



Offer and Acceptance

State of Arizona
State Procurement Office

100 N. 15th Ave. Suite 201
Phoenix, AZ 85007

SOLICITATION NO.: ADSP016-00005912 Request
for Qualifications: 2016 Annual Professional
Services List

PAGE
1

Offeror: KJWW Corp.

OF
1

OFFER

TO THE STATE OF ARIZONA:

The Undersigned hereby offers and agrees to furnish the material, service or construction in compliance with all terms, conditions, specifications and amendments in the Solicitation and any written exceptions in the offer. Signature also certifies Small Business status.

KJWW Corp.

Company Name

7740 North 16th Street, Suite 155

Address

Phoenix

AZ

85020

City

State

Zip

wegererbj@kjww.com

Contact Email Address

Signature of Person Authorized to Sign Offer

Brian Wegerer

Printed Name

Principal / Client Executive

Title

Phone: 602-953-6065

Fax: 309-786-5967

By signature in the Offer section above, the Offeror certifies:

1. The submission of the Offer did not involve collusion or other anticompetitive practices.
2. The Offeror shall not discriminate against any employee or applicant for employment in violation of Federal Executive Order 11246, State Executive Order 2009-9 or A.R.S. §§ 41-1461 through 1465.
3. The Offeror has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the submitted offer. Failure to provide a valid signature affirming the stipulations required by this clause shall result in rejection of the offer. Signing the offer with a false statement shall void the offer, any resulting contract and may be subject to legal remedies provided by law.
4. The Offeror certifies that the above referenced organization IS/ X IS NOT a small business with less than 100 employees or has gross revenues of \$4 million or less.

ACCEPTANCE OF OFFER

The Offer is hereby accepted.

The Contractor is now bound to sell the materials or services listed by the attached contract and based upon the solicitation, including all terms, conditions, specifications, amendments, etc., and the Contractor's Offer as accepted by the State.

This Contract shall henceforth be referred to as Contract No. ADSP016-00005912

The effective date of the Contract is March 1, 2016

The Contractor is cautioned not to commence any billable work or to provide any material or service under this contract until Contractor receives purchase order, contract release document or written notice to proceed.

State of Arizona
Awarded this 29 day of February 2016

Procurement Officer



ATTACHMENT I – General Qualifications
**ANNUAL REQUEST FOR QUALIFICATIONS AND EXPERIENCE NO:
ADSP016-00005912**

STATE PROCUREMENT OFFICE
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(If a firm has branch offices, complete for each specific branch office seeking work.)

1. **Annual Request for Qualifications**

a. FIRM (OR BRANCH OFFICE) NAME:	KJWW Engineering Consultants
b. FIRM (OR BRANCH OFFICE) STREET:	7740 North 16 th Street, Suite 155
c. FIRM (OR BRANCH OFFICE) CITY:	Phoenix
d. FIRM (OR BRANCH OFFICE) STATE:	Arizona
e. FIRM (OR BRANCH OFFICE) ZIP CODE:	85020
f. YEAR ESTABLISHED:	2012 AZ office, 2015 (renamed), Originally 1961
(g1). OWNERSHIP - TYPE:	Corporation
(g2). OWNERSHIP - SMALL BUSINESS STATUS:	
h. POINT OF CONTACT NAME AND TITLE:	Brian Wegerer, Principal / Client Executive
i. POINT OF CONTACT TELEPHONE NUMBER:	(602) 953-6065
j. POINT OF CONTACT E-MAIL ADDRESS:	wegererbj@kjww.com
k. NAME OF FIRM (If block 1a is a branch office):	KJWW Corp.



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ADSP016-00005912

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2. EMPLOYEES BY DISCIPLINE

a. Discipline Title	b. Function: Primary (P) or Secondary (S)	c. No. of Employees - Firm	d. No. of Employees - Branch
Mechanical Engineer	P	116	2
Electrical Engineer	P	63	2
Fire Protection Engineer	P	3	
Structural Engineer	P	25	
CADD Technician	P	40	
Other	P	123	5
Total		370	9



