



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 delivery order are available through *GSA Advantage!*, a menu-driven database system. The INTERNET address for *GSA Advantage!* is:

GSAAdvantage.gov.

Schedule title: Financial and Business Solutions.

FSC Group, Part and Section or Standard Industrial Group (as applicable): 520.

FSC Class(es)/Product code(s) and/or Service Codes (as applicable): 520-1.

Contract number: GS-23F-0209K

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

Contract period: April 24, 2005 to April 24, 2010

Contractor: Taylor-DeJongh, Inc.

Address: 1101 17th Street, NW, Suite 1220, Washington, DC, 20036

Phone/Fax: (202) 775-0899/1(888) 795-4675 phone / (202) 775-1668/1(877) 794-0281 fax

Email: tdj@taylor-dejongh.com

Website: www.taylor-dejongh.com

Contract administration source: Ms. Jennifer Hara.

Administration source email: jhara@taylor-dejongh.com

Business size: Small

Customer Information

SIN 520-1 Program Financial Advisor Services

PRODUCTS OR SERVICES:

Taylor-DeJongh, Inc. is pleased to offer its services under SIN 520-1, as a Program Financial Advisor.

Taylor-DeJongh is an experienced and respected financial advisory firm, which specializes in matters related to lending and collecting, including loan documentation, loan and asset structuring, financial closings, and loan and asset workouts and restructurings. Taylor-DeJongh also provides sophisticated advisory services related to loan and asset portfolio development and management, including the purchase and sale of loans and assets.

Taylor-DeJongh's business philosophy is to provide experienced, senior level international project development and financing advice to developers, investors, governments, contractors and suppliers. The firm designs a development plan and project structure that are soundly based on the unique commercial, legal, and financial environment of particular loan, project, or asset involved. The principals use their seasoned judgment and extensive market knowledge to create viable financing and risk mitigation plans for major projects. Taylor-DeJongh acts as an independent advisor, offering its clients true long-term experience in successfully structuring and protecting loans and assets around the world.

Taylor-DeJongh, Inc. staffs each project engagement with highly trained and motivated individuals whose skills and experience provide for a proper match with the project needs. Because financial asset advisory projects can be extremely diverse, the hallmark of the firm has always been flexibility in staffing.

Each engagement, project, or task will have a project leader, who will be one of the most senior and experienced members of the firm. It is the responsibility of that individual to provide leadership and quality control, as well as to play an active and involved role in the project.

Taylor-DeJongh, Inc. has twenty years of experience in providing high quality due diligence and support services to both lenders and borrowers. Our personnel are expert at collecting and organizing the data and other information that is required for sound asset management decisions. More importantly, Taylor-DeJongh has the judgment and capability to effectively present the information in an information package that is useable and valuable to lenders and borrowers. Our staff is highly competent with respect to document creation, negotiation, and control as related to loan transactions. Taylor-DeJongh has designed and implemented due diligence protocols for institutional lenders and investors, both in the public and private sectors. Taylor-DeJongh, Inc. also has extensive experience in assisting private sector project developers to structure and secure financing from institutions for their projects. We have successfully advised governmental and non-governmental organizations regarding market studies, file preparation, and closings.

Taylor-DeJongh, Inc. has **developed highly sophisticated financial models** for use by borrowers and lenders in **valuing assets, cash flows, and to determine appropriate borrowing levels and loan structures**. We have modeled projects, assets, and loans across a broad spectrum of

industries, including power projects, pipelines, refineries, real estate, and financial institutions. We are **skilled in developing assumptions**, in using the assumptions and our research to accurately describe the asset, loan, or project in a financial model, and in producing **both electronic and paper based reports** that present the model results in a convenient and user-friendly manner.

Taylor-DeJongh has frequently provided **training in loan, project, and asset structuring, documentation and monitoring**. We have provided such training to governments and government agencies as well as private sector lenders and project developers, and we have prepared highly customized training materials for use in the training.

Taylor-DeJongh principals have previously had direct involvement in the entire process of determining all critical issues for the successful structuring, closing, and monitoring of loan and asset related project transactions, including power generation, pipelines, transportation, telecommunications, industrial, oil and gas, petrochemical and LNG plants. The firm has direct experience in the actual negotiation of agreements and undertakings with government institutions and private sector companies in more than 30 countries, such as Ministries of Energy, of Transportation and of Finance, Central Banks, national electric utilities, national oil companies, and other such entities whose agreements, guarantees, and other commitments are generally required for credit support or other commercial reasons.

