Authorized Federal Supply Schedule Price List

**CONTRACTOR:**

**HANA HALA'I CORPORATION**

456 HOWARD STREET  
VENTURA, CA 93003  
Contract Number: 47QRAA19D0055

Schedule Title: **Multiple Award Schedule**  
Federal Supply Group: **Professional Services**

Contract Period: **February 28, 2019 - February 27, 2024**

Business Size: **Small: Woman Owned, Veteran Owned, Minority Owned**

Contract Administrator: **Athena Lou**  
Phone Number: **808-557-9406**  
Email: **Athena@GetTeamWorks.com**  
Web Site: **http://GetTeamWorks.com**

Online access to contract ordering information, terms and conditions, up-to-date pricing,  
and the option to create an electronic delivery order are available through  
GSA Advantage®, a menu-driven database system.  
[http://www.GSAAdvantage.gov](http://www.GSAAdvantage.gov)

For more information on ordering from Federal Supply Schedules, visit  
[http://www.gsa.gov/portal/content/197989](http://www.gsa.gov/portal/content/197989)
CUSTOMER INFORMATION:

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:

<table>
<thead>
<tr>
<th>SIN</th>
<th>SIN Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services</td>
</tr>
<tr>
<td>611430</td>
<td>Professional and Management Development Training</td>
</tr>
<tr>
<td>611512</td>
<td>Flight Training</td>
</tr>
<tr>
<td>OLM</td>
<td>Order Level Materials</td>
</tr>
</tbody>
</table>

b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.

1c. If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate “Not applicable” for this item.

2. Maximum Order: $1,000,000.00. This threshold is not a ceiling on an order size; rather it is a point where the contract must honor any order exceeding that amount unless that order is returned to the ordering agency within 7 days after issuance.

3. Minimum Order: $100.00

4. Geographic Coverage (delivery Area): 50 Sates, DC, Puerto Rico

5. Point(s) of production (city, county, and state or foreign country): Same as company address


7. Quantity discounts: 5% for all task order that exceed $100,000.

8. Prompt payment terms: 4% 10days, Net 30 days. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions

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

9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: will accept
10. Foreign items (list items by country of origin): None

11a. Time of Delivery (Contractor insert number of days): Specified on the Task Order

11b. Expedited Delivery. The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery: Contact Contractor

11c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: Contact Contractor

11d. Urgent Requirements. The Contractor will note in its price list the “Urgent Requirements clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery: Contact Contractor

12. F.O.B Points(s): Destination

13a. Ordering Address(es): Same as Contractor

13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).

14. Payment address(es): Same as company address

15. Warranty provision: Contractor’s standard commercial warranty.

16. Export Packing Charges (if applicable): N/A

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): Contact Contractor

18. Terms and conditions of rental, maintenance, and repair (if applicable): N/A

19. Terms and conditions of installation (if applicable): N/A

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): N/A

20a. Terms and conditions for any other services (if applicable): N/A
20. Terms and conditions for any other services (if applicable): N/A

21. List of service and distribution points (if applicable): N/A

22. List of participating dealers (if applicable): N/A

23. Preventive maintenance (if applicable): N/A

24a. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: N/A

24b. If applicable, indicate that Section 508 compliance information is available on Electronic and information Technology (EIT) supplies and services and show where full details can be found (e.g., contractor’s website or other location.) The EIT standards can be found at: www.Section508.gov/.

25. Universal Numbering System (DUNS) number: 141316674

26. Notification regarding registration in System for Award Management (SAM) database: Registered

<table>
<thead>
<tr>
<th>Service</th>
<th>Site</th>
<th>GSA Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Senior Organization Development Partner</td>
<td>Contractor Site</td>
<td>$ 478.56</td>
</tr>
<tr>
<td>Executive Coach</td>
<td>Contractor Site</td>
<td>$ 478.56</td>
</tr>
<tr>
<td>Senior Trainer/Facilitator 2</td>
<td>Contractor Site</td>
<td>$ 478.56</td>
</tr>
<tr>
<td>Senior Trainer/Facilitator 1</td>
<td>Contractor Site</td>
<td>$ 378.56</td>
</tr>
</tbody>
</table>

Service Contract Act: The Service Contract Labor Standards (SCLS) is applicable to this contract as it applies to the entire Multiple Award Schedule (MAS) Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CRF 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and/or when the contractor adds SCA labor categories/employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.
Service Descriptions

