

GENERAL SERVICES ADMINISTRATION

Federal Supply Service *Authorized Federal Supply Schedule Pricelist*

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

Schedule for Management, Organizational and Business Improvement Services (MOBIS)

Federal Supply Group: 874 Class: R499

Contract Number: GS-10f-0618N

For More Information on ordering from Federal Supply Schedules

Click on the FSS Schedules button at <http://www.fss.gsa.gov/>

Contract Period: September 29, 2003 through September 28, 2008

Contractor: The Staubach Company-Northeast, Inc. **Business Size:** Large Business
401 9th Street, NW, Suite 1050
Washington, DC 20004

Telephone: (202) 783-8181

FAX Number: (202) 783-6602

Web Site: <http://www.staubach.com/>

E-mail: angela.foster@staubach.com

Contract Administrator: Angela Cooper Foster

CUSTOMER INFORMATION:

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:

874-6 and 874-7

1b. Identification of the lowest priced model number and lowest priced unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas of which the prices apply.

1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate Not applicable for this item.

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

3. Minimum Order: \$300.00

4. Geographic Coverage (delivery area): Domestic and Overseas

5. Point(s) of production (city, county, and state or foreign country): Same as company address

52

6. **Discount from list prices or statement of net price:** Government net prices (discounts already deducted). See the following
7. **Quantify discounts:** None offered
8. **Prompt payment terms:** Net thirty (30) days
- 9a. **Notification that Government purchase cards are accepted at or below the micro-purchase threshold:** Yes
- 9b. **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** Will not accept over \$2,500
10. **Foreign items (list items by country of origin):** None
- 11a. **Time of Delivery (Contractor insert number of days):** Specified on the Task Order
- 11b. **Expedited Delivery. The Contractor will insert the sentence Items available for expedited delivery are noted in this price list under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery:** Contact Contractor
- 11c. **Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery:** Contact Contractor
- 11d. **Urgent Requirements. The Contractor will note in its price list the Urgent Requirements clause of its contract and advise agencies that they can also contact the Contractor's representative to effect a faster delivery:** Contact Contractor
12. **F.O.B. Point(s):** Destination
- 13a. **Ordering Address(es):** Same as company address
- 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(es):** The Staubach Company-Northeast, Inc., 8000 Towers Crescent Drive, Suite 1100, Vienna VA 22182
15. **Warranty provision:** Contractor's standard commercial warranty
16. **Export Packing Charges (if applicable):** Not applicable
17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** Contact Contractor
18. **Terms and conditions of rental, maintenance, and repair (if applicable):** Not applicable
19. **Terms and conditions of installation (if applicable):** Not applicable
20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** Not applicable
- 20a. **Terms and conditions for any other service (if applicable):** Not applicable
21. **List of service and distribution points (if applicable):** Not applicable
22. **List of participating dealers (if applicable):** Not applicable
23. **Preventive maintenance (if applicable):** Not applicable

- 24a. **Special attributes such as environmental attributes, (e.g., recycled content, energy efficiency, and/or reduced pollutants):** Not applicable
- 24b. **If applicable, indicate that 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.Section509.gov/.**
25. **Data Universal Numbering System (DUNS) number:** 10-4171983
26. **Notification regarding registration in Central Contractor Registration (CCR) database:** Registered

Contractor will accept LH and FFP

Government Awarded Prices (Net Prices)

The Staubach Company

TFTP-MC-000874-2(MOBIS)

FPR Attachment 2

PRICING VOLUME

TABLE OF CONTENTS**Section 1 Pricing Proposal-Schedule of Items**

- A. SIN 874-6 Privatization Support Services and
Documentation
- B. SIN 874-7 Program Integration and Project Management Services

SCHEDULE OF ITEMS

SIN 874-6: PRIVATIZATION SUPPORT SERVICES AND DOCUMENTATION (A-76)

The following pricing is for our expert advice, consultation, assistance, and documentation in support of studies conducted under OMB Circular A-76 or other privatization or commercial activities studies, projects, or efforts. Depending upon the option elected by the government, these services can be priced as consulting services on an hourly basis, or on a basis point method, or we may be able to access our fees from the developer/lessor at no cost to the government (which is most common in the real estate industry). These services may include, but are not limited to:

Strategic Facility Planning
Real Estate Consulting
Real Estate Analysis and Alternatives Studies

Please note that all pricing set forth in this Pricing Volume includes an amount equal to 1% to accommodate the Industrial Funding Fee, until January 1, 2004, at which time the prices will be reduced to reflect a new IFF of 0.75%.

