

LUMA'S vision is to be a catalyst that empowers people to innovate, everywhere.

LUMA's mission is to provide training, resources, programs. and offerings that:

- *Help individuals become confident and capable problem solvers.*
- *Equip teams to collaborate, think differently, and deliver impactful solutions.*
- *Transform organizations into places where people and innovation flourish.*

FEDERAL SUPPLY SERVICE

Online access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through **GSA Advantage!**™, a menu-driven database system. The internet address for **GSA Advantage!**™ is: <http://www.GSAAdvantage.gov>.

MULTIPLE AWARD SCHEDULE
Federal Supply Group: PROFESSIONAL SERVICES
Contract Number: 47QREA18D000A

For more information on ordering from Federal Supply Schedules, click on the FSS Schedules button at <http://www.gsa.gov/schedules-ordering>

Contract Period: January 10, 2018 – January 9, 2023
Pricelist current through MOD PO-0013 effective February 3, 2020 and MASS MODA 812

Contractor: LUMA INSTITUTE, LLC
1 PPG PI
Ste 3100
Pittsburgh, Pennsylvania 15222-5447

Business Size: Small Business

Web Site: <https://www.luma-institute.com/>

Contract Administration: Trisha Carter
Telephone: 336-558-6489
Email: trisha@luma-institute.com

Government Projects Dir.: Tyson S Weinert
Telephone: 808-284-9480
Email: tyson@luma-institute.com

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

CUSTOMER INFORMATION:

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

SIN	SIN Description
611430	Professional and Management Development Training
333318TDTM	Off-the-Shelf Training Devices and Training Materials
OLM	Order-Level Materials

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 Price List

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 Price List

2. Maximum Order: \$1,000,000

3. Minimum Order: \$100.00

4. Geographic Coverage (delivery Area): Domestic

5. Point of production (city, county, and state or foreign country):

1 PPG PI
Ste 3100
Pittsburgh, Pennsylvania 15222-5447

6. Discount from list prices or statement of net price: Pricing reflects government net prices (discounts already deducted)

7. Quantity/Volume Discounts: Single task order totals of \$50,000 to \$99,999 will receive a 0.5% discount. Single task order totals of \$100,000 or more will receive a 1% discount

8. Prompt payment terms: Net 30 days - 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): None

10a. Time of Delivery (Contractor insert number of days): Negotiated on the task order level

10b. 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:

Negotiated on the task order level

10c. 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:

Negotiated on the task order level

10d. 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 affect a faster delivery:

Negotiated on the task order level

11. F.O.B Point:

Destination

12a. Ordering address:

1 PPG PI
Ste 3100
Pittsburgh, Pennsylvania 15222-5447

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):

1 PPG PI
Ste 3100
Pittsburgh, Pennsylvania 15222-5447

14. Warranty provision: Not applicable

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

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

19. Terms and conditions for any other services (if applicable): None

20. List of service and distribution points (if applicable): None

21. List of participating dealers (if applicable): None

22. Preventive maintenance (if applicable): Not applicable

23a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): Not applicable

23.b 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. contactor's website or other location.) The EIT standards can be found at:
www.Section508.gov/.

24. Data Universal Numbering System (DUNS) number: 035007302

25. Notification regarding registration in System for Award Management (SAM) database:
Contractor maintains and active SAM registration
CAGE: 6CKJ9

The prices shown below include the Industrial Funding Fee (IFF) of 0.75%:
GSA Approved Services and Prices

SIN	Course Title	Course Length	Minimum Participants	Maximum Participants	Price
611430	INDIVIDUAL WORKSHOP - Fundamentals Workshop: Innovation Through Human-Centered Design (2-Day)*	2-Day	1	20	\$ 22,670.03
611430	INDIVIDUAL WORKSHOP - Co-Instructed Fundamentals Workshop: Innovation Through Human-Centered Design (2-Day)*	2-Day	1	20	\$ 12,342.57
611430	Train the Trainer Advancing Course Workshop	2-Day	1	8	\$ 26,259.63
611430	LUMA Facilitator Certification Program	2-Day	1	8	\$ 33,300.25
611430	FACILITATED SESSION - Facilitated Session: Generating Breakthrough Ideas (1-Day)*	1-Day	1	20	\$ 11,838.29
611430	FACILITATED SESSION - Co-Facilitated Session: Generating Breakthrough Ideas (1-Day)*	1-Day	1	20	\$ 9,874.06
611430	*Additional Participant for the above listed courses	N/A	N/A	N/A	\$ 1,974.81
611430	CERTIFICATION - Practitioner Development Program: 90-Days to Impact**	90 Days to Impact	1	20	\$ 34,559.19
611430	CERTIFICATION CO-INSTRUCTED - Practitioner Development Program: 90-Days to Impact**	90 Days to Impact	1	20	\$ 24,685.14
611430	**Additional Participant for the above listed courses	N/A	N/A	N/A	\$ 2,962.22

SIN	Support Item	Unit of Issue	Price
333318TDTM	Workshop-in-a-Box: 20 Person Cohort	Per Cohort	\$ 6,801.01
333318TDTM	Innovating for People Handbook	Each	\$ 34.51
333318TDTM	Innovating for People Planning Cards	Each	\$ 29.57
333318TDTM	LUMA Workplace™	Each	\$ 148.11

Service Contract Act (SCA) Statement

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/SCA matrix. The prices awarded are in line with the geographic scope of the contract (i.e., nationwide).