

# ***Endpoint Solutions***

**GENERAL SERVICES ADMINISTRATION  
FEDERAL ACQUISITION SERVICE  
Authorized Federal Supply Schedule Price List**

**SCHEDULE FOR ENVIRONMENTAL SERVICES  
GSA CONTRACT GS-10F-133BA  
EFFECTIVE APRIL 8, 2014 (BASE PERIOD)  
THREE 5-YEAR OPTIONS AVAILABLE  
FSC GROUP 899**

**ENDPOINT SOLUTIONS CORP.**

6871 South Lovers Lane  
Franklin, Wisconsin 53132  
[www.endpointcorporation.com](http://www.endpointcorporation.com)  
**Contact: Wade Wollermann**  
414-427-1200 office  
414-427-1259 fax  
[wade@endpointcorporation.com](mailto:wade@endpointcorporation.com)

## TABLE OF CONTENTS

1.0	COMPANY OVERVIEW .....	1
2.0	SERVICES OFFERED .....	3
3.0	ACCESSING ENDPOINT'S CONTRACT .....	5
4.0	CUSTOMER INFORMATION .....	6
5.0	PRICING STRUCTURE .....	8
5.1	Labor Pricing .....	8
5.2	Service Pricing .....	9
6.0	RATE CATGORY DESCRIPTIONS .....	10
6.1	Labor Category Descriptions .....	10
6.2	Service Category Descriptions .....	12
6.3	Service Contract Act (SCA) Matrix .....	12

## 1.0 COMPANY OVERVIEW

---

Endpoint Solutions Corp. (Endpoint) is a professional service organization with extensive experience completing a wide variety of environmental, health & safety, sustainability, and engineering projects, as well as the flexibility for innovative solutions and the willingness to assume calculated risk. Overall, Endpoint professionals average over 20 years experience.

The name "*Endpoint Solutions*" provides a simple clue to our consulting strategy: provide a solution for our clients' problems which focuses on achieving the desired endpoint. We do not hesitate to quickly and cost-effectively bring a project to its Endpoint because we believe this is the ultimate value to our clients and they will subsequently look to Endpoint the next time a need arises. We also understand that our business is relationship-driven. Therefore, by focusing on building and nurturing long-term relationships, we hope to create a sustainable business for years to come.

Endpoint focuses on a few strategic practices that will maintain and nurture client relationships. These practices include:

- Emphasizing high quality and innovative solutions with an end-focused approach. We differentiate ourselves from our competition by using firm-fixed price and lump sum contracting throughout the various phases of a project to eliminate cost overruns and minimize the need for constant client oversight. Our main goal is to help our clients be successful. By delivering beyond expectations, our clients do not have to worry about surprises when they work with Endpoint.
- Building relationships with our clients. Through the implementation of a strategic alliance network of professionals, Endpoint has the flexibility to develop long-term relationships with clients that may only need our services occasionally, but know that we can find solutions to their problems, whatever they may be and whenever they may arise.

Endpoint distinguishes itself from its competition by being:

- Less risk averse than other firms;
- Relationship focused;
- Innovative with firm-fixed price and lump sum projects and tasks;
- Flexible in service offerings;
- Committed to begin each project with an end-focused approach; and,
- An access point to a wide variety of qualified contractors and professionals.



Our experience includes the successful completion of projects by our staff for numerous federal agencies throughout the United States. Projects range from \$1MM-plus environmental site characterizations at expansive U.S. Department of Defense Base Realignment & Closure (BRAC) facilities to multi-year contracts for the U.S. Department of Veterans Affairs for inspection, testing and monitoring services.

Since its inception in 2008, Endpoint has quickly risen on numerous business rankings and lists and has been recognized within the industry for our significant revenue and employment growth.

Endpoint is incorporated in the State of Wisconsin with offices in Franklin and Athens and qualifies as a small business enterprise (SBE). Endpoint is registered in the Central Contractor Registry (CCR) and is considered a Small Business for Engineering Services (NAICS Code 541330), Environmental Consulting Services (NAICS Code 541620) and All Other Professional, Scientific and Technical Services (NAICS Code 541990).

