



**Wicklander-Zulawski & Associates, Inc.**  
**4932 Main Street**  
**Downers Grove, IL 60515**  
**800.222.7789 Phone**  
**630.852.7081 Fax**  
**www.w-z.com**

General Services Administration  
Federal Supply Service  
Authorized Federal Supply Schedule Price List

**Schedule 874**  
**Mission Oriented Business Integrated Services (MOBIS)**  
**Training Aids and Devices**  
SIN 4

**Contract Number GS-02F-0057M**

Contract Period: July 8, 2002 – July 7, 2012

Business Size: A Certified Small Business Concern

NAICS Codes 611430 – Professional Development Training

Primary Contact:  
Robert H. (Bob) Brislan, Business Development Manager  
Email: [bbrislan@w-z.com](mailto:bbrislan@w-z.com)

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create and electronic delivery order is available through **GSA Advantage™**, a menu-driven database system.

**GSA Advantage™**,  
<http://www.gsaadvantage.gov>



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| <p>1c. Hourly Rates and Labor Categories: <b>N/A</b></p> <p>2. Maximum order: <b>\$1,000,000</b></p> <p>3. Minimum order: <b>\$900.00</b></p> <p>4. Geographic coverage (delivery area): <b>CONUS</b></p> <p>5. Point(s) of production (city, county, and State or foreign country): <b>N/A</b></p> <p>6. Discount from list prices or statement of net price: The prices established for this contract reflect WZ's net price to GSA customers and include GSA's 0.75% Industrial Funding Fee. Additional discounts may be negotiated for individual orders and for Blanket Purchase Agreements: <b>See GSA Discounted Price Schedule.</b></p> <p>7. Quantity discounts: <b>Single purchase between \$25,000 and \$50,000 for training conducted within one (1) calendar year, will receive a 5% discount. Single purchases of \$50,001 or more for training conducted within one (1) calendar year will receive and 8% discount.</b></p> <p>8. Prompt payment terms: <b>N/A</b></p> <p>9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold: <b>WZ will accept Government purchase credits cards for purchases below \$2,500.</b></p> <p>9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: <b>WZ will accept Government purchase credit cards for purchases above \$2,500.</b></p> <p>10. Foreign items (list items by country of origin): <b>None.</b></p> <p>11a. Time of delivery. (Contractor inserts number of days): <b>30 days from date award to date of completion (or specific date at the request of the client).</b></p> <p>11b. Expedited Delivery. <b>Contact contractor</b></p> <p>11c. Overnight and 2-day delivery: <b>N/A</b></p> <p>11d. Urgent Requirements. <b>Pursuant to clause I-FSS-140-B, WZ will accommodate urgent requirements. Agencies are encouraged, if time permits, to contact Bob Brislan of Wicklander-Zulawski &amp; Associates, Inc. at (800) 222-7789 ext 103 or by e-mail at bbrislan@w-z.com.</b></p> <p>12. F.O.B. point(s): <b>Destination</b></p> <p>13a. Ordering address: <b>Same as company address</b></p> <p>13b. Ordering procedures: <b>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).</b></p> <p>14. Payment address: <b>Same as company address.</b></p> <p>15. Warranty provision: <b>Each of the Wicklander-Zulawski &amp; Associates Inc. seminars is covered by a 100% satisfaction guarantee. If for any reason a participant</b></p> | <p><b>is dissatisfied with the seminar, he/she will be refunded their total cost of seminar.</b></p> <p>16. Export packing charges, if applicable: <b>N/A</b></p> <p>17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): <b>The rates included in this contract do not include credit card processing fees for orders above the micro-threshold. Processing fees may be waived on a case-by-case basis.</b></p> <p>18. Terms and conditions of rental, maintenance, and repair (if applicable): <b>N/A</b></p> <p>19. Terms and conditions of installation (if applicable): <b>N/A</b></p> <p>20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): <b>N/A</b></p> <p>20a. Terms and conditions for any other services (if applicable):</p> <p><b>Additional Fees</b></p> <ul style="list-style-type: none"> <li>• Standard GSA net price allows up to thirty (30) people per seminar. <b>An additional fee for each participant over 30 will apply.</b></li> <li>• Training in Hawaii, Alaska or Puerto Rico will require an <b>additional travel fee of \$1,000.</b></li> <li>• Training outside of the United States will require an additional travel fee dependent upon location. <b>Contact Contractor.</b></li> <li>• <b>Cancellations:</b> If the agency finds it necessary to cancel a program, the agency will be responsible for all non-refundable expenses incurred by Wicklander-Zulawski &amp; Associates Inc. In addition if a program is cancelled less than 20 working days prior to the scheduled date the agency is liable for 20% of the seminar fee. This 20% cancellation fee can be applied to a Wicklander-Zulawski &amp; Associates Inc. seminar re-scheduled within 120 days of cancellation.</li> </ul> <p>21. List of service and distribution points (if applicable): <b>N/A</b></p> <p>22. List of participating dealers (if applicable): <b>N/A</b></p> <p>23. Preventive maintenance (if applicable): <b>N/A</b></p> <p>24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): <b>N/A</b></p> <p>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.) <b>N/A</b></p> <p>25. Data Universal Number System (DUNS) number: <b>047182209</b></p> <p>26. Notification regarding registration in Central Contractor Registration (CCR) database: <b>Registered</b></p> |
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**Wicklender-Zulawski & Associates, Inc.** Wicklender-Zulawski and Associates, Inc. (WZ) is an internationally recognized firm established in 1982. The company provides Consulting, Interview, and Investigative services to public and private law enforcement, military, and government markets. The firm's services enable their clients to employ a wide range of strategies to elicit relevant information and obtain sustainable admissions more often and quicker than alternative approaches. **WZ's unique non-confrontational communication techniques eliminate conflict between interviewers and their subjects, and have proven to reduce objections and denials.**

