

SCHNEIDER & COMPANY

CERTIFIED PUBLIC ACCOUNTANTS

A Professional Corporation

9 Sylvan Way, Suite 280
Parsippany, New Jersey 07054
Phone: (973) 683-1100
Fax: (973) 683-0090

VIA E-MAIL: damian.fantinit@treas.state.nj.us

June 5, 2013

Mr. Damian Fantini
State of New Jersey
Department of the Treasury
Division of Purchase and Property
Procurement Bureau
P.O. Box 230
Trenton, NJ 08625-0230

Re: **RFP 14-X-23110 Prequalification Pools: Auditing and Other Related Services in Support of Disaster Recovery (Hurricane Sandy)**
Best and Final Offer (BAFO) Response
Response Due June 6, 2013 at 5:00 pm via e-mail

Dear Mr. Fantini:

In response to your letter dated June 5, 2013 requesting a Best and Final Offer (BAFO) submission from Schneider & Company, Certified Public Accountant's, PC, our firm's response is the following:

Our firm will not be submitting a Best and Final Offer (BFAO) for RFP 14-X-23110.

Please use our original pricing for RFP 14-X-23110 as submitted.

Again, we trust our proposal conveys our capability and enthusiasm to provide **Auditing and Other Related Services in Support of Disaster Recovery (Hurricane Sandy), RFP 14-X-23110**, to the State of New Jersey and the related Using Agencies.

Thank you for your consideration of our firm in the above named matter. Should you have any questions or need additional information, please feel free to call or e-mail us at (973) 683-1100 or warren@schneiderandcompany.com.

Very truly yours,



Warren M. Schneider, CPA

COPY

State of New Jersey
Department of the Treasury
Division of Purchase and Property

Proposal: 14-X-23110
Prequalification Pools: Auditing and Other Related Services in
Support of Disaster Recovery (Hurricane Sandy)

The Ability You Need

The Attention You Deservesm

SCHNEIDER & COMPANY

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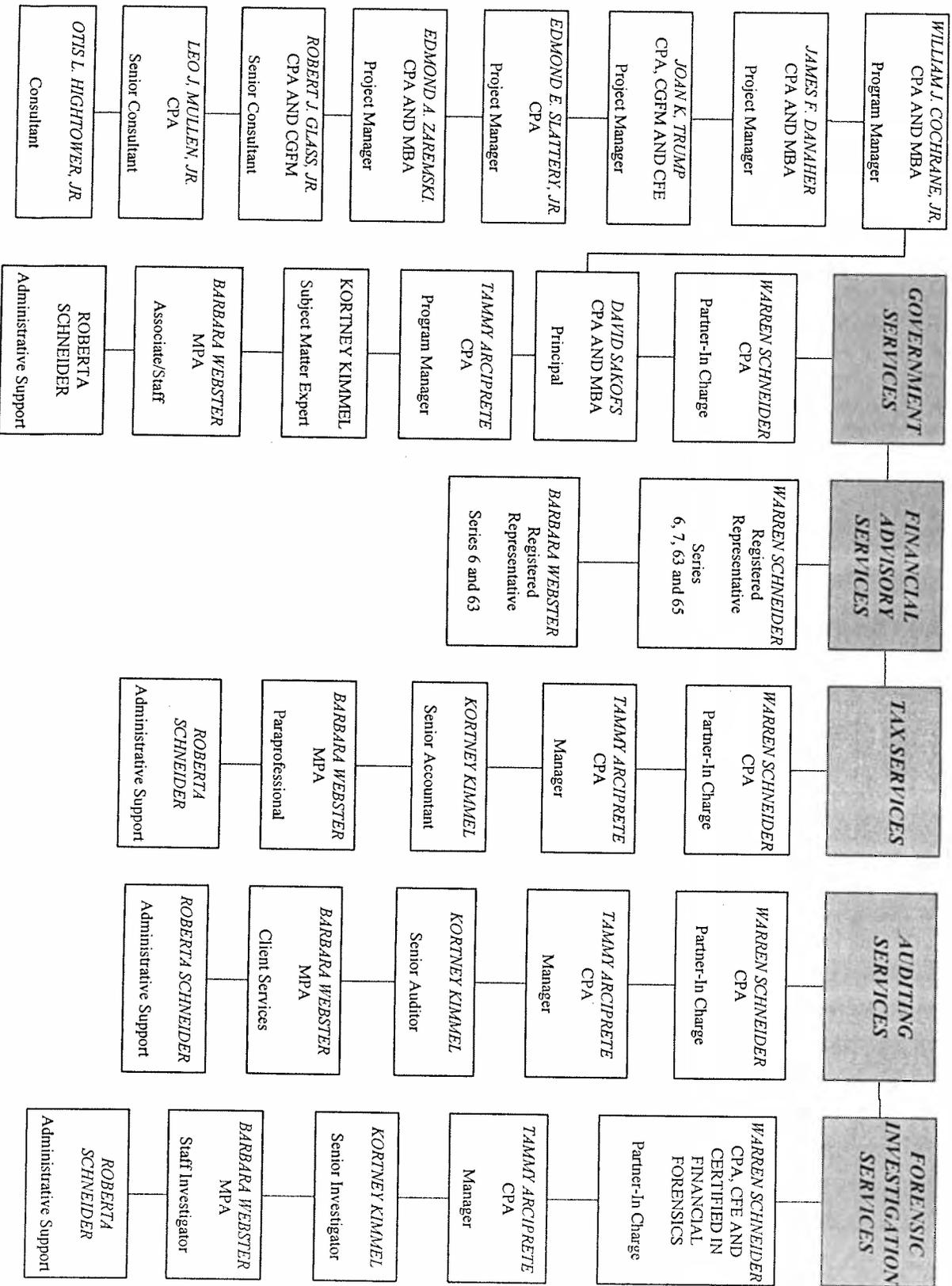
Volume 2: Technical Proposal*

* **Please note the following regarding Volume 2: Technical Proposal Submission:**

- 1. Schneider & Company, Certified Public Accountants, PC's proposal contains a Technical Proposal for Pools 1, 2 and 3 and therefore, as submitted, Volume 2: Technical Proposal contains more than the 25 page maximum as allowed per Addendum # 1, Question 19, dated May 21, 2013.**
- 2. Components such as the firm's Organizational Chart and Team Members' Resumes have been included once at the beginning of Volume 2: Technical Proposal. Additionally, when possible, we refer to common language from the Technical Proposal of an alternate Pool to minimize duplicative language and length of our submission. Page numbers are clearly referenced for the reader's convenience.**

Schneider & Company, Certified Public Accountants, PC

Divisions



Firm Point of Contact:

Mr. Warren M. Schneider
Schneider & Company, CPA's, PC
9 Sylvan Way, Suite 280
Parsippany, NJ 07054

Tel: (973) 683 - 1100
Fax: (973) 683 - 0090
Email: warren@schneiderandcompany.com

Resumes – Firm Personnel

✦ Warren M. Schneider, CPA, CFE and Certified in Financial Forensics

Education

Bachelors of Arts, Rutgers University – 1973

Masters of Science – University of Pennsylvania – Wharton School of Business – 1974

Professional Certifications

Certified Public Accountant, New Jersey

Certified Public Accountant, New York

Certified Fraud Examiner

Certified in Financial Forensics

Registered Representative, NASD Licenses Series 6, 7, 63 and 65

New Jersey Insurance Producers License

Relevant Experience

Schneider & Company, CPA's, PC

Partner-In-Charge

1991 to Present

Direct and supervise the preparation of financial statements, tax returns and accounting services for commercial and government entities, for example:

✦ Forensic investigation of the Borough of Washington analyzing all financial transactions for fraud, theft or fiscal mismanagement over a five year period.

✦ Forensic investigation of the Township of Vernon's Town Center Project analyzing project receipts and disbursements for fraud, theft or fiscal mismanagement.

✦ Fee accounting services for Jersey City Housing Authority creating an allocation by property of all cash receipts and disbursements for our engagement period.

✦ Audit 13 HUD sponsored housing projects in accordance with Government Accounting and Auditing Standards and submitted through the REAC system.

Consultation with government sponsored housing project clients to advise correct methodology of implementation of various government programs and the proper response or appropriate course of action in regards to inquiries from HUD and other regulatory agencies.

Writing and development of audit programs and procedures targeted to government sponsored housing industry to be fully compliant with the latest Government Accounting and Auditing Standard.

Prepare internal control reviews, due diligence analyses, projections for real estate development projects, bankruptcy proceeding filings and corporate financing documentation.

The Forensic Accounting Group, Inc.
1991 to Present

Principal

Provide forensic investigation services to government entities, attorneys, banks, insurance companies and investment banking firms, for example:

☒ Forensic investigation of 9 full service hotels

☒ Forensic investigation of a hotel chain with approximately 120 properties under management.

☒ Provide litigation support and investigated suspected fraud in cases involving real estate investor disputes, municipal mismanagement and fraud and embezzlement.

Extensive consulting and testimony experience.

