GENERAL SERVICES ADMINISTRATION

Federal Acquisition Service

Authorized Federal Supply Schedule FSS Price List

Online access to contract ordering information, terms and conditions, pricing, and the option to create an electronic delivery order are available through GSA Advantage!®. The website for GSA Advantage!® is: https://www.GSAAdvantage.gov.

Multiple Award Schedule

FSC Group: Professional Services
Contract number: **47QRAA25D000F**

Contract period: October 9, 2024 – October 8, 2029

Leader Sauce LLC
1025 Shafer Street
Oceanside, CA, 92054
760-453-2954

www.LeaderSauce.com

Point of Contact:
Russell Matthews
Russell@LeaderSauce.com
760-453-2954

Business size: Small, Women-Owned Small Business

For more information on ordering, go to the following website: https://www.gsa.gov/schedules

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).

SINs	Recovery	SIN Title
611430TD	611430TDRC	Talent Development
611430	611430RC	Professional and Management Development Training
OLM	OLMSTLOC OLMRC	Order-Level Materials (OLMs)

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 Below.

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 Below.

2. **Maximum order:**

SINs	Maximum Order
611430TD	$1,000,000
611430	$1,000,000
OLM	$250,000

3**. Minimum order:** $100

4. **Geographic coverage (delivery area).** Domestic. Domestic delivery (points within 48 contiguous states, Washington DC, Alaska, and Hawaii).

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

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

7. Quantity discounts. No quantity discounts provided.

8. **Prompt payment terms.** Net 30 days - no prompt payment discounts given. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9. **Foreign items** (list items by country of origin). Not Applicable.

10a. Time of delivery. Contact contractor – dependent on task order.

10b. Expedited Delivery. Items available for expedited delivery are noted in this price list. Contact contractor – dependent on task order.

10c. Overnight and 2-day delivery. Contact contractor – dependent on task order.

10d. Urgent Requirements. Contact contractor – dependent on task order.

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

12a. Ordering address(es). Same as Contractor.

12b. Ordering procedures: See Federal Acquisition Regulation (FAR) 8.405-3.

13. Payment address(es).

603 Seagaze Dr. #799
Oceanside, CA 92054

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 for the information and communications technology (ICT) products and services and show where full

details can be found (e.g. contractor's website or other location.) ICT accessibility standards can be found at: https://www.Section508.gov/.
Not Applicable.

23. Unique Entity Identifier (UEI) number. XHMGAJ2WWJW8

24. Notification regarding registration in System for Award Management (SAM) database.
Contractor registered and active in SAM

Professional Labor Category Pricing

The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.

SIN Awarded	Labor Category	Minimum Education	Minimum Years Experience	GSA Price (including IFF)
611430/611430TD	Expert Facilitator – Hourly Facilitation Rate	Masters	10	$1,511.34
611430/611430TD	Associate Facilitator – Hourly Facilitation Rate	Bachelors	1	$1,007.56
611430/611430TD	Expert Facilitator - Daily Minimum	Masters	10	$3,022.67
611430/611430TD	Associate Facilitator - Daily Minimum	Bachelors	1	$1,007.56
611430/611430TD	Expert Consultant	Masters	10	$272.04
611430/611430TD	Expert Coach	Masters	10	$272.04
611430/611430TD	Project Manager	Bachelors	1	$70.53
611430/611430TD	Administrative Assistant**	High School	0	$70.53

Fixed Price Services/Solutions Pricing

The fixed price rates shown below include the Industrial Funding Fee (IFF) of 0.75%.

SIN	Service	Unit of Issue	GSA Price (including IFF)
611430/611430TD	Performance Growth & Development Process	Per Task	$23,173.80
611430/611430TD	Model & Assessment Company-Wide Roll Out	Per Task	$1,445.84

Service Contract Labor Standards (SCLS)

The following labor categories have been identified as SCLS-covered labor categories. SCLS provisions and protections are incorporated into all MAS contracts that include services, regardless of SCLS applicability.

SCLS Eligible Contract Labor Category	SCLS Equivalent Code – Title	WD Number
Administrative Assistant	01020 - Administrative Assistant	2015-5635

The Service Contract Labor Standards, formerly the Service Contract Act (SCA), apply to this contract and it includes SCLS applicable labor categories. Labor categories and fixed price services marked with a (**) in this pricelist are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCLS matrix. The prices awarded are in line with the geographic scope of the contract (i.e., nationwide).

