

M. C. [Signature]
Approved
1-18-22



FEDHARMONY# 28368

17 Jan 2022

Rosie Moncivais

romoncivais@webbcountytexas.gov

956-523-4135

Subject: **Webb County Mobile Command Trailer**

Reference: Solicitation # **Webb County MC Trailer**

Dear Ms. Moncivais,

In response to Solicitation # **Webb County MC Trailer**, Global Enterprise, Inc. is pleased to submit the enclosed quote for the **Webb County Mobile Command Trailer**. The quote accounts for all labor, tools, equipment, materials, shipping, and project management needed to achieve the prescribed requirements. We reserve the right to impose a surcharge on credit card purchases that is not greater than our cost of acceptance. We state acceptance of all other solicitation terms, conditions, and provisions.

Our team has substantial past performance and experience delivering comparable projects. Our past successes and experience provide assurance for your organization that the final product will be delivered on time and as specified in the requirements.

Proposal 1 is using Global Enterprise as we offer this product on our GSA contract and will build the unit(s) based upon the specifications within this proposal. The quote of \$382,660 is all inclusive and FOB Origin within approximately 120-210 days ARO. Drawings and specs are representative. Additional information is available upon request.



You may reach me at 571-266-9082.

Respectfully,

Jeanne S. Hoffer

Jeanne Hoffer
Project Coordinator
Global Enterprise, Inc.
jeanne@fedharmony.com
571-266-9082

GSA MAS 23V: GS-30F-040BA
GSA Schedule 84: GS-07F-248BA
DUNS: 02-321-3949
CAGE: 644N7
Business Size: Small Business



Technical and Management Approach

Solicitation Number: Webb County MC Trailer
Project Name: Webb County Mobile Command Trailer
FEDHARMONY#28368

Prepared For

Rosie Moncivais
romoncivais@webbcountytexas.gov
956-523-4135

Prepared By

Global Enterprise, Inc.
3521 Goddard Way Ste. 400
Alexandria, VA 22304

Prime Contractor

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Program Management Office

Mrs. Jeanne Hoffler
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This data, furnished in connection with Solicitation # **Webb County MC Trailer** shall not be disclosed outside the Government and shall not be duplicated, used, or disclosed in whole or in part for any purpose other than to evaluate the proposal; provided that if a contract is awarded to this Offeror as a result of or in connection with the submission of this data, the Government shall have the right to duplicate, use, or disclose the data to the extent provided in the contract. This restriction does not limit the Government's right to use information contained in the data if it is obtained from another source without restriction. The data subject to this restriction is contained in all sheets except page ii (Table of Contents).



TECHNICAL APPROACH

Global Enterprise, Inc. and Fedharmony are both S Corporations wholly owned by Scott Smith. For small business concerns they are distinct entities, but effectively they operate as a single company, with Scott Smith as President and owner of both. Global is a dealer/distributor of equipment using GS30F-040BA and GS07F-248BA. Automotive and Law Enforcement.

Fedharmony provides turn-key Business Development, Systems Engineering, Project Management, Contracts Administration, and Customer Service services. Fedharmony's primary 'customer' is Global, but also supports other GSA contract holders and 'sister' companies of Global/Fedharmony/Scott Smith (Worldwide Enterprise, Inc., Products on GSA, Inc., American Enterprises, Inc.)

Fedharmony identifies a qualified manufacturer and outsources the production of the equipment according to the government specifications. Fedharmony's Systems Engineering understands a wide array of equipment manufacturing, and most importantly, government expectations, for workmanship, functionality, and acceptance testing.

Fedharmony's approach to outsourced manufacturing is consistent with the industry practice of private label manufacturing, and is a core competency of Mr. Smith, who previously held positions of Director of Total Quality Management and Director of Manufacturing for \$100M+/year firms. Furthermore, Fedharmony's warranty complements the typical manufacturer warranty, with service provided by a local Place of Performance authorized service agent.

Rolltechs Specialty Vehicles LLC



When founded in 1977 as Shook Mobile Technology, a vision was borne to build specialty vehicles to serve the interests of Government, Broadcast, and Industrial customers. Thousands of vehicles have been built and sent all over the world during these decades of service. In recent years the company changed its name to RollTechs Specialty Vehicles with the same core talent and competencies retained. Product lines have been expanded and production efficiency and quality have been improved through adherence to Process Standards and close supervision of each project.

