

# ROLF JENSEN & ASSOCIATES, INC



## General Services Administration Federal Supply Service Professional Engineering Services Authorized Federal Supply Schedule Price List

FSC Group: 87      FSC Class: 871

Special Item No. 871-1, 871-1 RC	Strategic Planning For Technology Programs/Activities
Special Item No. 871-2, 871-2 RC	Concept Development and Requirements Analysis
Special Item No. 871-3, 871-3 RC	System Design, Engineering, and Integration
Special Item No. 871-4, 871-4 RC	Test and Evaluation
Special Item No. 871-5, 871-5 RC	Integrated Logistics Support
Special Item No. 871-6, 871-6 RC	Acquisition and Life Cycle Management

All SINs are associated with the Primary Engineering Discipline (PED) of Electrical Engineering; RJA's specialty within the scope of work of this PED is Fire Protection Engineering & Life Safety Consulting.

Contract Number: GS-23F-0110N  
Contract Period: January 15, 2008 – January 14, 2013

Rolf Jensen & Associates, Inc.  
Attn: Jack Brady  
14502 Greenview Drive  
Laurel, MD 20708  
Phone: (301) 490-3901  
Fax: (301) 490-4763  
E-Mail: [jbrady@rjagroup.com](mailto:jbrady@rjagroup.com)  
<http://www.rjagroup.com/>

Business Size: Large Business

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>.

## Corporate Overview

Rolf Jensen & Associates, Inc., a subsidiary of The RJA Group, Inc., is a world leader in **life safety and fire protection engineering**. Founded in 1969, Rolf Jensen & Associates provides consulting services to a wide range of government clients including the Federal Aviation Administration Agency, Department of Defense, the General Services Administration, and the Department of State. Our engineers participate on high-profile projects involving airports, government buildings, court houses, historical structures, hospitals, military installations, mixed-use facilities, telecommunications centers, power plants, aircraft hangars, maintenance facilities and military housing.

The staff of Rolf Jensen & Associate includes degreed engineers with technical backgrounds in fire protection, architectural, mechanical, electrical, and civil engineering. Our engineers are members of the National Fire Protection Association (NFPA) and the Society of Fire Protection Engineering (SFPE) and are either a registered Professional Engineer or working towards a P.E. As a firm, Rolf Jensen & Associates is active in NFPA, SFPE and other professional standards organizations. Our participation enables us to remain on the leading edge of codes, standards, trends, developments and emerging technology in our specialized field, thus providing our clients with the best possible solutions to their life safety and fire protection challenges.

Rolf Jensen & Associates offers technical excellence and fast response on all types of life safety and fire protection consulting services:

1. Code Consulting
2. Master Plan Development
3. Performance-Based Design
4. Fire Modeling
5. Third Party Plan and Drawing Review
6. Coordination of Disciplines
7. Risk Analysis
8. Systems Design
9. Audits and Surveys
10. System Testing
11. Security
12. Safety Management
13. Communications/AV
14. Construction Management
15. Maintenance Management
16. Training

## **1. Special Item Numbers (SINs)**

### **871-1, 871-1 RC STRATEGIC PLANNING FOR TECHNOLOGY PROGRAMS / ACTIVITIES**

Services required under this SIN involve the definition and interpretation of high-level organizational engineering performance requirements such as projects, systems, missions, etc., and the objectives and approaches to their achievement. Typical associated tasks include, but are not limited to an analysis of mission, program goals and objectives, requirements analysis, organizational performance assessment, special studies and analysis, training, privatization and outsourcing.

### **871-2, 871-2 RC CONCEPT DEVELOPMENT AND REQUIREMENTS ANALYSIS**

Services required under this SIN involve abstract or concept studies and analysis, requirements definition, preliminary planning, the evaluation of alternative technical approaches and associated costs for the development or enhancement of high level general performance specifications of a system, project, mission or activity. Typical associated tasks include, but are not limited to requirements analysis, cost/cost-performance trade-off analysis, feasibility analysis, regulatory compliance support, technology conceptual designs, training, privatization and outsourcing.

### **871-3, 871-3 RC SYSTEM DESIGN, ENGINEERING AND INTEGRATION**

Services required under this SIN involve the translation of a system (or subsystem, program, project, activity) concept into a preliminary and detailed design (engineering plans and specifications), performing risk identification/analysis/mitigation, traceability, and then integrating the various components to produce a working prototype or model of the system. Typical associated tasks include, but are not limited to computer-aided design, design studies and analysis, high level detailed specification preparation, configuration management and document control, fabrication, assembly and simulation, modeling, training, privatization and outsourcing.