Senior Organization Development Partner

Functional Responsibility:
A Senior Organization Development Partner has overall accountability for organizational development programs. Senior Organization Development Partners are responsible for delivery of client engagements:
• Perform program surveys, and review deliverables to ensure that contractual obligations are being met
• Are recognized experts, across industries, in the areas of Leadership Development and Team Alignment, Scaling Up, Organizational Culture, Organizational Change, and System Improvement
• Lend thought leadership to teams in developing creative solutions to client business problems, and innovative engagement with business opportunities and overall organizational advancement

Minimum Training/Experience:
• Senior Organization Development Partners possess an undergraduate degree and a minimum of 20 years of experience in business, executive coaching, organizational development, execution, culture, change management, leadership, team development, business analysis and support, and, results integration

Minimum Education Level:
• Bachelor’s degree, and advanced business and executive coaching education

Executive Coach

Functional Responsibility:
Coaching is a partnership of two equals – the relationship based on the solid belief that senior and junior manager-coachees are talented, smart and capable, and now want support in clarifying and advancing their career and their organization. An Executive Coach is responsible for the Coach-Coachee relationship and the overall Individual Coaching Program. Executive Coaches are responsible for delivery of the engagement:
• Are recognized experts, across industries, in the areas of Leadership Development and Team Alignment, Scaling Up, Organizational Culture, Organizational Change, and System Improvement
• Perform Pre, Six Month and Post-program interviews and assessments
• Conduct information gathering and developmental surveys (top down, lateral, 180 and 360) as purposeful
• Provide values clarification, brainstorming, action planning
• Build an individual path to achieve timely company and personal goals
• Examine modes of operating in the business: core beliefs, behaviors and habits
• Ask clarifying, compelling, and timely questions
• Clear blind spots and blocks to learning
• Develop communication skills
• Assist leaders to effectively advance their careers by becoming clear, confident and influential
• Inspire coachees to embrace their own character and vision, and lead teams to outstanding results
• Align coaching program progress with overall organizational strategy and execution plans
• Review deliverables to ensure that contractual obligations are being met

Minimum Training/Experience:
• An Executive Coach possess an undergraduate degree and a minimum of 20 years of experience in business, executive coaching, organizational development, execution, culture, change management, leadership, team development, business analysis and support, and, results integration.

Minimum Education Level:
• Bachelor’s degree, and advanced business and executive coaching education
Senior Trainer/Facilitator 2

Functional Responsibility:
A Senior Trainer/Facilitator 2 is the chief educator and lead facilitator of team training programs. Senior Trainer/Facilitator 2’s are responsible for the delivery of the engagement:

- Are recognized experts, across industries, in the areas of Leadership Development and Team Alignment, Scaling Up, Organizational Culture, Organizational Change, and System Improvement
- Conduct in-depth meetings with client to understand developmental needs
- Administer tailored developmental needs assessments
- Analyze data and custom-design curriculum
- Link training needs and objectives with overall strategy and execution planning
- Deliver compelling and timely developmental education
- Provide effective group facilitation to complement training, as needed
- Lend thought leadership to teams in developing creative solutions to client business problems, and innovative engagement with business opportunities and overall organizational advancement

Minimum Training/Experience:

- A Senior Trainer/Facilitator 2 possess an undergraduate degree and a minimum of 20 years of experience in business, organizational education/teaching, group facilitation, executive coaching, organizational development, execution, culture, change management, leadership, team development, business analysis and support, and results integration.

Minimum Education Level:
- Bachelor’s degree, and advanced business, facilitation, and executive coaching education

Senior Trainer/Facilitator 1

Functional Responsibility:
A Senior Trainer/Facilitator 1 is the assistant educator and co-group facilitator of team training programs. Senior Trainer/Facilitator 1’s are responsible for the delivery of the engagement:

- Are experts, across industries, in the areas of Leadership Development and Team Alignment, Scaling up, Organizational Culture, Organizational Change, and System Improvement
- Conduct in-depth meetings with client to understand developmental needs
- Lead and/or assist with administration of tailored developmental needs assessments
- Analyze data and custom-design curriculum
- Lead and/or assist in delivering compelling and timely developmental education
- Provide effective group facilitation to complement training, as needed
- Help link training needs and objectives with overall strategy and execution planning
- Lend thought leadership to teams in developing creative solutions to client business problems, and innovative engagement with business opportunities and overall organizational advancement

Minimum Training/Experience:

- A Senior Trainer/Facilitator 1 possess an undergraduate degree and a minimum of 15 years of experience in business, organizational education/teaching, group facilitation, executive coaching, organizational development, execution, culture, change management, leadership, team development, business analysis and support, and results integration.

