

[ Contract Number GS-07F-7851C ]

# Federal Supply Schedule Contract

Schedule 084 – Total Solutions for Law Enforcement, Security, Facility Management Systems, Fire, Rescue, Special Purpose Clothing, Marine Craft, and Emergency/Disaster Response



## Description of Amendment/Modification

FSG 63 – Alarm and Signal Services, Facility Management Systems, Professional Services, and Guard Services.

## Schneider Electric Buildings Americas Solutions

TAC Vista™, TAC I/NET™, TAC I/A Series™, Andover Continuum™, StruxureWare™ Building Operation, TAC DuraDrive™, and TAC Erie™ field devices, sensors, valves, and actuators

Schneider Electric™ is a complete provider of building automation solutions. We offer a world-class set of product brands that can be custom-tailored to your facility needs. We manufacture, design, install, and support building control systems that make people more comfortable, secure, and productive. Our solutions shown above provide:

- Integrated HVAC and lighting control
- Security management, fire and access control
- Energy management
- Industry-standard, open technology
- Web solutions

## Customer Information

### 1a. SPECIAL ITEM NUMBERS (SINs)

Our authorized SIN numbers are as follows:

- SIN 246-35(1)
- SIN 246-42(1)
- SIN 246-42(2)
- SIN 246-42(3)
- SIN 246-51
- SIN 246-52
- SIN 246-53
- SIN 246-1000

### 1b. LOWEST PRICED MODEL NUMBER AND PRICE PER SIN:

Government price based on a unit of one.

### 2. MAXIMUM ORDER PER SIN:

Following are the maximum order thresholds per SIN:

- SIN 246-35(1): \$100,000
- SIN 246-42(1): \$150,000
- SIN 246-42(2): \$150,000
- SIN 246-42(3): \$150,000
- SIN 246-51: \$200,000
- SIN 246-52: \$200,000
- SIN 246-53: \$200,000
- SIN 246-1000: \$150,000

### Contractor:

Schneider Electric Buildings Americas, Inc.  
1650 West Crosby Road, Carrollton, TX 75006  
Tel: 972-323-1111 Fax: 972-323-5359  
email: info@buildings.schneider-electric.com  
Website: www.schneider-electric.com/buildings

### Contract Number:

GS-07F-7851C

### Contract Term:

September 1, 2010 to September 15, 2015

### Business Type:

Corporation

### Contractor's

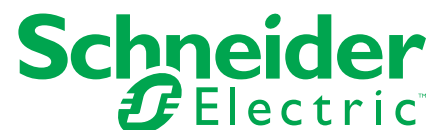
### Administration Source:

Bob Noonan  
Schneider Electric Buildings Americas, Inc.  
1354 Clifford Avenue, Loves Park, IL 61111  
Tel: 815-637-3140 Fax: 815-637-5319  
email: Bob.Noonan@schneider-electric.com

### Parts Orders:

Tel: 888-444-1311 Fax: 888-560-5656  
email: ccc.orders@schneider-electric.com  
Attn: Diane Benson  
1354 Clifford Avenue, Loves Park, IL 61111