WZ provides standard and customized training seminars in multiple methods of interview & interrogation techniques including the WZ Non-Confrontational Method. Courses include Criminal Interview & Interrogation, DOA: Death Investigations, Interviewing for Child Abuse cases and Tactical Field Interviewing.

WZ has trained over 100,000 law enforcement professionals in multiple methods of interview and interrogation including the WZ Non-Confrontational Method, Behavioral Analysis Interview, Selective Interviewing Techniques, Cognitive Interviewing and the Reid Method\*.

Wicklender-Zulawski's recent and current federal experience includes the development and instruction of 2, 3, and 4-day courses for: U.S. Citizenship and Immigration Services (CIS), U.S. Army, Federal Bureau of Investigation, U.S. Immigration and Customs Enforcement (ICE), Transportation Security Administration, Federal Air Marshal Service, Bureau of Alcohol, Tobacco, Firearms and Explosives, Inspector General Criminal Investigator Academy and Bureau of Diplomatic Security Services. ALL of the classes conducted had *different objectives*, but utilized the basic interviewing and/or advanced skills that assist in determining a subject's truthfulness.

WZ has developed its own non-confrontational interrogation method and provides its own updates to the lecture materials, based on the latest research in psychological, legal, interviewing and interrogation techniques. WZ's continuing research with universities, combining their academic knowledge, with the firm's practical field experience in the investigation and interviewing allows it to offer the most up to date techniques available.

WZ supports its instruction with online training and review programs on the WZCampus.com. Additional training aids are also available in DVD and CD-ROM formats. For additional insights into the topic of interview and interrogation the text, **Practical Aspects of Interview and Interrogation, 2<sup>nd</sup> Edition**, published by CRC Press is available.

The non-confrontational approach was created and development by W-Z with proven results of receiving admissions more often and many times, sooner. This technique is a softer more conversational approach to the interrogation resulting in fewer denials and objections and thereby eliminating conflict between the suspect and interrogator. The non-confrontational approach is an alternative to the direct positive approach; with the diversity of interviews conducted today it is important to have different approaches available to the interviewer.

