GENERAL SERVICES ADMINISTRATION

Federal Supply Service

Authorized Federal Supply Schedule Price List

On-line 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. The INTERNET address GSA Advantage!® is: GSAAdvantage.gov.

Multiple Award Schedule

FSC Group: Professional Services  FSC Class: T006
Contract number: 47QRAA21D007U

Contract period: July 13, 2021 through July 12, 2026
Sage Media, Inc.
4500 S. Monaco St, 821
Denver, CO 80237
richard@sage.media
802-282-3666

Contract administration source
Richard A Fleming

Business size: Small

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.

Prices Shown Herein are Net (discount deducted)
CUSTOMER INFORMATION

1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

<table>
<thead>
<tr>
<th>SINs</th>
<th>Recovery</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>512110</td>
<td>512110RC</td>
<td>Marketing and Public Relations</td>
</tr>
<tr>
<td>OLM</td>
<td>OLMRC</td>
<td>Order-Level Materials (OLM)</td>
</tr>
</tbody>
</table>

1b. 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. See Page 5

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. See Page 4

2. Maximum order:

<table>
<thead>
<tr>
<th>SINs</th>
<th>Maximum Order</th>
</tr>
</thead>
<tbody>
<tr>
<td>512110</td>
<td>$1,000,000</td>
</tr>
<tr>
<td>OLM</td>
<td>$250,000</td>
</tr>
</tbody>
</table>

3. Minimum order: $100

4. Geographic coverage: Domestic

5. Point(s) of production: Contractor's Address

6. Discount from list prices or statement of net price. Government Net Prices (discounts already deducted.)

7. Quantity discounts

<table>
<thead>
<tr>
<th></th>
<th>Description</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>$100,000 - $149,999.99</td>
<td>.5%</td>
</tr>
<tr>
<td>2</td>
<td>$150,000 - $199,999.99</td>
<td>1%</td>
</tr>
<tr>
<td>3</td>
<td>exceeding $200,000</td>
<td>1.5%</td>
</tr>
</tbody>
</table>

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

9. Foreign items (list items by country of origin). Not Applicable
10a. Time of delivery. To Be Determined at the Task Order level

10b. Expedited Delivery. Items available for expedited delivery are noted in this price list. To Be Determined at the Task Order level

10c. Overnight and 2-day delivery. To Be Determined at the Task Order level

10d. Urgent Requirements. To Be Determined at the Task Order level

11. F.O.B. point(s). Destination

12a. Ordering address(es). 4500 S. Monaco St, Unit 821, Denver, CO 80237

12b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3.

13. Payment address(es). 4500 S. Monaco St, Unit 821, Denver, CO 80237

14. Warranty provision. Standard Commercial Warranty Terms & Conditions

15. Export packing charges, if applicable. Not Applicable

16. Terms and conditions of rental, maintenance, and repair (if applicable). Not Applicable

17. Terms and conditions of installation (if applicable). Not Applicable

18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). Not Applicable

18b. Terms and conditions for any other services (if applicable). Not Applicable

19. List of service and distribution points (if applicable). Not Applicable

20. List of participating dealers (if applicable). Not Applicable

21. Preventive maintenance (if applicable). Not Applicable

22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). Not Applicable

22b. 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/. Not Applicable

23. Unique Entity Identifier (UEI) number. EYHWMB4CTMW6
24. Notification regarding registration in System for Award Management (SAM) database. Contractor registered and active in SAM

**Service Contract Labor Standards:** The Service Contract Labor Standards (SCLS), formerly known as the Service Contract Act (SCA), is applicable to this contract as it applies to the entire Multiple Award Schedule (MAS) and all services provided. While no specific labor categories have been identified as being subject to SCLS/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 SCLS/SCA eligible labor categories. If and/or when the contractor adds SCLS/SCA labor categories to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS/SCA matrix identifying the GSA labor category titles, the occupational code, SCLS/SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

**Labor Position Descriptions**

**LEARNING & MEDIA CONSULTANT**

**Minimum Year Experience:** 10 years  
**Minimum Education:** Masters in Philosophy, Media Design, Pedagogy, and Storytelling or equivalent study and experience; Kirkpatrick Certified Professional or Similar Evaluation Certification (Bloom’s Taxonomy); and extensive video production experience and mastery of filmmaking tools.

**Responsibilities:**  
Responsibilities include (but are not limited to) the following: maintain up-to-date understanding and research of media’s impact on the brain, and how to apply new technological approaches and media modalities to drive measurable behavior change; analyze the dramatic premise from a set of business or learning objectives, as well as what behavior change has been identified according to the Kirkpatrick method or Bloom’s Taxonomy; engineer story structure, character design, symbol and theme lines, designing principles, metaphors, and emotionally logical conclusions of a story (or series of stories) based on the dramatic premise analysis; map out characters and story dimensions that engage audiences emotionally in the drama or comedy; draft screenplays, scripts, novels, or stories resulting from assessments; and strategize which media modalities to use and outlines recommendations.

