

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: [www.GSAAdvantage.gov](http://www.GSAAdvantage.gov) .

Schedule Title: Financial and Business Solutions  
FSC Group: 520

Contract Number: GS-23F-0061U

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

Contract Period: September 16, 2013 through September 15, 2018  
with 2-five year option periods September 10, 2018 – September 9, 2028



**SCULLY CAPITAL**

**Scully Capital Services, Inc.**  
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[www.scullycapital.com](http://www.scullycapital.com)

**Business Size: Small**

Contact for contract administration: Nancy Scully

## CUSTOMER INFORMATION

- 1a. Table of awarded special item number  
 520-1 Program Financial Advisor  
 520-2 Transaction Specialist

- 1b. Pricing

SINs	Job Title	GSA Pricing
520-1, 520-2	Principal	\$219.93
520-1, 520-2	Director	\$204.36
520-1, 520-2	Senior Associate	\$168.57
520-1, 520-2	Project Associate	\$ 90.77
520-1, 520-2	Research Associate	\$80.79

- 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. See Labor Category Descriptions below.
2. Maximum order: \$1,000,000 per Special Item Number
3. Minimum order: \$100.00
4. Geographic coverage (delivery area): Domestic
5. Point(s) of production: N/A
6. Discount from list prices or statement of net price. Prices are net.
7. Quantity discounts. N/A
8. Prompt payment terms. None.
- 9a. Government purchase cards are accepted at or below the micro-purchase threshold.
- 9b. Government purchase cards are accepted above the micro-purchase threshold.
10. Foreign items (list items by country of origin). N/A
- 11a. Time of delivery. Negotiated at Task Order Level
- 11b. Expedited Delivery. The Contractor will insert the sentence "Items available for expedited delivery are noted in this price list." under this heading. N/A
- 11c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery. Same as 11b

- 11d. Urgent Requirements. The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery. Same as 11b
12. F.O.B. point(s). Destination
- 13a. Ordering address(es). See Contractor address above
- 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](https://fss.gsa.gov/schedules))
14. Payment address(es). See Contractor address above
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).
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 is available on Electronic and Information Technology (EIT) supplies and services. The EIT standards can be found at: [www.Section508.gov/](https://www.Section508.gov/). N/A
25. Data Universal Number System (DUNS) number. 19-190-1107
26. Notification regarding registration in Central Contractor Registration (CCR) database. Yes
27. There is no compensation for overtime. All of our employees are salaried.

Over the years, Scully Capital has completed over 50 engagements with federal agencies and departments to provide financial advisory services. Scully Capital has worked with federal agencies and departments in meeting the challenge of leveraging federal assets through public-private partnerships (e.g., EPA's State Revolving Fund program, DOD privatization, DOT Transportation Infrastructure Finance Innovation Act [TIFIA] program). In addition, Scully Capital also maintains an active commercial practice and works, on a daily basis, with the commercial bank lending community, potential equity investors, and private developers. This experience is enhanced by the activities and regulatory requirements of our wholly owned subsidiary, Scully Capital Securities Corporation, a general and municipal securities broker-dealer regulated by the Financial Industry Regulatory Authority (FINRA formerly the NASD) and the Municipal Securities Rulemaking Board (MSRB).

## LABOR CATEGORY DESCRIPTIONS

### PRINCIPAL

Principals direct all of the firm's efforts on the project. The Principal begins working with the client early in the process to provide key insights to help the client develop a model that addresses the unique issues presented by the project. As chief point-of-client contact, the Principal also provides updates on the project's progress to the client throughout the project's duration. A Principal must have an MBA in finance and 10-15 years experience.

### DIRECTOR

Directors often serve as Project Manager of Scully Capital's work on the project and managed the firm's efforts throughout the transaction. Directors perform detailed financial analysis of the financial structures and estimated a range of cost savings associated with each one. In addition, Directors analyze the institutional issues that could affect the success of each privatization option. A Director must have an MBA in finance and 5-8 years experience.

### SENIOR ASSOCIATE

Senior Associates are significant staff members for the firm's efforts on the project. Senior Associates perform and oversee crucial elements throughout the course of the project. Their role includes crafting service agreements, performing feasibility studies, conducting financial analysis and modeling, preparing financial plans and valuations for the project. A Senior Associate must have an MBA in finance and 3 years minimum experience.

### PROJECT ASSOCIATE

Project Associates provide administrative and rudimentary technical support to the Associates, Senior Associates, Directors, Managing Directors and Principals of the

project. Duties generally include performing intensive market research and analysis; preparing preliminary documentation; and producing final documents. A Project Associate must have a B.A. or B.S with 2 years experience.

## RESEARCH ASSOCIATE

Research Associates coordinate meetings, conferences and teleconferences; perform basic research for the project team; and assist in document production. Research Associates also provide support to the project team similar to Project Associate functions, but on a more general level. A Research Associate must have a B.A. or B.S.