The Trump Organization
1985 – 1991

Corporate Treasurer

Represented The Trump Organization in several public bond offerings, litigation support, merger and acquisition, hotel, casino, airline and financing matters. Responsible for SEC reporting and treasury functions for 3 hotel/casinos.

Rose, Feldman, Radin, Feinsod & Skehan CPAs
1978- 1985

Partner

Partner in a New York City accounting firm specialized in audit and tax for both public and privately held clientele.

Deloitte & Touche
1974 - 1978

Senior Accountant

Responsible for the supervision of audits of various Fortune 1000 companies.

Professional Affiliations

American Institute of Certified Public Accountants
New Jersey Society of Certified Public Accountants
Association of Certified Fraud Examiners

✦ **David Sakofs, CPA and MBA**

Education

Bachelor of Arts, Rutgers University - 1974

Masters of Business Administration, Fairleigh Dickinson University – 1985

Professional Certifications

Certified Public Accountant, New Jersey

Relevant Experience

Schneider & Company, CPA's, PC
2009 to Present

Principal

Participates in engagements when considered a Subject Matter Expert due to extensive government accounting and auditing expertise on an on call basis.

Responsible for management and oversight of government consultants.

David Sakofs, CPA
2009 to Present

Principal

Firm founded upon reorganization of Leonard G. Birnbaum and Company LLP in 2009.

Perform service for all Leonard G. Birnbaum and Company, LLP government contracts which Mr. Sakofs was Partner-In Charge of during his tenure with such firm.

Performed as Partner-In-Charge of New Jersey Department of Environmental Protection (NJDEP) Contract No. A77779. Contract required the analysis of the financial capability of individuals and companies to pay for environmental remedial actions.

Leonard G. Birnbaum and Company, LLP
1978 to 2009

Partner

Performed as Principal of New Jersey Department of Environmental Protection Contract No. A61620. Contract requires the audit of engineering firms direct/indirect cost submissions, internal controls, labor rates, contract compliance items, environmental claims and competitive business practices of solid waste removal companies.

Performed as Partner-In-Charge of New York State Department of Transportation Contract C010378. Contract requires the audit of engineering firm's indirect cost submissions and contract close outs.

Performed as Partner-In-Charge of New Jersey Department of Transportation Contract No. A78386. Contract requires the audit of thirty engineering firm's direct/indirect cost submissions.

Performed as the Review Partner of EPA Contracts Nos. 68-01-7455 (Superfund Trust Fund audit) and 68-W2-0020 (Chief Financial Officer Act Financial Statement audit).

Performed as Partner-In-Charge of New Jersey Department of Environmental Protection Contract No. A46163. Contract requires the audit of engineering firms direct/indirect cost submissions, internal controls, labor rates and contract compliance items.

Supervised and performed extensive auditing and management advisory services for the federal government specifically including the Department of Health and Human Services, the Small Business Administration and the Environmental Protection Agency, among others.

Possesses extensive experience in audits, management advisory services, government contracts and grants, and compliance with government regulations. Experience includes:

- ✦ Financial management of government contracts
- ✦ Proposal preparation
- ✦ Contract terminations
- ✦ Contract changes
- ✦ Compliance with Cost Accounting Standards and Federal Acquisitions
- ✦ Regulations
- ✦ Indirect rate – proposals
- ✦ Liaison with government representatives
- ✦ Design, development of manual and computerized accounting systems
- ✦ Selection and evaluation of computers and programs
- ✦ Develops and present seminars on various government contract topics

Auditor with experience in:

- ☒ Pre-award surveys
- ☒ Cost/pricing proposal reviews with values ranging from approximately \$100,000 to \$4,000,000
- ☒ Evaluation of forward pricing proposals, including labor rate determinations, overhead and general and administrative expenses
- ☒ Assessment of contract change orders
- ☒ Progress payment monitoring
- ☒ Cost accounting standards compliance reviews
- ☒ Operational audits
- ☒ Historical cost audits
- ☒ Mathematical applications in auditing, including improvement curves and , computational analysis

Professional Affiliations

New Jersey Society of Certified Public Accountants
American Institute of Certified Public Accountants
National Contract Management Association
Rutgers University Alumni Association

✦ William J. Cochrane, Jr., CPA and MBA

Education

Bachelor of Science, LaSalle University
Masters of Business Administration, Temple University
Information Systems Program, University of Pennsylvania - Wharton School of Business

Professional Certifications

Certified Public Accountant, New Jersey
Certified Public Accountant, Pennsylvania
Certified Internal Auditor

Relevant Experience

Schneider & Company, CPA's, PC
2012 to Present

Program Manager

Participates under the management and oversight of Mr. David Sakofs on selected engagements when considered a Subject Matter Expert.

David Sakofs, CPA
2009 to Present

Audit Manager

Firm founded upon reorganization of Leonard G. Birnbaum and Company LLP in 2009.

Leonard G. Birnbaum and Company, LLP
1999 to 2009

Audit Manager

Managed audits for the New Jersey Department of Environmental Protection (contract audits, claim audits, effective competition examinations, and internal overhead compilations), United States Department of State (internal control and financial audits), the Corporation for National and Community Service (federal grant audits), Fort Monmouth Economic Revitalization Planning Authority (A-133 audits), the New Jersey Department of Transportation (contract audits), and the New York State Department of Transportation (contract audits).

Provided cost accounting consulting services to the Sandia National Laboratories and General Electric Power Systems.

Performed audits for American Embassy employees handling international State Department revenue receipts, effective financial management of the State Department's Nuclear Nonproliferation & Disarmament Fund, and proper placement and operation of the computer systems security group within the State Department's organizational framework.

Performed Federal grant audits resulting in improvements to grantee and subgrantee programmatic and accounting processes.

Performed claim audits resulting in reductions of claimed amounts for the Federal Government and the State of New Jersey.

Defense Contract Audit Agency
1984 to 1999

Regional Audit Manager

Responsible for 275 professional auditors located in 5 field offices.

Managed audit programs for defense contractors such as EDS, General Dynamics, Northrop Grumman, and Raytheon.

Responsible for audit resolution of complex issues such as divested segment expenses, restricted stock options and access to sensitive records.

Significant cost reductions from operations audits were achieved.

Defense Contract Audit Agency
1983 to 1984

Branch Manager

Managed an office of 40 professional auditors and an administrative staff.

Defense Contract Audit Agency
1980 to 1983

Chief, Operations Audit

Managed a special team organized to perform operations audits (economy and efficiency audits) at major defense and NASA contractors including IBM, General Electric and Auditor Lockheed Martin. Responsible for the development of audit programs for a variety of operational areas such as energy usage, building maintenance, communications (telephone, etc.), reproduction, computer aided design, and software development.

Defense Contract Audit Agency
1970 to 1980

Supervisory Auditor

Various Supervisory positions in Field and Regional Offices.

Positions included, Supervisory Auditor of Department of Transportation Grants and Chief of the Technical Programs Division where responsibilities included writing a variety of Agency statistical computer programs to analyze financial data.

Defense Contract Audit Agency
1966 to 1970

Senior Auditor

Performed audits including Pre-award surveys, contract pricing proposals, labor rate and indirect cost rate forward pricing proposals, change order pricing, historical cost audits and contract terminations.

Professional Affiliations

Pennsylvania Institute of Certified Public Accountants
American Institute of Certified Public Accountants
Association of Government Accountant

✦ **Tammy Arciprete, CPA**

Education

Bachelor of Science, Rutgers University - 1998

Professional Certifications

Certified Public Accountant, New York

Relevant Experience

Schneider & Company, CPA's, PC
1996 to Present

Program Manager

Project manager for the preparation of financial statements, tax returns and accounting services for commercial and government entities, for example:

- ✦ Forensic investigation of the Borough of Washington analyzing all financial transactions for fraud, theft or fiscal mismanagement over a five year period.
- ✦ Forensic investigation of the Township of Vernon's Town Center Project analyzing project receipts and disbursements for fraud, theft or fiscal mismanagement.
- ✦ Fee accounting services for Jersey City Housing Authority creating an allocation by property of all cash receipts and disbursements for our engagement period.
- ✦ Audit 13 HUD sponsored housing projects in accordance with Government Accounting and Auditing Standards and submitted through the REAC system.

The Forensic Accounting Group, Inc.
1996 to Present

Manager

Provide forensic investigation services to government entities, attorneys, banks, insurance companies and investment banking firms, for example:

- ✦ Forensic investigation of 9 full service hotels
- ✦ Forensic investigation of a hotel chain with approximately 120 properties under management.
- ✦ Provide litigation support and investigated suspected fraud in cases involving real estate investor disputes, municipal mismanagement and fraud and embezzlement.

✦ **James F. Danaher, CPA and MBA**

Education

Bachelor of Science, Villanova University
Masters of Business Administration, Drexel University

Professional Certifications

Certified Public Accountant, Pennsylvania

Relevant Experience

Schneider & Company, CPA's, PC
2012 to Present

Project Manager

Participates under the management and oversight of Mr. David Sakofs on selected engagements when considered a Subject Matter Expert.