### **871-4, 871-4 RC TEST AND EVALUATION**

Services required under this SIN involve the application of various techniques demonstrating that a prototype system (subsystem, program, project or activity) performs in accordance with the objectives outlined in the original design. Typical associated tasks include, but are not limited testing of a prototype and first article(s) testing, environmental testing, independent verification and validation, reverse engineering, simulation and modeling (to test the feasibility of a concept), system safety, quality assurance, physical testing of the product or system, training, privatization and outsourcing.

**871-5, 871-5 RC      INTEGRATED LOGISTICS SUPPORT**

Services required under this SIN involves the analysis, planning and detailed design of all engineering specific logistics support including material goods, personnel, and operational maintenance and repair of systems throughout their life cycles. Typical associated tasks include, but are not limited to ergonomic/human performance analysis, feasibility analysis, logistics planning, requirements determination, policy standards/procedures development, long-term reliability and maintainability, training, privatization and outsourcing.

**871-6, 871-6 RC      ACQUISITION AND LIFE CYCLE MANAGEMENT**

Services required under this SIN involve all of the planning, budgetary, contract and systems/program management execution functions required to procure and/or produce, render operational and provide life cycle support (maintenance, repair, supplies, and engineering specific logistics) to technology-based systems, activities, subsystems, projects, etc. Typical associated tasks include, but are not limited to operation and maintenance, program/project management, technology transfer/insertion, training, privatization and outsourcing.

**2. Professional Engineering Disciplines (PEDs):**

All SINs are associated with the Professional Engineering Discipline of Electrical Engineering.

**3. Maximum Order Threshold:**

The maximum order threshold value per order for all Professional Engineering Services will be \$750,000.

**4. Minimum Order: \$100**

**5. Geographic Scope of Contract: Domestic and worldwide.**

**6. Points of Production:**

ATLANTA

1117 Perimeter Center West, Suite E201  
Atlanta, GA 30338-5417  
(770) 671-8338  
FAX: (770) 671-8626

LOS ANGELES

One Pointe Drive, Suite 210  
Brea, CA 92821-6315  
(714) 257-3555  
FAX: (714) 257-3556

BALTIMORE

14502 Greenview Drive, Suite 500  
Laurel, MD 20708-4245  
(301) 490-3901  
FAX: (301) 490-4763

NEW YORK

360 West 31<sup>st</sup> Street, Suite 900  
New York, NY 10001-2727  
(212) 695-6670  
FAX:(212) 695-6671

BOSTON

1661 Worcester Road, Suite 501  
Framingham, MA 01701-5401  
(508) 620-8900  
FAX: (508) 620-0908

ORLANDO

12124 High Tech Avenue, Suite 250  
Orlando, FL 32817-1484  
(407) 381-7771  
FAX: (407) 381-5551

CHICAGO

600 West Fulton Street, Suite 500  
Chicago, IL 60661-7210  
(312) 879-7200  
FAX: (312) 879-7210

PHOENIX

668 N. 44<sup>TH</sup> Street, Suite 204W  
Phoenix, AZ 85008-6524  
(602) 286-6000  
FAX: (602) 286-6001

DALLAS

16633 Dallas Parkway  
Addison, TX 75001-6892  
(972) 588-3322  
FAX: (972) 588-3325

RALEIGH, NC

5520 Dilliard Drive, Suite 255  
Cary, NC 27518  
(919) 424-2858  
FAX: (919) 424-3859

DENVER

5460 South Quebec Street, Suite 370  
Greenwood Village, CO 80111-1918  
(303) 573-7848  
FAX: (303) 573-7843

SAN DIEGO

7676 Hazard Center Drive, 5<sup>th</sup> floor  
San Diego, CA 92108-4508  
(619) 497-2665  
FAX: (619) 497-2668

HOUSTON

13831 Northwest Freeway, Suite 330  
Houston, TX 77040-5215  
(713) 462-1840  
FAX: (713) 462-0812

SAN FRANCISCO

2125 Oak Grove Road, Suite 300  
Walnut Creek, CA 94598-2539  
(925) 938-3550  
FAX: (925) 938-3818

LAS VEGAS

101 Convention Center Drive, Suite 650  
Las Vegas, NV 89109-2001  
(702) 699-5391  
FAX: (702) 699-5534

WASHINGTON, D.C.