**VIDEO EDITOR**

**Minimum Year Experience:** 5 Years  
**Minimum Education:** Bachelors in Media or Communications, or equivalent experience.
Responsibilities: 4 Perform video edits, audio mixing and design, and asset implementation within a project – with mastery of nonlinear editing, visual effects, color correction, digital media management, and related technologies. Tasks may include digitizing raw footage, importing effects and audio files, cutting video material to required lengths, provide complex motion graphics, animation (2D or 3D), or transitions; and export or delivery of digital assets onto any necessary platform.

**SPEAKER/PRESENTER**

**Minimum Year Experience:** 5 years  
**Minimum Education:** Associates in Philosophy, Media Design, Pedagogy, and Storytelling or equivalent study and experience; and mastery of storytelling techniques.

**Responsibilities:**  
Responsibilities include (but are not limited to) the following: teaching story logic and storytelling design; speaking on inspirational or informational topics; presenting new, unfamiliar, or industry-standard technology; and hosting retreats, workshops, and seminars on creative problem-solving, talent development, and creativity principles.

**Service Descriptions**

**VIDEO PRODUCTION**  
This category provides full-service video production, with job responsibilities combining the functionality of a Director, Cinematographer, Gaffer/Grip, Audio Recordist, and Media Consultant so that video and audio assets can be captured, organized, and prepared for transfer to a qualified video editor. Video production equipment necessary to light and record (video and audio) is included.

<table>
<thead>
<tr>
<th>SIN</th>
<th>Labor Category/Service Title</th>
<th>Contractor or Customer Facility or Both*</th>
<th>Unit of Issue</th>
<th>GSA Price (including IFF)</th>
</tr>
</thead>
<tbody>
<tr>
<td>512110</td>
<td>Learning and Media Consultant</td>
<td>Customer Facility</td>
<td>Hour</td>
<td>$488.66</td>
</tr>
<tr>
<td>512110</td>
<td>Video Editor</td>
<td>Customer Facility</td>
<td>Hour</td>
<td>$293.20</td>
</tr>
<tr>
<td>512110</td>
<td>Speaker/Presenter</td>
<td>Customer Facility</td>
<td>Day</td>
<td>$4,397.98</td>
</tr>
<tr>
<td>512110</td>
<td>Video Production</td>
<td>Customer Facility</td>
<td>Day</td>
<td>$10,946.10</td>
</tr>
</tbody>
</table>
The above numbered contract under the Multiple Award Schedule (MAS) solicitation number 47QSMD20R0001, is hereby modified as follows:

1. This modification adds the new service of video production to all awarded SINs:

2. Awarded SINs:

<table>
<thead>
<tr>
<th>SIN</th>
<th>Recovery</th>
<th>SIN Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>512110</td>
<td>512110RC</td>
<td>Video/Film Production</td>
</tr>
</tbody>
</table>

3. The attached Commercial Sales Practice (CSP) Format dated 09/14/2021 (Exhibit A) and Price Proposal List (PPL) (Exhibit B) are attached hereto and are hereby incorporated into the contract. The Contractor’s Most Favored Customer(s) (MFCs) are All Commercial Customers and these customers receive no discounts off the Contractor’s commercial market rates/commercial price list. GSA contract prices are discounted 3% from the MFC prices, excluding the required 0.75% IFF.

4. **Basis of Award:** In order to fulfill clause 552.238-75, Price Reductions, the Government established All Commercial Customers are the basis of award customer(s) (BOA). GSA prices excluding the required .75% IFF are at least 3% less than the prices offered/sold to the BOA. This relationship shall be maintained through the contract period. Any change in the Contractor's commercial pricing or discount arrangement applicable to the identified customer (or category of customers) which disturbs this relationship shall constitute a price reduction.

Any change in the Contractor's commercial pricing or discount arrangements which disturbs this relationship may constitute a price reduction and must be reported to the GSA Procurement Contracting Officer (PCO).

5. **Awarded GSA Pricing:** Below is the pricing for the labor categories and services awarded under SINs (as shown in item #2 above). Awarded prices are based on the Contractor's commercial market prices. All prices include the 0.75% IFF.

<table>
<thead>
<tr>
<th>Labor Category/Services</th>
<th>Price to GSA (including IFF)</th>
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</thead>
<tbody>
<tr>
<td>Learning And Media Consultant</td>
<td>$488.66</td>
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</table>

   Solicitation EPA Maximum Limitations:
   
   - Human Capital Category - 4%
   - Professional Services Category - 5%
   - Travel Category - 5%
   - All Other Large Categories - 10%

7. **Labor Categories:** The labor category descriptions (Exhibit C) for all awarded labor categories are hereby incorporated into and made a part of the contract as attached.

