



GSA, U.S. General Service Administration

Federal Supply Service
Authorized Federal Supply Schedule Price List

Financial and Business Solutions (FABS)

Federal Supply Schedule 520

SIN: 520-9 Recovery Audits

Contract Number: GS-23F-0042T

Contract Period: March 28, 2007 through Apr 2, 2012

Business Size: Small

Contractor Name:

Focused Business Solutions, LLC

1110 North Mountain Road

Harrisburg, PA 17112

Phone: (717)541-1280

Fax: (866) 259-8898

Website: www.fbstax.com

Email: tgulotta@fbstax.com

Last Updated: April 14, 2011

PRICE LIST VARIES BETWEEN 15-25%

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 www.gsaadvantage.gov.

For more information on ordering from Federal Supply Schedules click on the FSS Schedules at www.fss.gsa.gov.



Customer Information Page

Awarded SIN:	520-9 Recovery Audit
Minimum Order:	\$300.00
Geographic Coverage:	Worldwide
Point of Production:	Harrisburg, PA, United States
Quantity Discounts:	25% of the first five million dollars recovered 20% of the next five million dollars recovered 15% of all funds exceeding ten million dollars per task order
Prompt Payment Terms:	½ % (one-half of one percent) if payment is made within 15 days of date of Invoice
Government purchase cards:	Accepted below the micropurchase threshold of \$3,000.
Time of Delivery:	As negotiated between Contractor and Ordering Agency
Expedited Delivery:	As negotiated between Contractor and Ordering Agency
Overnight and 2-day delivery:	As negotiated between Contractor and Ordering Agency
F.O.B. Point:	Destination
Ordering Address:	1110 North Mountain Road, Harrisburg, PA 17112
Ordering Procedures:	Found at http://www.gsa.gov/schedules
Payment Address:	1110 North Mountain Road, Harrisburg, PA 17112
Warranty Provision:	Not applicable
Export packing charges:	Not applicable
Terms & Conditions purchase card:	Not applicable

Terms & Conditions maint. & repair: Not applicable
Terms & Conditions installation: Not applicable
Terms & Conditions other services: Not applicable
List of service distribution points: Not applicable
List of participation dealers: Not applicable
Preventative maintenance: Not applicable
Environmental attributes: Not applicable
Section 508 compliance info: Not applicable
DUNS Number: 059001441
Contractor registered in CCR: Active in CCR, Cage Code 1KRJ8



Price List

SIN 520-9, Audit Recovery Services

25%	\$0 - \$5,000,000
20%	\$5,000,001 - \$10,000,000
15%	\$10,000,001 +

**PREVIOUS EXPERIENCE FOR AUDITING SERVICES
RECOVERY AUDITS**

2 projects that demonstrate successful completion of services:

1. Defense Energy Support Center (DESC), Defense Logistics Agency, Department of Defense
2. XO Communications, Inc.

Customer Information

1. Defense Energy Support Center (DESC)

Company/Agency Name	Defense Energy Support Center (DESC)
Address	8725 John J. Kingman Road Ft Belvoir, VA 22060
Phone Number	(703) 767-9419
Fax Number	(703) 767-9490
Point of Contact for the Project	Rujuta Shastri
Email Address for the Point of Contact	Rujuta.shastri@dla.mil
Project Performance Period	2002 - 2007
Dollar Value of the Entire Project	\$21,000,000.00 +
Dollar Value of SIN-Relevant Work*	\$4,000,000.00 +
Name of Project/Contract Number	SP0600-02-F-5884

*Dollar amount the contractor has received as payment for the SIN-relevant work (project start date through proposal submission date).

2. XO Communication Services, Inc.

Company/Agency Name	XO Communication Services, Inc.
Address	13865 Sunrise Valley Dr Herndon, VA 20171
Phone Number	(703) 547-2000
Point of Contact for the Project	Paul Kahan
Email Address for the Point of Contact	Paul.Kahan@xo.com
Project Performance Period	1999 - 2009
Dollar Value of the Entire Project	Over \$5,000,000.00
Dollar Value of SIN-Relevant Work*	\$1,500,000.00

*Dollar amount the contractor has received as payment for the SIN-relevant work (project start date through proposal submission date).

Narrative account of the work performed:

1. Defense Energy Support Center (DESC), Defense Logistics Agency, Department of Defense

- *Summary as a project as a whole (background, purpose, etc.)*
DESC capitalized fuel commodities from the various military components during the 1990's and early 2000's. As part of this capitalization DESC took on the responsibility of filing State and Federal refunds for off-road use of fuel by the military. Because of FBS's unique military and cost recovery experience they were chosen to work the Defense Finance Accounting Service on this undertaking. To date FBS has recovered over twenty one million in fuel excise taxes for DESC to date.
- *Detailed description of work performed and results achieved*
FBS has conducted fuel tax recoveries for the Air Force, Army, Navy, and Marines in all fifty states. The work performed has included federal excise tax cost recoveries, state excise tax recoveries and taxes included in fuel credit card purchases. The largest recoveries to date have been in Federal excise tax and California motor vehicle fuel tax. FBS also conducted an extensive review and recovery of taxes included in credit card purchases, to include the development of a software program to automate the process that was turned over to DFAS as part of the contingent fee process.
- *Methodology, tools, and or processes used in performing the work*
The FBS team performed all of the tasks necessary to identify and recover fuel tax overpayments for DESC with as little interruption to operations as possible. This coordination included working with DESC and DFAS to access the relevant transactions necessary to perform site work. FBS also coordinated, scheduled, and performed visits to hundreds of military bases across the United States. During the site visits FBS personnel worked with local representative to determine the amount of fuel used off highway. This information was used to prepare claims by jurisdiction.
- *Demonstration of compliance with any applicable laws, regulations, Executive Order, OMB Circulars, professional standards, etc.*
Throughout this project, FBS complied with all applicable laws, regulations and professional standards. While pursuing refund claims on behalf of FBS in numerous states, FBS followed all of the specific procedures for each individual state and met all of the professional standards that they were subject in.
- *Project schedule, i.e. major milestones, tasks, and/or deliverables, including and explanation of any delays, problems encountered and corrective actions taken*
No significant delays or problems were encountered throughout FBS's experience with DESC.

- *How the work performed is similar in scope and complexity to that described under B.3 Statement of work*

FBS provided professional financial services to DESC. In the course of providing such services, FBS ensured that its staff of accountants, tax-attorneys, former federal auditors, and former state tax hearing officers maintained any generally required professional certifications, accreditation, and proficiency relative to the area of expertise, and FBS has documentation of such.

All work performed for DESC by FBS was performed in accordance with the most current edition of all applicable laws, regulations, Executive Orders, OMB bulletins or circulars, professional standards, etc. In performing projects for DESC, FBS recognized that the state and federal tax laws are full of exemptions and credits for various agencies and companies in multiple industries. These exemptions are often modified or changed by the various taxing authorities. This made it essential for FBS to track those changes and implement changes to DESC systems to stay current with the prevailing law.

2. XO Communications, Inc.

Summary of the project as a whole (background, purpose, etc.)

XO Communications is a large telecommunications company that went through a rapid expansion in the late 1990's. During this highly competitive time in the industry, XO Communications was focused on building its market share, and could not devote the needed manpower to keeping up with the complex tax regulations in its new markets. FBS performed a thorough nationwide review of the Client's accounts payable records and identified and recovered over \$4 million in sales tax overpayments in 10 different states on behalf of the client. More importantly, FBS worked with the client to put safeguards in place to prevent the errors from repeating themselves in the future.

- *Detailed description of work performed and results achieved*

FBS performed a thorough nationwide review of the Client's accounts payable records and identified and recovered over \$5 million in sales tax overpayments in 10 different states on behalf of the client. More importantly, FBS worked with the client to put safeguards in place to prevent the errors from repeating themselves in the future.
- *Methodology, tools, and/or processes utilized in performing the work*

The FBS team performed all of the tasks necessary to recover tax overpayments for XO with as little interruption to operations as possible. FBS staff met tax managers and accounts payable personnel to get an overview of the specific tax and other recovery issues facing XO. FBS then devised an audit plan to prioritize recovery opportunities. FBS conducted a thorough, hands-on audit of XO's purchasing records, and compiled all of the documentation necessary to request refunds from the appropriate state taxing agency. FBS contacted XO's vendors to acquire additional information that was needed. FBS prepared the necessary

refund forms, and drafted the legal arguments to justify the refund requests. FBS discussed XO's refund claims with the state hearing officers assigned to the claim, and attended hearings at all levels in the refund process.

- *Demonstration of compliance with any applicable laws, regulations, Executive Orders, OMB Circulars, professional standards, etc.*
Throughout this project, FBS complied with all applicable laws, regulations and professional standards. While pursuing refund claims on behalf of XO in numerous states, FBS followed all of the specific procedures for each individual state and met all of the professional standards that they were subject to.
- *Project schedule, i.e. major milestones, tasks, and/or deliverables, including an explanation of any delays, problems encountered and corrective actions taken*
No significant delays or problems were encountered throughout FBS's experience with XO.
- *How the work performed is similar in scope and complexity to that described under B.3 Statement of Work*
FBS provided professional financial services to XO. In the course of providing such services, FBS ensured that its staff of accountants, tax-attorneys, former federal auditors, and former state tax hearing officers maintained any generally required professional certification, accreditation, and proficiency relative to their area of expertise, and FBS has documentation of such.

All work performed for XO by FBS was performed in accordance with the most current edition of all applicable laws, regulations, Executive Orders, OMB bulletins or circulars, professional standards, etc. In performing projects for Adelphia, FBS recognized that state tax laws are full of exemptions and credits for companies in various industries. These exemptions are modified or tweaked on a regular basis by state taxing agencies. This made it essential for FBS to track those changes and implement changes to XO's systems to stay current with the prevailing law.