



# County of Fairfax, Virginia

## NOTICE OF AWARD

Date: **APR 29 2015**

**CONTRACT TITLE:** Government Efficiency Performance Improvement Services  
**RFx NUMBER:** RFP2000001342  
**RFx TITLE:** Innovative Solutions, Applications, Products and Services  
**CONTRACT NUMBER:** 4400005869  
**NIGP CODE:** 91832  
**CONTRACT PERIOD:** Three (3) Years from Date of Award  
**RENEWALS:** Two (2) Three-Year Options or Combination Not-to-exceed Six (6) Additional Years

**CONTRACTOR:** Alvarez & Marsal Public Sector Services, LLC.  
555 Thirteenth St. NW.  
5<sup>th</sup> Floor West  
Washington, DC 20004

**SUPPLIER CODE:** 1500037679

Contact: Melissa Glynn  
Telephone: 202-412-5212  
Email: [mglynn@alvarezandmarsal.com](mailto:mglynn@alvarezandmarsal.com)

**TERMS:** Net 30 Days

**DELIVERY:** Per Task Order

**PRICES:** See Attached Pricing Schedule

**DPSM CONTACT:** Kristy D. Varda, Contract Specialist II  
Telephone: (703) 324-3217  
Fax: (703) 324-3228  
E-mail: [kristy.varda@fairfaxcounty.gov](mailto:kristy.varda@fairfaxcounty.gov)

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**Department of Purchasing & Supply Management**

12000 Government Center Parkway, Suite 427

Fairfax, VA 22035-0013

Website: [www.fairfaxcounty.gov/dpsm](http://www.fairfaxcounty.gov/dpsm)

Phone (703) 324-3201, TTY: 1-800- 828-1140, Fax: (703) 324-3228

ORDERING INSTRUCTIONS:

The Departments of Fairfax County may enter into FOCUS (Fairfax County Unified Systems) a shopping cart indicating the item/service required, the quantity, the payment terms and the delivery date. The shopping cart must be annotated with the contract number. Requests exceeding the small purchase threshold (\$10k) will be routed to DPSM and a purchase order will be executed.



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Kristy D. Varda  
Contract Specialist II

DISTRIBUTION:

Finance – Accounts Payable/e  
DPSM  
DPSM, Supplier Diversity  
US Communities - Mary Pelfrey/e

Contract Specialist – K. Varda  
ACS, Team 1 – J. Waysome-Tomlin

PRICING SCHEDULE

<b>Labor Category</b>	<b>Year 1</b>
Senior Executive/Subject Matter Expert	\$495.60
Managing Director	\$466.10
Principal	\$436.60
Director	\$395.30
Lead Manager	\$330.40
Senior Associate/Associate	\$309.16
Senior Consultant/Consultant	\$236.00
Financial Analyst	\$198.24

<b>Volume of Monthly Business</b>	<b>Percentage Discount</b>
\$0 to \$500,000	0%
\$500,000 to \$1,000,000	1%
\$1,000,000 to \$1,500,000	2%
Over \$1,500,000	3%

<b>Additional Discounts</b>	<b>Percentage Discount</b>
Travel Discounts (see below)	Up to 6%
Prompt Payment Discounts (see below)	Up to 1%

**Travel and Expense Discounts**

A&M is prepared to offer an additional discount of up to 6% in which total travel, lodging, and expense costs would result in lower average expenses.

Determination of the travel and expense discounts will be based on a cost build created in accordance with the provisions of the Federal Travel Regulations and published per diem rates. Travel costs will be based on estimated airfare costs at the time of contract award to the local airport. A&M will also review the Lodging and Meals and Incidental Expenses (M&IE) reimbursement rates for the locality. Any locality that falls below the Standard CONUS rate as published by GSA at <http://www.gsa.gov/portal/category/100120>, will be eligible for discounts to our approved rates. GSA published updates to its Per Diem Rates on an annual basis, effective October 1st each year.

**Prompt Payment Discounts**

A&M is prepared to offer an additional discount of 0.05% for prompt payment in advance of the standard 30 day payment timeframe. Regular invoicing is expected to be paid within 30 days of receipt of invoice.