David Sakofs, CPA
2010 to Present

Project Manager

Firm founded upon reorganization of Leonard G. Birnbaum and Company LLP in 2009.

Defense Contract Audit Agency
1985 to 2010

Acting Regional
Audit Manager
Special Projects Branch
Manager, Chief of Technical
Programs Division and
Branch Manager

Managed the audit activities of 3 DCAA field audit offices.

Reviewed all significant audit reports and work papers prior to issuance.

Liaison with government procurement agencies.

Identified the need for and developed a Special Investigations Unit.

Professional Affiliations

Pennsylvania Institute of Certified Public Accountants
American Institute of Certified Public Accountants
Top Secret Security Clearance

✦ **Joan K. Trump, CPA, CGFM and CFE**

Education

Masters of Science, Philadelphia University
Bachelor of Science, Rutgers University
Associates of Arts, Goldey Beacom College

Professional Certifications

Certified Public Accountant, New Jersey
Certified Government Financial Manager
Certified Fraud Examiner
Notary Public License

Relevant Experience

Schneider & Company, CPA's, PC
2012 to Present

Project Manager

Participates under the management and oversight of Mr. David Sakofs on selected engagements when considered a Subject Matter Expert.

David Sakofs, CPA
2010 to Present

Project Manager

Firm founded upon reorganization of Leonard G. Birnbaum and Company LLP in 2009.

Defense Contract Audit Agency
1989 to 2010

Program Manager,
Technical Program
Specialist, Supervisory
Auditor, Quality Assurance
Specialist, Senior Auditor,
Auditor

Held various positions within the Defense Contract Audit Agency during this period.

U.S. Department of Housing & Urban Development (HUD)
1980 to 1987

Operating Accountant

Professional Affiliations

New Jersey Society of Certified Public Accountants
American Institute of Certified Public Accountants
Association of Government Accountants
Association of Certified Fraud Examiners

✦ **Edmond E. Slattery, Jr., CPA**

Education

Bachelor of Science, LaSalle University - 1969
Masters of Science, Central Michigan University - 1989

Professional Certifications

Certified Public Accountants, Pennsylvania

Relevant Experience

Schneider & Company, CPA's, PC
2012 to Present

Project Manager

Participates under the management and oversight of Mr. David Sakofs on selected engagements when considered a Subject Matter Expert.

David Sakofs, CPA
2010 to Present

Project Manager

Firm founded upon reorganization of Leonard G. Birnbaum and Company LLP in 2009.

Defense Contract Audit Agency
2004 to 2010

Regional Audit Manager

Responsible for managing the audit accomplishments to ensure effective accomplishment of the audit plan and compliance with procurement regulations.

Major contractors included General Dynamics, CSC, Boeing Helicopters, Northrop Grumman, and Honeywell.

Defense Contract Audit Agency
1998 to 2004

Branch Manager

Responsible for planning and directing audits of small and mid-size defense contractors throughout Pennsylvania.

Audit issues involved restructuring costs at Shaw, CAS 413 pension adjustment at Westinghouse Electric Corp. and direct/indirect costing issues at Concurrent Technologies Corp.

Managed staff of approximately 50 to 55 auditors, 8 supervisors and 6 administrative personnel.

Defense Contract Audit Agency
1990 to 1998

IT and Operations Audit
Manager

Responsible for oversight of IT internal control reviews and operations audits at major defense contractors throughout the Mid-Atlantic Region.

Operations audits included economy and efficiency reviews of subcontract administration, facilities management and travel/videoconferencing.

Managed staff of approximately 12 to 14 Information Technology auditors, 6 to 8 OPS auditors, and 3 computer specialists.

Defense Contract Audit Agency
1987 to 1990

Branch Manager

Responsible for managing audits in Delaware and Chester Counties in PA and the state of Delaware.

Managed 2 mobile teams for smaller contractors in addition to a large suboffice at Boeing Helicopters, in Eddystone, PA.

Audits included CAS compliance reviews, incurred cost audits and forward pricing proposals.

Managed staff of 20 auditors, 4 supervisors and 3 administrative personnel.

Defense Contract Audit Agency
1986 to 1987

Supervisory Auditor

Supervised a team of 8 auditors.

Audit assignments included compliance reviews, system surveys, claims and termination audits.

Supervised the first Material Management Accounting System (MMAS) audit in the Mid-Atlantic Region. Recommendations were used as benchmarks for subsequent audits throughout the agency.

Defense Contract Audit Agency
1983 to 1986

Technical Program Specialist

Provided accounting and auditing guidance to 23 field audit offices relative to Cost Accounting Standards (CAS), Federal Acquisition Regulations (FAR), DOD-Federal Acquisition Regulations (DFARS), Truth in Negotiations Act (TINA), Armed Services Board of Contract Appeals cases and executive compensation.

Defense Contract Audit Agency
1969 to 1983

Auditor/Auditor-In Charge

Conducted financial, operations and comprehensive labor audits on large defense contractors such as General Electric Company, Philco-Ford Corporation, Boeing Helicopters, Singer-Kearfott and Westinghouse Electric Company.

Conducted audit on Amtrak Corporation on the Northeast Corridor Improvement Project.

Professional Affiliations

Association of Government Accountants

✠ **Edmond A. Zaremski, CPA and MBA**

Education

Bachelor of Science, Saint Joseph University
Masters in Business Administration, Drexel University

Professional Certifications

Certified Public Accountant, Pennsylvania

Relevant Experience

Schneider & Company, CPA's, PC
2012 to Present

Project Manager

Participates under the management and oversight of Mr. David Sakofs on selected engagements when considered a Subject Matter Expert.

David Sakofs, CPA
2009 to Present

Project Manager

Firm founded upon reorganization of Leonard G. Birnbaum and Company LLP in 2009.

Leonard G. Birnbaum and Company, LLP
2007 to 2009

Audit Manager

Provided consulting services and performed audits for the State of New Jersey, the U.S. State Department, government contractors, and the Government of Guyana.

U.S. State Department engagements encompassed review of internal controls over heritage property/art, compliance with local compensation plans for Foreign Service Nationals (FSN) at U.S. Embassies, assessing the viability of the FSN Haiti Pension Plan, and audits of grants with nonprofit organizations.

Private disputes between government contractors, conducted NJ audits on environmental spill claims, and conducted audits of Cooperative Grants for the Ministry of Health, Republic of Guyana and the U.S. Center for Disease Control.

Defense Contract Audit Agency
2004 to 2007

Regional Audit Manager

Served the Mid-Atlantic Region and was responsible for a staff of approximately 280 persons.

Duties included review of sensitive audits, audit coordination within major government contractors and liaison functions with procurement commands and the Defense Contract Management Agency (DCMA).

Defense Contract Audit Agency
1988 to 2004

Branch Manager

Managed the York, Baltimore, and Silver Spring Branch Offices of the Mid-Atlantic Region.

Defense Contract Audit Agency
1986 to 1988

Program Manager

Served the DCAA Headquarters Office of Policy & Plans.

Authored numerous guidance papers on complex accounting issues and several sections of the Contract Audit Manual.

Provided advice to the Cost Principle Committee and was assigned to litigation support concerning the enforcement of the DCAA subpoena powers and other equitable adjustments/claims.

Defense Contract Audit Agency
1984 to 1986

Supervisory Auditor

Assigned to Newport News Shipbuilding and Dry Dock Co., with primary responsibilities for control and accounting of ship building materials and economy and efficiency/operational audits of shipyard functions.

Professional Affiliations

Maryland Association of Certified Public Accountants

✦ **Kortney Kimmel**

Education

Bachelor of Science, Pennsylvania State University - 2005

Relevant Experience

Schneider & Company, CPA's, PC
2005 to Present

Subject Matter Expert

Participate in the preparation of financial statements, tax returns and accounting services for commercial and government entities, for example:

- ✦ Forensic investigation of the Borough of Washington analyzing all financial transactions for fraud, theft or fiscal mismanagement over a five year period.
- ✦ Forensic investigation of the Township of Vernon's Town Center Project analyzing project receipts and disbursements for fraud, theft or fiscal mismanagement.
- ✦ Fee accounting services for Jersey City Housing Authority creating an allocation by property of all cash receipts and disbursements for our engagement period.
- ✦ Audit 13 HUD sponsored housing projects in accordance with Government Accounting and Auditing Standards and submitted through the REAC system.

The Forensic Accounting Group, Inc.
1996 to Present

Senior Investigator

Provide forensic investigation services to government entities, attorneys, banks, insurance companies and investment banking firms, for example:

- ✦ Forensic investigation of 9 full service hotels
- ✦ Forensic investigation of a hotel chain with approximately 120 properties under management.
- ✦ Provide litigation support and investigated suspected fraud in cases involving real estate investor disputes, municipal mismanagement and fraud and embezzlement.