Make the most of your energy<sup>SM</sup>



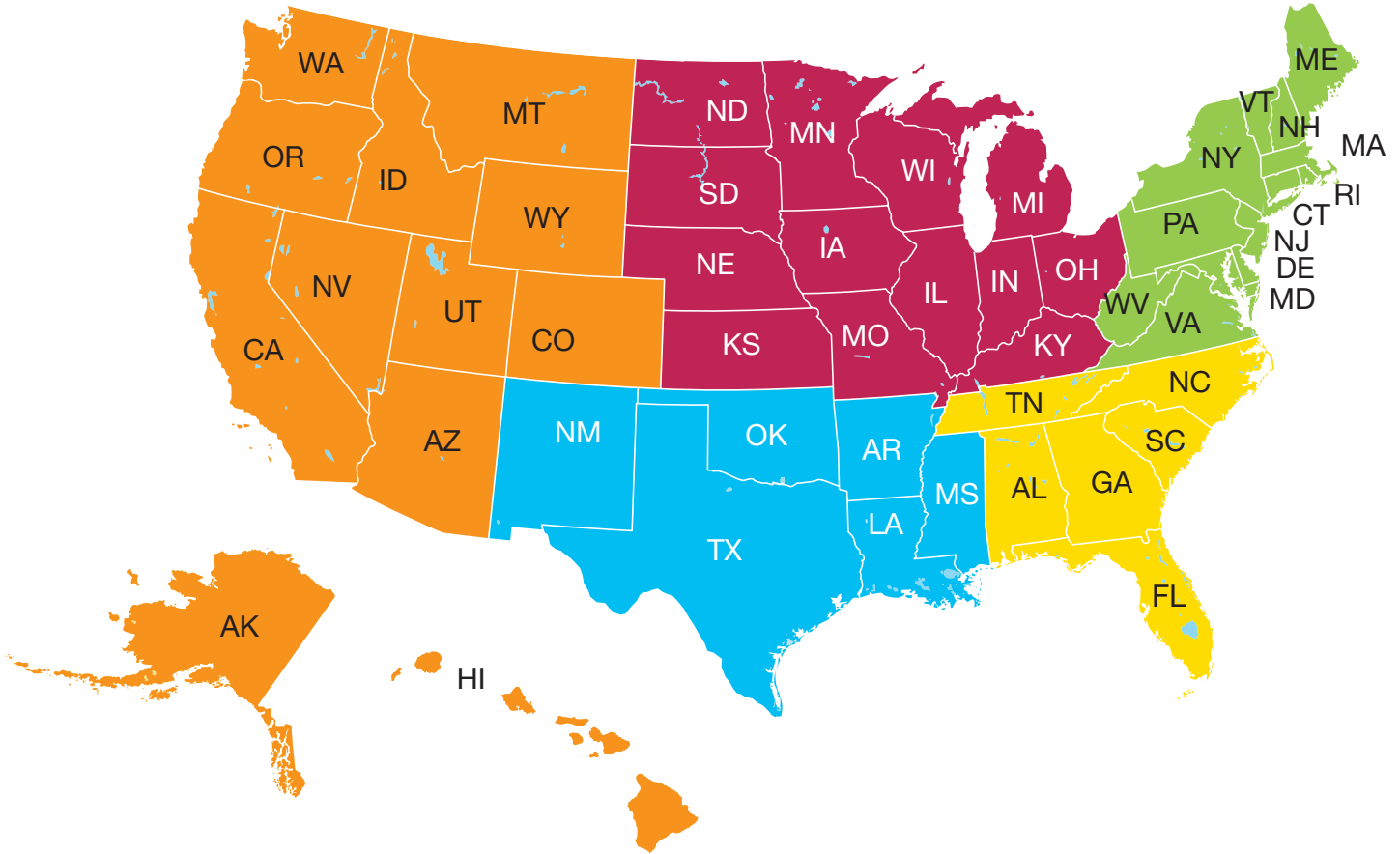
# [ Contract Number GS-07F-7851C ]

3. MINIMUM ORDER:  
The minimum order for Schneider Electric is \$100.
4. GEOGRAPHIC COVERAGE:  
50 states, the District of Columbia, Puerto Rico, and U.S. territories.
5. POINT OF PRODUCTION:
  - Rockford, Illinois, U.S.
  - Malmö, Sweden
  - Monterrey, Mexico
  - Canada
  - Italy
  - France
6. DISCOUNT FROM LIST PRICES:  
All prices are net.
7. QUANTITY DISCOUNTS:  
Schneider Electric does not offer quantity discounts.
8. PROMPT PAYMENT TERMS:  
Schneider Electric terms are 1% – 20 days, Net 30.
- 9a. Government Purchase Cards are accepted.
- 9b. Government Purchase Cards are accepted.
10. FOREIGN ITEMS:
  - Malmö, Sweden
  - Monterrey, Mexico
  - Canada
  - Italy
  - France
- 11a. TIME OF DELIVERY:  
Within 14 ARO.
- 11b. EXPEDITED DELIVERY:  
N/A
- 11c. OVERNIGHT AND TWO-DAY DELIVERY:  
N/A
- 11d. URGENT REQUIREMENTS:  
N/A
12. FOB POINT:  
50 states, the District of Columbia, Puerto Rico, and U.S. territories.
13. ORDERING ADDRESS:  
Same as Parts Orders on page 1 or from an authorized Schneider Electric Partner.
14. PAYMENT ADDRESS:  
If purchased from Schneider Electric, remit to:  
24177 Network Place, Chicago, IL 60673-1241  
Or, if purchased from an authorized Schneider Electric Partner, remit to that Partner who fulfilled the order using their supplied Cage Code and DUNS number referencing this MAS agreement.
15. WARRANTY:  
Standard Commercial Warranty.
16. EXPORT PACKING CHARGES:  
N/A
17. TERMS AND CONDITIONS OF GOVERNMENT COMMERCIAL CREDIT CARD ACCEPTANCE:  
No additional discounts are offered.
18. TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR:  
N/A
19. TERMS AND CONDITIONS OF INSTALLATION:  
Installation available under:
  - SIN 246-1000
  - SIN 246-51
  - SIN 246-52
20. TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LISTS AND ANY DISCOUNTS FROM LIST PRICES:  
N/A
- 20a. TERMS AND CONDITIONS FOR ANY OTHER SERVICES:  
Available under SIN 246-52, SIN 246-1000, through the Schneider Electric Branches.
21. LIST OF SERVICE AND DISTRIBUTION POINTS:  
N/A
22. PARTICIPATING DEALERS:
  - Schneider Electric Branches (System Integrators)
  - Authorized Schneider Electric Partners
23. PREVENTATIVE MAINTENANCE:  
Available under SIN 246-52 through the Schneider Electric Branches.
24. ENVIRONMENTAL ATTRIBUTES:  
N/A
25. SECTION 508 COMPLIANCE FOR EIT:  
N/A
26. DATA UNIVERSAL NUMBER SYSTEM (DUNS) NUMBER:  
15-469-5530
27. REGISTRATION IN CENTRAL CONTRACTOR REGISTRATION (CCR) DATABASE:  
Yes (Please see Schneider Electric under our DUNS number from above).