RollTechs currently builds custom trucks and trailers for Command and Control, Training, Observation & Detection, Mission Support, and a host of other government vehicle requirements. Located in San Antonio Texas along major US Highways running East/West and North/South, RollTechs is centrally located making it easy to reach any US destination. The Port of Houston is only a few hours away for ocean shipments, and Lackland AFB is 30 minutes away for connection to military Air Lift capacity.



Rolltechs Specialty Vehicles, LLC

7451 FM 3009
Schertz, Tx 78154
210-651-5700

Quote #: 6292

Date: 12/6/2021
CustID: 33688

Thank you for the opportunity to quote your business, please call if you have any questions.

Webb County Sheriffs Office
902 Victoria St
Laredo, TX 78040

Webb County Sheriffs Office
902 Victoria St
Laredo, TX 78040

Attn: Martin Cuellar
956-401-6688
martincuellar@webbcountytexas.gov

Qty>= Description

1 Command Trailer- A-44GNT

Milestone payments to be developed with ~40% down payment, 20% milestone payment when housing shell is completed and balance at time of delivery. Project is subject to long leadtimes from suppliers; best estimate is 4-7 months ARO based on current supplier leadtimes.

1 Project Management and Misc expenses, Non recurring engineering

Project management, Misc items:
This line is a catch all for expenses such as:
* Hazardous waste and regular waste disposal
* Pallet removal fees
* Shop supplies, nuts, bolts, fixtures
* Welding supplies, grinding wheels, drill bits
* Painting supplies, tape, paper, plastic sheeting, paint booth filters, licensing
* CAD program licenses
* Various regulatory agency fees
* Internal CAD build prints

1 Trailer Frame: 44 ft Gooseneck trailer frame

* Steel subframe assembly
* Soft Ride Gooseneck coupling assembly
* Wheels below floor
* Triple axles
* Electric brake system
* Emergency trailer break-away system

1 Housing Upfit: Aluminum housing, windows, doors & entry steps

* Full aluminum housing w/.090 exterior skins riveted on perimeters
* 2 Main entry doors that are self closing w/windows in doors
* Curbside Entry door as far front as able
* Electric three step entry steps w/handrails
* Entry door drip edge
* Painted white

Qty>= Description

1 Housing Upfit: 44FT Undercoating

- * UNDERCOATING AND NOISE INHIBITORS - A quick-dry, solvent-free solution, ResistAll Undercoating and noise inhibitor can significantly reduce road noise
- * Applied to the exterior underbody of the trailer it can also help maintain interior levels of your cabin's temperature
- * ResistAll Undercoating may also help to reduce corrosion and protect your underbody against dust and debris.
- * Paraffin-based material, our Rust Inhibitor keeps moisture from corroding the steel subframe and other components
- * Rust Inhibitor help reduce rust and corrosion, but it also helps protect against salt and humidity.

7 Housing Upfit: Scene lighting

- Whelen 600 series scene lights
- * 1 mounted on rear of trailer
- * 3 mounted on curbside of trailer
- * 3 mounted on streetside of trailer

1 Housing Upfit: Exterior painting- white

- * Painting of exterior trailer walls & components
- * Standard single stage industrial paint - color is white
- * White primer sealer

1 Housing Upfit: Upgrade 6-Point Auto Stabilizer System

This kit will include dual landing gear/stabilizer legs at the front trailer, 2 - in front of axle assembly, 2 in middle, and 2 - at rear of vehicle.

1 Housing Upfit: DOT lighting package: Trailer

- *Front Amber marker lights
- *Side Amber marker lights
- *Rear Red marker lights
- *Side Red marker lights
- *2-Red stop/tail/turn lights w/base
- *1-license plate light.
- *Main DOT harness and connectors

2 Housing Upfit: Curb Side Slide Out Expando Flush Floor (8 FT x 2FT)

This would include the Fabrication and installation of a custom sized expando wall system. These expando's will oppose each other in conference room and will have flush floors.

