, Mandarin Chinese, Taiwanese, Vietnamese, Coptic Greek, Kabylie (Berber) and various African dialects.

In undertaking recovery efforts, GRG emphasizes understanding the legal context, including the available legal remedies and the costs and risks of alternative legal strategies. Accordingly, most of GRG's Asset Recovery Managers are attorneys. Of the 17 attorneys associated with GRG, 11 are foreign-born (including from Mexico, Columbia, Venezuela, Sierra Leone, Lebanon, the Philippines, Korea, Vietnam, and China). In addition, financial analysis is often critical in formulating a recovery strategy, and seven members of GRG's staff hold MBAs and/or are former bank officers.

**TECHNOLOGY:**

GRG has developed, in-house, a proprietary asset management system named "RECO," which is a web-based database used to track and coordinate recovery efforts on all of our cases. RECO can be accessed anywhere around the globe via internet through commonly used web browsers such as Internet Explorer or Firefox. Among other things, RECO allows GRG to do the following with its claims:

- Electronically store and access all documents related to claims
- Upload new documents, from restructure agreements to e-mail correspondence, via web browser
- Draft and manage recovery plans and other client reports online
- Maintain a log of all recovery actions and other tasks performed on claims over time
- Generate form correspondence

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- Manage information on collateral assets
  - Manage claims in litigation and track information about complaints filed, claim jurisdiction, statute of limitations, etc.
  - Monitor debtor payment plans

GRG's system can also be configured to give its clients customized access to loan portfolio data.

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## PRICING CONSIDERATIONS

Given the highly specialized nature of Global Recovery Group's collection activities and the unique circumstances that will be involved in each collection case or portfolio of cases, GRG provides customized, fully contingency-based pricing for its clients based on a variety of factors including:

- **Project scope:** GRG accepts single asset, multiple asset, and large portfolio assignments. Relative to single asset assignments, for projects including multiple assets or portfolios of assets, GRG's contingency percentage will tend to be lower.
- **Asset size:** GRG accepts both large and small assignments. GRG's assignments have ranged from small assets under twenty-five thousand dollars to larger assets exceeding \$10 million. Generally speaking, as the size of the asset increases, GRG's contingency fee percentage decreases.
- **Credit quality:** GRG provides collection services on unsecured debt as well as debt with collateral positions. GRG's percentage fees tend to be lower for debts with higher credit quality and higher for debts with weaker credit quality.
- **Collection percentage:** To ensure its full alignment with its clients' interests, GRG offers a tiered pricing structure with higher marginal percentage fees as the collection percentage increases.
- **Geographic location:** GRG's ability to collect is also impacted by the location of the debt. Debts located in countries with laws or political circumstances that make collecting against a debtor difficult are typically charged a higher percentage fee than those with more favorable collection laws.
- **Litigation & asset protection expenses:** When litigation is required to resolve a case, GRG investigates debtors and their assets, develops an appropriate litigation strategy, selects local counsel, and leads and manages the litigation process. Litigation management and support is included in GRG's contingency fees; however, engaging local counsel and bringing legal action generates additional expenses. The client advances the litigation costs (legal fees and expenses), and upon obtaining a recovery, GRG reimburses the client for GRG's pro-rata share of the legal expenses reflective of GRG's fee percentage. Specific terms regarding how litigation and asset protection expenses are covered are negotiable.

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- ***Performance based bonus:*** In addition to the factors listed above, GRG typically includes a performance based bonus in its fee structure, which provides for an increase to the percentage fees for any payments received within the first 180 days of assignment. This bonus structure further aligns GRG's incentives with those of its clients by rewarding rapid collections.

When all of these factors are taken into consideration, GRG develops a customized pricing structure, but the maximum fees that are charged generally will not exceed 25% of the collected amount.