[ Contract Number GS-07F-7851C ]

## Schneider Electric Buildings Americas GSA Territorial Contacts

For your nearest authorized partner office, contact the regional sales director in your area.



**West – Director  
Rick McKay**  
Rick.McKay@schneider-electric.com  
Cell: 972-922-1660



**Central – Director  
Tony Marino**  
Tony.Marino@schneider-electric.com  
Tel: 330-856-6475  
Cell: 330-219-6499



**Southwest – Director  
Brad Bonfiglio**  
Brad.Bonfiglio@schneider-electric.com  
Tel: 972-323-5503  
Cell: 972-273-0691



**Southeast – Director  
Scott Beacham**  
Scott.Beacham@schneider-electric.com  
Cell: 813-340-7139



**Northeast – Director  
Ben Murphy**  
Ben.Murphy@schneider-electric.com  
Tel: 732-758-0470  
Cell: 732-208-4107

# [ Contract Number GS-07F-7851C ]

## Services Pricing Proposal

### Services: Based on Hourly Rates

Regions Defined	See map on page 7
West	CA, WA, OR, NV, AZ, ID, UT, AK, HI
Northeast	WADC, NJ, NY, PA, ME, NH, VT, RI, CT, DE, MA, MD
Southeast	WV, VA, NC, SC, GA, FL, KY, TN, AL, MS
Central	TX, OK, AR, LA, KS, MO, IA, NE, SD, ND, MN, MI, WI, IL, OH, IN, MT, WY, CO, NM
Puerto Rico	Puerto Rico

### Commercial and Prices Offered to the Government Labor Rates (Loaded) (Hourly)

SINS	Job Titles	West	Northeast	Southeast	Central	Puerto Rico
	Field Service					
246-50 and 246-51	BAS/Fire/Security Technician	\$121.00	\$118.00	\$109.00	\$112.00	\$81.00

Job Titles	Job Descriptions
BAS/Fire/Security Technician	BAS/Fire/Security Technicians are directed by the project engineer to perform tasks directly related to the implementation of the project design. These tasks relate to the installation, programming, commissioning, and debugging of building automation, fire and security control systems. At times this scope of work relates to working independently and at other times the scope is related to work performed by a subcontractor.

The above job title maps to the Davis-Bacon Wage Determination for a Communications and Systems Installer. Schneider Electric adheres to the Davis-Bacon Act and ensures payment of our employees at or above the proper wage determination.

## Project Pricing Proposal

### Commercial and Prices Offered to the Government Labor Rates (Loaded) (Hourly)

Software Support			
246-52 246-53	Software Developer – off-site	\$168.00	Software developers are responsible for the design, development, and implementation of software projects. This position is also be responsible for ongoing support and maintenance of legacy software products. This labor rate is for when they do work off-site.
246-52 246-53	Software Developer – on-site	\$140.00	Software developers are responsible for the design, development, and implementation of software projects. This position is also be responsible for ongoing support and maintenance of legacy software products. This labor rate is for when they do work on-site.
246-52 246-53	Tech Support (Non-programming) – off-site	\$140.00	Tech support is responsible for servicing all system issues on time and to the customer’s satisfaction. These specialists are responsible for troubleshooting and repairing customer systems, performing scheduled maintenance, performing warranty work, and suggesting and performing system improvements and modifications.