- Includes:
- * Interior walls and ceiling
- * Bench seating for two w/storage under
- * Overhead cabinet
- * One wall AC plug with USB charging port
- * Overhead LED lighting
- * Coin tile flooring
- * Tinted Window w/Screen that can be opened
- * White boards (priced on separate line)

8 Housing Upfit: Under frame toolbox - 36" x 18" x 18"

- * Dimensions: 18"(H) x 18"(D) x 36"(W)
- * Latches: 1
- * Secure, durable 14 Ga steel body with weather-resistant White powder-coated finish
- * Fold down door
- * Box contents stay safe and secure behind a recessed drop door and continuous hidden hinge

Qty>= Description

* Protect against weather and theft with locking, stainless steel latch

4 HVAC Rooftop Unit 15.5K BTU with heat strips

Four (4) Roof top ACs will deliver conditioned air to a plenum inside the trailer for full and even distribution throughout.

- * Installation of Coleman 15.5k btu unit and heater component w/heat
- * Electrical wiring from ac unit to breaker panel and final testing
- * Heating and cooling performance testing
- * Water testing for rooftop penetration
- * Easy Start compressor current limiter to lower inrush when unit is powered on each cycle. This greatly reduces spikes on the electrical system.
- * HVAC system will be managed thru the one touch system panel, if selected

1 Interior Upfit: Conference table

- * Exact size and configuration TBD
- * This includes 4 AC outlets, USB plugs and 1 cat6 flush mounted on the table

1 Interior Upfit: White boards

- White boards:
- * Street side wall toward front- conf room
 - * Dispatch on divider wall
 - * Two each on each expando wall

1 Interior Upfit: Kitchenette w/ under counter fridge & Microwave

This would include the installation of the upper/lower cabinets, countertop, under counter fridge, keurig coffee machine, and a microwave. Sizes based on drawings.

1 Interior Upfit: Dual Workstation Console w/ OH Cabinets

- * Workstation console w/ support brackets and open underneath for bulk storage.
- * Workstation console - color TBD
- * 3 Overhead wall cabinets

1 Interior Upfit: Dispatch Console w/ OH Cabinets

- * Workstation console w/ support brackets and open underneath for bulk storage.
- * Workstation console - color TBD
- * 2 Overhead wall cabinets

1 Interior Upfit: Lavatory

- * Small sink hand wash station
- * Porcelain toilet
- * Vanity and towel holders
- * Electrical drops
- * Fresh water sys - approx 10 gals
- * Waste water sys & drain - approx 15 gals
- * Water level monitoring system
- * Electric hot water heater
- * All necessary plumbing

1 Interior Upfit: Bunk beds in rear

- * Bunkroom shall have a folding twin bunk bed mounted to the wall. When not in use, the bunk bed shall fold against the wall.
- * Two (2) 110V power outlets with USB charging ports shall be installed near the beds.
- * Includes small counter top and storage area for personal items

Qty>= Description

1 Interior Upfit: Flooring - 45FT Rubber coin tile installation

- * Industrial Grade coin tile made of premium grade ultra durable vinyl
- * Coin texturing provides superior surface grip
- * Gauge: 2mm
- * Material: PVC
- * Flooring will cover entire length of trailer
- * This includes trim at edges, and aluminum angle base trim all around walls

1 Interior Upfit: 35FT Gray carpeted Ceiling

- * Insulated ceiling w/ high tech reflective foam product R-11 results
- * Install 2" x 4" studs and 3/8" plywood
- * Install gray carpet over plywood
- * Trim as needed

1 Interior Upfit: 35FT Gray Carpeted Walls

- * Gray carpet installed over 3/8" plywood
- * Insulated walls w/ high tech reflective foam product. R-11 results
- * Internal color to be Gray

2 Interior Upfit: Divider wall w/pocket door

- * Wall build-out for divider for front confrence room and work station room
- * Wall build-out for divider for the work station room and the rear bunk room
- * Door built into divider walls
- * Fully insulated

11 Interior Upfit: Office chairs adjustable with mesh back

- * Contemporary Task Office Chairs
- * Mid Back Design
- * Back Width: 17 to 20 inch
- * Ventilated Mesh Back
- * Built In Lumbar Support
- * Mounting clips and strap for transport

1 Exterior Upfit: Electric Awning 20FT x 8FT

- *Install 20FT electric awning GRAY Canvas - White housing
- *Equipped with auto retract feature

1 Exterior Upfit: Electric Awning 10FT awning over main entry door

- *Install 10FT electric awning GRAY Canvas - White housing
- *Equipped with auto retract feature

1 Exterior Upfit: Roof access ladder

- * Roof Access Ladder installed on the frear wall near the mast
- * Aluminum ladder assembly

1 Exterior Upfit: Auxilary Display Compartment

- Requirements:
- * Install on curb side
 - * Flush mounted w/lockable cover
 - * HDMI distributor
 - * TV USB port extension
 - * 55" monitor included

Qty>= Description

Note: this compartment will be sized to fit up to 65" monitor

Previously written info

6" overall depth 60"x40" interior dimension AV inset module for LED TV multimedia display.