**The WZ Non-Confrontational Method** is conducted by professionals from Wicklender-Zulawski & Associates, Inc. (W-Z), which is licensed by John E. Reid and Associates, Inc. (Reid), originator and developer of the Reid Method\*. W-Z was licensed by Reid in 1984. Since that time, the updates for this seminar, including the WZ Method of Non-Confrontational Interview & Interrogation, have been developed by WZ using the latest information from legal, psychological and interrogation research.

**ALL of WZ's instructors are Certified Forensic Interviewers (CFI®).** To qualify for this distinction, a person must pass a standardized examination, which covers a series of topics regarding the interviewing and interrogation process. The CFI® demonstrates understanding of legal aspects of interviewing and proficiency in interview preparation, behavioral, analysis, accusatory and non-accusatory interviewing, documentation, and presentation of findings. The objective of this certification program is to create comprehensive, universally accepted professional standards combined with an objective measure of an interviewer's knowledge of those standards.

**ALL** of WZ's instructors have a minimum of ten (10) years experience. WZ is affiliated with the Center for Interviewer Standards and Assessment (CISA) that created the Certified Forensic Interviewer.

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**GSA DISCOUNTED PRICE SCHEDULE**

GSA Price	Product Code	Seminar Title	Seminar Description
\$9,500	53D 3 Day	W-Z Seminar on Criminal Interview & Interrogation – 3 Day Program (up to 30 participants)	A broad range of cutting-edge and proprietary techniques to help you get to the truth and secure confessions, this course covers all methods of interrogation, including the Wicklander-Zulawski Method of Non-Confrontational Interview & Interrogation and the Reid Method*.
\$150	53D 3 Day + 1	Additional Participant Over the 30 Allotted	Additional charge for every participant over 30 people attending the W-Z Seminar on Criminal Interview & Interrogation.
\$6,000	42D 2 Day	W-Z Seminar on Criminal Interview & Interrogation – 2 Day Program (up to 30 participants)	A broad range of cutting-edge and proprietary techniques to help you get to the truth and secure confessions, this course covers all methods of interrogation, including the Wicklander-Zulawski Method of Non-Confrontational Interview & Interrogation and the Reid Method**.
\$100	42D 2 Day + 1	Additional Participant Over the 30 Allotted	Additional charge for every participant over 30 people attending the W-Z Seminar on Criminal Interview & Interrogation.
\$6,000	#2D Day	W-Z Advanced Workshop on Criminal Interview & Interrogation – 2 Day Program (up to 30 participants)	The latest most effective techniques to enhance your ability to gain legally acceptable confessions, including how to tailor your interviews for maximum advantage.
\$100	#2D Day +1	Additional Participant Over the 30 Allotted	Additional charge for every participant over 30 people attending the W-Z Advanced Workshop on Criminal Interview & Interrogation.
\$3,000	@1D Day	W-Z Advanced Workshop on Criminal Interview & Interrogation – 1 Day Program (up to 350participants)	The latest most effective techniques to enhance your ability to gain legally acceptable confessions, including how to tailor your interviews for maximum advantage.
\$50	@1D Day + 1	Additional Participant Over the 30 Allotted	Additional charge for every participant over 30 people attending the W-Z Advanced Workshop on Criminal Interview & Interrogation.
\$11,000	^3C 3 Day	W-Z Seminar: DOA Death Investigations (up to 30 participants) – 3 Day Program	This course will cover the types of techniques necessary in order to develop leads, identify potential suspects, and effectively interview those responsible. The program will focus on a diverse combination of homicide cases. This course will provide strategic tactics in the apprehension and prosecution of the offender(s).  This focus of the seminar will provide the investigator with the tools necessary to conduct death investigations. Using actual investigations, the participants will work through cases from the moment of arrival until its conclusion. This program offers tips and methods to successfully close cases.
\$150	^3C 3 Day + 1	Additional Participant Over the 30 Allotted	Additional charge for every participant over 30 people attending the W-Z Seminar: DOA Death Investigations.
\$18,000	^35E 5 Day	W-Z Seminar: D.O.A. Death Investigations and Homicide – 5 Day Program (up to 30 participants)	A combination of the Three-Day Homicide Investigation course and three-Day Interview and Interrogation Techniques for Homicide Investigations course, in one intensive five-day program.
\$250.00	^35E 5 Day + 1	Additional Participant Over the 30 Allotted	Additional charge for every participant over 30 people attending the W-Z Seminar: DOA Death Investigations and Homicide.