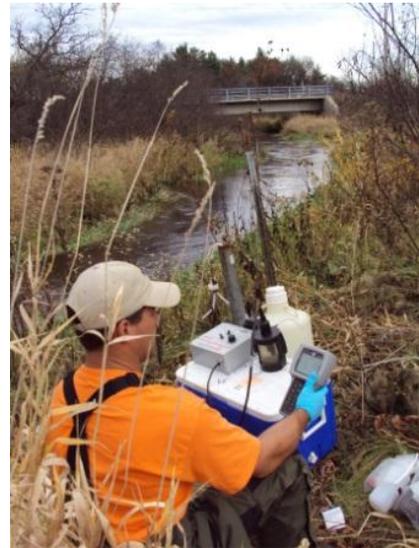
## 2.0 SERVICES OFFERED

---

Services offered by Endpoint under *SIN 899-1 Environmental Consulting Services* are a combination of traditional and specialized environmental consulting and engineering services. Utilizing their extensive experience, delivery of technical solutions and high level of customer service, Endpoint professionals have developed solid and long-lasting business relationships with our clients. Unencumbered of traditional consulting firm bureaucracy, Endpoint will utilize their expertise and customer service to provide an enhanced level of consulting services in the following areas.

### **Investigative Services**

- Environmental Site Assessments—Phase I & II
- Environmental Monitoring, Sampling and Analysis
- Tank Closure Assessments
- Leaking Underground Storage Tank (LUST) Consulting and Agent Services
- Due Diligence, Data Gap Assessments and Liability Quantifications
- RCRA and CERCLA Site Investigations and Characterization
- Groundwater Contaminant Fate/Transport Modeling
- Environmental Impact Statements
- Wetland, Watershed and Natural Resource Consulting and Planning
- Asbestos/Lead/Universal Waste Survey and Abatement Management
- Brownfield Restoration Assessments
- Corrective Action Analyses, Planning and Forecasting
- Feasibility and Corrective Measures Studies
- Remedial Design for Hazardous & Petroleum Contaminated Sites
- Remediation System Design
- Remedial Action Plan Development and Implementation
- Remedial Action Oversight & Documentation



## **Regulatory Solutions**

- Environmental Project & Program Management
- Permitting and Regulatory Reporting
- Compliance Assessments, Auditing, Inventories and Data Management
- Sustainability Assessments
- ISO 14001 and OHSAS 18001 Program Development/Implementation
- Health & Safety Program Evaluation & Training
- Energy Conservation Best Management Practices
- Industrial Hygiene Monitoring
- Hazardous Waste Contingency Planning
- Waste Management & Source Reduction Evaluations
- Air Permitting & Reporting
- Air Emission Inventories
- Storm Water Pollution Prevention Plans (SWPPP) and Permitting
- Storm Water Management Planning
- National Pollutant Discharge Elimination System (NPDES) Permitting & Monitoring
- Green Infrastructure Design
- Floodplain Evaluation
- Spill Prevention Control and Countermeasure (SPCC) Plans and Permitting
- Hazardous & Flammable Liquid Process and Storage Tank Permitting, Certification and Design
- Erosion and Sedimentation Control Planning and Design



For additional information on Endpoint's service offerings, please visit our website at [www.endpointcorporation.com](http://www.endpointcorporation.com).

### 3.0 ACCESSING ENDPOINT'S CONTRACT

---

Free GSA Schedules training is available by accessing the Center for Acquisition Excellence at [www.gsa.gov/centerforacquisitionexcellence](http://www.gsa.gov/centerforacquisitionexcellence).

Endpoint's GSA Schedule and Contract is intended to simplify and streamline the procurement process for our federal customers. Buyers can order services from Endpoint's GSA Environmental Services Contract using the following general steps:

**Step 1 - Develop a Statement of Work.** Statements of work include the applicable SIN, a description of the work to be performed, the site(s) name and location(s), the period of performance, any applicable standards, required deliverables and other special requirements for the work.

**Step 2 - Cost Estimate.** Develop a governmental cost estimate using the standard format acceptable to your agency.

**Step 3 - Request a Quote.** Request a quote from at least three (3) qualified GSA Environmental Service Contract firms. A list of contract holders is available at [www.gsaelibrary.gsa.gov](http://www.gsaelibrary.gsa.gov). The request for quote may include both qualification and cost requirements. Endpoint's contact information is listed in *Section 4.0 Customer Information*.

**Step 4 - Best Value Assessment.** Once quotes have been received, select a service provider based on "best value". Best value takes into account not only cost but other factors such as past performance, technical capability and other special qualifications.

**Step 5 - Award Task Order.** A task order should be prepared for the selected firm and the work can be awarded under the firm's existing GSA Environmental Service Contract. Endpoint's contract number is *GS-10F-133BA*.