✦ **Robert J. Glass, Jr., CPA and CGFM**

Education

Bachelor of Science, Saint Joseph University

Professional Certifications

Certified Public Accountant, Pennsylvania
Certified Government Financial

Relevant Experience

Schneider & Company, CPA's, PC
2012 to Present

Senior Consultant

Participates under the management and oversight of Mr. David Sakofs on selected engagements when considered a Subject Matter Expert.

David Sakofs, CPA
2009 to Present

Senior

Firm founded upon reorganization of Leonard G. Birnbaum and Company LLP in 2009.

Leonard G. Birnbaum and Company, LLP
2001 to 2009

Senior Auditor

Performed as a senior auditor of New Jersey Department of Transportation Contract No. A61620. Contract required the audit of labor rates, overhead rates, other direct costs, internal controls and contract compliance items.

Performed as a senior auditor of various New York Department of Transportation contracts. Contracts required the audit of labor rates, overhead rates, other direct costs, non-office other direct costs, internal controls, contract compliance items and retainage calculations.

Performed as a senior auditor of various New Jersey Department of Environmental Protection contracts.

Various Private Firms
1994 to 2001

Accountant

Defense Contract Audit Agency
1991 to 1994

Supervisory Auditor

Supervised 3 Field Office employees.

Reviewed working papers and provided audit guidance, as necessary.

Responsible for developing the program plan, developing budgets, initiating a five year methodology of selecting Post Award Audit assignments for review and wrote audit programs for the conducting of Material Costs Reviews and Timekeeping Policies and Procedures.

Defense Contract Audit Agency
1982 to 1991

Senior Auditor

Assigned the responsibility of monitoring a cost versus benefit analysis of transitioning to Computer technology.

Report to DCAA headquarters the amount of Bid and Proposal and Independent Research and Development Costs major contractors were expending by Resident and Branch Offices.

Responsible for resolving all FAR/DAR problems within the Region by being knowledgeable of the FAR/DAR interpretation and monitoring all changes and disseminating any changes to the Field Offices.

Defense Contract Audit Agency
1963 to 1981

Staff Auditor

Auditor experience examples:

- ✘ Audits of Contract Pricing Proposals (types included fixed price, cost plus fixed fee, and time & material.) with values ranging from approximately \$100,000 to \$100,000,000
- ✘ Evaluation of forward pricing proposals, including labor rate determinations, overhead and general and administrative expenses
- ✘ Progress payment monitoring
- ✘ Historical cost audits
- ✘ Pre-Award survey audits
- ✘ Financial capability review audits
- ✘ Operational audits

☒ Assessment of contract changes

☒ Cost accounting standards compliance reviews

Professional Affiliations

Pennsylvania Institute of Certified Public Accountants

American Institute of Certified Public Accountants

Association of Government Accountants

✠ **Leo J. Mullen Jr., CPA**

Education

Bachelor of Science, LaSalle University
Wharton Leadership Programs, University of Pennsylvania

Professional Certifications

Certified Public Accountant, Pennsylvania

Relevant Experience

Schneider & Company, CPA's, PC
2012 to Present

Senior Consultant

Participates under the management and oversight of Mr. David Sakofs on selected engagements when considered a Subject Matter Expert.

David Sakofs, CPA
2009 to Present

Senior

Firm founded upon reorganization of Leonard G. Birnbaum and Company LLP in 2009.

Leo J. Mullen, CPA
2003 to Present

Regulatory Consultant

Proposed a change to a long-standing Pennsylvania Public Utility Commission ("PUC") Regulation when contracted to do so by Verizon. Resulted in a very favorable Settlement Agreement that when finally approved will save Verizon in excess of \$3 million annually.

Prepared various financial filings with the Pennsylvania and Delaware Public Utility Commissions that were in full compliance with all Regulations.

Various Private Firms
1966 to 2003

Various Accounting Positions

Professional Affiliations

Pennsylvania Institute of Certified Public Accountants

✠ **Otis L. Hightower, Jr.**

Education

Bachelor of Science, Delaware State University
Masters of Arts, Antioch University

Professional Certifications

Certified Acquisition Professional – Auditing - 1993
Certified Mediator – Defense Equal Opportunity Management Institute - 1999
Certified Volunteer Income Tax Instructor/Accountant – 2010

Relevant Experience

Schneider & Company, CPA's, PC Consultant
2012 to Present

Participates under the management and oversight of Mr. David Sakofs on selected engagements when considered a Subject Matter Expert.

David Sakofs, CPA Senior
2010 to Present

Firm founded upon reorganization of Leonard G. Birnbaum and Company LLP in 2009.

Defense Contract Audit Agency Supervisory Auditor
2008 to 2010

Responsible for 5 auditors located in the King of Prussia Sub Office.

Responsible for the management of demand assignment audits for 400 defense contractors in the Northern Virginia area.

Oversaw, in 2009, a Voluntary Disclosure Report submitted by IMS Government Solutions that included a higher credit than disclosed by the contractor.

Defense Contract Audit Agency Supervisory Auditor
2004 to 2008

Managed a staff of 8 auditors located in a mobile field office.

Responsible for 102 defense contractors located between Northern Virginia and Pennsylvania.

Managed audits resulting in a significant savings to the government

Defense Contract Audit Agency
1999 to 2004

Supervisory Auditor

Managed a staff of auditors at the L-3 Corporation in Camden, NJ conducting forward pricing audits of indirect rates.

Responsible with managing a team of six auditors at Raytheon Engineers located in Philadelphia, PA and Princeton, NJ.

Defense Contract Audit Agency
1996 to 1999

Supervisory Auditor

Managed on a mobile basis approximately 55 defense contractors which included Lockheed Martin and Northrop Grumman in north central Maryland.

Defense Contract Audit Agency
1995 to 1996

Supervisory Auditor

Responsible for the supervision of audit services provided on a mobile basis to the United States Agency for International Development (USAID).

Managed an audit program and supervised 11 auditors and a clerk. The team was instrumental in contributing to USAID's procurement reengineering initiatives and had made a significant contribution to their procurement process.

Defense Contract Audit Agency
1994 to 1995

Supervisory Auditor

Assigned to the Unisys to manage the Government segment with approximately \$300 million in sales supervising 10 auditors. The annual incurred cost audit included a backlog of 10 years that required immediate closure. This was achieved by establishing goals and milestones, meeting all externally imposed due dates and committing and directing resources to achieve a proper balance of productivity and quality.

Defense Contract Audit Agency
1989 to 1994

Supervisory Auditor

Supervised a Regional Operations Audit Team (ROAT) staff of auditors. This team performed operation audits at defense contractors in the Mid-Atlantic Region. The primary purpose of the ROAT was to determine if contractors were performing work utilizing economical and efficient methods and practices.

Supervised operation audits which included facilities and subcontract management, energy usage, communication (video conferencing), travel, material, health benefits, utilization review of labor (direct and indirect), computer aided software engineering and software development.

Supervised the Regional Compensation Team for the Mid-Atlantic Region. As part of the compensation team, supervised auditors performing compensation program reviews at contractors. These reviews usually resulted in recommending internal control improvements to the contractor's compensation plan program.

Supervised the Material Management and Accounting System audits at various defense contractors. This audit consisted of reviewing and evaluating the contractor's internal control structure for material accounting and compliance with Government regulations.

Defense Contract Audit Agency
1987 to 1989

Senior Auditor

Conducted labor cost audits at defense contractors. Included reviewing the contractor labor internal controls to evaluate the adequacy of the contractor's labor system and assessing control risk related to the allowability and allocability of labor costs charged to the Government contracts. These audits included the review of the contractor's practices of economy and efficiency in performing Government contracts.

Defense Contract Audit Agency
1985 to 1987

Senior Auditor

Performed audits including pre-award surveys, contract pricing proposals, progress payments and historical costs audits.

Participated in the review of historical labor cost on a Department of Energy multi-million dollar cost reimbursable contract at DuPont Company, Newark, Delaware.

Department of the Treasury, IRS
1978 to 1985

Senior Internal Auditor

Responsibility included performing internal audits, management reviews and evaluations of assigned functions in district offices, service centers and regional offices of the Internal Revenue Service (IRS).

Reviewed and reported on such matters as breakdown in internal controls, particularly the coordination, direction, execution, and accomplishment of IRS programs.

Professional Affiliations

Certified Acquisition Professional (Career Level III)
Association of Government Accountants
Certified Mediator
Certified Volunteer Income Tax Preparer (IRS VITA Program)

✠ **Barbara Webster, MPA**

Education

Bachelor of Science, University of Pittsburgh – 2004
Masters of Public Administration, University of Pittsburgh – 2006

Professional Certifications

Registered Representative, NASD Licenses Series 6 and 63

Relevant Experience

Schneider & Company, CPA's, PC
2007 to Present

Associate/Staff

Provide support, as requested, in the preparation of financial statements, tax returns and accounting services for commercial and government entities, for example:

✠ Forensic investigation of the Borough of Washington analyzing all financial transactions for fraud, theft or fiscal mismanagement over a five year period.