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\$3,000	91D 1 Day	The Wicklander-Zulawski Method on Field Interviewing – 1 Day Program (up to 30 participants)	Designed for the patrol officer, the program focuses on the skills necessary to conduct field interviews with victims, witnesses and suspects. Backed by the latest research in behavior, psychology and law Field Interviewing increases the officer's ability to develop information quickly and accurately.
\$50	91D 1 Day + 1	Additional Participant Over the 30 Allotted	Additional charge for every participant over 30 people attending the Wicklander-Zulawski Method on Field Interviewing.
\$9,500	73D 3 Day	Interviewing and Interrogation Techniques for Child Abuse – 3 Day Program (up to 30 participants)	This critical set of skills prepares the interviewer to deal with children. Focuses on the interview and interrogation of subjects involved in the physical or sexual abuse with some of the most difficult, emotionally charged cases that will be faced during a career. Learn skills and approaches that work consistently and effectively in resolving these cases.
\$150	73D 3 Day + 1	Additional Participant Over the 30 Allotted	Additional charge for every participant over 30 people attending the Interviewing and Interrogation Techniques for Child Abuse.
\$6,000	62D 2 Day	Interviewing and Interrogation Techniques for Child Abuse – 2 Day Program (up to 30 participants)	This critical set of skills prepares the interviewer to deal with children. Focuses on the interview and interrogation of subjects involved in the physical or sexual abuse with some of the most difficult, emotionally charged cases that will be faced during a career. Learn skills and approaches that work consistently and effectively in resolving cases.
\$100	62D 2 Day + 1	Additional Participant Over the 30 Allotted	Additional charge for every participant over 30 people attending the Interviewing and Interrogation Techniques for Child Abuse.
\$8,750	V 2D 2 Day	Interviewing & Techniques for Handling Risk, Evaluation Assessment Teams - 2 Day Program (up to 30 participants)	"I".T.H.R.E.A.T., (Interviewing & Techniques for Handling Risk Evaluation Assessment Teams) is a course designed to address the ever-growing problem of violence impacting our corporations, schools and communities throughout the world. Too many times, prevention of violence becomes hindsight, after the incident has occurred and life is lost. Using the latest research in the respective fields, Wicklander-Zulawski & Associates, Inc. and Headshrink Consulting developed this unique program to merge two investigative processes, which allows for a comprehensive approach to dealing with threats and developing action plans for violent situations. The "team teaching" Approach allows for hands on case studies and group participation. This seminar will provide the participant with information to assist in the building the foundation for a sound violence prevention and awareness program with the added benefit of a custom designed structured interview, to assist in the invest.
\$100	V 2D 2 Day + 1	Additional Participant Over the 30 Allotted	Additional charge for every participant over 30 people attending Interviewing & Techniques for Handling Risk, Evaluation Assessment Teams.
\$6,000	82D 2 Day	The Wicklander-Zulawski Method on Investigative Strategies – 2 Day Program (up to 30 participants)	An interactive course that will provide the practical skills and professional techniques for a successful law enforcement officer. Techniques taught in this class and be put to use on the streets the very next day.
\$100	82D 2 Day + 1	Additional Participant Over the 30 Allotted	Additional charge for every participant over 30 people attending the Wicklander-Zulawski Method on Investigative Strategies.
60 to 100 Minute Program \$900	WEB	The W-Z Webinar (up to 10 participants)	W-Z Webinars were created to offer flexible and versatile training programs that easily work around staff schedules. At the conclusion of each session, the participants will receive a handout and certificate of participation.