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 21

Contractor: LUMA INSTITUTE, LLC
1 PPG Pl
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:

<table>
<thead>
<tr>
<th>SIN</th>
<th>SIN Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>611430</td>
<td>Professional and Management Development Training</td>
</tr>
<tr>
<td>333318TDM</td>
<td>Off-the-Shelf Training Devices and Training Materials</td>
</tr>
<tr>
<td>OLM</td>
<td>Order-Level Materials</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 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 Pl
   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 Pl
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 Pl
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

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): None

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

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

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

23. **SAM Unique Entity ID:** NCLBEPLZRVZ3

24. **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

<table>
<thead>
<tr>
<th>Course Title</th>
<th>Course Description</th>
<th>Course Length</th>
<th>GSA Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>INDIVIDUAL WORKSHOP - Fundamentals Workshop: Innovation Through Human-Centered Design (2-Day)*</td>
<td>INDIVIDUAL WORKSHOP - Fundamentals Workshop: Innovation Through Human-Centered Design (2-Day)*</td>
<td>2-Day</td>
<td>$22,670.03</td>
</tr>
<tr>
<td>INDIVIDUAL WORKSHOP - Co-Instructed Fundamentals Workshop: Innovation Through Human-Centered Design (2-Day)*</td>
<td>INDIVIDUAL WORKSHOP - Co-Instructed Fundamentals Workshop: Innovation Through Human-Centered Design (2-Day)*</td>
<td>2-Day</td>
<td>$12,342.57</td>
</tr>
<tr>
<td>Train the Trainer Advancing Workshop (Enable Instructor Certification)</td>
<td>Train the Trainer Advancing Workshop (Enable Instructor Certification) - Consists of 16 live instructional hours by two LUMA faculty, delivered either onsite or online. (Instructor Certification is achieved by completing the Train the Trainer Advancing Workshop and successfully co-instructing a minimum of three (3) Practitioner Certification Programs – Co-instructed.) The price listed for this item includes the Train the Trainer Advancing Workshop and a 1-year subscription to LUMA’s digital learning platform, LUMA Workplace®, for each participant. It does not include the subsequent requirement to successfully deliver a minimum of three Practitioner Certification Programs – Co-instructed.</td>
<td>Onsite: Two Days with two 8-hour days of in-person learning to provide 16 instructional hours Online: 1 Week consisting of four 4-hour days of remote learning to provide 16 instructional hours</td>
<td>$26,259.63</td>
</tr>
<tr>
<td>LUMA Facilitator Certification Program</td>
<td>LUMA Facilitator Certification Program - Consists of 16 live instructional hours delivered exclusively by two LUMA faculty, either onsite or online, followed by three (3) 2-hour virtual coaching sessions delivered at or near 30-60-90 days after initial training. Facilitator Certification Program includes a 1-year subscription to LUMA Workplace® for each participant.</td>
<td>90 Days</td>
<td>$33,300.25</td>
</tr>
<tr>
<td>FACILITATED SESSION - Facilitated Session: Generating Breakthrough Ideas (1-Day)*</td>
<td>FACILITATED SESSION - Facilitated Session: Generating Breakthrough Ideas (1-Day)* - Consists of up to eight (8) live facilitated hours delivered by two LUMA faculty, delivered either onsite or online</td>
<td>Onsite: 1 Day Online: Up to 1 Week (depending on format)</td>
<td>$11,838.29</td>
</tr>
<tr>
<td>Course Title</td>
<td>Course Description</td>
<td>Course Length</td>
<td>GSA Price</td>
</tr>
<tr>
<td>----------------------------------------------------------------------------</td>
<td>----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
<td>---------------------------</td>
<td>-----------------</td>
</tr>
<tr>
<td>FACILITATED SESSION - Co-Facilitated Session: Generating Breakthrough Ideas (1-Day)*</td>
<td>FACILITATED SESSION - Co-Facilitated Session: Generating Breakthrough Ideas (1-Day)* - Consists of up to eight (8) live facilitated hours delivered by one LUMA faculty and up to two (2) client co-facilitators who have met the prerequisites to facilitate the experience, delivered either onsite or online</td>
<td>Onsite: 1 Day</td>
<td>$9,874.06</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Online: Up to 1 Week (depending on format)</td>
<td></td>
</tr>
<tr>
<td>*Additional Participant for the above listed courses</td>
<td>*Additional Participant for the above listed courses</td>
<td>N/A</td>
<td>$1,974.81</td>
</tr>
<tr>
<td>CERTIFICATION - Practitioner Development Program: 90-Days to Impact**</td>
<td>CERTIFICATION - Practitioner Development Program: 90-Days to Impact**</td>
<td>90 Days to Impact</td>
<td>$34,559.19</td>
</tr>
<tr>
<td>CERTIFICATION CO-INSTRUCTED - Practitioner Development Program: 90-Days to Impact**</td>
<td>CERTIFICATION CO-INSTRUCTED - Practitioner Development Program: 90-Days to Impact**</td>
<td>90 Days to Impact</td>
<td>$24,685.14</td>
</tr>
<tr>