✠ Forensic investigation of the Township of Vernon's Town Center Project analyzing project receipts and disbursements for fraud, theft or fiscal mismanagement.

Preparation of firm proposal submissions for all prospective clients.

Facilitate all stages of the engagement process from inception through completion.

Registered Representative, servicing our financial consulting and investment clients' needs.

The Forensic Accounting Group, Inc.
2007 to Present

Staff Investigator

Assist in the performance of forensic investigation as support level staff member.

Department of Defense, U.S. Army, Picatinny Arsenal, Legal Intern
Summer 2005

Preliminary compliance reviews of procurement initiatives.

Preliminary ethics reviews of civilian staff requests for review, ie. acceptance of gifts, attendance at events, etc.

Participate, in a limited capacity, on employment dispute claims file by Department of Defense, U.S. Army, Picatinny Arsenal civilian employees.

Participate, in a limited capacity, in discussions relating to the feasibility of Picatinny Arsenal's Business Office working with Not for Profit entities to redevelop property for the purposes of mission related research and development.

Development of reference material for Legal staff related to the review of Federal Acquisition Regulations (FAR) compliance.

POOL 1: PROGRAM AND PROCESS MANAGEMENT AUDITING

Management Overview (RFP Section 4.4.3.1)

When provided with a process that needs to be created or improved, our objective will be to first examine and understand the process intent, current procedures and expected process results.

Timing will be very important because funding needs to be distributed quickly, but always under control.

The client's staff currently administering the process will, as necessary and possible, be included in any analysis to ensure acceptance and successful implementation of any new or modified process.

We offer a staff that has extensive experience in compliance auditing, operational auditing and continuous process improvement.

Contract Management (RFP Section 4.4.3.2)

Our approach to Contract management results in an effective, efficient and timely assignment that keeps everyone concerned informed of assignment progress, findings, and problem resolution. The key components to our approach are:

✦ *Assignment Planning*

Our firm leadership actively managed and overseen the assignment planning process with appropriate discussion, as necessary, with appropriate team members whom are considered subject matter expertise. These firm individuals are responsible for preparing a timely response to all solicitations and actively planning the assignment timeline.

Included in proposal/engagement letter are the following:

- a. If applicable, a statement that we will perform the engagement in accordance with Government Auditing Standards.
- b. A statement of the procedures that we will perform,
- c. A list of the criteria we will use in determining our findings,
- d. A statement that the use of our reported findings will be restricted to the State of New Jersey and other parties specified by the State,
- e. A statement that if significant deficiencies, material weaknesses, instances of fraud, noncompliance with provisions of laws, regulations, contracts, or grant agreements, or abuse come to our attention, we will communicate such matters to the State.

✦ Discovery discussions with Client Management (Contract Manager, or Cooperative Partner) and Client Project Manager(s) to ensure a thorough knowledge of the client's concerns, procedures required and report delivery timeline.

- ✘ Review and Analysis of known facts to determine initial assignment risk and skills necessary to successfully complete the assignment.
- ✘ Tracking of assignment progress and development of action plans if potential problems arise.
- ✘ Constant and regularly scheduled communication during the assignment:
- ✘ Discuss assignment findings immediately to ensure facts are correct and complete.
- ✘ Timely submission of client status, draft and final reports.
- ✘ Employ a team approach, all parties with a stake in the outcome, to solving and resolving significant issues as they arise
- ✘ Conduct an Exit Conference that will be a summary of assignment results discussed previously with all concerned parties during the assignment. Obtain a signed statement from the client that an exit conference was held and the results discussed.

Our Work Papers will be prepared in accordance with Government Auditing Standards that require that working papers be completed in sufficient detail to enable an experienced auditor, having no previous connection to the engagement, to understand from the documentation the nature, timing, extent, and results of procedures performed and the evidence obtained and its source and the conclusions reached, including evidence that supports significant judgments and conclusions. The working papers will be logically organized and will clearly explain the methodology used and the conclusions reached.

An important component of contract management is assignment quality control. Our firm has quality control policies and procedures which all engagements are subject to. We perform Supervisor reviews, Principal reviews and Staff quality reviews as required by our internal quality control procedures. Our firm, Schneider & Company, Certified Public Accountant, PC is currently enrolled in the AICPA Peer Review Program and a copy of our most recent Peer Review letter is included as an attachment in the Required & Supplemental Documentation section as No. 2. To assure a quality control program is effective; a Peer Review needs to be completed every three years. We recently received an unqualified peer review which is included in this proposal.

Quality control includes an organizational structure, policies that have been adopted, and the procedures established by a firm to provide reasonable assurance that its staff conforms to professional standards. A quality control system also includes communicating policies and procedures to appropriate personnel, assigning responsibilities, exercising supervision, and monitoring compliance and effectiveness.

Collectively, the individual components of our quality control procedures provide an ability to insure that work performed on individual engagements meet the standards of our firm and any standards imposed by Government agencies. The primary components of our quality control procedures are:

✦ *Leadership:*

Work quality and responsiveness to our customers' needs is constantly emphasized. Although our staff is primarily composed of seasoned auditors, we recognize the value of regularly offering guidance to our team members and clients. We believe that a high level of quality is the result of management attitude, focus on customer needs, knowledge of the government entity's environment, strong ethics, and a commitment to improvement.

✦ *Independence:*

The AICPA Code of Professional Conduct and GAO Standards have established guidance to guard against the loss of the presumption of independence. Our firm has as part of its procedures incorporated these provisions. In fact, in each of our assignment planning memorandums for engagements we accept, we specifically make a statement that we have no conflicts of interest with the entity being examined.

✦ *Engagement Initiation, Acceptance, and Continuance:*

Before an engagement is accepted we match the requested scope of work with the talents of our team members. We accept assignments only if we are confident that the firm has the experience, knowledge and independence to successfully complete the proposed project. Also, our policies require us to decline an invitation to prepare a proposal if we conclude that a potential or existing client is not being completely open regarding the engagement's purpose and intended use of report information.

✦ *Human Resources:*

We bring a wealth of experience to our clients. Our staffing procedures are designed to provide our clients with a workforce that has the capabilities and competence to perform the types of assignments required. A discussion of human resources and quality is not complete without mentioning the importance of continuing professional education. Continuing education ensures our team members is aware of, and are implementing, new accounting standards, new auditing standards and technical productivity enhancements, especially computer software.

✦ *Engagement Performance, Documentation, and Reporting:*

Our operating practices require that all incoming assignments be initially reviewed by the Partner-In Charge. Fieldwork must be under the supervision of an individual at the manager level. The manager's responsibilities include providing guidance to senior level staff as questions arise and providing on-site quality control. The latter function includes determining that:

- a. Work papers are properly prepared (e.g., signed; indicate source, purpose, scope, conclusion; cross-referenced); and
- b. The transaction and procedural testing being performed, including statistical sampling, is adequate.
- c. We provide technical guidance to team members assigned to all Government engagements in several ways. We also provide broad guidance as to which federal laws and regulations (i.e., OMB Circulars, Federal Acquisition Regulation, Agency Regulations such as HUD and FEMA, Cost Accounting Standards, etc.) apply in which circumstances.

✦ *Quality Monitoring:*

Draft reports are reviewed by the Partner-In Charge before the report is released to the client. Work papers are reviewed to evaluate the work done and conclusions reached. The review is a searching analysis of the facts developed in the course of the assignment and a period of questioning to determine if the work completed meets Government Auditing Standards, the AICPA's auditing standards, and the firm's standards. Our review assesses whether adequate evidential matter has been obtained, determines whether significant matters or problems have been properly considered and resolved and, in general, provides the assurances upon which the firm assumes responsibility for work done by its professional staff.

Potential Problems (RFP Section 4.4.3.4)

Common potential problems our firm may encounter are the existence of multiple grant electronic systems that lack standard data classifications and common processes, and furthermore are not integrated with the organization's core financial management system. This condition leaves the organization unable to produce reliable financial information that defines the universe of grants and other financial assistance.

Also, closing out completed grants is a common problem that can leave available funding unused.

Correction of these issues requires leadership, a policy framework, information systems and training. Using our process techniques stated in our Management Overview section for Pool 1:

Program and Process Management Auditing, located on Volume 2, Page 29, we can assist the client in developing, controlling and monitoring a effective, efficient and compliant grant(s) program.

Staff and Experience (RFP Section 4.4)

For further detail pertaining to professional experience of key staff, please refer to the resumes included on Volume 2, Pages 3 - 28 of this package.

Location (RFP Section 4.4.4.1)

Schneider & Company, CPA's, PC
9 Sylvan Way, Suite 280
Parsippany, NJ 07054

Back Up Staff (RFP Section 4.4.4.4)

Our professional network allows our firm, if necessary, to access additional highly qualified Subject Matter Experts.