3040 Williams Drive, Suite 400  
Fairfax, VA 22031-4618  
(703) 641-4600  
FAX: (703) 641-4608

**7. Discount from List Prices**

<b>Delivery Order Value</b>	<b>Discount</b>
< \$250,000	0%
\$250,000 - \$500,000	1%
≥ \$500,000	2%

The discount to RJA rates applies to all labor categories proposed and the discounts established are based on the initial funding level for each delivery order (i.e. the discount is not cumulative across the delivery order or BPA). Discounts for incrementally funded orders will be based on the discount established at the initial funding level.

**8. Quantity Discounts:** As noted above.

**9. Prompt Payment Discount Terms:** None. Payment terms are net 30 days.

**10. Acceptance of Government Credit Cards**

- a. RJA will accept Government purchase cards equal to or less than the micropurchase threshold for oral or written delivery orders.
- b. RJA will accept Government purchase cards above the micropurchase threshold.

**11. Foreign Items: None.**

**12. Time of Delivery**

- a. Time of Delivery: As specified in individual orders.
- b. Expedited delivery: Not applicable.
- c. Overnight and 2-day delivery: Not applicable.
- d. Urgent Requirements: Not applicable

**13. FOB: FOB Destination.**

**14. Order Address:**

- a. Rolf Jensen & Associates, Inc.  
14502 Greenview Drive, Suite 500  
Attn: Jack Brady, Vice President  
Telephone: (301) 490-3901 Facsimile: (301) 490-4763
- b. For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at the GSA/FSS Schedule homepage ([www.fss.gsa.gov/schedules](http://www.fss.gsa.gov/schedules)).

**15. Payment Addresses:**

**For Payment via Check/U.S. Mail:**

Rolf Jensen & Associates, Inc.  
c/o Bank of America  
P.O. Box 98463  
Chicago, IL 60693

**16. Warranty Provision: To be determined on a task order basis.**

**17. Export Packing Charges: To be determined on a task order basis.**

**18. Terms and Conditions of Government Purchase Card Acceptances**

- a. RJA will accept Government purchase cards equal to or less than the micropurchase threshold for oral or written delivery orders.
- b. RJA will accept Government purchase cards above the micropurchase threshold.

19. **Terms and Conditions of Rental, Maintenance and Repair:** Not applicable.
20. **Terms and Conditions of Installation:** Not applicable.
21. **Terms and Conditions of Repair Parts Including Date of Parts Price Lists and Any Discounts from List Prices:** Not applicable.
22. **Terms and Conditions for Any Other Services:** Not applicable.
23. **List of Service and Distribution Points:** Not applicable.
24. **List of Participating Dealers:** Not applicable.
- 25a. **Special Attributes Such as Environmental Attributes:** Not applicable.
- 25b. **Section 508 Compliance Information:** Not applicable.
26. **Data Universal Numbering System (duns) Number:** 05-3190369
27. **Central Contractor Registration (CCR) Database:** Yes
28. **Information for Completion of Standard Form 279:**
  - a. Type of Contractor: Large Business.
  - b. Contractor's Taxpayer Identification Number (TIN): 36-2667776.
  - c. Cage Code: 7F319 (Chicago Office).

**29. Security Requirements**

In the event security requirements are necessary, the ordering activities may incorporate, in their delivery order(s), a security clause in accordance with current laws, regulations, and individual agency policy; however, the burden of administrating the security requirements shall be with the ordering agency.

RJA has multiple personnel with secret and top secret level clearances, as well as facilities with secret and top secret level clearances for service to the Federal government.

**Profession Engineering Services Authorized Federal Supply Schedule Price List**

The following GSA approved rates are for Rolf Jensen & Associates, Inc. All rates include the GSA 0.75% Industrial Funding Fee.