HOURLY RATE PRICING

Proposed Fee Structure (from contract award through December 31, 2003)

LABOR CATEGORY	HOURLY RATES				
	BASE YR				
SENIOR ADVISOR	\$234.07				
STAFF ADVISOR	\$182.05				
JUNIOR ADVISOR	\$130.04				

Proposed Fee Structure (includes 0.75% IFF effective January 1, 2004)

LABOR CATEGORY	HOURLY RATES				
	BASE YR	YEAR 2	YEAR 3	YEAR 4	YEAR 5
SENIOR ADVISOR	\$233.48	\$240.49	\$247.70	\$255.14	\$262.79
STAFF ADVISOR	\$181.59	\$187.04	\$192.65	\$198.43	\$204.39
JUNIOR ADVISOR	\$129.71	\$133.61	\$137.61	\$141.74	\$146.00

The hourly rates offered above will be adjusted annually at a rate of 3% per year, for five years. This annual adjustment will be applied in accordance with Paragraph (b) (1), page 36 of the MOBIS Solicitation. Beyond Year five, (i.e. option years 6-20), our escalation will be based upon **yearly** changes in the Consumer Price Index (CPI), as quoted under All Urban Consumers, U.S. All Items, 1982-82=100, as reported by the U.S. Department of Labor, Bureau of Labor Statistics on the web site: <http://data.bls.gov/cgi-bin/surveymost?cu>. The CPI for the month in which this contract is awarded shall be the applicable index used each year. The % escalation will be determined by dividing the annual difference in the CPI, as stated in the month of this contract award, by the new CPI in the same month of the new year.

The description of Labor Categories Offered is as follows:

LABOR CATEGORY DESCRIPTIONS

Senior Advisor

Principal Responsibilities:

- Manage strategic business and real estate initiatives
- Provide complex financial analysis required for key decision making
- Provide direction and leadership to project team
- Review and approve project schedules
- Provide quality control of all project deliverables
- Develop and maintain high level relationships within the community
- Recruit, hire and train professional advisory staff
- Some travel required
- Perform other related duties as assigned

Qualifications:

- Related advanced degree or equivalent knowledge
- Minimum of fifteen years relevant business experience in the real estate industry
- Licensed as a commercial real estate agent
- Excellent written and verbal communication skills
- Strong analytical, organizational and interpersonal skills

Staff Advisor

Principal Responsibilities:

- Coordinate strategic business and real estate initiatives
- Provide complex project specific financial analysis
- Develop, coordinate and maintain project schedules
- Develop and maintain client relationships
- Attend client meetings as needed
- Mentor and train Junior Advisors
- Some travel required
- Perform other related duties as assigned

Qualifications:

- Related advanced degree or equivalent knowledge
- Minimum of seven years relevant business experience
- Licensed as a commercial real estate agent
- Strong analytical, organizational, interpersonal and communication skills

Junior Advisor

Principal Responsibilities:

- Assist with strategic real estate initiatives
- Assist with and complete standard financial analysis
- Provide timely completion of assigned project deliverables
- Attend client meetings as needed
- Maintain client relationships
- Some travel required
- Perform other related duties as assigned

Qualifications:

- Related bachelors degree or equivalent knowledge
- Minimum of three years relevant business experience
- Strong analytical, organizational, interpersonal and communication skills

SIN 874-7: PROGRAM INTEGRATION AND PROJECT MANAGEMENT SERVICES

The following pricing is for our program management, integration and oversight, and project management services that TSC offers under this SIN are summarized in our menu of Real Estate Consulting and Transactional Services. TSC divisions services under this SIN are as follows:

- Program/Project Management and Planning Services
- Facility Design & Construction Management Services

Site/Facility Acquisition Services (Real Estate Leasing & Purchasing Support Services)
Site/Facility Disposition Services (Outleasing, Sales, Etc. Support Services)

The aforementioned services are intended only to be used in conjunction with overall program/project management. None of these services are for the purpose of actual leasing, purchasing or dispositions to or from the government. In addition, none of the design and construction support services are for the purpose of actual design or construction.