Minimum Education Level:
- Bachelor’s degree, and advanced business, facilitation, and executive coaching education
Training Courses

** The training courses described in this document will be billed based on the awarded hourly rates for labor including: preliminary meetings, customized surveys, data analysis, curriculum design, relevant debriefs, forward planning and other specialized needs dictated by customer and engagement.**

** Program Title: Cascading Results**
**Time:** Conducted as a series of ten, two-third day sessions. Typically, sessions held twice per month for the first 6 sessions, then once per month for the remaining four.
**Note:** Series duration and individual sessions’ length can be adapted to client needs.

**Purpose and Intended Results:** Our most powerful program – a highly customized, focused productivity series. Critical application of learning directly applied to the attainment of timely organizational priorities and corresponding individual goals. Participants gain the skills, tools and focus necessary to produce immediate, measured results around real-life organizational, and executive-level objectives.

**Method:** lecture presentation, facilitated interactive games, challenges and discussion; flip charts, props, models and handouts are used to illustrate principles and concepts; timely, directed application of learning (custom project work) directed to driving documented gains in efficiency, cost reduction, and revenue enhancement.

** Program Title: Executive Offsites & Onsites**

**Time:** Conducted as a one, two, or three full-day program
**Note:** Duration and individual sessions’ length can be adapted to client needs.

**Purpose and Intended Results:** Targeted, dynamic and customized “summits” for executive- level strategic planning, alignment, team development, and/or operational execution. Offsites and Onsites are based on your most pressing and timely priorities.

- Executives gather quarterly, annually or at special intervals for focused “summits” on critical operational issues, execution, team development and refresh, strategic alignment, innovation, etc.
- Participants collectively develop as a stronger team AND gain significant clarity, alignment and progress around senior management issues and organizational objectives.
- Program results in accelerated execution, extension of leadership, and strategic to tactical implementation
**Method:** strategic planning yielding One page Strategic Plan, facilitated group conversation, lecture presentation, interactive challenges and discussion; flip charts, props, models and handouts are used to illustrate principles and concepts.

**Themes:** Strategic Planning, Innovation and Team summits, Leadership ‘refresh’, Bench Strength Building, Management Development, Culture Change, or, customized themes - determined by client

**Time Frames:** Quarterly, annual, or special timing around a desired theme, breakthrough, etc.

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**Program Title:** Executive Coaching

**Time:** 1 hour, once or twice per month  
Note: Series duration and individual sessions’ length can be adapted to client needs.

Purpose and Intended Results: Individual, highly customized executive development. Best practices and tailored, proprietary improvement deepen personal clarity and skill while motivating accountability, successful implementation and lasting results. For senior and junior managers seeking to strengthen effectiveness, execution and organization performance.

**Key principles:**

- **THE COACHING RELATIONSHIP** is a partnership of two equals. Our relationship with you is based on a solid belief that you are talented, smart and capable AND now want assistance in clarifying and advancing your career and your business.
- The leaders we work with believe in themselves and their people. They lead with clarity and purpose. These individuals are open to developing themselves and others, to make changes, and explore leading in fresh, vital and exciting ways.
- We examine beliefs, behaviors and habits. In so doing, these leaders can align their beliefs with action and become broadly more effective.
- Together, we build an individual path to achieve timely company and personal priorities.

**Method**

- 1 hour, once or twice per month, in person or by phone
- 6 and 12 month+ series
- 1 – 2 session intake process to assess leader traits and strengths, clarify goals, and develop the custom action plan
- Pre-scheduled one hour private, custom coaching sessions
- Quarterly Planning meetings (Accountability and Progress, half and full day)
- Annual Strategic Planning Meeting (1 and 2 day)
**Workshop Title: Thriving in a Change-Crazy World**

**Time:** 3.5 hours. Also available as a 1.25 hour keynote speech
Note: individual sessions’ length can be adapted to client needs.

**Purpose:** to understand the nature of change and the 5 keys to thriving not just surviving in today’s “change-crazy” world. Establish clear and compelling relevancy for organizational change and renewal, for building team, leadership and a more effective workplace.

**Key principles and concepts:**

- Thrive versus survive; Intend to Thrive
- Moving beyond being leaders to being Navigators of the business.
- Understanding the pace and nature of change to be more effective as a team, organization, community
- The power of renewal to move past survival and become more effective and thriving. Four keys to ongoing renewal and success.
- "True North" - navigating with a compelling, guiding aim; having common direction to inspire clear decisions and action
- Making Course Corrections: developing the common language to stay the journey, being compassionate in the face of trial and error, being kind to self and others while innovating solutions in our “change-crazy world”
- Celebrating the journey

**Intended Results:**

For participants to:
1. Have the understanding, tools and desire to navigate with more clarity and cooperation through marketplace, economic and organizational change
2. Begin acting on the principle that all lasting success is through people
3. Build critical
   * common language
   * common direction
   * common practice and understanding

**Method:** lecture, interactive exercises, discussion, group activities, flip charts, handouts
**Workshop Title: Management with Ease**

**Time:** 3.5 hours. Also available as a one hour keynote speech.  
**Note:** individual sessions’ length can be adapted to client needs.  