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3. PROFILE OF FIRM'S EXPERIENCE AND ANNUAL AVERAGE REVENUE FOR LAST YEAR

a. Approximate No. of Projects	b. Experience	c. Revenue Index Number <i>(see below)</i>
12	Airports; Terminals and Hangars; Freight Handling	2
15	Barracks; Dormitories	3
75	Commercial Building (<i>Low Rise</i>); Shopping Centers	5
8	Community Facilities	2
30	Educational Facilities; Classrooms	7
1	Fallout Shelters; Blast-Resistant Design	1
3	Garages; Vehicles Maintenance Facilities; Parking	1
100	Hospital and Medical Facilities	6
12	Hotels; Motels	5
50	Industrial Buildings; Manufacturing Plants	5
8	Judicial and Courtroom Facilities	2
35	Laboratories; Medical Research Facilities	4
15	Libraries; Museums; Galleries	2
10	Lighting (<i>Interior; Display; Theater, Etc.</i>)	1
2	Lighting (<i>Exterior; Streets, Memorials; Athletic Fields, Etc.</i>)	1
15	LEED Independent 3 rd Party Building Commissioning	5
5	Museums	1
3	Outdoor Recreation	2
4	Prisons & Correctional Facilities	1
12	Recreation Facilities (<i>Parks, Marinas, Etc.</i>)	4
200	Sustainable Design	8
3	Swimming Pools	1
10	Waste Water Treatment Facility	1



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PROFESSIONAL SERVICES REVENUE INDEX NUMBER

- | | |
|---|---|
| 1. Less than \$100,000 | 6. \$2 million to less than \$5 million |
| 2. \$100,000 to less than \$250,000 | 7. \$5 million to less than \$10 million |
| 3. \$250,000 to less than \$500,000 | 8. \$10 million to less than \$25 million |
| 4. \$500,000 to less than \$1 million | 9. \$25 million to less than \$50 million |
| 5. \$1 million to less than \$2 million | 10. \$50 million or greater |
-



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4. Resumes of Key Personnel Proposed for this Contract *(Complete one Section #4 for each key person.)*

a. NAME Brian Wegerer, PE	b. ROLE IN THIS CONTRACT Project Executive	c. YEARS EXPERIENCE	
		1. TOTAL 20	2. WITH CURRENT FIRM 19

d. LOCATION *(City and State)* Phoenix, Arizona

e. EDUCATION *(DEGREE AND SPECIALIZATION)*
 St. Ambrose University / MBA / 2000
 Iowa State University / BS Electrical Engineering / 1994

f. PROFESSIONAL TRAINING - REGISTRATIONS
 Professional Electrical Engineer / 1999 / Arizona, Illinois, Iowa

g. OTHER PROFESSIONAL QUALIFICATIONS *(Organizations, Awards, etc.)*

Awards: Engineering News Record, Midwest Top 20 Under 40 2011; Midwest Construction, Best of 2010 - Healthcare - Award of Merit for Sherman Hospital 2010; Black Hawk College Foundation, 40 Under 40 Award 2008

Certifications: CDB Project Management 2000

H. RELEVANT PROJECTS

1.	(1) TITLE AND LOCATION <i>(City and State)</i> Wastewater Treatment Plant Bio-CNG Hazard Review City of Grand Junction (Grand Junction, CO)	(2) YEAR COMPLETED	
		Professional Services 2015	Construction (if applicable) 2015
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Project Executive for \$500K Wastewater Treatment Plant Bio-CNG Hazard Review	<input checked="" type="checkbox"/> Check if project performed with current firm	
2.	(1) TITLE AND LOCATION <i>(City and State)</i> Physician's Office Building Renovation Mayo Clinic Hospital (Phoenix, AZ)	(2) YEAR COMPLETED	
		Professional Services Design Phase 2016	Construction (if applicable) 2016
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Project Executive for \$1.3M 13,000-SF Physician's Office Building Renovation. Project is remodeling the existing child care facility into a Primary Care Physician's Office Building, KJWW team will determine which existing systems can be reused.	<input checked="" type="checkbox"/> Check if project performed with current firm	
3.	(1) TITLE AND LOCATION <i>(City and State)</i> Volunteer/Pharmacy Office Relocation Mayo Clinic Hospital (Phoenix, AZ)	(2) YEAR COMPLETED	
		Professional Services 2015	Construction (if applicable) 2015
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Project Executive for \$221K 1,225-SF Volunteer/Pharmacy Office Relocation	<input checked="" type="checkbox"/> Check if project performed with current firm	
4.	(1) TITLE AND LOCATION <i>(City and State)</i> Pharmacy Storage Expansion Mayo Clinic Hospital (Phoenix, AZ)	(2) YEAR COMPLETED	
		Professional Services 2015	Construction (if applicable) 2015
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Project Executive for \$109K 1,079-SF Pharmacy Storage Expansion	<input checked="" type="checkbox"/> Check if project performed with current firm	
5.	(1) TITLE AND LOCATION <i>(City and State)</i> Classroom Building New Generator and Emergency Power Distribution System Black Hawk College (Moline, IL)	(2) YEAR COMPLETED	
		Professional Services 2015	Construction (if applicable) 2015
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Project Executive for \$600K Classroom Building New Generator and Emergency Power Distribution System - Quad-Cities Campus. This project included a new exterior generator that will serve Building 3, Building 4, and the new Health Sciences building	<input checked="" type="checkbox"/> Check if project performed with current firm	



