



**GENERAL SERVICES ADMINISTRATION
Authorized Federal Supply Schedule Price List**

Transforming real estate portfolios into more efficient inventories that meet organizational needs, we assist our clients in implementing and executing their real estate strategies from concept development through negotiations at the federal, state and local level.

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order or blanket purchase agreement are available through GSA *Advantage!*, a menu-driven database system. The Internet address of GSA *Advantage!* is: <http://www.gsaadvantage.gov/>

Schedule Title:	Financial and Business Solutions (FABS)
FSC Group:	520
Contract number:	GS-23F-0289N
Contract period:	July 23, 2013 to July 22, 2018 with one five year option
Contractor Name:	Jones Lang LaSalle Americas, Inc.
Address	1801 K St. NW, STE 1000, Washington, DC 20006
Phone Number:	202.719.5000
Fax Number:	202.719.5001
Web site:	www.am.joneslanglasalle.com
Contact for Contract Administration	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)
Date:	March 6, 2014

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

Providing Access to Real Estate Expertise and Best Practices

Jones Lang LaSalle¹ (JLL) is the world's leading real estate services and investment management firm, operating in more than 1,000 locations in approximately 70 countries on five continents. We provide comprehensive integrated real estate and investment management expertise on local, national and global levels 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 results through innovative best practices, maximizing real estate's contribution to their organizations.

Transforming real estate portfolios into more efficient inventories that meet organizational needs, we assist our clients in implementing and executing their real estate strategies from concept development through negotiations at the federal, state and local level. These efforts involve private sector developers, financiers and construction firms. Our experience in the public and private sectors provides agencies the insight and expertise necessary to turn a real estate portfolio into a collection of *working* assets. Unlocking the value once trapped in underutilized real estate can help fund programs critical to an agency's mission.

Our Public Institutions practice has a dedicated team of public sector specialists with full access to our firm's network of resources and specialty practices. We combine our public and private sector best practices and experience to deliver a full range of integrated real estate solutions and financial advisory services focused on the unique needs and missions of government agencies.

Our areas of expertise include:

- Financial Advisory Services
- Portfolio management strategy
- Project management
- Public-private partnerships
- Privatization advice and assistance
- Development and project management
- Master planning and land use analysis
- Developer solicitation/project marketing
- Deal structuring
- Transaction negotiation and closure
- Enhanced use leasing
- Real estate strategy
- Market and economic analysis
- Due diligence
- Feasibility/highest and best use assessments
- Lease acquisitions and property disposals
- Tenant representation and brokerage
- Sustainability advisory services
- Asset management
- Transit oriented development
- Integrated facilities management
- Grant management support services

¹Jones Lang LaSalle Americas, Inc. is the offeror of this proposal. It is a wholly owned subsidiary of Jones Lang LaSalle Incorporated and that company's operating entity for the western hemisphere. Use of the terms Jones Lang LaSalle, JLL and first-person pronouns may refer to either entity or both.

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 support government transactions involving real estate acquisitions, dispositions, transaction financial structuring and valuation services for both leased and owned portfolios as well as single assets.
- **SIN 520-03, Due Diligence & Support Services:** We provide confirmation and validation of the government's representations concerning financial and physical characteristics of assets offered for sale to or acquisition from 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 help execute optimal ownership financing structures that meet the needs of our clients.
- **520-15, Outsourcing Recurring Commercial Activities for Financial Management Services:** JLL provides services that an agency identifies as recurring commercial activities, which may include leasing activities, grant application management, loan application management and other financial management activities, among other commercial financial management services.
- **520-21, Program Management Services:** We help clients develop appropriate financial and business solutions to improve real property program operations while lowering costs. We provide comprehensive program, portfolio and project management services, including assistance with oversight and integration activities, designed to maximize value for our clients.
- **520-22, Grants Management Support Services:** JLL assists grants management personnel throughout the grant-making process. Specifically, we assist with all phases of the solicitation process, including development of solicitations and grant application forms, review and evaluation of applications and proposals, and recommendations for grants management officers and program staff. Once grants are awarded, we help track compliance with program rules and evaluate overall program effectiveness and project status.

CUSTOMER INFORMATION

1a. Table of awarded special item numbers (SIN):

<u>SIN</u>	<u>DESCRIPTION</u>
520-1	Program Financial Advisor
520-02	Transaction Specialist
520-03	Due Diligence
520-05	Loan Servicing and Asset Management
520-13	Complementary Financial Management Services
520-15	Outsourcing Recurring Commercial Activities for Financial Management Services
520-21	Program Management Services
520-22	Grant Management Support Services

- 1b. Prices: See page 6 for our hourly rates and transaction fees.
- 1c. Labor Category Descriptions: See pages 7-8 for our labor category descriptions.
2. Maximum Order: \$1,000,000
3. Minimum Order: \$300.00
4. Geographic Coverage: Worldwide
5. Point(s) of Production: Washington, DC
6. Prices Shown Herein Are Net (discount deducted)
7. Quantity Discounts: Discounts negotiated based on task order
8. Prompt Payment Terms: Thirty (30) days net
- 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: Not applicable.
- 11a. Time of Delivery: Not applicable.
- 11b. Expedited Delivery: Items available for expedited delivery are noted in this price list.
- 11c. Overnight and 2-day Delivery: Not applicable.
- 11d. Urgent Requirements: Contact Kim Burke, Managing Director (see 13a below)
12. F.O.B. Point(s): Destination.
- 13a. Ordering Address:
- Jones Lang LaSalle Americas, Inc.
Attn: Kim Burke, Managing Director
1801 K Street, NW, Suite 1000, Washington, DC 20006
202.719.5613

