

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 deliver order are available through the GSA Advantage!, a menu-driven database system. The INTERNET address of GSA Advantage! is: GSAAdvantage.gov.

Schedule Title

Financial and Business Solutions, Program Financial Services Advisor
520-1

Contract Number

GS-23F-0260S

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

Contract Period

August 21, 2006 to August 21, 2011

Contractor Name

Delphos International, Ltd.
1305 Wisconsin Avenue, Second Floor
Washington, DC 20007

Tel: 202-337-6300

Fax: 202-333-1158

Business Size

Small Business

CUSTOMER INFORMATION

1a.

Special Item Number Awarded	
520-1	Program Financial Advisor Services

1b. Delphos International serves a wide variety of clients and performs a broad range of financial services for those clients. As a result, our pricing structures vary from client to client and include hourly, monthly, milestone-based and other fixed-fee structures. However, for the purposes of simplifying the pricing structure for GSA, we have performed a comparative analysis of our main projects and clients and have determined a fixed hourly rate structure that best reflects our pricing practices.

For each client we provide customized services. One of our primary services is arranging financing for private sector corporate clients.

1c. Hourly rates are a central component of Delphos International's pricing structure. As such, hourly rates and the description of all corresponding commercial job titles, experience, functional responsibility and education are included here:

Labor Categories	8/21/08-8/20/09	8/21/09-8/20/10	8/21/10-8/20/11
Director	\$341.45	\$349.99	\$358.74
Vice President	\$210.13	\$215.38	\$220.76
Associate	\$115.57	\$118.46	\$121.42
Financial Analyst	\$73.54	\$75.38	\$77.27
Administrative	\$31.52	\$32.31	\$33.11

Awarded Prices include the .75% Industrial Funding Fee

LABOR CATEGORY DESCRIPTIONS

Director

Job Description:

- Facilitate meetings and presentations
- Partner with clients to collaborate in identifying business problems, solutions
- Define critical activities, timelines, resource requirements
- Manage teams and projects and ensure that deadlines and budgets are adhered to
- Monitor and control budgets and expenses
- Identify future business development opportunities
- Validate accuracy of reports, models, or other projects as completed by staff

Minimum Qualifications:

- Possess a financial interest in the company
- A graduate degree in business, finance or economics

- A minimum of 10 years of management and consulting experience
- Extensive knowledge of industry trends
- Superior writing, communication and presentation skills

Vice President

Job Description:

- Oversee all phases of project lifecycle
- Supervise and assign work to junior staff members
- Assume responsibility for meeting of deadlines
- Create financial models, reports or other project documentation
- Manage client relationships

Minimum Qualifications:

- A graduate degree in business, finance or economics
- A minimum of 7 years of experience within the financial industry
- Experience constructing complete pro-forma models and structuring finance transactions
- Project management experience
- Management and supervisory experience
- Excellent oral and written communication skills

Associate

Job Description:

- Perform analysis and research for projects
- Responsible for project completion and meeting of deadlines
- Supervise and assign work to junior staff members
- Assume responsibility for meeting of deadlines
- Create financial models, reports or other project documentation under supervision of senior staff
- Manage client relationships

Minimum Qualifications:

- A four-year college degree
- A minimum of 5 years of experience within the financial industry and/or within a relevant graduate level program
- Project management experience
- Capability of handling multiple projects and assignments
- Strong oral and written communication skills
- Strong computer skills

Analyst:

Job Description:

- Perform analysis and research for projects

- Coordinate workplans and activities related to projects
- Complete project tasks as assigned by senior staff

Minimum Qualifications:

- A four-year college degree or equivalent work experience
- Analytical and organizational skills
- Knowledge of computer applications
- Strong oral and written communication skills

Administrative:

Job Description:

- Handle day-to-day business activities ensuring that projects and deadlines are met to include scheduling appointments and meetings and maintaining the calendar.
- Make travel arrangements, maintain files, and prepare correspondence
- Oversee issuance and payment of expenses. May conduct research or other assignments as needed by senior staff. Responsible for copying, filing, preparing packages, answering phones and other administrative duties