- *Fabricated Inset Box w/Awning and gas struts
- *Frame out body opening
- *Flush-mount install
- *Trim interior exposed surface with NUDO and aluminum angle
- *This will include convenience connections ports under the monitor

1 Exterior Upfit: I/O panel, Panduit pathways

This would be a small I/O with various access points to be determined. This would allow wires to be connected and in use with the door closed on the box for weather protection.

1 Exterior Upfit: Roof Rail & Nema Box

This allows for roof penetrations for communication antennas wires on roof. This also includes a roof rail to attach the antennas

7 Electrical Service: Lighting Interior - 120V 2FT x 2FT LED

- * Flush Ceiling mounted, centerline to work area
- * At least one light shall be in the bathroom and at least one light shall be in the bunkroom.
- * Control switches shall be located at each entrance

10 Electrical Service: Power Drops

Convenience and utility duplex 110 and 240v outlets located throughout vehicle interior. See electrical Drawing for count.

2 Electrical Service: Exterior GFCI Outlet Power Drops

- For Exterior power:
- * GFCI 20A outlets
 - * Weather proof cover
 - * Installation/Wiring

3 Electrical Service: Interior - LED 12v Emergency lights

- * 12V DC powered LED emergency exit assist lighting
- * These lights are designed to operate with a wall mounted switch for light duty use during cleaning or loading trailer
- * These lights will also be wired to automatically illuminate in case of a 120v power loss during use
- * Flush ceiling mounted centerline to work area
- * 2 ft LED strips located near each entry and center of the trailer

1 Electrical Service: 30KW diesel Generator, fuel and exhaust systems

- * 30kw diesel generator tier 4 compliant
- * Exhaust system routed out of zone
- * Installed in gooseneck area
- * Vents in access doors for air circulation
- * Hot air directed out of gooseneck area to prevent heat buildup

1 Electrical Service: Shore Power - 100A 50FT 5-wire 3 phase

- *50FT set of #2 wires with cam locks to attach to the trailer side
- *10FT pig tails to connect to the 50FT section and to the building or external generator

Qty>= Description

*Trailer mounted 100A cam locks to accept shore power from the building or outside generator power source
*Interior breaker panel will come with a manual slider to switch between shore or onboard generator power to feed the trailer
*Second end of the shore power cord TBD

1 Electrical Service: DC Auxilary Power box w/ battery & Charger

* Optima Battery (2ea)
* Battery tray & Bolt kit
* Primary Aux battery is required to power on 12v LED lighting and second dedicated battery for generator starting

1 Electrical Service: Power Panel - 100 Amp

Paneltronics power panel
Includes:
AC panel
DC panel
All wiring throughout trailer
Gen Remote start is located here
Shore power / Gen power slider switch
Switches are intended for daily use
This would also cover the transformer needed for correct power onboard.

1 Fuel Systems: Diesel fuel tank installed under gooseneck

* Tank Size for ~45-50 gal
* Diesel fuel tank
* Fuel system supplies generator from fuel tank
* Filler neck mounted to trailer
* Fuel gauge near filler neck

1 Mast System: Pneumatic Mast ~48FT Extended Height

* Mast installation at the rear of the vehicle housing
* Standard Top Bracket for mounting antennas and other devices

1 Mast System: Nycoil Basket

This would include the aluminum Nycoil basket painted Standard white to accommodate Nycoil. This is where the Nycoil rests when not in use and during transport.

1 Mast System: Aluminum mast head bracket

*Fabricate masthead assembly
*Install the masthead
* Masthead is a custom design that depends on all devices to be mounted at top of mast.

1 Mast System: Nycoil-75'

* Nycoil houses the wiring that will go up/down the mast. This line includes the cables going inside, which are still not determined.

