



**GENERAL SERVICES ADMINISTRATION
Federal Supply Service
Authorized Federal Supply Schedule Price List
Volume 3**

Schedule Title:	Financial and Business Solutions Services (FABS)
FSC Group:	520
Contract number:	GS-23F-0289N
Contract period:	July 23, 2008 to July 22, 2013, with two five-year options.
Contractor name:	Jones Lang LaSalle Americas, Inc. 1801 K St. NW, STE 1000 Washington, DC 20006
Telephone:	202.719.5000
Facsimile:	202.719.5001
Contractor's web site:	www.am.joneslanglasalle.com
Contract Administrator:	Janet Rice 1801 K St. NW, STE 1000 Washington, DC 20006
Telephone:	202.719.5822
Facsimile:	312.601.1110
Business size:	Large
Prices:	Prices Herein are Net (Discount Deducted)

Providing Access to Real Estate Expertise and Best Practices

For more information on ordering from Federal Supply Schedules, click on the FSS Schedules button at: <http://www.fss.gsa.gov/>

Jones Lang LaSalle is the world's leading real estate services and investment management firm, operating in more than 700 cities in approximately 60 countries on five continents. We provide comprehensive integrated real estate and investment management expertise on a local, regional and global level to owner, occupier and investor clients. Our clients around the world--corporations, governments, higher education institutions, developers, retailers and investors--depend on us to deliver innovative best practices to maximize real estate's contribution to their organizations.

Our Public Institutions practice has a dedicated team of public sector specialists with full access to our network of global resources. We combine our private sector expertise with our public sector experience to deliver integrated real estate solutions that are focused on the unique needs of government agencies. Our areas of expertise include:

• Asset Management	• Portfolio Strategy and Management
• Development and Project Management	• Public-Private Partnerships

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| • Facilities Management | |
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Jones Lang LaSalle Americas, Inc. services span the following Special Item Numbers (SINs):

- **SIN 520-01, Program Financial Advisor:** We assist the government in crosscutting issues and considerations associated with overall development and management of an asset program.
- **SIN 520-02, Transaction Specialist:** We advise the government on assets, disposal of an asset, any resulting asset sales structure, pricing and bid acceptance.
- **SIN 520-03, Due Diligence:** We provide confirmation and validation of the government's representations concerning financial status/history of assets offered for sale to the public.
- **SIN 520-05, Loan Servicing and Asset Management:** We service, monitor and maintain government-held loans/assets; refinance government-held loans/assets; avert defaults; share and manage risk on serviced loans/assets; and service and monitor loans and other asset guarantees.
- **SIN 520-13, Complementary Financial Management Services:** We provide portfolio strategy and management services for real estate assets on a global, national and local basis. We proactively evaluate and implement optimal ownership transactions for an agency's occupancy needs.

The following hourly rates apply for all offered SIN services--520-1, 520-2, 520-3, 520-5, and 520-13.

Labor Category	07/23/08 - 07/22/09	07/23/09 - 07/22/10	07/23/10 - 07/22/11	07/23/11 - 07/22/12	07/23/12 - 07/22/13
Partnering/Leadership Chief	\$ 400.00	\$ 412.00	\$ 424.36	\$ 437.09	\$ 450.20
Real Estate Specialist (Senior)	\$ 323.79	\$ 333.50	\$ 343.50	\$ 353.81	\$ 364.42
Facility Management Executive	\$ 279.84	\$ 288.24	\$ 296.89	\$ 305.79	\$ 314.97
Investment Markets Executive	\$ 279.84	\$ 288.24	\$ 296.89	\$ 305.79	\$ 314.97
Program Manager	\$ 265.97	\$ 273.95	\$ 282.16	\$ 290.63	\$ 299.35
Real Estate Specialist (Junior)	\$ 261.34	\$ 269.18	\$ 277.26	\$ 285.57	\$ 294.14
Project Manager	\$ 187.20	\$ 192.82	\$ 198.60	\$ 204.56	\$ 210.70
Property Manager	\$ 154.95	\$ 159.60	\$ 164.39	\$ 169.32	\$ 174.40
Financial Analyst (Senior)	\$ 144.55	\$ 148.88	\$ 153.35	\$ 157.95	\$ 162.69
Financial Analyst (Junior)	\$ 116.79	\$ 120.30	\$ 123.91	\$ 127.62	\$ 131.45
Technical Writer	\$ 71.70	\$ 73.85	\$ 76.06	\$ 78.34	\$ 80.69
Administrative	\$ 68.23	\$ 70.27	\$ 72.38	\$ 74.55	\$ 76.79