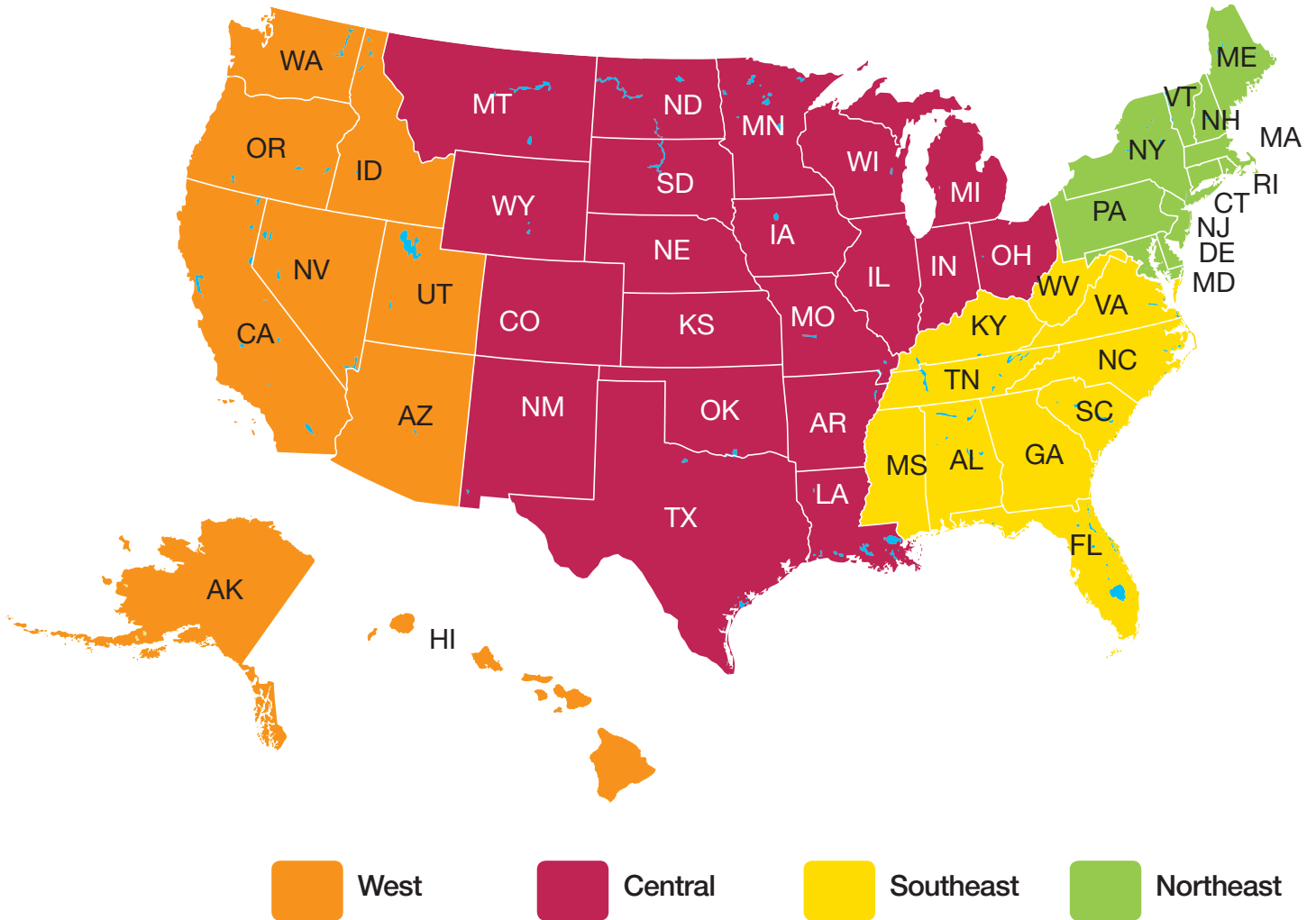
[ Contract Number GS-07F-7851C ]