For guidance on accessing Endpoint's services through our GSA Contract, you may consult with Endpoint's GSA Contracting Officer, Ms. Verla Lee at (253) 931-7193. For more information on Endpoint and our services please visit our website at [www.endpointcorporation.com](http://www.endpointcorporation.com) or contact Wade Wollermann at (414) 427-1200 or [wade@endpointcorporation.com](mailto:wade@endpointcorporation.com).

## 4.0 CUSTOMER INFORMATION

---

1. **Table of Awarded Special Item Number(s):**

SIN	Recovery	SIN Description
899-1	899-1RC	Environmental Consulting Services

2. **Maximum Order:** \$1,000,000.00

3. **Minimum Order:** \$100.00

4. **Geographic Coverage (delivery Area):** Domestic and Overseas

5. **Point(s) of production:** N/A

6. **Discount from list prices or statement of net price:** Government net prices (discounts already deducted). See *Section 5.0 Price Lists*.

7. **Quantity discounts:** Volume discounts on large dollar orders may be offered. Exact discount and terms to be negotiated on individual issued task orders.

8. **Prompt payment terms:** 1% 10 days; Net 30 days

9. **(a) Notification that Government purchase cards are accepted up to the micro-purchase threshold:** Yes

9. **(b) Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** Will accept over \$2,500

10. **Foreign items (list items by country of origin):** None

11. **Time of Delivery (Contractor insert number of days):** To be specified with the ordering agency on each task order.

12. **F.O.B Points(s):** To be specified with the ordering agency on each task order.

13a. **Ordering Address:** Endpoint Solutions Corp.  
Wade C. Wollermann  
6871 South Lovers Lane  
Franklin, Wisconsin 53132  
Phone (414) 427-1200 Fax (414) 427-1259  
Email: [wade@endpointcorporation.com](mailto:wade@endpointcorporation.com)

Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules)). Additional information in provide in *Section 3.0 - Accessing Endpoint's Contract*.

14. **Payment address(es):** Endpoint Solutions Corp.  
6871 South Lovers Lane  
Franklin, Wisconsin 53132
15. **Warranty provision:** Endpoint's standard commercial warranty.
16. **Export Packing Charges (if applicable):** N/A
17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** Contact Endpoint
18. **Terms and conditions of rental, maintenance, and repair (if applicable):** N/A
19. **Terms and conditions of installation (if applicable):** N/A
20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A
- 20a. **Terms and conditions for any other services (if applicable):** N/A
21. **List of service and distribution points (if applicable):** N/A
22. **List of participating dealers (if applicable):** N/A
23. **Preventive maintenance (if applicable):** N/A
- 24a. **Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants:** N/A
25. **Data Universal Numbering System (DUNS) number:** 825408797
26. **Notification regarding registration in Central Contractor Registration (CCR) database:**  
Registered

## 5.0 PRICING STRUCTURE

The following sections detail the awarded rates for Endpoint through GSA for specific labor categories and services under *SIN 899-1 Environmental Consulting*. Rates are subject to economic price adjustment and reviewed annually by GSA and Endpoint. Rates apply to work at customer location and/or Endpoint office locations. Costs for transportation, lodging, meals and incidental expenses are not included in the prices offered and will be offered at the task order level as applicable. Non-schedule items will be clearly identified on task orders.

### 5.1 LABOR PRICING

Labor rates presented below represent the maximum billing rate for an Endpoint professional meeting the listed education and experience levels. See *Section 6.0 - Rate Category Descriptions* for additional detail on each line item. Endpoint provides the best value available to our clients by billing employees based on the actual type of task they will be performing, not strictly their experience/education level. For instance, a Principal Consultant performing a task that only calls for Technician-level expertise, will be billed at the applicable Technician hourly rate. This allows Endpoint to apply more expertise and experience to tasks than typical firms at a significant saving to the client. Endpoint's proposals will reflect this pricing strategy.

Awarded Labor Category	Minimum Education	Minimum Experience (Years)	GSA Awarded Rate (Hour)
Senior Advisor	Bachelors	30	\$140.55
Principal Consultant	Bachelors	10	\$131.18
Consultant IV	Bachelors	20	\$119.90
Consultant III	Bachelors	10	\$104.79
Consultant II	Bachelors	3	\$93.70
Consultant I	Bachelors	0	\$79.65
Technician IV	High School	20	\$89.02
Technician III	High School	10	\$71.68
Technician II	High School	3	\$70.28
Technician I	High School	0	\$53.60
CAD/GIS Specialist II	Associates	1	\$70.28
Administrator I	High School	1	\$42.17
Asbestos Supervisor	High School	1	\$105.88
Asbestos Inspector	High School	1	\$89.01
Industrial Hygienist	Bachelors	1	\$116.19
Infection Control Specialist	High School	3	\$105.88
Project Manager	Bachelors	10	\$119.90

## 5.2 SERVICE PRICING

Service prices are provided below for lump sum task orders. See *Section 6.0 - Rate Category Descriptions* for additional detail on each line item.