Labor Category	07/23/13 - 07/22/14	07/23/14 - 07/22/15	07/23/15 - 07/22/16	07/23/16 - 07/22/17	07/23/17 - 07/22/18
Partnering/Leadership Chief	\$ 463.71	\$ 477.62	\$ 491.95	\$ 506.71	\$ 521.91
Real Estate Specialist (Senior)	\$ 375.35	\$ 386.61	\$ 343.50	\$ 353.81	\$ 364.42
Facility Management Executive	\$ 324.42	\$ 334.15	\$ 296.89	\$ 305.79	\$ 314.97
Investment Markets Executive	\$ 324.42	\$ 334.15	\$ 296.89	\$ 305.79	\$ 314.97
Program Manager	\$ 308.33	\$ 317.58	\$ 282.16	\$ 290.63	\$ 299.35
Real Estate Specialist (Junior)	\$ 302.96	\$ 312.05	\$ 321.42	\$ 331.06	\$ 340.99
Project Manager	\$ 217.02	\$ 223.53	\$ 230.23	\$ 237.14	\$ 244.25
Property Manager	\$ 179.63	\$ 185.02	\$ 190.57	\$ 196.29	\$ 202.17
Financial Analyst (Senior)	\$ 167.57	\$ 148.88	\$ 153.35	\$ 157.95	\$ 162.69
Financial Analyst (Junior)	\$ 135.39	\$ 120.30	\$ 123.91	\$ 127.62	\$ 131.45
Technical Writer	\$ 83.11	\$ 85.61	\$ 76.06	\$ 78.34	\$ 80.69
Administrative	\$ 79.09	\$ 70.27	\$ 72.38	\$ 74.55	\$ 76.79

The following rates apply to SINs 520-1, Financial Advisor, and 520-2, Transaction Specialist for the specified services identified as follows:

Brokerage Services

Percent per Transaction

Owner Representation

New Lease – No Cooperating Broker

Years 1-10: 3% of gross rental amount

Years 11 +: 2% of gross rental amount

New Lease – Cooperating Broker Originates Lease

Years 1-10: 2% of gross rental amount

Years 11 +: 1% of gross rental amount

Tenant Representation

2.59% of gross rent

In accordance with I-FSS-140-B, Urgent Requirements (Jan 1994), when the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits, to contact Jones Lang LaSalle for the purpose of obtaining accelerated delivery. Jones Lang LaSalle shall reply to the inquiry within three workdays after receipt. (Telephonic replies shall be confirmed in writing.) If we offer an accelerated delivery time acceptable to the ordering agency, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

Labor Category Descriptions

The following labor category descriptions apply to our pricing proposal for all offered SIN services--520-1, 520-2, 520-3, 520-5, and 520-13.

<u>Labor Category Name</u>	<u>Labor Category Description</u>
Partnering/Leadership Chief	Leader of the firm responsible for client partnering and relationship responsibilities and overall responsibility for the project. Advanced degree (or equivalent experience) in management, finance, engineering, real estate, public administration, or a related field; 11 or more years of experience in real estate development, management, operations, finance, investment, research, strategic planning or related fields.
Real Estate Specialist (Senior)	Over eight years experience and cumulative project experience of greater than \$300 million in deals. Each Real Estate Specialist is a senior executive and has one or more areas in which she/he will serve as a subject matter expert.
Facility Management Executive	Advanced degree, professional property management certification or 15 years of real estate facilities management experience. Will have a proven track record for service delivery and strategic guidance to clients for their property management needs. Will have recognition in the real estate industry through thought leadership, demonstrated in published articles and speaking engagements.
Investment Banking/Capital Markets Executive	Advanced degree (or management equivalent) in financial underwriting, investment banking, investment sales, or debt/equity financing. Will have a minimum of 10 years experience in real estate industry with focus on financial transactions.
Program Manager	Advanced degree in economics, accounting, finance or a related field with over 10 years of finance, banking or real estate experience. Overall responsibility for project management of large projects, methodology, and team performance.
Real Estate Specialist (Junior)	Over five years experience and cumulative project experience of greater than \$100 million in deals. Each Real Estate Specialist has one or more areas in which she/he will serve as a subject matter expert.
Project Manager	Advanced business degree and a minimum of five years of real estate, banking, or government experience, managing a variety of projects. Directly oversees the project, ensuring that deliverables are completed and delivered on time, and that issues are brought to the attention of both the government and the Jones Lang LaSalle Program Managers. Identifies and resolves issues that arise through the execution of the project.

Property Manager	Over five years of real estate experience, specifically in facilities management, over three years of which will be in public sector facilities management. Responsible for due diligence, process management, partnering, process improvement and performance measurement and incentives, as they relate to property management.
Financial Analyst (Senior)	Undergraduate degree in economics, accounting, finance, or a related field with a minimum of three years of related experience. Conducts primary and secondary research including preparation, analysis and processing of data and reports required for cost comparison and cost estimates.
Financial Analyst (Junior)	Undergraduate degree in economics, accounting, finance, or a related field with a minimum of one year of related experience. Conducts primary and secondary research for use by financial analysts. Activities include preparation, analysis, and processing of data and reports required for cost comparison and cost estimates.
Technical Writer	Undergraduate degree in English, journalism, or technical field with at least eight years of related experience. Compiles necessary information, writes and edits required documents, proofreads materials for accuracy and consistency, and provides consultation on the best and most appropriate means of conveying written information.
Administrative Support	Associate degree, college level courses or technical training or appropriate years of experience. General computer, financial, editing, word-processing, graphics, and administrative skills to support project teams.