Labor Category Descriptions

Expert Facilitator

The Expert Facilitator brings a minimum of 10 years of experience in direct facilitation experience, in a relevant field or educational capacity, as well as certifications to support the topics they facilitate on. As the lead facilitator, they are responsible for leading in-person, virtual, and hybrid facilitations, including but not limited to: workshops, webinars, presentations, trainings, retreats, courses, and keynotes. The Facilitation hourly Rate is applied to Facilitations of 2 hours or less. Beyond 2 hours, Leader Sauce charges at the day rate due to the time commitment for setting up/facilitating an event over 2 hours.

Education Requirement:
Master's Degree (or Bachelor's + 4 Years Relevant Experience), 10 years of experience, and is required to have relevant professional certifications (such as The Five Behaviors, DiSC, Gallup Certified Strengths Coach, The Leadership Challenge, or 6 Types of Working Genius).

Associate Facilitator

The Associate Facilitator must have at least 1 year of experience in facilitation in any capacity. They are responsible for assisting the lead facilitator with in-person, virtual, and hybrid facilitations, including but not limited to: workshops, webinars, presentations, trainings, retreats, courses, and keynotes. The Facilitation hourly Rate is applied to Facilitations of 2 hours or less. Beyond 2 hours, Leader Sauce charges at the day rate due to the time commitment for setting up/facilitating an event over 2 hours.

Education Requirement:
Bachelor's Degree (or High School + 4 Years Relevant Experience), 1 year of experience, and recommended to have relevant professional certifications (such as The Five Behaviors, DiSC, Gallup Certified Strengths Coach, The Leadership Challenge, or 6 Types of Working Genius).

Expert Consultant

The Expert Consultant brings a wealth of experience in the organizational development field and provides lead direction on projects and subject matter expertise for content creation. This includes project scope, budget, staffing, research, access to resources through authorized partnerships and certifications, and content creation for presentations, trainings, workshops, and other custom facilitations.

Education Requirement:
Master's Degree (or Bachelor's + 4 Years Relevant Experience), 10 years of experience, and is required to have relevant professional certifications (such as The Five Behaviors, DiSC, Gallup Certified Strengths Coach, The Leadership Challenge, or 6 Types of Working Genius).

Expert Coach

The Expert Coach brings a minimum of 10 years of experience working on an individual or small group basis, across levels of employment. They have the experience, knowledge, and ability to work with mid-level managers up to C-suite/Executive level employees. Coaching includes, but is not limited performance management, leadership development, manager skills, training, and assessments.

Education Requirement:
Master's Degree (or Bachelor's + 4 Years Relevant Experience), 10 years of experience, and is required to have relevant professional certifications (such as The Five Behaviors, DiSC, Gallup Certified Strengths Coach, The Leadership Challenge, or 6 Types of Working Genius).

Project Manager

The Project Manager is responsible for providing assistance to the Expert Facilitator or Expert Consultant on all matters related to facilitation and program development. Duties include, but are not limited to managing communications, scheduling of events, production of virtual events, reporting, quality control, invoicing/billing, liaison between Government contacts and Leader Sauce LLC, and assessment management.

Education Requirement:
Bachelor's Degree (or High School + 4 Years Relevant Experience), 1 year of experience.

Administrative Assistant

The Administrative Assistant aids the Project Manager or Consultant in the clerical tasks associated with projects, such as coordinating schedules, collecting and organizing of data, data entry, organizing digital files/documents, printing of materials.

Education Requirement:
High School + 0 Years Relevant Experience

Services Descriptions

Performance Growth & Development Process

The Performance Growth & Development Process service is a refresh for outdated performance review processes. LeaderSauce will meet with stakeholders to review past processes, ideate around a new system, and integrate the new system into the organization. From start to finish, LeaderSauce will train employees and managers on the new system, manage all communications, data, and feedback processes, and provide organization Human Resources/Stakeholders with final reviews, acknowledgements, and data. Upon completion, LeaderSauce will provide an Executive Summary that identifies themes in feedback at micro to macro levels, identifying pain points in the organization/departments/teams, and provide advice on how to address them.

Participants: Minimum 40, Maximum 100

Model & Assessment Company-wide Roll Out

The Model & Assessment Company-wide roll out service is to help integrate a new model and facilitate the assessment of all employees in an organization. LeaderSauce will purchase the assessments requested through their authorized partnership or certification portal, coordinate the sending of all unique assessment codes/links to all employees, handle all communication around the assessment and expectations, manage the sharing of results post-completion, and create any custom reporting based on the assessment.

Participants: Minimum 20, Maximum 100