<td>**Additional Participant for the above listed courses</td>
<td>**Additional Participant for the above listed courses</td>
<td>N/A</td>
<td>$2,962.22</td>
</tr>
<tr>
<td>Practitioner Certification Program - Self-instructed (In-person): 90-Days to Impact*</td>
<td>Practitioner Certification Program - Self-instructed (In-person): 90-Days to Impact*</td>
<td>90 Days</td>
<td>$7,405.54</td>
</tr>
<tr>
<td>Practitioner Certification Program - Self-instructed (Remote): 90-Days to Impact*</td>
<td>Practitioner Certification Program - Self-instructed (Remote): 90-Days to Impact*</td>
<td>90 Days</td>
<td>$4,443.32</td>
</tr>
<tr>
<td>LUMA Coaching Five (5) Coaching Session Bundle</td>
<td>2 Hours Ea Session</td>
<td></td>
<td>$9,874.06</td>
</tr>
<tr>
<td>LUMA Coaching Ten (10) Coaching Session Bundle</td>
<td>2 Hours Ea Session</td>
<td></td>
<td>$17,773.30</td>
</tr>
<tr>
<td>LUMA Coaching Twenty (20) Coaching Session Bundle</td>
<td>2 Hours Ea Session</td>
<td></td>
<td>$31,596.98</td>
</tr>
<tr>
<td>Course Title</td>
<td>Course Description</td>
<td>Course Length</td>
<td>GSA Price</td>
</tr>
<tr>
<td>--------------------------------------------------</td>
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<td>--------------</td>
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</tr>
</tbody>
</table>
| LUMA Anywhere Course - Design Thinking Essentials | Consists of up to six (6) virtual interactive instructional hours delivered by one LUMA faculty during a total of three weekly 2-hour sessions. Each remote session is delivered at the same time and on the same weekday. Courses includes access to LUMA Workplace® for each participant for duration of the course.  
This course will teach participants how to use six essential human-centered design methods from the LUMA System of Innovation to help them deeply understand the problems they're trying to solve, then develop innovative solutions.  
Course requires use of Zoom video conferencing, Microsoft PowerPoint Online, and occasionally MURAL Edition. These are not included in the cost of the course.                                                                                                                                                                                                                     | 6 hours      | $8,392.95   |
| LUMA Anywhere Course - Making Remote Teamwork Human-Centered | Consists of up to six (6) virtual interactive instructional hours delivered by one LUMA faculty during a total of three weekly 2-hour sessions. Each remote session is delivered at the same time and on the same weekday. Courses includes access to LUMA Workplace® for each participant for duration of the course.  
This course will teach participants strategies and practical tips for using design thinking remotely with colleagues, clients or anyone else, no matter where they are, using human-centered design methods from the LUMA System of Innovation.  
Course is delivered via video conferencing platforms such as Zoom, Cisco Webex, Cisco Training, and Microsoft Teams. For training, you will need access to MURAL, Microsoft PowerPoint, and Google Slides. These are not included in the cost of the course.                                                                                                                                                                                                 | 6 hours      | $8,392.95   |
| LUMA Anywhere Course - Facilitating Great Meetings | Consists of up to six (6) virtual interactive instructional hours delivered by one LUMA faculty during a total of three weekly 2-hour sessions. Each remote session is delivered at the same time and on the same weekday. Courses includes access to LUMA Workplace® for each participant for duration of the course.  
This course will teach participants how to plan, prepare for and facilitate effective and fun work sessions using methods from the LUMA System of Innovation. Each person in the course will gain hands-on experience by teaming up with another participant to design and facilitate a LUMA mini-session, with others in the group as their participants.  
Course is delivered via video conferencing platforms such as Zoom, Cisco Webex, Cisco Training, and Microsoft Teams. For training, you will need access to MURAL, Microsoft PowerPoint, and Google Slides. These are not included in the cost of the course.                                                                                                                                                                                                 | 6 hours      | $8,392.95   |
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).

<table>
<thead>
<tr>
<th>SIN</th>
<th>Support Item</th>
<th>Unit of Issue</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>333318TDTM</td>
<td>Workshop-in-a-Box: 20 Person Cohort</td>
<td>Per Cohort</td>
<td>$6,801.01</td>
</tr>
<tr>
<td>333318TDTM</td>
<td>Innovating for People Handbook</td>
<td>Each</td>
<td>$34.51</td>
</tr>
<tr>
<td>333318TDTM</td>
<td>Innovating for People Planning Cards</td>
<td>Each</td>
<td>$29.57</td>
</tr>
<tr>
<td>333318TDTM</td>
<td>LUMA Workplace™</td>
<td>Each</td>
<td>$148.11</td>
</tr>
</tbody>
</table>