1 Mast System: Air system: Dual 12VDC air compressors

* Air tank
* Air pressure regulators
* 2 - 3/8" air valves for the mast system
* Onboard output aux air quick connections

2 AV Equipment: 55" Smart Monitor

Qty>= Description

- * Wired to HD Tuner
- * Mounting bracketry included
- * Articulating arm for multi position viewing in the rear trailer areas.

2 AV Equipment: Full height 42RU racks

EQUIPMENT RACK:

- * Single (1) 42RU equipent racks with standard 19" width, 26" depth, and 65" high
- * Secured back to floor and roof
- * Install 1 ea 4' long 10 receptable power strip
- * Include hard wired junction box on floor under rack
- * Accessible from exterior rack access doors

1 AV Equipment: Computer monitors and wiring

- * 3 swivel arm mounted computer screens approximately 19-22" in display size
- * Wiring run to the main distribution points

1 Safety Systems: Vehicle and housing alarm

- * Viper alarm to protect all entry points on the doors

1 Safety Systems: Travel Safe Slide out alarm and warning lights

- * Audible warning with indicator lights if the doors are open, jacks are deployed or the expando walls are unstowed.
- * Wiring into the 7-way trailer wiring to come on when connected to the tow vehicle.

1 Prep for Delivery to Customer

- * Clean interior of vehicle
- * Wash exterior
- * Test all functionality
- * Quality inspection
- * Final Water testing
- * State inspection

1 Delivery, training and acceptance testing

We will conduct acceptance testing and training at pickup. If other arrangements are needed, please let us know prior to completion of vehicle. Delivery location is at RollTechs factory.

1 Sales Taxes: No taxes charged by RSV

Customer is a municipality and exempt from excise and sales tax.

1 *** Options *******

0 Housing Upfit: Graphics Allowance

- * White vehicle exterior of the housing with a \$2,500 Allowance for Graphics
- * Quoted as Cust providing file for graphics
- * Quoted as RSV installing the graphics

0 Satellite Systems: 1.2 m antenna and comm system

Auto acquisition satellite dish (AvL 1.2m ku) and IP enabled auto point rack mount controller, vehicle mount package, integrated GPS, level sensors for automatic vehicle tilt compensation

Qty>= Description

and automatic cross pol alignment, BUC Radio transmit and LNB receive package with universal RF mount, waveguide, iDirect X7 modem with rack mount kit. Delivered tested and pre-certified.

0 AV Equipment: Mast Camera - Dual camera for Thermal & Standard

Model Ruff-Ride-Thermal-D
Outdoor Thermal PTZ Camera with dual thermal and IP 30x
Optical Zoom outputs, 24V DC transformer included, voltage
range 10.8-32V DC
<https://www.rugged-cctv.com/product/ruff-ride-thermal/>

0 AV Equipment: NVR - recorder for mast cameras - with switcher

Model EC-NVR104-P4-D
4-ch NVR with one 6-TB SATA installed, 4-PoE, 4K HDMI output, 40Mbps bandwidth, and wireless mouse
<https://www.envirocams.com/product/4-and-8-channel-nvrs/>

0 Equipment: LED Will-Burt NightScan

NS2.3-500 WB LED Will-Burt NightScan
Controller
Power Cable
80,000 lumens

0 AV system: Winegard SK-1000 sat dish with single receiver

* TRAV'LER automatic multi-satellite antenna
* View all satellites at the same time for maximum programming
* Available satellite programming on multiple TVs simultaneously
* Includes Mount Base with 30' Power Cable, 24" AC Power Cord, 30' Black Coax Cable (2), Cable Entry Plate, Interface Box, Power Supply, Interface Box, Reflector Mounting Screw (20), Reflector Nut & Bolt (4); Designed and built in the U.S.A
Customer must provide the subscription service to enable the antenna to function..

0 AV system: 40" smart board w/writable electronic pens

*40" Interactive Display Monitor system
*Cabling ran back to rack for connections

0 Electrical Service: Touch Panel Control Center

This is an OPTIONAL item; selecting it will add \$4200 to the price shown.

This system will Touch Screen control of:

Interior lighting
Exterior lighting
HVAC system
Lower mast
Levelers
Generator
etc.

Qty>= Description

U

E

All prices are FOB unless stated otherwise. This quotation is good for 30 days. Acceptance of this quotation is confirmed by issue and acceptance of a purchase order with reference to this quotation. This quotation was made expressly upon your request and is confidential and non transferable. We reserve the right to make adjustments to quote if scope of work changes, or if we discover challenges that were not known at time of quote.