**Purpose:** to instill clarity, simplicity and more effective actions (“ease”) around managing, leading, motivating, disciplining and developing people  

**Key principles and concepts:**  
- managing vs. leading  
- responsibility, stability then accountability  
- win-win disciplining and dismissal  

**Intended Results:**  
For participants to:  
1. Learn the basic how to’s of managing  
2. Begin taking ownership and acting with accountability  
3. Create an environment of responsibility, eliminating blame/make wrong, justification and shame  
4. Design business process that make sense and operate for the good of everyone  

**Method:** lecture, interactive exercises, business management simulations, flipcharts, handouts, debrief and reinforcement of principles

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**Workshop Title: Master of the Storm**

**Time:** 3.5 hour or full day workshop. Also available as a 1.25 hour keynote presentation,  
**Note:** individual sessions’ length can be adapted to client needs.  

**Premise:** Amidst the challenge of modern life and the uncertain turmoil in the world, learning how to get along and work through misunderstanding, disagreement, even conflict lies at the heart of true sustainable success today. Learning to ensure our most important relationships therefore is the #1 skill of the 21st century. People who have the skill and mindset to resolve problems (not just cope or compromise) will be key, significant contributors to the health and functioning of their families and organizations. Children, teens and adults who both cultivate and model these skills will be some of the most valuable members of our communities.
Purpose: Misunderstanding, disagreement and conflict are part of everyday life. Through this very popular and timely program, TeamWorks presents practically proven models, tools and skills to work with, rather than against, disagreement and conflict as a force for progress and good. Learn how to more gracefully navigate challenging behaviors and more effectively influence constructive outcomes. Acquire powerful tools and sharpened skills for working with people who get into a “difficult” state. Through potent dispute management and communication technology, individuals are strengthened in their ability to get along, collaborate and quickly reach workable solutions where both sides gain.

Intended Results:

• Increase skill to mitigate and prevent escalation of disputes
• Better navigate misunderstanding, disagreement, even conflict
• Conflict is a natural process with the power to hurt or heal, regress or progress. Conflict is always happening: it is our response or reaction to it which determines our direction
• People go to what they know: key for success in the 21st century is expanding one’s tool kit and range of options.
• Compromise vs. Resolution. Move past compromise to the higher area of resolution. Find simple ways to apply resolution tools to open doors to a greater range of choices and quality outcomes
• The Power of Multiple options and “Many Right Answers” in quickly turning around a conflict and then bringing it to full and constructive closure

Method: Lecture, individual, paired and group learning activities, videos, flipcharts, handouts, debrief, discussion, and anchoring of concepts

Workshop Title: Dealing with Difficult People

Time: 3.5 hour or full day workshop. Also available as a 1.25 hour keynote presentation
Note: individual sessions’ length can be adapted to client needs.
Purpose: to help participants work with, rather than against, conflict as a natural force for improvement and progress. Through potent listening, negotiation and dispute management technology, individuals are strengthened in their ability to resolve challenging situations and work with people who get into a "difficult" state. To increase the ability to respond, not react, to difficult behaviors and to generate more consistent, positive outcomes where all parties gain.

Key principles and concepts:

• Conflict is natural, always happening, and neither bad or good. It is our response to it which determines positive or negative momentum.
• Compromise vs. Resolution
• Feel more confident and comfortable to discuss differences and to be able to prevent petty disputes from persisting and escalating
• “The 5 Steps to Breakthrough Negotiation”*
**Intended Results:** For participants to:

1. Feel more at ease in conflict situations and know how to navigate their way successfully to a positive outcome.
2. Expand their tool chest of problem-solving and dispute resolution techniques
3. Feel more confident and comfortable to discuss differences and to be able to prevent disputes from persisting and escalating
4. Think and behave more and more in a win-win manner, and to help others do the same.

* hands-on, break-through negotiation technology given at the 3.5 hour and full day programs.

**Method:** video presentation, brief lecture, individual, paired and group learning activities, flipcharts, handouts, debrief, discussion, and anchoring of concepts

**Workshop Title: Mindset of a Leader**

**Time:** 3.5 hours  
**Note:** individual sessions’ length can be adapted to client needs.

**Premise:** In order for real and substantive change to take root in the organization, leaders must work on changing their Mindset first, then work on changing the systems.