<b>Awarded Service Category</b>	<b>GSA Awarded Rate</b>
Phase I ESA - Undeveloped Property (<10 acres, no buildings, no known environmental issues)	\$1,436.22
Phase I ESA - Undeveloped Property (<10 acres, includes structures and/or known environmental issues)	\$1,723.47
Phase I ESA - Undeveloped Property Upcharge (each additional 10 acres up to 40 acres total)	\$95.75
Phase I ESA - Commercial Property (<10 acres and/or <100,000 ft2 building, no known environmental issues)	\$1,723.47
Phase I ESA - Commercial Property (<10 acres and/or <100,000 ft2 building, includes known environmental issues)	\$2,393.70
Phase I ESA - Commercial Property Upcharge (each additional 10 acres up to 40 acres total or each additional 33,000 ft2 up to 200,000 ft2 total)	\$191.50
Phase I ESA - Industrial Property (<10 acres and/or <100,000 ft2 building, no known environmental issues)	\$1,914.96
Phase I ESA - Industrial Property (<10 acres and/or <100,000 ft2 building, includes known environmental issues)	\$2,393.70
Phase I ESA - Industrial Property Upcharge (each additional 5 acres up to 90 acres total or each additional 25,000 ft2 up to 500,000 ft2 total)	\$95.75
Regulatory Agency File Review	\$478.74

## 6.0 RATE CATEGORY DESCRIPTIONS

The following provides additional detail for awarded labor and service category descriptions.

### 6.1 LABOR CATEGORY DESCRIPTIONS

Endpoint's professionals have the experience to complete a wide variety of environmental projects, and the flexibility for creative and innovative solutions at rates that are very competitive in the industry.

Labor Category*	Education, Experience and Responsibility Minimum Requirements
Senior Advisor	BS degree and 30+ years experience or advanced degree(s) and 20+ years experience. Manages the largest projects for the firm and/or serves as a recognized technical expert in their field.
Principal Consultant	Professional registration, BS degree and 10+ years experience in their field of environmental consulting. Responsible for planning and design management on most complex projects for firm, provides consultation and peer review to other consultants in the company. Typically an officer of the company and has direct decision making authority and strategic management responsibilities related to project tasks for the client.
Consultant IV	Professional registration, BS degree and 20+ years experience or advanced degree(s) and 15+ years experience. Responsible for planning and design management on most complex projects for firm, provides consultation and peer review to other consultants in the company.
Consultant III	Professional registration, BS degree and 10+ years experience or advanced degree(s) and 7+ years experience. Responsible for providing expertise for large technical tasks or having project responsibility for moderately complex projects for firm.
Consultant II	Professional registration, BS degree and 3+ years experience or advanced degree(s) and 1+ years experience. Experienced in multiple technical applications and may manage portions or tasks for overall project.
Consultant I	BS or advanced degree achieved or in progress (intern) and less than 3 years experience. Entry level position accountable for providing environmental consulting technical analysis and reporting under direct supervision.
Technician IV	High school diploma or tech school degree and 20+ years experience. Highest level of aptitude in field and project activities, requires minimal management and provides training/guidance to other technicians.
Technician III	High school diploma or tech school degree and 10+ years experience. High level of aptitude in field and project activities, requires minimal management.

Technician II	High school diploma or tech school degree and 3+ years experience. Has experience in most field and project activities and performs tasks under a moderate level of management.
Technician I	High school diploma or tech school degree and less than 3 years experience. Entry level position completing specific environmental consulting field and office tasks under direct supervision.
CAD/GIS Specialist II	Associates degree in CAD, GIS or related degree and 1+ year experience. Competent in the operation of the specific software package being used.
Administrator I	High school diploma or tech school degree and 1+ years experience. Performs project administration duties, preparation of deliverables, and provides support to the project manager.
Asbestos Supervisor	Applicable professional asbestos registration, high school diploma or tech school degree and 1+ years experience in asbestos operations. Responsible for abatement area inspection, oversight, monitoring and reporting under direction of project manager.
Asbestos Inspector	Applicable professional asbestos registration, high school diploma or tech school degree and 1+ years experience in asbestos operations. Responsible for asbestos identification, sample plan development, sampling and reporting under direction of project manager.
Industrial Hygienist	CIH registration, BA or BS degree and 1+ years experience in industrial hygiene. Responsible for assessment monitoring and reporting under direction of project manager.
Infection Control Specialist	High school diploma or tech school degree and 3+ years experience in infections control measures. Responsible for conceptual design, inspection, monitoring and reporting under direction of project manager.
Project Manager	BS degree and 10+ years experience or advanced degree(s) and 7+ years experience. Manages large multi-faced projects for the firm and responsible for project scope, schedule and budget.