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Year 6 – January 15, 2008 – January 14, 2009  
Year 7 – January 15, 2009 – January 14, 2010  
Year 8 – January 15, 2010 – January 14, 2011  
Year 9 – January 15, 2011 – January 14, 2012  
Year 10 – January 15, 2012 – January 14, 2013

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LABOR CATEGORY	OPTION PERIOD 1				
	Year 6	Year 7	Year 8	Year 9	Year 10
Principal / Senior Officer	184.96	192.36	200.06	208.06	216.38
Engineering / Operations Manager	184.96	192.36	200.06	208.06	216.38
Senior Consultant	159.45	165.83	172.46	179.36	186.54
Consultant	137.50	143.00	148.72	154.67	160.85
Associate	108.33	112.66	117.17	121.85	126.73
Junior Associate	85.01	88.41	91.95	95.62	99.45
Senior Technician	89.80	93.39	97.12	101.01	105.05
Technician	63.18	65.71	68.33	71.07	73.91

**Discounts offered:**

Volume Discount of:

- 1% for orders > \$250,000 and < \$500,000, and
- 2% for orders ≥ \$500,000

# LABOR CATEGORIES AND DEFINITIONS

## RJA Technical Positions

LABOR CATEGORY	QUALIFICATIONS / EXPERIENCE / DEGREES
Principal	<ul style="list-style-type: none"> <li>● 15 or more years of consulting experience in fire protection, life safety, security, accessibility or related areas.</li> <li>● 10 or more years management experience in a fire protection or security engineering firm.</li> <li>● Represents and speaks for the firm in technical and management arenas.</li> <li>● Licensed professional engineer or architect or college level technical education or equivalent combination of education &amp; experience all with extensive consulting experience and relevant industry certifications.</li> </ul>
Engineering / Operations Manager	<ul style="list-style-type: none"> <li>● 10 or more years of consulting experience in fire protection, life safety, security, accessibility or related areas.</li> <li>● Represents and speaks for the firm in technical and management arenas.</li> <li>● Licensed professional engineer or architect or college level technical education or equivalent combination of education &amp; experience</li> <li>● Completed college level technical education or equivalent combination of education and experience all with extensive consulting experience and relevant industry certifications.</li> </ul>
Senior Consultant	<ul style="list-style-type: none"> <li>● 7 or more years of consulting experience.</li> <li>● Provides complex fire protection engineering, life safety, security, accessibility or related areas to clients by applying intensive and diversified knowledge of engineering principles and practices.</li> <li>● Licensed professional engineer or architect or completed college level technical education or equivalent combination of education &amp; experience all with extensive consulting experience and relevant industry certifications (ie NICET 3 or 4 ).</li> </ul>
Consultant	<ul style="list-style-type: none"> <li>● 4 or more years of consulting experience.</li> <li>● Provides fire protection engineering, life safety, security, accessibility or related areas to clients by applying intensive and diversified knowledge of engineering principles and practices.</li> <li>● Licensed professional engineer or architect or completed college level technical education or equivalent combination of education &amp; experience all with extensive consulting experience and relevant industry certifications (ie NICET 3 or 4 ).</li> </ul>
Associate Consultant	<ul style="list-style-type: none"> <li>● 2 or more years of experience in fire protection, life safety, security, accessibility or related areas.</li> <li>● Completed college level technical education or equivalent combination of education &amp; experience.</li> <li>● Candidate for engineering license or has achieved a high level or multiple certifications in technical areas of fire protection, life safety, security, accessibility or related areas.</li> </ul>
Junior Associate	<ul style="list-style-type: none"> <li>● 0 – 2 years of experience fire protection, life safety, security, accessibility or related areas.</li> <li>● Completed college level technical education or equivalent combination of education &amp; experience.</li> <li>● Candidate for engineering license or has achieved a high level or multiple certifications in technical areas of fire protection, life safety, security, accessibility or related areas.</li> </ul>
Senior Technician	<ul style="list-style-type: none"> <li>● 5 or more years of experience in fire protection, life safety, security, accessibility, construction or related areas of the firms practice.</li> <li>● Coordinates planning, organization, control, integration, and completion of design for fire protection, life safety, security, accessibility or related areas.</li> <li>● Completed technical coursework and have a minimum of a high school education or equivalent.</li> <li>● NICET Level III / IV or equivalent.</li> </ul>

Technician	<ul style="list-style-type: none"> <li>● 0 - 5 years of experience in fire protection, life safety, security, accessibility, construction or related areas of the firms practice.</li> <li>● Develops, modifies and/or review drawings of systems or components, according to the standards for fire protection, life safety, security, accessibility or related areas.</li> <li>● Completed technical coursework and have a minimum of a high school education or equivalent.</li> <li>● NICET Level II or equivalent.</li> </ul>

**Education and Experience Equivalencies:**

- Doctorate degree is equivalent to a Bachelor's degree plus four years of experience.
- Master's degree is equivalent to a Bachelor's degree plus two years of experience.
- Bachelor's degree is equivalent to an Associates degree plus two years of experience or no degree plus four years of experience.