**Purpose:** to establish the Mindset of a true leader and understand what it takes to create a "leaderful organization" (where all are capable of leading, and following, at the appropriate moments)

**Key principles and concepts:**

- Discover the power of making distinctions
- Understand the leadership Mindset: characteristics of effective leaders, resetting the zero, effective questions
- Realize "thinking styles" and their impact on creativity, innovation
- Acquire a unique learning and note taking technique for increasing thinking self-esteem and personal mastery
**Intended Results:**

For participants to:
1. Feel more comfortable in considering themselves leaders
2. See themselves as more confident in taking action in building a supportive group of 'followers' aligned around a common goal
3. Shift their own and their team's thinking to a more consistently positive, "forward focus" orientation
4. Understand the impact of effective questions on making easier individual, group, system and organizational achievement

**Method:** lecture, discussion, training video, discovery learning exercises in both individual and small group settings, flip charts, handouts, debrief and anchoring of concepts

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**Workshop Title: Meetings that Work 1 – The Power of Facilitation**

**Time:** 3.5 hours.

Note: individual sessions’ length can be adapted to client needs.

**Purpose:** provide fundamental meeting management skills, tools and ‘road map’

**Key principles and concepts:**

- Pre-meeting design and preparation checklist
- Role of the meeting facilitator, recorder, timekeeper, and participant
- Steps of an excellent meeting: stakeholders profile, group bonding, setting the agenda, prioritizing, timing and flow, addressing the issues
- Practice and familiarize with the steps of the Meetings that Work process

**Intended Results:**

For participants to:

1. Gain confidence in designing and preparing a meeting
2. Increase understanding of the meeting process, people, issues, and agenda
3. Achieve noticeable improvements in their own meetings and group collaborative efforts

**Method:** lecture, flip charts, group meeting simulation practices, handouts, debrief and anchoring of concepts
**Workshop Title: Systems for Success 1**

**Time:** 3.5 hours  
**Note:** individual sessions’ length can be adapted to client needs.  
**Purpose:** to provide understanding in the art and science of continuous process improvement

**Key principles and concepts:**

- Dr. Deming, grandfather of the quality revolution: background, impact, 12 Points of Business Transformation  
- Dr. Deming’s trillion dollar formula for quality  
- The customer and the process  
- The right theory for achieving excellence

**Intended Results**

For participants to:

1. Build interest in and appreciation of the basic quality tools  
2. Learn a simple, proven method to consistently improve all systems

**Method:** lecture, exercises, process simulations, flipcharts, handouts, debrief, group discussion, system improvement homework

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**Workshop Title: Team Adventure 1 – Desert Disaster**

**Time:** 3.5 hours  
**Note:** individual sessions’ length can be adapted to client needs.

**Description:** internationally-renown and highly popular team survival game

**Purpose:** to give participants the experience of creating a team and producing extraordinary results or synergy. Discover the difference between a group and a team and how collaborating beats competing. Test your cooperation, decision making, issue identification and listening skills with this extremely fun, informative, and interactive simulation.
Key principles and concepts:

• Synergy: creating extraordinary results through cooperation
• Prioritizing and setting goals
• Group dialogue and collaboration vs. one individual dominates
• Group problem solving, negotiation and solution finding

Intended Results:

For participants to:
1. Understand how synergy occurs and how to make it happen at will
2. Realize how they impact the survival of the company and how they can help it to truly thrive

Method: individual and group survival simulation; discovery learning, flip charts, handouts, participant workbook, debrief with anchoring of concept
COMPANY OVERVIEW

With change as the new business constant, massive technology acceleration, an uncertain marketplace, and the drive to get better, bigger and to scale

*Executive and Management Team misalignment, turmoil and “growing pains” are bound to happen.*

*That’s where we come in…*

Hana Hala’i Corporation (HHC) offers advanced business consulting, helping leaders navigate the turmoil, resistance and roadblocks that keep businesses from executing on their strategy and reaching their full potential. We are a Veteran, Woman and Minority Owned Small Business with a 22 year history of helping both government and commercial clients get through a variety of challenges such as:

- Setting and Executing on Strategy
- Productivity Improvement
- New Leadership needing Clear Direction
- Internal Misalignment and Conflict
- Scalable Growth
- Enterprise Integration

HHC was recognized by the National Director of Training for the USDA’s #1 ranked agency, NASS, as their foremost team development provider in the country. Visit us at www.GetTeamWorks.com for more detailed information and testimonials.