- 13b. Ordering Procedures: 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 (fss.gsa.gov/schedules).
14. Payment Address:
Jones Lang LaSalle Americas, Inc.
33832 Treasury Center
Chicago, IL 60694-3400
15. Warranty Provision: Not applicable
16. Export Packing Charges: Not applicable
17. Terms and conditions of Government purchase card acceptance (any thresholds above the 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: Not applicable.
- 20a. Terms and conditions for any other services: Not applicable.
21. List of service and distribution points: Not applicable
22. List of participating dealers: Not applicable
23. Preventative maintenance: Not applicable.
- 24a. Special attributes such as environmental attributes: Not applicable
- 24b. If applicable, Section 508 compliance information is available on Electronic and Information technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at www.Section508.gov/.
25. Data Universal Number System (DUNS) number: 132075388
26. Notification regarding registration in the System for Award Management (SAM) database: Jones Lang LaSalle Americas, Inc. is registered in SAM.

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 JLL for the purpose of obtaining accelerated delivery. JLL 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.

The following hourly rates apply for all offered SIN services--520-01, 520-02, 520-03, 520-05, 520-13, 520-15, 520-21 and 520-22.

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	\$395.00	\$400.93	\$406.94	\$413.04	\$419.24
Real Estate Specialist (Senior)	\$330.00	\$334.95	\$339.97	\$345.07	\$350.25
Facility Management Executive	\$285.00	\$289.28	\$293.61	\$298.02	\$302.49
Investment Markets Executive	\$285.00	\$289.28	\$293.61	\$298.02	\$302.49
Program Manager	\$280.00	\$284.20	\$288.46	\$292.79	\$297.18
Real Estate Specialist (Junior)	\$265.00	\$268.98	\$273.01	\$277.10	\$281.26
Project Manager	\$196.00	\$198.94	\$201.92	\$204.95	\$208.03
Property Manager	\$161.00	\$163.42	\$165.87	\$168.36	\$170.89
Financial Analyst (Senior)	\$159.50	\$161.89	\$164.32	\$166.79	\$169.29
Financial Analyst (Junior)	\$122.25	\$124.08	\$125.95	\$127.83	\$129.75
Technical Writer	\$74.75	\$75.87	\$77.01	\$78.16	\$79.34
Administrative	\$71.25	\$72.32	\$73.40	\$74.50	\$75.62

The following rates apply to SINs 520-1, Financial Advisor, 520-2, Transaction Specialist and 520-15, Outsourcing Recurring Commercial Activities for Financial Management Services 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

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, 520-13, 520-15, 520-21 and 520-22.

<u>Labor Category Name</u>	<u>Labor Category Description</u>	<u>Education/ Certifications</u>	<u>Years of Experience</u>
Partnering/ Leadership Chief	Leader in the firm responsible for client partnering, relationships and overall responsibility for the project.	Advanced degree (or equivalent experience) in real estate, business, economics, finance, public administration or a related field.	12
Real Estate Specialist (Senior)	Senior executive providing guidance in one or more areas as a subject matter expert.	Advanced degree (or equivalent experience) in a specialty field for which they serve as a subject matter expert.	10
Facility Management Executive	Proven track record of service delivery and strategic guidance to clients for asset and facility/property management.	Advanced degree (or equivalent experience), property management certification or equivalent years of real estate facilities management experience.	9
Investment Markets Executive	Proven track record of service delivery and strategic guidance to clients on real estate industry financial transactions.	Advanced degree (or management equivalent) in financial underwriting, investment banking, investment sales or debt/equity financing.	9
Program Manager	Overall responsibility for project management of large projects, methodology and team performance.	Advanced degree (or equivalent experience) in real estate, business, economics finance, public administration or a related field.	8

<u>Labor Category Name</u>	<u>Labor Category Description</u>	<u>Education/ Certifications</u>	<u>Years of Experience</u>
Real Estate Specialist (Junior)	Provides guidance in one or more areas as a subject matter expert.	Advanced degree (or equivalent experience) in a specialty field for which they serve as a subject matter expert.	6
Project Manager	Directly oversees the project, ensuring that deliverables are completed and delivered on time, and that issues are brought to the attention of both the client and the team lead. Manages opportunities and challenges throughout project execution.	Advanced degree (or equivalent experience) in real estate, business, economics, finance, public administration or a related field.	5
Property Manager	Responsible for due diligence, process management and improvement, partnering, performance measurement and incentives, as they relate to property management.	Undergraduate degree (or equivalent experience) in a related field.	4
Financial Analyst (Senior)	Conducts primary and secondary research, including preparation, analysis and processing of data and reports required for cost comparison and cost estimates.	Undergraduate degree or equivalent experience.	3
Financial Analyst (Junior)	Conducts primary and secondary research, including preparation, analysis and processing of data and reports required for cost comparison and cost estimates.	Undergraduate degree.	0
Technical Writer	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.	Undergraduate degree (or equivalent experience) in writing or a relevant technical field.	2
Administrative Support	Provides general computer, financial, editing, word processing, graphics and administrative support to project teams.	Associate degree (or equivalent experience), relevant courses or technical training.	0