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4. Resumes of Key Personnel Proposed for this Contract *(Complete one Section #4 for each key person.)*

a. NAME Sam Crum, PE, HFDP, LEED AP	b. ROLE IN THIS CONTRACT Project Manager Lead Mechanical Engineer	c. YEARS EXPERIENCE	
		1. TOTAL 14	2. WITH CURRENT FIRM 1
d. LOCATION <i>(City and State)</i> Phoenix, Arizona			
e. EDUCATION <i>(DEGREE AND SPECIALIZATION)</i> Purdue University / BS Mechanical Engineering / 2002		f. PROFESSIONAL TRAINING - REGISTRATIONS Professional Mechanical Engineer / 2008 / Arizona, California, Colorado, Nevada, Oklahoma, Texas, Utah, Wisconsin	
g. OTHER PROFESSIONAL QUALIFICATIONS <i>(Organizations, Awards, etc.)</i> Organizations: American Society of Heating Refrigerating, and Air-Conditioning Engineers Central Arizona Society of Healthcare Engineering Certifications: ASHRAE Health Facility Design Professional 2010			

H. RELEVANT PROJECTS

1.	(1) TITLE AND LOCATION <i>(City and State)</i> Wastewater Treatment Plant Bio-CNG Hazard Review City of Grand Junction (Grand Junction, CO)	(2) YEAR COMPLETED	
		Professional Services 2015	Construction (if applicable) 2015
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Project Manager for \$500K Wastewater Treatment Plant Bio-CNG Hazard Review	<input checked="" type="checkbox"/> Check if project performed with current firm	
2.	(1) TITLE AND LOCATION <i>(City and State)</i> Physician's Office Building Renovation Mayo Clinic Hospital (Phoenix, AZ)	(2) YEAR COMPLETED	
		Professional Services Design Phase 2015	Construction (if applicable) 2016
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Lead Mechanical Engineer for \$1.3M 13,000-SF Physician's Office Building Renovation. Project is remodeling the existing child care facility into a Primary Care Physician's Office Building, KJWW team will determine which existing systems can be reused.	<input checked="" type="checkbox"/> Check if project performed with current firm	
3.	(1) TITLE AND LOCATION <i>(City and State)</i> Volunteer/Pharmacy Office Relocation Mayo Clinic Hospital (Phoenix, AZ)	(2) YEAR COMPLETED	
		Professional Services 2015	Construction (if applicable) 2015
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Project Manager for \$221K 1,225-SF Volunteer/Pharmacy Office Relocation	<input checked="" type="checkbox"/> Check if project performed with current firm	
4.	(1) TITLE AND LOCATION <i>(City and State)</i> Pharmacy Storage Expansion Mayo Clinic Hospital (Phoenix, AZ)	(2) YEAR COMPLETED	
		Professional Services 2015	Construction (if applicable) 2015
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Project Manager for \$109K 1,079-SF Pharmacy Storage Expansion	<input checked="" type="checkbox"/> Check if project performed with current firm	
5.	(1) TITLE AND LOCATION <i>(City and State)</i> Bryan Hall Computer Science and Engineering Lab Renovation Washington University in St. Louis (St. Louis, MO)	(2) YEAR COMPLETED	
		Professional Services Design Phase	Construction (if applicable) 2017
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Mechanical Engineer for \$30M 55,000-SF Bryan Hall Computer Science and Engineering Lab Renovation. Multiphase project includes reuse of existing facility, new construction, façade improvements, and campus utility/infrastructure upgrades.	<input checked="" type="checkbox"/> Check if project performed with current firm	



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ADSP016-00005912

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Department of Administration
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Phoenix, Arizona 85007

5. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present no more than five (5) projects. Complete one Section 5 for each project.)

a. TITLE AND LOCATION (City and State)	b. YEAR COMPLETED	
Eagle Point Cemetery New Visitor's Center and Maintenance Facility Eagle Point, OR	PROFESSIONAL SERVICES 2011	CONSTRUCTION (If applicable) 2013

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT	e. TOTAL COST OF PROJECT
US Department of Veteran Affairs	\$3,000,000	\$4,800,000

f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

KJWW provided mechanical, electrical, plumbing, and technology engineering design services for the new 2,200-SF Administration and Visitor's Center, 3,500-SF Maintenance Building, and 4,700-SF Storage Building at Eagle Point Cemetery.