Minimum Qualifications:

- Ability to complete work in a professional and timely manner
- Strong analytical, research, and organizational skills
- Knowledge of computer applications

2. Maximum Order: \$1,000,000.00

3. Minimum Order: \$300.00

4. Geographic Coverage: Worldwide

5. Point(s) of Production: Delphos International has offices in Washington, D.C., Westfield, New Jersey, and Putrajaya, Malaysia

6. Discount from list prices or statement of net price: Any change in Delphos International, Limited's commercial pricing or discount arrangement applicable to the identified customer or category of customers shall constitute a price reduction. Delphos International Limited agrees to notify the Contracting Officer not later than 15 days after the price reduction's effective date.

7. Quantity Discount: None

8. Prompt Payment Discount: None

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: None

11a – d. Delivery: Not applicable

12. FOB Points: Destination

13a. Ordering addresses: Not applicable. Interested clients should contact the information provided above for contractor.

13b. Ordering procedures: Not applicable

14. Payment addresses: Same as contractor address listed above.

15. Warranty provision: Not applicable.

16. Export packaging charges: Not applicable

17. Terms and conditions of Government purchase card acceptance (any thresholds above 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 indicating date of parts since price lists and any discounts from price lists: Not applicable

20a. Terms and conditions for any other services: Not applicable

21. List of service and distribution points: Not applicable, see (5) above for listing of physical office locations

22. List of participating dealers: Not applicable

23. Preventive maintenance: Not applicable

24a. Special attributes such as environmental attributes: Not applicable

24b. Not applicable

25. DUNS Number: 124290920

26. Notification regarding registration in Central Contractor Registration (CCR) Database

27. Overtime: Not applicable

Delphos International

Innovative Financing for Business in Emerging Markets

Delphos International is a specialized financial services firm that supports the international business goals of its clients by tapping into the resources of more than 350 government agencies and multilateral organizations worldwide. Since 1987, Delphos International has successfully arranged billions of dollars in government equity, grants, loans, loan guarantees, and insurance to support the efforts of over 500 companies. In recognition of these efforts, the firm was awarded the President's "E" Award for Export Service and *Project Finance* magazine's Deal of the Year Award. In addition, Delphos International is a charter member of the Overseas Private Investment Corporation's ("OPIC") Enterprise Development Network as a Loan and PRI Originator, is also on the GSA list of approved U.S. government contractors and acts as a Business Advisor to the Structured Finance Division of the U.S. Export-Import Bank. Based in Washington, D.C., Delphos International has additional locations in the New York metropolitan area and in Kuala Lumpur.

Our Solutions

We are experts in raising capital. Our creativity and depth of knowledge ensure that our clients receive financially sound and timely solutions for projects across multiple industries. From the earliest stages of project development through to operational implementation, Delphos International structures innovative financial solutions to meet the unique requirements of the project sponsors, the host country, and the lenders. Our services allow clients to focus on their core business activities and include the following:

Project Finance & Investment Support

With nearly 20 years of experience structuring emerging market financings, Delphos International has developed a widely recognized expertise in arranging long-term loans and equity on a project finance basis. Project financing offers sponsors greater flexibility through limited recourse loans that are collateralized by a project's assets and cash flows. We negotiate competitive and flexible financing terms, as well as secure instruments such as political risk insurance that minimize recourse to investors. Delphos International also secures grant funding to defray the cost of project development in emerging markets.

Structured Trade Finance & Business Development Support

Delphos International arranges short-, medium-, and long-term export loans and credit insurance to facilitate international sales. Term financing offers exporters payment upon shipment and attractive terms to international buyers. Export financing is an effective marketing tool for winning overseas business, and is therefore a critical component of any international business development plan. Our full-cycle advisory services include sales planning, buyer presentations, structuring advice, raising export financing, and securing grants to fund international business development costs.

Services for Financial Institutions & Investment Funds

Our firm has a substantial track record in structuring and raising capital for private equity funds, banks, and other investment vehicles focused on emerging markets. Delphos International has successfully secured lead investors for emerging market investment funds; obtained long-term debt capital for on-lending or on-investing by fund managers; and negotiated long-term lines of credit for banks and non-bank financial institutions.

