

BOND & PECARO, INC.

GENERAL SERVICES ADMINISTRATION

Federal Supply Service

Authorized Federal Supply Schedule Price List

Schedule Title: Financial and Business Solutions

FSC Group: 520

Contract Number: GS-23F-0027U

Contract Period: April 13, 2008-April 12, 2013

Contractor Name: Bond & Pecaro, Inc.

Address: Suite 350  
1920 N Street, NW  
Washington, DC 20036

Phone Number: 202-775-8870

Fax Number: 202-775-0175

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

Contact for  
contract  
administration: Peter R. Geyer

Business size: Small

Prices Shown Herein are Net (discount deducted):

### CUSTOMER INFORMATION PAGE

- 1a. SINS: [520-2 and 520-13](#)
- 1b. Labor Rates: [See Attachment A.](#)
- 1c. Labor Categories: [See Attachment B.](#)
2. Maximum order: [\\$1,000,000 for all SINS](#)
3. Minimum order: [\\$300.00](#)
4. Geographic coverage (delivery area): [Domestic delivery only.](#)
5. Point(s) of production (city, county, and state or foreign country): [Washington, D.C.](#)
6. Discount from list prices or statement of net price: [Not Applicable.](#)
7. Quantity discounts: [Please see Exhibit A.](#)
8. Prompt payment terms: [Not applicable.](#)
- 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. [Yes](#)
10. Foreign items: [Not applicable.](#)
- 11a. Time of delivery: [Negotiated at the task order level.](#)
- 11b. Expedited delivery: [N/A.](#)
- 11c. Overnight and 2-day delivery: [Yes, upon completion of project.](#)
- 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. [N/A.](#)
- 13a. Ordering address(es): [Bond & Pecaro, Inc.  
Suite 350  
1920 N Street, NW  
Washington, DC 20036  
Attn: Peter Geyer](#)
- 13b. Ordering procedures: [Scope of work, cost and timing is determined by each purchase order.](#)
14. Payment address: [Bond & Pecaro, Inc.  
Suite 350  
1920 N Street, NW  
Washington, DC 20036](#)
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). [None.](#)
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. 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/). [N/A](#)
25. Data Universal Number System (DUNS) number: [197020308](#)
26. Notification regarding registration in Central Contractor Registration (CCR) database: [Registered and Registration Valid Until 11/08/2008.](#)

(As a last item, contractor may insert here a synopsis of relevant company information, experience or other marketing information that may be of interest to the ordering agency.) [Please see Attachment C.](#)

Attachment A  
Price List

SIN	Labor Category	Base Year	Year 2	Year 3	Year 4	Year 5
520-2, 520-13	Principal	\$335.01	\$348.41	\$362.35	\$376.84	\$391.91
520-2, 520-13	Project Manager	\$253.65	\$263.80	\$274.35	\$285.32	\$296.73
520-2, 520-13	Senior Analyst	\$215.37	\$223.98	\$232.94	\$242.26	\$251.95
520-2, 520-13	Financial Analyst	\$157.94	\$164.26	\$170.83	\$177.66	\$184.77
520-2, 520-13	Research Analyst	\$124.43	\$129.41	\$134.58	\$139.97	\$145.57
520-2, 520-13	Data/Tech/Graphics	\$86.15	\$89.60	\$93.18	\$96.91	\$100.78

For Task Orders of \$300,000 or greater

SIN	Labor Category	Base Year	Year 2	Year 3	Year 4	Year 5
520-2, 520-13	Principal	\$290.50	\$302.12	\$314.20	\$326.77	\$339.84
520-2, 520-13	Project Manager	\$219.95	\$228.75	\$237.90	\$247.41	\$257.31
520-2, 520-13	Senior Analyst	\$186.75	\$194.22	\$201.99	\$210.07	\$218.47
520-2, 520-13	Financial Analyst	\$136.95	\$142.43	\$148.13	\$154.05	\$160.21
520-2, 520-13	Research Analyst	\$107.90	\$112.22	\$116.70	\$121.37	\$126.23
520-2, 520-13	Data/Tech/Graphics	\$74.70	\$77.69	\$80.80	\$84.03	\$87.39

## ATTACHMENT B

### LABOR CATEGORY DESCRIPTIONS

#### **Principal:**

**Functions and Responsibilities:** Administers and manages complex large-scale projects that involve in-depth financial and technical analyses. Responsible for the preliminary analysis and review of the project SOW (Statement of Work) including documents, and financial and operational information. Meets with responsible government officials and provides recommendations, project plan, strategy for implementation, timeline and budget. The Principal is responsible for the overall administration and management of work performed by Bond & Pecaro, Inc. on a project. Additional duties include:

- Researching and analyzing a business's present and historical performance
- Identifying and administering all assets and liabilities
- Providing recommendations concerning the viability of continuation of ongoing projects
- Serving as a monitor for the business to protect the government's interest, when requested
- Serving as a liaison between the various governmental agencies involved, when requested
- Providing ongoing consulting and guidance to meet specific agency needs, such as, general advice, expert reports, expert witness, customer service, marketing, and process improvement
- Providing reports and summaries of all work performed as required

**Education:** Position requires a Master's Degree in business/finance/engineering, or the equivalent combination of education and experience in general management, financial management, or business valuation.

**Minimum Experience:** Ten years experience in business valuations and appraisals, including extensive involvement in the development of valuation models for various classes of businesses, tangible and intangible assets, and related support services in front of local and federal courts and federal agencies such as the IRS, FCC, SEC, and others.