The Administration Building included a lobby, multipurpose room, rep room, office and public toilets. The Maintenance Building included a workshop, office and Honor Guard office and wash bay. The Storage building housed the maintenance vehicles.

A direct Geo-Exchange ground source heat pump system was designed for the building which uses air to air heat recovery on the dedicated outside air system. The project also included 7.5 KW of Photovoltaics on the Storage Building.



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Department of Administration
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(Present no more than five (5) projects. Complete one Section 5 for each project.)

b. TITLE AND LOCATION <i>(City and State)</i> Electrical Upgrades Iowa City, IA	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2012	CONSTRUCTION <i>(If applicable)</i> 2012

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Iowa City VA Medical Center	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT \$500K	e. TOTAL COST OF PROJECT \$500K
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g. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

KJWW Engineering served as the Prime Consultant for a \$500,000 electrical system upgrade in Building 1. Task included performing an investigation of the existing electrical systems. While the primary review concentrated on Building 1, the investigation extended to areas outside of the building as required determining the extent of the deficiencies.

A list of issues was determined to assist the VA in developing a plan for correction. Our review included an analysis of the scope of work document provided by the VA, a study of the existing one-line diagrams, review and observation of the installed conditions, and a review meeting with the VA Electricians.

Relevance to Contract:

- Reviewing existing electrical systems
- Upgrading existing electrical systems



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ADSP016-00005912

STATE PROCUREMENT OFFICE
Department of Administration
100 North 15th Avenue, Suite 201
Phoenix, Arizona 85007

5. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present no more than five (5) projects. Complete one Section 5 for each project.)

c. TITLE AND LOCATION <i>(City and State)</i>	b. YEAR COMPLETED	
Readiness Center Renovation and Expansion Davenport, IA	PROFESSIONAL SERVICES 2010	CONSTRUCTION <i>(If applicable)</i> 2012

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT	e. TOTAL COST OF PROJECT
Iowa Air National Guard	\$1,200,000	\$3,000,000

h. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

The Iowa National Guard Aviation Readiness Center near the Davenport Municipal Airport houses an aviation hangar, classrooms, offices and workout rooms and is used to train and educate soldiers in the Quad Cities area. After 36 years it received an expansion and renovation including administrative spaces, a 120-person training room, a 60-person training room, several video conference rooms, an ICN room, storage supply units, a gun storage vault, an ammunitions vault, and a large break room.

KJWW provided MEPT engineering services for the 7,300-SF expansion and 13,700-renovation. With the budget set and no increases allowed, the team had to be creative in designing several alternate methods of replacing almost all of the utilities (power, lighting, fire alarm, plumbing, HVAC, and fire protection) so costs could be controlled.

To keep humidity under control in the vaults, which prevents ammunition and guns from rusting and corroding, dehumidifiers and special construction of the rooms were incorporated.

Relevance to Contract:

- Upgrade of existing mechanical, electrical, and fire protection systems
- Working within a set budget



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ADSP016-00005912

STATE PROCUREMENT OFFICE
Department of Administration
100 North 15th Avenue, Suite 201
Phoenix, Arizona 85007

5. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present no more than five (5) projects. Complete one Section 5 for each project.)

d. TITLE AND LOCATION (City and State) Iowa City VA Medical Center HVAC and Electrical Upgrade Iowa City, IA	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2009	CONSTRUCTION (If applicable) 2009

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Iowa City VA Medical Center	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT \$1,000,000	e. TOTAL COST OF PROJECT \$1,000,000
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i. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

KJWW Engineering served as the Prime Consultant for two building infrastructure upgrades – a \$500,000 AHU replacement project in the mechanical room and a \$500,000 electrical system upgrade in Building 1.