What Makes Us Different

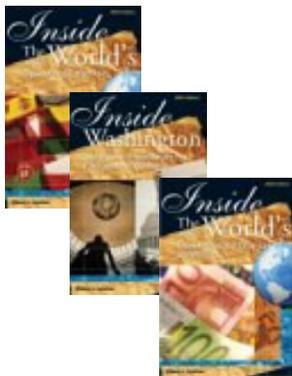
We invite challenges.

Solving complex financial challenges is our specialty. We have developed the expertise and institutional knowledge necessary to resolve even the most difficult challenges in structuring and financing projects in emerging markets. Our team has the ability to transform business ideas into successful projects that are supported by solid financial solutions. We have received extensive recognition for our accomplishments, including the U.S. President's "E" Award for Export Service and *Project Finance International's* Deal of the Year Award.



We are committed.

We become part of our clients' international finance and development teams, doing the legwork to develop and refine financial models, presentations, financing applications, and other project documentation. We dedicate ourselves to driving the financing process from early-stage development to closing and disbursement. And to underscore our commitment, we directly link our compensation to project success.



We wrote the book.

Delphos International has published more than twenty books on the subject of business and finance in emerging markets. We keep up-to-date research on more than 350 sources of such funding worldwide. Many of these funding sources have hired Delphos International to assist them in refining or evaluating their funding programs, including the World Bank Group, the Export-Import Bank of the United States, and the U.S. Trade and Development Agency.

Our Team

Mr. William A. Delphos, Managing Director

Mr. Delphos is the founder of Delphos International and a successful entrepreneur who has established, grown, and sold several successful service and investment businesses. Prior to founding Delphos International, he spent four years as the Chief Operating Officer of the Overseas Private Investment Corporation, a U.S. Government agency that lends to private-sector projects around the world. Before joining OPIC, he was the Director of International Business Development for a Fortune 500 company. Mr. Delphos is the co-founder and co-manager of Agribusiness Partners International, an equity investment fund focused on the former Soviet Union. He sits on the Board of Directors of numerous commercial and non-profit organizations, such as the American Youth Philharmonic Orchestra. He also acts as a financial advisor to government agencies and is a nationally-recognized speaker and author of over twenty books on the subject of international business and the use of U.S. government and multilateral resources. Mr. Delphos received his MBA from Northwestern University and BA from Worcester Polytechnic Institute.

Ms. Linda S. Habgood, Director

With 20 years of experience in the financial services industry, Ms. Habgood has built a specialty in emerging market project and structured trade finance. Since joining the firm in 1998, she has closed numerous transactions spanning a variety of industries and markets worldwide. Prior to joining Delphos International, she was a senior Investment Officer at the Overseas Private Investment Corporation and a Senior Associate in the North American Corporate Finance Group at the Chase Manhattan Bank. Ms. Habgood was a Presidential Scholar at the College of William and Mary and received an MBA from the Wharton School at the University of Pennsylvania.

Mr. Svetoslav Gatchev, Vice President

Mr. Gatchev has been with Delphos International since January 1997 and has worked on many high-profile power and telecom financings in Central/Eastern Europe and Latin America. A native of Bulgaria, Mr. Gatchev speaks English and Russian. He holds an MBA with Honors from New York University's Stern School of Business and a BA (summa cum laude) from Washington College.

Mr. Todd Morath, Vice President

Based in Kuala Lumpur, Mr. Morath is currently responsible for large-scale projects in Asia. Since joining the firm in 1999, he has completed telecom and energy project financings around the world. Previously, he was an international economist at USDA. He speaks Czech, Spanish, Russian and French and holds an MA in International Economics and Russian Area/East European Studies from SAIS (Johns Hopkins University) and a BA with Honors from Brown University.