Please note that all pricing set forth in this Pricing Volume includes an amount equal to 1% to accommodate the Industrial Funding Fee, until January 1, 2004, at which time the prices will be reduced to reflect a new IFF of 0.75%.

OPTION A: HOURLY RATE PRICING

Proposed Fee Structure (from contract award through December 31, 2003)

LABOR CATEGORY	HOURLY RATES				
	BASE YR				
SENIOR ADVISOR	\$234.07				
STAFF ADVISOR	\$182.05				
JUNIOR ADVISOR	\$130.04				

Proposed Fee Structure (includes 0.75% IFF effective January 1, 2004)

LABOR CATEGORY	HOURLY RATES				
	BASE YR	YEAR 2	YEAR 3	YEAR 4	YEAR 5
SENIOR ADVISOR	\$233.48	\$240.49	\$247.70	\$255.14	\$262.79
STAFF ADVISOR	\$181.59	\$187.04	\$192.65	\$198.43	\$204.39
JUNIOR ADVISOR	\$129.71	\$133.61	\$137.61	\$141.74	\$146.00

The hourly rates offered above will be adjusted annually at a rate of 3% per year, for five years. This annual adjustment will be applied in accordance with Paragraph (b) (1), page 36 of the MOBIS Solicitation. Beyond Year five, (i.e. option years 6-20), our escalation will be based upon yearly changes in the Consumer Price Index, as previously described.

The description of Labor Categories Offered under this SIN is the same as that outlined under SIN 874-6

-
-
-

OPTION B: ASSET SALES & ACQUISITION BASIS POINT PRICING

The pricing set forth herein is specifically for Federal Government work and/or large portfolios. This is the preferable way to industry, of determining fees and the one most convenient to the government.

Lease Acquisition Services	Proposed Fee (thru 12/31/03)	Proposed Fee(effective 1/01/04)
Tier	(Not Cumulative)	
\$1 - \$500,000	3.94%	3.93%
\$500,001 - \$1,000,000	3.54%	3.53%
\$1,000,001 - \$2,000,000	3.13%	3.12%
\$2,000,001 - \$5,000,000	2.83%	2.82%
\$5,000,001 and up	2.83%	2.82%

Sale of Property Without Cooperating Broker

Tier	(Cumulative)	
\$0 - \$10,000,000	4.04%	4.03%
\$10,000,001 - \$25,000,000	3.03%	3.02%
\$25,000,001 - \$50,000,000	2.02%	2.01%
\$50,000,001 and up	1.01%	1.01%

Sale of Property With Cooperating Broker

Tier	(Cumulative)	
\$0 - \$2,500,000	6.06%	6.04%
\$2,500,001 - \$10,000,000	5.05%	5.04%
\$10,000,001 - \$25,000,000	4.55%	4.54%
\$25,000,001 - \$50,000,000	3.03%	3.02%
\$50,000,001 and up	2.53%	2.52%

Outlease/Sublease of Property Without Cooperating Broker

Tier	(Cumulative)	
1 24 Months	4.04%	4.03%
25 60 Months	3.03%	3.02%
61 Months and up.	2.02%	2.01%

% of total base rental to be paid for such months

Outlease/Sublease of Property With Cooperating Broker

Tier	(Cumulative)	
1 24 Months	6.06%	6.04%
25 60 Months	5.05%	5.04%
61 Months and up.	3.03%	3.02%

% of total base rental to be paid for such months

GS-10F-0618N THE STAUBACH COMPANY THE STAUBACH COMPANY THE STAUBACH COMPANY
o/ /b/ 874 7;874-6 PROGRAM INTEGRATION AND PROJECT MANAGEMENT
SERVICES;PRIVATIZATION SUPPORT SERVICES (A-76)