Terms of Sale:
SEE PO for Terms

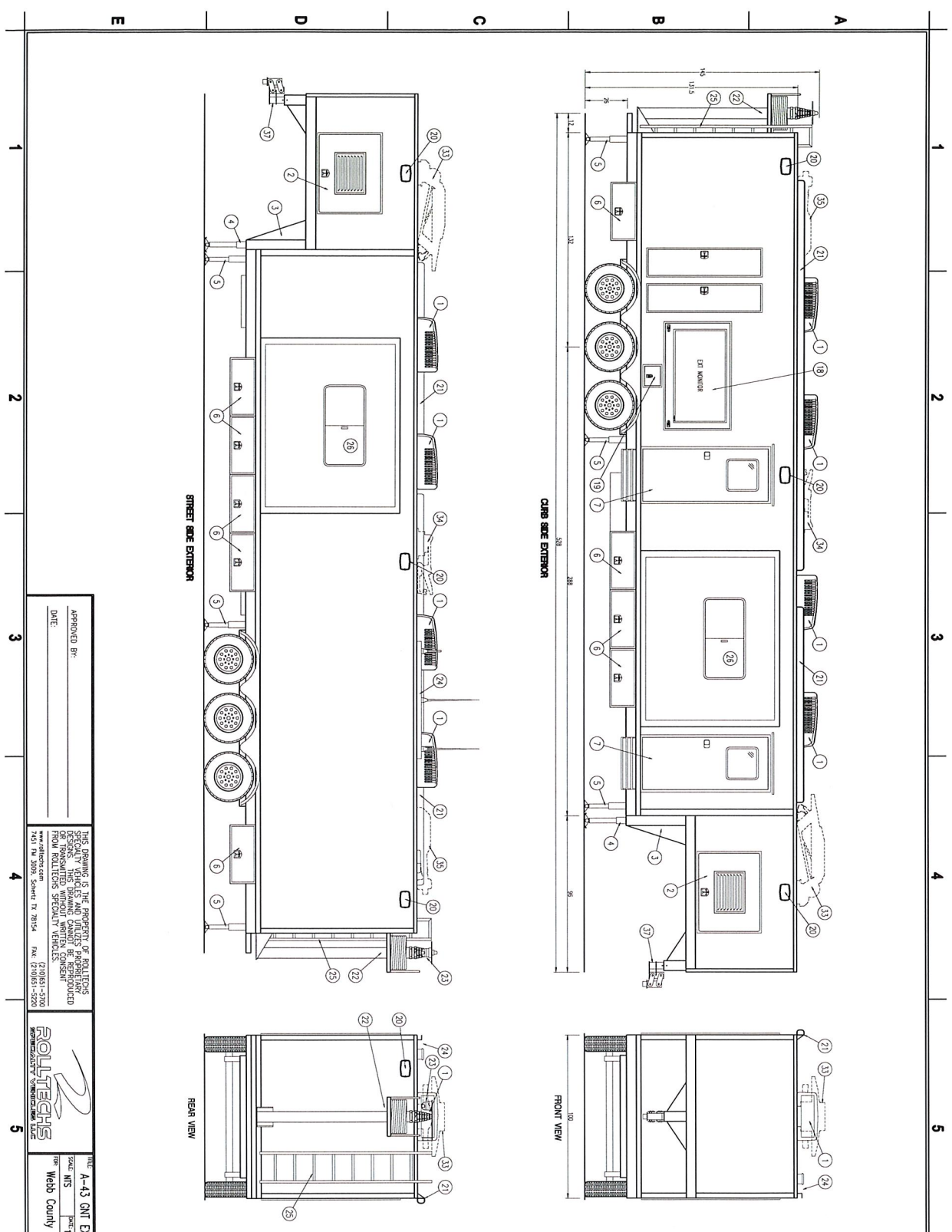
Rolltechs Specialty Vehicles, LLC

Authorized by: rlaurence

Date: 12/22/2021

Printed: 12/22/2021 4:05:42 PM

Price?