The AHU replacement project involved a direct one-to-one replacement of a multi-zone air-handling unit and replacement of an existing diesel engine fire pump to an adjacent room. The air-handling unit design included a new modular air-handling unit that incorporated new UV light technology to reduce microbial growth in the coil section. Challenges were designing a fire pump system with minimal downtime to the hospital and designing a fuel system for the diesel engine fire pump that was independent of the existing hospital's main diesel storage tanks which were being removed as part of a separate project.

The electrical system upgrade in Building 1 began with a survey and assessment of the existing system condition, code compliance, redundancy, and power quality.

Relevance to Contract:

- Infrastructure upgrades
- Surveying and assessment of systems



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(Present no more than five (5) projects. Complete one Section 5 for each project.)

e. TITLE AND LOCATION <i>(City and State)</i>	b. YEAR COMPLETED	
Central Fire Station Historic Renovation & Expansion – Pursuing LEED Silver Davenport, IA	PROFESSIONAL SERVICES 2015	CONSTRUCTION <i>(If applicable)</i> Est. 2016

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT	e. TOTAL COST OF PROJECT
City of Davenport	\$7,900,000	Budget appears to be on track

j. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

KJWW provided engineering design services for the historic renovation and addition of a 113-year-old Central Fire Station in downtown Davenport. The original building will remain and be remodeled while an addition built in the 1940s will be demolished and replaced with a two-story building that will house five fire engine bays, relocated bedrooms from the old station, a new training classroom, and office space. The renovation will keep some original features of the facility such as the wood ceiling, staircase, and oval windows while doubling the size of the central fire unit and making the floor plan more response-time efficient by straightening out the older, narrow hallways. A new driveway will be added and the three-bay garage in the original station will be used to house other vehicles.

Relevance to Contract:

- Incorporating new mechanical and electrical systems with existing systems



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ADSP016-00005912

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Phoenix, Arizona 85007

6. ADDITIONAL INFORMATION

a. PROVIDE ANY ADDITIONAL INFORMATION YOU FEEL MAY BE NECESSARY TO DESCRIBE YOUR FIRMS QUALIFICATIONS. (ATTACH ADDITIONAL SHEETS AS NEEDED.)

KJWW Engineering Consultants is an international engineering consulting firm providing innovative engineering solutions for building systems planning and design. Ranked by BD+C among the Top 20 engineering firms in the U.S., KJWW specializes in efficient, high-performing building systems for the corporate, commercial, healthcare, education, government and industrial markets. Services include mechanical, electrical, technology, structural, acoustics, medical equipment planning, architectural lighting, energy modeling and commissioning for an integrated building performance.

Founded in 1961, KJWW is an employee-owned company with 500 employees in offices worldwide, including Chicago, Cincinnati, Des Moines, Indianapolis, Kansas City, Madison, Naperville, **Phoenix**, Quad Cities, San Francisco, St. Louis, Tucson, Wausau, Dubai (UAE) and Ahmedabad (India).

PUBLIC EXPERTISE

KJWW engineers have a long track record of helping public institutions create facilities that are safe, secure, flexible, reliable, redundant and energy efficient. Our government specialists have engineered nearly every type of government facility, from administrative offices, public works, police, fire and village halls to maintenance facilities, armories, readiness centers, courthouses, jails, correctional centers, transportation centers, visitor centers, parking ramps, waste and water treatment facilities, laboratories and more.

Our work includes federal, state, county and local municipal agencies. At the federal level, we hold many open-end government contracts for engineering services and provide designs to meet anti-terrorism/force-protection requirements.

LOCAL

KJWW has been located in the Phoenix area since 2012. We recently changed our name from KJWW, P.C. to KJWW Corp. and continue to d/b/a KJWW Engineering Consultants. We have a total of nine employees in our Phoenix office.

7. ANNUAL AVERAGE PROFESSIONAL SERVICES REVENUES OF FIRM FOR LAST 3 YEARS

a.	Percentage of Total Work Attributable to State, Federal and Municipal Government Work:	2012 - 9.4% 2013 - 10.2% 2014 - 7.7% Average of 9.1%
b.	Percentage of Total Work Attributable to Non-Government Work:	2012 - 90.6% 2013 - 89.8% 2014 - 92.3% Average of 90.9%

8. AUTHORIZED REPRESENTATIVE. The foregoing is a statement of facts.

Signature: Brian Wegerer

Date: 12.17.2015

Name: Brian Wegerer

Title: Principal / Client Executive