Experience of Bidder (Section 4.4.4.5)

☒ *Fort Monmouth Economic Revitalization and Planning Authority (FMERPA)*

Engagement: Independent Auditing Services

Engagement Period: Fiscal Year Ended 06/30/2010
Three Months Ended 09/30/2010

Engagement Description:

Engagement Contact: Mr. Bruce Steadman, Executive Director (Current Entity FMERA)
Tel: (732) 720 - 6350

Ms. Beverlee Akerblom, CPA, Director of Finance
Tel: (732) 720 - 6350

✠ *Fort Monmouth Economic Revitalization Authority (FMERA)*

Engagement: Independent Auditing Services

Engagement Period: For the Period of September 29, 2010 through December 31, 2010
Fiscal Year Ended December 31, 2011
Fiscal Year Ended December 31, 2012
Option – Fiscal Year Ended December 31, 2013

Engagement Description:

Engagement Contact: Mr. Bruce Steadman, Executive Director (Current Entity FMERA)
Tel: (732) 720 – 6350

Ms. Beverlee Akerblom, CPA, Director of Finance
Tel: (732) 720 - 6350

✠ *Tahl – Propp Equities - HUD Sponsored Housing Projects*

Engagement: Financial Statement Auditing Services and Tax Preparation Services

Engagement Period: Fiscal Years Ended December 31, 2004 to
Fiscal Year Ended December 31, 2010

Engagement Description:

Auditors on thirteen (13) government regulated real estate projects whose mortgages have been guaranteed by HUD. These projects are required to complete extensive and complicated audited financial statements in accordance with governmental accounting and auditing standards. They often have extensive construction and renovation requirements.

Engagement Contact: Mr. Joseph Tahl, President and Co-Founder
Tel: (212) 421 – 1117

✠ *Cooper Hotels - Commercial Audits*

Engagement: Financial Statement Auditing Services

Engagement Period: Fiscal Years Ended December 31, 2001 to
Fiscal Year Ended December 31, 2007

Engagement Description: Auditors for a regional hospitality investor with thirteen (13) hotel properties in its portfolio.

Engagement Contact: Mr. David Krueger
Tel: (901) 322 – 1400

Financial Capability of the Bidder (Section 4.4.4.7)

Per the terms set forth in RFP Section 4.4.4.7, Schneider & Company, Certified Public Accountants, PC's most recent compiled financial statement, prepared by an independent accountant, Officer's Certification and bank reference will be made available upon request within the requisite seven (7) business day period.

POOL 2: FINANCIAL AUDITING AND GRANT MANAGEMENT

Management Overview (RFP Section 4.4.3.1)

Federal grants include a number of administrative and financial requirements. Meeting these requirements is critical for the operation of an efficient and effective grants program.

In past engagements our firm has encountered problems at other similar organizations due to grants being managed in multiple grants electronic systems creating a lack of standard data classifications in addition to the absence of common processes.

Furthermore we have encountered the issue of the grant management functions not being properly integrated within the organization's core financial management system. This condition leaves the organization unable to produce reliable financial information that defines the universe of grants and other financial assistance.

Moreover, closing out completed grants is a common issue which we encounter. This issue can create a situation where available funding goes unused.

We resolve these common issues through the active inclusion in our assignment plan of qualified and knowledgeable engagement team leadership, the development of a policy framework, and ,when applicable, implementation and training regarding information systems and procedural training relating to grant management in the areas of monitoring and internal control procedures.

Our process includes the techniques stated in our Management Overview section for Pool 1: Program and Process Management Auditing, located on Volume 2, Page 29, we can assist the client in developing, controlling and monitoring an effective, efficient and compliant grant(s) program.

Contract Management (RFP Section 4.4.3.2)

Please refer to our firm response provided in our Pool 1: Program and Process Management Auditing responses located on Volume 2, Pages 29 - 32.

Potential Problems (RFP Section 4.4.3.4)

Common potential problems our firm may encounter are the existence of multiple grant electronic systems that lack standard data classifications and common processes, and furthermore are not integrated with the organization's core financial management system. This condition leaves the organization unable to produce reliable financial information that defines the universe of grants and other financial assistance.

Also, closing out completed grants is a common problem that can leave available funding unused.

Correction of these issues requires leadership, a policy framework, information systems and training. Using our process techniques stated in our Management Overview section for Pool 1: Program and Process Management Auditing, located on Volume 2, Page 29, we can assist the client in developing, controlling and monitoring a effective, efficient and compliant grant(s) program.

Staff and Experience (RFP Section 4.4)

For further detail pertaining to professional experience of key staff, please refer to the resumes included on Volume 2, Pages 3 - 28 of this package.

Location (RFP Section 4.4.4.1)

Schneider & Company, CPA's, PC
9 Sylvan Way, Suite 280
Parsippany, NJ 07054

Back Up Staff (RFP Section 4.4.4.4)

Our professional network allows our firm, if necessary, to access additional highly qualified Subject Matter Experts.

Experience of Bidder (Section 4.4.4.5)

☒ *Fort Monmouth Economic Revitalization and Planning Authority (FMERPA)*

Engagement: Independent Auditing Services

Engagement Period: Fiscal Year Ended 06/30/2010
Three Months Ended 09/30/2010

Engagement Description:

Engagement Contact: Mr. Bruce Steadman, Executive Director (Current Entity FMERA)
Tel: (732) 720 – 6350

Ms. Beverlee Akerblom, CPA, Director of Finance
Tel: (732) 720 - 6350

✠ *Fort Monmouth Economic Revitalization Authority (FMERA)*

Engagement: Independent Auditing Services

Engagement Period: For the Period of September 29, 2010 through December 31, 2010
Fiscal Year Ended December 31, 2011
Fiscal Year Ended December 31, 2012
Option – Fiscal Year Ended December 31, 2013

Engagement Description:

Engagement Contact: Mr. Bruce Steadman, Executive Director (Current Entity FMERA)
Tel: (732) 720 – 6350

Ms. Beverlee Akerblom, CPA, Director of Finance
Tel: (732) 720 – 6350

✠ *Borough of Washington, New Jersey*

Engagement: Forensic Investigation

Engagement Period: Engaged - May 10, 2011
Report Issued - April 26, 2012

Engagement Description:

In 2011, the firm was engaged to perform a five-year forensic investigation for the Borough of Washington New Jersey. Specifically, our firm forensically reviewed expenditures for the years ended December 31, 2006, 2007, 2008, 2009 and 2010. Upon completion we issued a report of our findings, which we formally presented to the Borough Council at a council meeting where we detailed our findings and responded to questions.

Engagement Contact: Mr. Scott McDonald, Mayor
Tel: (908) 689 - 3600

Ms. Kristine Blanchard, Borough Manager
Tel: (908) 689 - 3600

✠ *Tahl – Propp Equities - HUD Sponsored Housing Projects*

Engagement: Financial Statement Auditing Services and Tax Preparation Services

Engagement Period: Fiscal Years Ended December 31, 2004 to Fiscal Year Ended December 31, 2010

Engagement Description: Auditors on thirteen (13) government regulated real estate projects whose mortgages have been guaranteed by HUD. These projects are required to complete extensive and complicated audited financial statements in accordance with governmental accounting and auditing standards. They often have extensive construction and renovation requirements.

Engagement Contact: Mr. Joseph Tahl, President and Co-Founder
Tel: (212) 421 – 1117

✠ *Cooper Hotels - Commercial Audits*

Engagement: Financial Statement Auditing Services

Engagement Period: Fiscal Years Ended December 31, 2001 to Fiscal Year Ended December 31, 2007

Engagement Description: Auditors for a regional hospitality investor with thirteen (13) hotel properties in its portfolio.

Engagement Contact: Mr. David Krueger
Tel: (901) 322 – 1400

Financial Capability of the Bidder (Section 4.4.4.7)

Per the terms set forth in RFP Section 4.4.4.7, Schneider & Company, Certified Public Accountants, PC's most recent compiled financial statement, prepared by an independent accountant, Officer's Certification and bank reference will be made available upon request within the requisite seven (7) business day period

POOL 3: INTEGRITY MONITORING/ANTI-FRAUD

Management Overview (RFP Section 4.4.3.1)

Our firm specializes in providing forensic investigation, litigation services, due diligence review, business valuation, claim investigation and expert witness services. Our firm has performed many engagements for both large and small clients. We consider our firm to be on the forefront of litigation support and forensic investigation practices.

During our 28 years of forensic investigation experience, we have prepared more than 140 forensic investigation reports, many of which were focused on fraud and embezzlement issues. We have provided testimony on a deposition basis on at least 50 occasions and have testified in court approximately 20 times for both criminal and civil actions. We have recently performed comprehensive forensic investigations for two local municipalities.

We provide services, the quality and technical proficiency of which is commensurate with that of the largest certified public accounting firms since our Partner-In Charge was initially trained in a national accounting firm. Our clients desire quality service from a smaller firm that offers personalized attention from the firm's partners. Therefore, we operate within a framework that enables us to be exceptionally responsive to our clients while delivering the highest quality services in a cost effective manner.

It has been our firm's experience that most proven cases of fraud and abuse start from a lead provided by a person working for or with the organization. Therefore leadership must establish an environment of open communication of issues and create a history of not punishing the person(s) bringing the issue to light.