ITEM	QTY	NOMINAL DESCRIPTION
1	4	15,000BTU AIR COND. W/HEAT
2	1	DIESEL GENERATOR
3	1	FUEL TANK
4	2	LANDING GEAR
5	6	SHRIMPERS, MANUAL (AUTO IS OPTIONAL)
6	9	BELLY BOX STORAGE
7	2	ENTRY DOOR, W/ ELECT STEPS
8	1	CONFERENCE TABLE W/ POWER & NETWORK
9	2	BENCH SEATING W/ STORAGE
10	2	FRONT WALL TV/MONITOR
11	2	WORKSTATION
12	1	DISPATCH CONSOLE
13	2	EQUIPMENT RACK - 44 RU
14	M/R	OVERHEAD STORAGE
15	1	KITCHENETTE, W/ REF., MW & COFFEE
16	1	BUNK BEDS
17	1	RESTROOM W/ SINK
18	1	EXTERNAL MONITOR, W/ LOCKING COVER
19	1	I/O PANEL
20	7	SCENE LIGHTS
21	2	ANNING, ELECT. W/ AUTO RETRACT
22	1	PNEUMATIC MAST, 50'
23	1	MAST CAMERA W/ THERMAL
24	1	ANTENNA RAIL W/ NEBA BOX
25	1	ROOF ACCESS LADDER
26	2	WINDOW, SLIDE-OPEN, TINTED W/ SCREEN
27	6	WHITEBOARD
28	1	POWER DISTRIBUTION PANEL
29	1	KITCHEN SINK
30	1	SPARE TIRE
31	1	NIGHTSAND
32	1	TOUCH PANEL CONTROL SYSTEM (OPTIONAL)
33	1	1.2m VSAI DISH (OPTIONAL)
34	1	DIRECT TV / DISH TV ANTENNA (OPTIONAL)
35	1	FOLDING LIGHT TOWER (OPTIONAL)
36	1	SMARTBOARD (OPTIONAL)
37	1	GEN-Y HITCH
38	-	-
39	-	-
40	-	-

APPROVED BY: _____ DATE: _____

THIS DRAWING IS THE PROPERTY OF ROLITRACS. SPECIALTY VEHICLES AND UTILITIES. PROPRIETARY DESIGN. THIS DRAWING CANNOT BE REPRODUCED FROM ROLITRACS SPECIALTY VEHICLES. www.rolitracs.com 7851 FM 3008, Sugar Land, TX 78354 TEL: (281)851-5200 FAX: (281)851-5201



DATE: A-43 EXT EXP - Exterior Elevation QUOTE

SHEET NO. 1 OF 1

Webb County Sheriff's Office



MANAGEMENT

Fedharmony, a division of Global Enterprises, Inc. (FH) will provide the program/project management role. Fedharmony will provide the program/project management role. In this role, Fedharmony will be the primary interface and advocate for this project to ensure that the project is completed on schedule, within approved cost, to specification and exceeds expectations. Fedharmony's program/project management, contract management, manufacturing experience and teaming portfolio provide a special ingredient to ensure success.

PROGRAM MANAGEMENT

Strong program management and a good evaluation and control system are paramount in containing program cost and maintaining schedule. To facilitate the control process, FH will establish a project base line plan through the development of an integrated master schedule (IMS). The IMS will establish the timing required to perform each task and provide the tool necessary to maintain schedule and measure progress. The establishment of a weekly status report will provide the PM with the performance data necessary to measure performance against the established baseline. The PM will monitor the overall program performance and identify potential schedule or cost issues which can then be analyzed, using EVM techniques, to determine an appropriate course of action. If during the monitoring of the program performance cost becomes a concern, the EVM provides valuable tools that will allow the PM to measure and analyze material cost against actual and estimated actual cost to identify potential cost overruns and determine an appropriate course of action.

KEY PERSONNEL

Scott Smith, PMP, President, Fedharmony

Scott Smith is president of Fedharmony, a boutique firm specializing in bringing innovative solutions to small businesses and federal, state and local governments. His unique capability is a deep understanding of industry side of business as well as the complexities of government contracting. Highlights of his government support include authoring the American Red Cross's business plan for Coord Blood Banking, development of the Enterprise Architecture for the 2010 Census' hand-held devices and initiating the national digitization effort for the General Services Administration (GSA). Prior to federal contracting support, he spent a decade as a hands-on engineer and manager in the international apparel manufacturing industry. In addition to building factories for the likes of Rawlings Sporting Goods and Oxford Industries throughout Central America and the Caribbean he also managed full production and product development. He is a certified Project Management Professional and holds a BS in Industrial Engineering.