Recipient of *Project Finance Magazine's* Deal of the Year Award....Twice

2005 – AES Maritza East 1, Bulgaria



Delphos International acted as co-financial advisor to AES on a \$1.3 billion financing package for the 670 MW Maritza East 1 project in Bulgaria, which received *Project Finance* magazine's Power Deal of the Year award in 2005 for Europe. The new plant will be built on a brownfield site and will be equipped with an FGD clean air system to comply fully with World Bank environmental guidelines. The lenders/guarantors include the European Bank for Reconstruction and Development, the Multilateral Investment Guarantee Agency, COFACE, Hermes, Calyon, ING, and BNP Paribas.

1999 - First Merchant Power Plant in Argentina

Delphos International was co-advisor with Bank of Tokyo - Mitsubishi to PSEG Global Inc. and The AES Corporation in developing the first merchant power plant in an emerging market to be financed on a limited recourse basis. A total of \$214 million was obtained to finance the 826MW power plant that was the recipient of *Project Finance* magazine's Latin American Deal of 1999. Delphos International arranged a senior debt facility provided by the IDB, JBIC, and EID-MITI of Japan. A major portion of the senior debt came from a B-loan syndication of commercial banks led by West LB, ING Bank, and Bank of Tokyo-Mitsubishi.

OTHER FIRSTS.....

- **First IFC/MBIA Co-Financing** - AES El Salvador Distcos, \$240 Million for the expansion and replacement of electrical distribution infrastructure
- **First Private Hydropower Project in India** – Dodson-Lindblom International, \$10 million in project financing for a 12 MW rehabilitation project near Mumbai. Also the first co-financing between OPIC and an Indian development agency.
- **One of the First IFC Euro-Denominated Financings** – Eurotel Bratislava, equivalent of US \$10 million in non-recourse senior debt and US \$20 million in subordinated debt for the expansion of the GSM network in the Slovak Republic.
- **First U.S. Exim-Bank Project Financing** – Ormat, \$173 million Ex-Im Bank project financing for a 125MW geothermal project located in the Leyte Geothermal Field in the Philippines, and later arranged a second Ex-Im Bank project finance facility for \$50 million for a follow-on optimization project.

Recent Transactions

POWER

- Co-financial advisor to AES on a \$1.3 billion financing package for the 670 MW Maritza East 1 project in Bulgaria, one of the largest foreign direct investments in SE Europe
- Obtained a \$27 million senior loan from IFC and DEG, and a \$20 million equity commitment, for a major international engineering firm to develop, construct and rehabilitate a cluster of hydropower projects in India totaling 61.2 MW
- Acting as a financial consultant on several USTDA Feasibility Studies in Africa including studies for the Mmamabula Coal-Fired Power Plant in Botswana, the Nyaborongo and Rukarara Hydropower Projects in Rwanda, and the Shiroro and Egbin power plants in Nigeria

OIL & GAS

- Secured \$36 million in senior and subordinated IFC debt for a South American oil and gas producer, which enabled the company to expand its operations and increase its output
- Acted as a financial consultant on a \$330,000 USTDA Feasibility Study for an oil and gas producer in Eastern Europe, assessing the financial aspects of the modernization of the company's refinery infrastructure

REAL ESTATE

- Obtained OPIC Political Risk Insurance on a \$2.3 million investment in a resort operation in Central America
- Secured a \$6.7 million senior loan from OPIC for real-estate developed in Central America. The funding went towards construction, working capital and financing costs of a residential and commercial high-rise tower

MANUFACTURING

- Acted as a financial consultant on a \$850,000 USTDA Feasibility Study for establishing a methanol/ammonia plant with a petrochemicals company in North Africa

TELECOMMUNICATIONS

- Financial consultant on a \$200,000 USTDA Feasibility Study for establishing a national wireless fidelity network with a telecommunications operator in Eastern Europe
- Financial consultant on a \$253,000 USTDA Feasibility Study for telecommunications operator in Eastern Europe, and provided marketing and credit analysis support

AGRIBUSINESS

- Completed the final stages of securing a \$14.5 million OPIC loan for the construction of a greenfield rice processing and distribution facility in Southeast Asia

OTHER

- Completed the final stages of securing a \$185,000 USTDA Feasibility Study for a heavy equipment leasing operator in West Africa