\* Labor categories represent minimum education and experience requirements for individuals. As a practice, Endpoint bills individuals based on the type or level of complexity of the task they are performing so clients routinely get more qualified individuals at rates for lesser experienced rate categories.

## 6.2 SERVICE CATEGORY DESCRIPTIONS

Category	Service Description
Phase I ESA	<p>Phase I ESAs performed in accordance with American Society for Testing and Materials (ASTM) Standard Practice for Environmental Site Assessments: Phase I ESA Process (ASTM E 1527-05) and the United States Environmental Protection Agency (USEPA) All Appropriate Inquiries (AAI) rule. The Phase I ESA will focus on the potential for environmental impairment of the surface and subsurface of the Site. Impairment may be due to current or past land use activities at the Site, or impact from activities on surrounding properties that can be readily assessed. The scope of services for the Phase I ESA will include:</p> <ul style="list-style-type: none"> <li>• Performing a Site reconnaissance to visually identify recognized environmental conditions (photographs will be taken and included in the report);</li> <li>• Performing interviews with Site personnel having knowledge of current and past Site operations;</li> <li>• Conducting interviews with local fire department, municipal agencies, and adjacent property owners, as deemed appropriate by the environmental professional conducting the environmental assessment;</li> <li>• Visually observing adjacent properties to the Site (if possible) so as to assist in assessing current land use and the potential for impacts from these properties on the Site;</li> <li>• Visually evaluating evidence of on-site underground storage tanks (USTs) and aboveground storage tanks (ASTs);</li> <li>• Visually evaluating evidence of potential or suspected PCBs, asbestos, or other toxic or hazardous materials of significant presence on the Site;</li> <li>• Reviewing readily available site historical information including aerial photographs, Sanborn Fire Insurance Map, and topographic maps;</li> <li>• Reviewing readily available federal and state environmental regulatory agency lists [e.g., National Priority List (NPL), State Response Action Site List, Comprehensive Environmental Response Compensation Liability Information System (CERCLIS) List, Emergency Response Notification System (ERNS) List, Resource Conservation and Recovery Act (RCRA) Treatment, Storage, and Disposal (TSD) Facilities List, and Leaking Underground Storage Tank (LUST) List] to assess whether the site and adjacent properties within an appropriate minimum search distance are on these lists. The approximate minimum search distance shall be 1.0 mile for NPL and RCRA TSD lists; and,</li> <li>• Preparing a summary report for the Site.</li> </ul> <p>Scope does not include a chain-of-title search or lien search. In addition, this scope does not include assessment for ASTM out-of-scope environmental risks such as asbestos containing materials (ACM), lead-based paint (LBP), lead in drinking water, radon or wetlands.</p>
Regulatory Agency File Review	Scope includes obtaining and reviewing environmental documents maintained by a regulatory agency pertaining to historical activities at a Phase I ESA site.

## 6.3 SERVICE CONTRACT ACT (SCA) MATRIX

The Service Contract Act (SCA) is applicable to this contract and it includes SCA applicable labor categories. The prices for the cited SCA labor categories are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCA matrix and above. The prices offered are based on the preponderance of where work is performed and should the contractor perform in an area with lower SCA rates, resulting in lower wages being paid, the task order prices will be discounted accordingly.

SCA Eligible Labor Category	SCA Equivalent Code Title	Wage Determination No
Technician IV	30084 Engineering Technician IV	052581
Technician III	30083 Engineering Technician III	052581
Technician II	30082 Engineering Technician II	052581
Technician I	30081 Engineering Technician I	052581
CAD/GIS Specialist II	30062 Drafter/CAD Operator II	052581
Administrator I	01011 Accounting Clerk I	052581

***Endpoint Solutions***

6871 South Lover's Lane  
Franklin, Wisconsin 53132  
Phone: 414-427-1200  
Fax: 414-427-1259

[www.endpointcorporation.com](http://www.endpointcorporation.com)