**Training and Certifications:** None

#### **Project Manager:**

**Functions and Responsibilities:** Responsible for directing and managing the day-to-day business operations and activities related to the project including the review of financial models, project planning, and the allocation of personnel. The Project Manager is responsible for the quality control of all project tasks and deliverables. Responsible for primary report development as required. Additional duties include:

- Ensuring the completeness and accuracy of all reports and presentations relating to a project
- Assisting the Principal in the development of strategic plans for ongoing maintenance and completion of a project
- Providing recommendations for more efficient and effective business processes
- Reviewing and approving project work plans and staffing
- Ensuring processes are implemented to meet delivery commitments
- Conducting on-site inspections of client facilities

Education: Position requires a Master's Degree in business/finance, or the equivalent combination of education and experience in general management, financial management, or business valuation.

Minimum experience: Eight years experience in business valuations and appraisals, including extensive involvement in the development of valuation models for various businesses and classes of assets.

Training and Certifications: None

### **Senior Analyst:**

Functions and Responsibilities: Responsible for the development of financial models, project deadlines, and the utilization of support services and personnel. The Senior Analyst is responsible for the quality control of all financial and research tasks and deliverables. Responsible for conducting document reviews, preparing financial analyses, and developing reports as required. Additional duties include:

- Ensuring the completeness and accuracy of all documents and financial information relating to a project
- Assisting the Project Manager in the development of interim goals and work plans for ongoing progress toward completion of a project
- Providing financial analysis to support project conclusions and recommendations
- Reviewing comparable functions and preparing benchmarking data
- Performing ongoing maintenance of internal processes to ensure that progress is being made toward delivery commitments
- Conducting on-site inspections of client facilities

Education: Position requires a Master's Degree in business/finance, or the equivalent combination of education and experience in general management, financial management, or business valuation.

Minimum experience: Five years experience in business valuations and appraisals, including extensive involvement in the development of valuation models for various businesses and classes of tangible and intangible assets.

Training and Certifications: None

### **Financial Analyst:**

Functions and Responsibilities: Responsible for performing basic financial analyses and population of financial models. The financial analyst is responsible for the completion of most basic project tasks and deliverables. Additional duties include:

- Ensuring the completeness and accuracy of all basic financial analyses
- Assisting the Senior Analyst in the completion of projects
- Conducting on-site inspections of client facilities
- Preparation of reports as required

Education: Position requires a Bachelor's Degree in business/finance, or the equivalent combination of education and experience in financial analysis or business valuation.

Minimum experience: Three years experience in business valuations and appraisals, including involvement in the development of valuation models for various businesses and classes of tangible and intangible assets.

Training and Certifications: None

### **Research Analyst:**

Functions and Responsibilities: Responsible for conducting all financial, market, or technical research required by Principal, Senior Analyst, or Financial Analyst. The Research Analyst is responsible for ensuring that all information and data used by Bond & Pecaro, Inc. is the most recent and accurate available.

Additional duties include:

- Ensuring the completeness and accuracy of all research and data
- Assisting the Senior Analyst and Financial Analyst in the completion of projects

Education: Position requires a Bachelor's Degree.

Minimum experience: One year related work experience.

Training and Certifications: N/A

### **Data\Technical\Graphics:**

Functions and Responsibilities: Responsible for administrative and report preparation support to project staff members. Duties include:

- Data entry
- Data entry cross-checking and correction

- Proofreading
- Report graph preparation

Education: Position requires a Bachelor's Degree.

Minimum experience: N/A

Training and Certifications: None

# BOND & PECARO

## ATTACHMENT C BOND & PECARO, INC. EXECUTIVE SUMMARY

Since its founding in 1986, Bond & Pecaro, Inc. has steadily built its reputation as a leading professional services firm providing services that include financial consulting, budget analysis, asset appraisals, fair market valuations, impairment testing, inventories, and litigation support for private and public-sector clients. Its clients include private and public sector entities.

The firm employs a staff of approximately 15 full-time professionals, as well as additional part-time and contract staff. Its office is centrally located in Washington, DC, in close proximity to federal agencies. The firm maintains an extensive database comprised of hundreds of thousands of records regarding tangible assets ranging from furniture and fixtures to computer equipment and telecommunications infrastructure, as well as a library of tangible asset valuation resources including catalogs and price lists. To support its financial analysis and intangible asset valuations, the firm also maintains an extensive collection of proprietary financial models, demographic and economic data, and transaction data related to asset and equity transactions.

Since it began operations over 20 years ago, Bond & Pecaro, Inc.'s expertise and capabilities have grown and strengthened. It has provided inventory, asset management, valuation, and related services in connection with some of the largest transactions in U.S. history, including Clear Channel's 1999 acquisition of AM/FM, Inc. for \$22.4 billion and Fox Television's 2001 acquisition of the Chris Craft/United Television stations in one of the largest television transactions in history, valued at over \$3.5 billion. The firm also serves clients as small as family-owned businesses. The quality of Bond & Pecaro's work is evidenced not just by its broad client base, but by the fact that its work has been successfully defended in a variety of the most sophisticated judicial venues in the United States, including the U.S. Bankruptcy Court, Southern District of New York; U.S. District Court, District of Columbia; and Court of Chancery of the State of Delaware, as well as state and federal regulatory and tax authorities. In a recent Dun & Bradstreet *Open Ratings Report*, Bond & Pecaro received a 91 Overall Performance Rating with no negative feedback.

Bond & Pecaro, Inc. is incorporated in the State of Delaware. It is privately-held and classifies as a small business based upon all state and local government definitions.