Hotlines and especially the corresponding responses to hotline information is critical to both preventive detection and bringing to light known occurrences of fraud and abuse.

In our opinion, it is preferable that a grant program possess implement a successful monitoring program combined with appropriate internal controls in order to effectively and successfully prevent occurrence of fraud and theft, rather than addressing and resolving an issue after its occurrence and therefore dealing with complexities resulting from the previously undetected fraud and abuse.

Our approach to effective, efficient and successful fraud prevention begins with an evaluation of where risks currently exist within the grant program and to implement measures to reduce material risks.

Our firm's team is composed of experienced professional with specific experience related to examining and recommending improvements to internal controls for financial transactions, electronic accounting systems and financial reporting.

Our firm, as necessary and appropriate, performs background checks of individuals and companies, applies Dun and Bradstreet financial reporting data and utilizes reputable internet research to gather information to assist in our fraud and abuse detection procedures.

Our goal by providing a wealth of available information in one location for our client's evaluation is to both benefit them through expanding their knowledge ability as it pertains to the detection and address of fraud and abuse within their grant program, but also to perform our procedures in a cooperative manner to ensure a successful outcome on both a case-by-case basis as well as, moving forward by establishing effective monitoring program and an appropriate internal control system for future fraud and abuse deterrence.

We believe we firm offers valuable strategies for creating strong internal controls both at the grant recipient and sub-recipient levels.

Contract Management (RFP Section 4.4.3.2)

Please refer to our firm response provided in our Pool 1: Program and Process Management Auditing responses located on Volume 2, Pages 29 - 32.

Potential Problems (RFP Section 4.4.3.4)

Common potential problems our firm may encounter are the existence of multiple grant electronic systems that lack standard data classifications and common processes, and furthermore are not integrated with the organization's core financial management system. This condition leaves the organization unable to produce reliable financial information that defines the universe of grants and other financial assistance.

Also, closing out completed grants is a common problem that can leave available funding unused.

Correction of these issues requires leadership, a policy framework, information systems and training. Using our process techniques stated in our Management Overview section for Pool 1: Program and Process Management Auditing, located on Volume 2, Page 29, we can assist the client in developing, controlling and monitoring a effective, efficient and compliant grant(s) program.

Staff and Experience (RFP Section 4.4)

For further detail pertaining to professional experience of key staff, please refer to the resumes included on Volume 2, Pages 3 - 28 of this package.

Location (RFP Section 4.4.4.1)

Schneider & Company, CPA's, PC
9 Sylvan Way, Suite 280
Parsippany, NJ 07054

Back Up Staff (RFP Section 4.4.4.4)

Our professional network allows our firm, if necessary, to access additional highly qualified Subject Matter Experts.

Experience of Bidder (Section 4.4.4.5)

✦ *Township of Vernon, New Jersey*

Engagement: Forensic Investigation

Engagement Period: Engaged - March 17, 2009
Report Issued - July 17, 2009

Engagement Description:

In 2009, the firm performed a forensic investigation for the Township of Vernon New Jersey. Specifically, our firm reviewed all major expenditures relating to the Township of Vernon's "Town Center Project". Upon completion we issued a report of our findings, which we formally presented to the Township Council at a council meeting where we detailed our findings and responded to Council Members' questions. Our report has since been made available to both the State Police of New Jersey and the Sussex County Prosecutor's Office for review.

Engagement Contact: Mr. Victor J. Marotta, Current Mayor
Tel: (973) 764 – 4055

Ms. Melinda Carlton, Former Township Manager

✦ *Borough of Washington, New Jersey*

Engagement: Forensic Investigation

Engagement Period: Engaged - May 10, 2011
Report Issued - April 26, 2012

Engagement Description:

In 2011, the firm was engaged to perform a five-year forensic investigation for the Borough of Washington New Jersey. Specifically, our firm forensically reviewed expenditures for the years ended December 31, 2006, 2007, 2008, 2009 and 2010. Upon completion we issued a report of our findings, which we formally presented to the Borough Council at a council meeting where we detailed our findings and responded to questions.

Engagement Contact: Mr. Scott McDonald, Mayor
Tel: (908) 689 - 3600

Ms. Kristine Blanchard, Borough Manager
Tel: (908) 689 - 3600

✠ *LNR Partners, Inc.*

Engagement: Forensic Investigation

Engagement Period: Engaged - Since 2003 to the Present
(Currently managing 5 separate
in-process engagements)
Report Issued - Various

Engagement Description:

Possess a long standing relationship with the number one nationally recognized special servicer.

Have been engagement to perform numerous engagements over the years in the areas of hospitality and real estate.

Most recently, engaged to perform forensic services on a real estate project with loan values in excess of \$ 900 million.

Engagement Contact: Mr. Whitney Wheeler
Tel: (305) 695 - 5094

Mr. Chris Brown
Tel: (305) 695 - 5093

Financial Capability of the Bidder (Section 4.4.4.7)

Per the terms set forth in RFP Section 4.4.4.7, Schneider & Company, Certified Public Accountants, PC's most recent compiled financial statement, prepared by an independent accountant, Officer's Certification and bank reference will be made available upon request within the requisite seven (7) business day period

Volume 3: Price Schedule

PRICE SCHEDULE

**RFP 14-X-23110
AUDITING AND OTHER RELATED SERVICES FOR DISASTER RECOVERY
(HURRICANE SANDY)**

Refer to RFP Section 3.0 (Scope of Work) for task requirements and deliverables, Section 4.4 (Organizational Support and Experience), and Section 6.7.2 (Bidder's Price Schedule) for additional information regarding this Price Schedule. Failure to submit all information required will result in the proposal being considered non-responsive.

Bidder's Name: Schnieder & Company, Certified Public Accountants, PC

POOL 1: PROGRAM AND PROCESS MANAGEMENT AUDITING

Line #	Staff Classifications	Year 1 - Hourly Rate	Year 2 - Hourly Rate	Year 3 - Hourly Rate
1	Partner/Principal/Director	\$ 175	\$ 180	\$ 185
2	Program Manager	\$ 120	\$ 123	\$ 126
3	Project Manager	\$ 95	\$ 98	\$ 101
4	Subject Matter Expert	\$ 120	\$ 123	\$ 126
5	Supervisory/Senior Consultant	\$ 75	\$ 77	\$ 80
6	Consultant	\$ 55	\$ 57	\$ 59
7	Associate/Staff	\$ 45	\$ 46	\$ 47
8	Administrative Support Staff	\$ 45	\$ 46	\$ 47

Line #	Pass Through Price Lines*	Year 1 - Hourly Rate	Year 2 - Hourly Rate	Year 3 - Hourly Rate
9	Other Direct Costs	N/A	N/A	N/A
10	Travel Expenses and Reimbursement	N/A	N/A	N/A

The State makes no guarantees of volume of work effort

* The Pass Through Price Lines shall be used to reimburse for Travel and Other Direct Costs only. No mark-up will be provided for Price Lines 9 and 10.

PRICE SCHEDULE

**RFP 14-X-23110
AUDITING AND OTHER RELATED SERVICES FOR DISASTER RECOVERY
(HURRICANE SANDY)**

Bidder's Name: Schnieder & Company, Certified Public Accountants, PC

POOL 2: FINANCIAL AUDITING AND GRANT MANAGEMENT

Line #	Staff Classifications	Year 1 - Hourly Rate	Year 2 - Hourly Rate	Year 3 - Hourly Rate
1	Partner/Principal/Director	\$ 175	\$ 180	\$ 185
2	Program Manager	\$ 120	\$ 123	\$ 126
3	Project Manager	\$ 95	\$ 98	\$ 101
4	Subject Matter Expert	\$ 120	\$ 123	\$ 126
5	Supervisory/Senior Consultant	\$ 75	\$ 77	\$ 80
6	Consultant	\$ 55	\$ 57	\$ 59
7	Associate/Staff	\$ 45	\$ 46	\$ 47
8	Administrative Support Staff	\$ 45	\$ 46	\$ 47

Line #	Pass Through Price Lines*	Year 1 - Hourly Rate	Year 2 - Hourly Rate	Year 3 - Hourly Rate
9	Other Direct Costs	N/A	N/A	N/A
10	Travel Expenses and Reimbursement	N/A	N/A	N/A

The State makes no guarantees of volume of work effort

* The Pass Through Price Lines shall be used to reimburse for Travel and Other Direct Costs only. No mark-up will be provided for Price Lines 9 and 10.