Taylor-DeJongh provides sophisticated and customized financial advisory services, and each proposal is priced according to the needs of that specific project. Thus the price quoted will vary according to the task, the personnel assigned, and the time expended. Taylor-DeJongh believes that its rates are comparable to other firms providing similar advisory services.

CUSTOMER ORDERING INFORMATION:

- 1a. Table of awarded special item number(s) with appropriate cross-reference to page number(s). 520-1; Program Financial Advisor.
- 1b. See price list following this section.
- 1c. See price list following this section.
2. Maximum order. \$1,000,000
3. Minimum order. \$300
4. Geographic coverage. Taylor-DeJongh, Inc. headquarters are in Washington, DC. The firm maintains branch offices and/or representatives in Houston, Texas, London, Cairo, Bahrain, and Madrid. Taylor-DeJongh clients are located worldwide.
5. Point(s) of production. As required per task order.
6. Discount from list prices or statement of net price. N/A
7. Quantity discounts. N/A
8. Prompt payment terms. N/A
- 9a. Notification that Government purchase cards are accepted below the micropurchase threshold. Yes.
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micropurchase threshold. Do not accept.
10. Foreign items. N/A

- 11a. Time of delivery. N/A
- 11b. Expedited Delivery. N/A
- 11c. Overnight and 2-day delivery. N/A
- 11d. Urgent Requirements. N/A
- 12. F.o.b. point(s). Destination
- 13a. Ordering address(es). See above Contractors name and address information.
- 13b. For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at GSA/FSS Schedule homepage (fss.gsa.gov/schedules).
- 14. Payment address(es). See above Contractors name and address information.
- 15. Warranty provision. N/A
- 16. Export packing charges, if applicable. N/A
- 17. Terms and conditions of Government purchase card acceptance. N/A
- 18. Terms and conditions of rental, maintenance, and repair. N/A
- 19. Terms and conditions of installation. N/A
- 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. N/A
- 21. List of service and distribution points. N/A
- 22. List of participating dealers. N/A
- 23. Preventive maintenance. N/A
- 24a. Special attributes such as environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants. N/A.
- 24b. Section 508. N/A.
- 25. Data Universal Number System (DUNS) number. 619-78-0448
- 26. Notification regarding registration in Central Contractor Registration (CCR) database. Yes.

PRICE LIST:

Job Function	Hourly Rate 04/25/05 – 04/24/06	Hourly Rate 04/25/06 – 04/24/07	Hourly Rate 04/25/07 – 04/24/08	Hourly Rate 04/25/08 – 04/24/09	Hourly Rate 04/25/09 – 04/24/10
Senior Project Manager	\$305.24	\$314.39	\$323.82	\$333.54	\$343.54
Project Manager	\$249.38	\$256.86	\$264.56	\$272.50	\$280.67
Senior Financial Analyst	\$166.58	\$171.58	\$176.73	\$182.03	\$187.49
Senior Financial Modeler	\$166.58	\$171.58	\$176.73	\$182.03	\$187.49
Financial Analyst	\$110.72	\$114.04	\$117.47	\$120.99	\$124.62
Financial Modeler	\$110.72	\$114.04	\$117.47	\$120.99	\$124.62
Senior Project Manager – Graduate degree (MA, MBA, JD) in fields of finance, business, law, economics or equivalent from an accredited institution or a combination of education and specialized experience that clearly establishes the individual’s capability to perform as a professional. Fifteen years general experience. Seven years specialized experience. Specific specialized skills required include: project management, international advisory and negotiation experience, banking, mergers & acquisitions,					

restructuring(s), due diligence, financial modeling, debt and equity structuring, credit analysis, asset valuation.

Project Manager – Graduate degree (MA, MBA, JD) in fields of finance, business, law, economics or equivalent from an accredited institution or a combination of education and specialized experience that clearly establishes the individual’s capability to perform as a professional. Eight years general experience. Five years specialized experience. Specific skills required include: project management, international advisory and negotiation experience, banking, mergers & acquisitions, restructuring(s), due diligence, financial modeling, debt and equity structuring, credit analysis, asset valuation, and portfolio management activities.

Senior Financial Analyst / Modeler – Graduate degree in fields of finance, business, law, economics or equivalent from an accredited institution. Four years general experience. Two years specialized experience. Specific skills required include: due diligence, financial cash-flow modeling, credit analysis, political risk analysis, and detailed financial analysis, and strong research, writing and communication abilities.

Financial Analyst / Modeler – Graduate degree in fields of finance, business, law, economics or equivalent from an accredited institution. Two years general experience. One year specialized experience. Specific skills required include: due diligence, financial cash-flow modeling, credit analysis, political risk analysis, and detailed financial analysis, and strong research, writing and communication abilities.