Engineering			
246-52 246-53	Applications Engineering	\$129.00	Application engineers are responsible for providing support to customers in the form of technical support, problem simulations, and product testing. May execute validation test plans and verification testing of repair actions on released products
246-52 246-53	Project Engineer	\$129.00	Project engineers are directed by the project manager to perform tasks directly related to the implementation of the project design. These tasks relate to the installation, programming, commissioning, and debugging of HVAC control systems, lighting, lighting controls, HVAC mechanical equipment, and access control systems. At times this scope of work relates to working independently and at other times the scope is related to work performed by a subcontractor.
246-52 246-53	Sr. Project Engineer	\$140.00	The Sr. project engineer acts in much the same role as the project engineers, but additionally provides supervisory support in the management and oversight of subcontractors on the work site.
246-52 246-53	Professional Engineer	\$196.00	The professional engineer generally acts to lead the engineering design of a particular project. This position is required with larger projects that involve major mechanical replacements and system design modifications. The professional engineer is accountable for the stamping of drawings to meet specific process requirements.
246-52 246-53	Energy Engineer	\$196.00	The energy engineer acts in a leadership role. This individual defines the engineering process and leads the design team through this process to achieve the scope of work that will provide for the maximum level of energy savings to meet the customer's need. The experience and creativity of this individual are pivotal to the success of the project.
246-52 246-53	Sr. Energy Manager	\$162.00	The Sr. energy manager selects the engineering team and monitors the progress throughout the data collection and analysis period. This individual acts in a consultative capacity to provide oversight to the engineering process.
246-52 246-53	Lead Energy Analyst	\$168.00	The lead energy analyst acts in a similar capacity to the energy analyst, but additionally provides expertise in the facility modeling process, along with mechanical, lighting, and controls design.
246-52 246-53	Energy Analyst	\$140.00	The energy analyst is responsible for the design of the project as it relates to energy efficiency. Using historical energy data, energy conservation measures (ECMs) are developed that meet the needs of the customer. These solutions produce energy savings that help offset the project cost. The energy analyst assists in the project as it develops through the implementation phase by monitoring the effectiveness of the retrofits as they are commissioned.
246-52 246-53	Quality Control Engineer	\$123.00	The quality control engineer oversees the quality to which a project is being installed. The quality control engineer acts independent from the project and reviews all processes to ensure construction codes and respective project required programs and quality are followed. This requires generating reports necessary to inform the customer as to the status of the project.
246-52 246-53	CAD	\$95.00	The CAD operator creates all computer drawings generated by the project personnel to provide documentation for submittal and as-built use of the customer.

[ Contract Number GS-07F-7851C ]

Field Installation			
246-52 246-53	Project Manager	\$145.00	The project manager fully controls the implementation process and is responsible for ensuring that each project reaches final completion on time, is implemented in a cost effective manner, incorporates all planned work defect-free, and is billed and collected in a timely fashion through the duration of the project.
246-52 246-53	Operations Manager	\$173.00	The operations manager facilitates an efficient energy retrofit project by acting to assure appropriate project team assignments and providing oversight on each project. Additionally, this individual acts to negotiate and review contracts and monitor the flow of project implementation to assure optimal performance.
246-52 246-53	Construction Manager	\$162.00	The construction manager selects the implementation team and monitors the project progress throughout the implementation period. This individual acts in a consultative capacity to provide oversight to this process.
Support			
246-52 246-53	Administrative/Support	\$67.00	Administrative staff members provide support to the project through the input of utility data and other associated clerical tasks.
246-52 246-53	Sales	\$90.00	Account representatives are directed by the managing supervisor to interact with the customer to assure the optimal performance of the project design. The account representative is accountable for the overall success of the project and acts in sales initiation, customer relations, project design, contract negotiations, and project presentations. This individual interacts with other team members to facilitate the project flow. It is important to note that some functions of this role, specifically those related to the project sales effort, are assumed to be the cost of doing business and are not directly charged to the customer.
246-52 246-53	Accounting Clerk	\$67.00	The accounting clerk tracks, documents, and processes all necessary documents to maintain proper accounting of all costs and reporting to the customer as needed.
246-52 246-53	Technical Writer	\$95.00	The technical writer works with the project manager and engineer to create documents that will allow the customer to operate and use the system as designed. The writer will also generate all necessary technical information to be included in the manuals generated for the customer.

## GSA Service Pricing Regions



### Schneider Electric USA, Inc.

1650 West Crosby Road  
Carrollton, TX 75006 USA  
Tel: 972-323-1111  
Fax: 972-242-0026  
[www.schneider-electric.com/buildings](http://www.schneider-electric.com/buildings)