PRICE SCHEDULE

**RFP 14-X-23110
AUDITING AND OTHER RELATED SERVICES FOR DISASTER RECOVERY
(HURRICANE SANDY)**

Bidder's Name: Schnieder & Company, Certified Public Accountants, PC

POOL 3: INTEGRITY MONITORING/ANTI-FRAUD

Line #	Staff Classifications	Year 1 - Hourly Rate	Year 2 - Hourly Rate	Year 3 - Hourly Rate
1	Partner/Principal/Director	\$ 175	\$ 180	\$ 185
2	Program Manager	\$ 120	\$ 123	\$ 126
3	Project Manager	\$ 95	\$ 98	\$ 101
4	Subject Matter Expert	\$ 120	\$ 123	\$ 126
5	Supervisory/Senior Consultant	\$ 75	\$ 77	\$ 80
6	Consultant	\$ 55	\$ 57	\$ 59
7	Associate/Staff	\$ 45	\$ 46	\$ 47
8	Administrative Support Staff	\$ 45	\$ 46	\$ 47

Line #	Pass Through Price Lines*	Year 1 - Hourly Rate	Year 2 - Hourly Rate	Year 3 - Hourly Rate
9	Other Direct Costs	N/A	N/A	N/A
10	Travel Expenses and Reimbursement	N/A	N/A	N/A

The State makes no guarantees of volume of work effort

* The Pass Through Price Lines shall be used to reimburse for Travel and Other Direct Costs only. No mark-up will be provided for Price Lines 9 and 10.

SIGNATORY PAGE	STATE OF NEW JERSEY REQUEST FOR PROPOSAL (RFP)	RFP/Solicitation Number: 14-X-23110
	FOR: AUDITING AND OTHER RELATED SERVICES FOR DISASTER RECOVERY (HURRICANE SANDY)	Term Contract #: T2939 Requesting Agency: PROCUREMENT BUREAU Requisition #: 1041262
	ESTIMATED AMOUNT: \$ 0.00 CONTRACT EFFECTIVE DATE: July 01, 2013 CONTRACT EXPIRATION DATE: June 30, 2016 COOPERATIVE PURCHASING: NO SET ASIDE: SMALL BUSINESS SUBCONTRACTING	<i>TO ASK QUESTIONS CONCERNING THE CONTENTS OF THIS RFP:</i> <i>Please go to the Advertised Solicitation Current Bid Opportunities Web Page and click on the Quicklink button labeled Q&A.</i> http://www.state.nj.us/treasury/purchase/bid/summary/14x23110.shtml

PURSUANT TO N.J. STATUTES, REGULATIONS AND EXECUTIVE ORDERS, PROPOSALS WHICH FAIL TO CONFORM WITH THE FOLLOWING REQUIREMENTS WILL BE SUBJECT TO REJECTION:

- 1) PROPOSALS MUST BE RECEIVED AT OR BEFORE THE PUBLIC OPENING TIME OF 2:00 PM EASTERN TIME ON **May 30, 2013** AT THE FOLLOWING ADDRESS (NOTE: TELEPHONE, EMAIL, TELEFACSIMILE OR TELEGRAPH PROPOSALS WILL NOT BE ACCEPTED):
 DEPARTMENT OF THE TREASURY
 PROCUREMENT BUREAU, PO BOX 230
 33 WEST STATE STREET - 9TH FLOOR
 TRENTON, NEW JERSEY 08625-0230
- 2) THE BIDDER MUST SIGN THE PROPOSAL.
- 3) THE PROPOSAL MUST INCLUDE ALL PRICE INFORMATION. PROPOSAL PRICES SHALL INCLUDE DELIVERY OF ALL ITEMS, F.O.B. DESTINATION OR AS OTHERWISE PROVIDED. PRICE QUOTES MUST BE FIRM THROUGH ISSUANCE OF CONTRACT.
- 4) ALL PROPOSAL PRICES MUST BE TYPED OR WRITTEN IN INK.
- 5) ALL CORRECTIONS, WHITE-OUTS, ERASURES, RESTRIKING OF TYPE, OR OTHER FORMS OF ALTERATION, OR THE APPEARANCE OF ALTERATION, TO UNIT AND/OR TOTAL PRICES MUST BE INITIALED IN INK BY THE BIDDER.
- 6) THE BIDDER MUST COMPLETE AND SUBMIT ALL FORMS, CERTIFICATIONS, REGISTRATIONS AND OTHER DOCUMENTS AS REQUIRED IN THE RFP. SEE THE ADVERTISED SOLICITATION, CURRENT BID OPPORTUNITIES WEBPAGE
<http://www.state.nj.us/treasury/purchase/bid/summary/14x23110.shtml>
- 7) THE BIDDER MUST ATTEND THE MANDATORY PRE-PROPOSAL CONFERENCE(S) AND SITE VISIT(S) AT THE FOLLOWING DATE(S) AND TIME(S):
- 8) FOR SET ASIDE CONTRACTS ONLY, A BIDDER MUST BE REGISTERED WITH THE N.J. DIVISION OF REVENUE AS A SMALL BUSINESS BY THE DATE OF PROPOSAL OPENING. (SEE N.J.A.C. 17:13-3.1 & 13.3.2).

ADDITIONAL REQUIREMENTS

- | | |
|---|--|
| 9) BY SIGNING AND SUBMITTING THIS PROPOSAL, THE BIDDER CERTIFIES AND CONFIRMS THAT NEITHER THE BIDDER, ITS REPRESENTATIVES, AGENTS OR LOBBYISTS HAVE INITIATED ANY INAPPROPRIATE CONTACT WITH ANY EXECUTIVE BRANCH EMPLOYEE DURING THE PROCUREMENT TO ATTEMPT TO AFFECT THE BIDDING PROCESS AND SHALL NOT DO SO AFTER SUBMISSION OF THE PROPOSAL. | 10) PERFORMANCE SECURITY: \$ N/A or N/A %
11) PAYMENT RETENTION N/A %
12) BY SIGNING AND SUBMITTING THIS PROPOSAL, THE BIDDER CONSENTS TO RECEIPT OF ANY AND ALL DOCUMENTS RELATED TO THIS RFP AND THE RESULTING CONTRACT BY ELECTRONIC MEDIUM OR FACSIMILE. |
|---|--|

TO BE COMPLETED BY BIDDER

- 13) FIRM NAME: Schneider & Company, Certified Public Accountants CITY: Parsippany
 ADDRESS 1: 9 Sylvan Way STATE: New Jersey
 ADDRESS 2: Suite 280 ZIP: 07054
- 14) THE BIDDER MUST SUBMIT WITH THE PROPOSAL BID SECURITY IN THE AMOUNT OF \$ _____ N/A OR _____ N/A %.
 CHECK THE TYPE OF BID SECURITY SUPPLIED:
 ANNUAL BID BOND ON FILE BID BOND ATTACHED NONE
 CERTIFIED OR CASHIERS CHECK ATTACHED LETTER OF CREDIT ATTACHED
- 15) DELIVERY CAN BE MADE _____ DAYS OR _____ WEEKS AFTER RECEIPT OF ORDER. 16) REQUESTED DELIVERY: 30 DAYS AFTER RECEIPT OF ORDER
- 17) CASH DISCOUNT TERMS (SEE RFP) _____%, _____ DAYS: NET _____ DAYS.
- 18) BIDDER PHONE NO: (973) 683-1100 EXT: _____
- 19) BIDDER FAX NO: (973) 683-0090 EXT: _____ 21) FEDERAL EMPLOYER IDENTIFICATION NUMBER XXXXXXXXXX
- 20) BIDDER EMAIL ADDRESS: warren@schneiderandcompany.com

SIGNATURE OF THE BIDDER ATTESTS THAT THE BIDDER HAS READ, UNDERSTANDS, AND AGREES TO ALL TERMS, CONDITIONS, AND SPECIFICATIONS SET FORTH IN THE REQUEST FOR PROPOSAL, INCLUDING ALL ADDENDA, FURTHERMORE, SIGNATURE BY THE BIDDER SIGNIFIES THAT THE REQUEST FOR PROPOSAL AND THE RESPONSIVE PROPOSAL CONSTITUTES A CONTRACT IMMEDIATELY UPON NOTICE OF ACCEPTANCE OF THE PROPOSAL BY THE STATE OF NEW JERSEY FOR ANY OR ALL OF THE ITEMS BID, AND FOR THE LENGTH OF TIME INDICATED IN THE REQUEST FOR PROPOSAL. FAILURE TO ACCEPT THE CONTRACT WITHIN THE TIME PERIOD INDICATED IN THE REQUEST FOR PROPOSAL, OR FAILURE TO HOLD PRICES OR TO MEET ANY OTHER TERMS AND CONDITIONS AS DEFINED IN EITHER THE REQUEST FOR PROPOSAL OR THE PROPOSAL DURING THE TERM OF THE CONTRACT, SHALL CONSTITUTE A BREACH AND MAY RESULT IN SUSPENSION OR DEBARMENT FROM FURTHER STATE BIDDING. A DEFAULTING CONTRACTOR MAY ALSO BE LIABLE, AT THE OPTION OF THE STATE, FOR THE DIFFERENCE BETWEEN THE CONTRACT PRICE AND THE PRICE BID BY AN ALTERNATE VENDOR OF THE GOODS OR SERVICES IN ADDITION TO OTHER REMEDIES AVAILABLE.

22) ORIGINAL SIGNATURE OF BIDDER

23) DATE

24) PRINT/TYPE NAME
Warren M. Schneider

25) TITLE President