8. **Service Contract Labor Standards:**

   IAW clause 52.222-41, the Service Contract Labor Standards (SCLS) of 1965 (formerly known as the Service Contract Act (SCA)) is applicable to this contract as it applies to the entire Multiple Award Schedule and all services provided. While no specific labor categories have been identified as being subject to the SCLS due to exemptions for professional employees this contract still maintains the provisions and protections for SCLS eligible labor categories. If and/or when the contractor adds SCLS labor categories/employees to the contract through the modification process, the contractor will inform the Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupation code, SCLS labor category titles and the applicable wage determination number.

9. **Geographical of Contract:** Domestic

10. **Volume Discount Terms:**

    |   | Discount Percentage |
    |---|---------------------|
    | 1 | $100,000 – $149,999.99 | 0.5% |
    | 2 | $150,000 - $199,999.99 | 1%  |
    | 3 | Exceeding $200,000    | 1.5% |

11. **Prompt Payment Discount Terms:** Prompt payment terms. Note: Prompt payment terms must be followed by the statement "Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions."
Net 30 days.

12. **Clause 552.238-80 Industrial Funding Fee and Sales Reporting (JUL 2020):** In accordance with clause 552.238-80, the Contractor must report the quarterly dollar value of sales under the contract by calendar quarter to the FAS Sales Reporting Portal (SRP) at http://srp.fas.gsa.gov. If no sales occur, the contractor must report $0 sales.

**Note:** Failure to update your electronic file submission in accordance with contract clause 552.238-82 Modifications (Federal Supply Schedule) (MAR 2020) (ALTERNATE I MAR 2020) will adversely impact the customer's ability to utilize your services.
Labor Position Descriptions

LEARNING & MEDIA CONSULTANT

Minimum Year Experience: 10 years
Minimum Education: Masters in Philosophy, Media Design, Pedagogy, and Storytelling or equivalent study and experience; Kirkpatrick Certified Professional or Similar Evaluation Certification (Bloom's Taxonomy); and extensive video production experience and mastery of filmmaking tools.

Responsibilities:
Responsibilities include (but are not limited to) the following: maintain up-to-date understanding and research of media’s impact on the brain, and how to apply new technological approaches and media modalities to drive measurable behavior change; analyze the dramatic premise from a set of business or learning objectives, as well as what behavior change has been identified according to the Kirkpatrick method or Bloom’s Taxonomy; engineer story structure, character design, symbol and theme lines, designing principles, metaphors, and emotionally logical conclusions of a story (or series of stories) based on the dramatic premise analysis; map out characters and story dimensions that engage audiences emotionally in the drama or comedy, draft screenplays, scripts, novels, or stories resulting from assessments; and strategize which media modalities to use and outlines recommendations.

SPEAKER/ PRESENTER (Rate $4,500.00/Daily)

Minimum Year Experience: 5 years
Minimum Education: Associates in Philosophy, Media Design, Pedagogy, and Storytelling or equivalent study and experience, and mastery of storytelling techniques.

Responsibilities:
Responsibilities include (but are not limited to) the following: teaching story logic and storytelling design; speaking on inspirational or informational topics; presenting new, unfamiliar, or industry-standard technology; and hosting retreats, workshops, and seminars on creative problem-solving, talent development, and creativity principles.

VIDEO PRODUCTION

Minimum Year Experience: N/A
Minimum Education: N/A

Responsibilities:
This category provides full-service video production, with job responsibilities combining the functionality of a Director, Cinematographer, Gaffer/Grip, Audio Recordist, and Media Consultant so that video and audio assets can be captured, organized, and prepared for transfer to a qualified video editor. Video production equipment necessary to light and record (video and audio) is included.
VIDEO EDITOR ($300/hour)

Minimum Year Experience: 5 Years
Minimum Education: Bachelors in Media or Communications, or equivalent experience.

Responsibilities:
Perform video edits, audio mixing and design, and asset implementation within a project – with mastery of nonlinear editing, visual effects, color correction, digital media management, and related technologies. Tasks may include digitizing raw footage, importing effects and audio files, cutting video material to required lengths, provide complex motion graphics, animation (2D or 3D), or transitions; and export or delivery of digital assets onto any necessary platform.
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<th>SIN</th>
<th>Service Proposed (eg Job Title/Task)</th>
<th>Contractor or Customer Facility or Both</th>
<th>Unit of Issue (e.g. Hour, Daily Rate, Task, Sq Ft)</th>
<th>Price Offered to GSA (including IFF)</th>
</tr>
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