



U.S. 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: [www.GSAAdvantage.gov](http://www.GSAAdvantage.gov).

**Mission Oriented Business Integrated Services  
(MOBIS)**

**TFTP-MC-000874-B  
(SIN, 874-1, 874-2, 874-4, 874-5)**

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at [fss.gsa.gov](http://fss.gsa.gov).

Contract Period  
00/01/00-00/01/00

PI Midlantic 

**PI Midlantic**  
Pier 4 Marina  
307 4<sup>th</sup> Street  
Annapolis, MD 21403

Phone: 410-295-0771  
Fax: 410-295-0772

[www.pimidlantic.com](http://www.pimidlantic.com)

Small Business

### **PI Midlantic- Who we Are**

PI Midlantic is a PI Worldwide member firm, established in 1985. Our team of consultants, made up of former executives, brings decades of management experience that our clients leverage every day to achieve their organizational goals. With over 250 clients in 40 US states and 15 countries, PI Midlantic has trained thousands of business leaders to align their people with their business goals and create *People Smart...Results Driven* organizations.

### **Predictive Index System- A valid, reliable assessment tool that gives you proven results.**

The Predictive Index System is a powerful process that combines behavioral assessment with world-class training and consulting. At the core of the process is the Predictive Index<sup>®</sup> (PI<sup>®</sup>) assessment tool. Developed in 1955, PI helps managers identify the motivations and drives of their people. This insight provides managers with invaluable information for improved employee retention, coaching, leadership development, talent management, team building and more. The Performance Requirement Options<sup>™</sup> (PRO) profiles the behavioral requirements needed for optimal job performance. Working together, these tools ensure a strong job fit.

### **We Solve the People Puzzle**

Picture an organization where your people are aligned with your goals; where employees are able to leverage their natural strengths every day; an organization where each employee is engaged and energized by their work.

As a practical, reliable indicator of workplace behavior, **Predictive Index** helps you make sound, people-smart decisions — with the best results for the company, and for the people themselves.

- Make selection decisions based on objective, valid, job related information
- Put effective and complimentary teams together.
- Train executives to understand their own strengths and management style and how to effectively flex to others.
- Enhance associate communication and promotes teambuilding and leadership skills.

### **PI Midlantic Consultants give you all the guidance you need.**

Our team of consultants provides expert advice and assistance, whenever you need it. From consulting on general management issues to in-depth interpretation of Predictive Index results, our experienced team can advise on a wide range of today's diverse business challenges to improve performance across your organization. The PI Midlantic consulting group builds long-term relationships, with a primary focus on partnering with you to help achieve your business goals.

### **Training is the first step in creating the “PI difference” in your organization.**

A key element of the PI Process is the education of key managers within your organization in the interpretation and application of PI data. The PI Management Workshop is a customized, highly interactive training program led by our team of expert consultants who will teach you and your managers how to use the Predictive Index assessment tool (PI) to achieve the following goals.

Improving teamwork and enhancing productivity at all levels by gaining valuable insight into each employee's decision-making, communication and delegation style.

- Promoting Leadership within your team
- Resolving conflict and miscommunication
- Understand employees better to be an effective manager.
- The workshop provides you with the knowledge and tools to motivate, lead and enable your people to achieve immediate and sustainable results.

**1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:** 874-1, 874-2, 874-3, 874-4, and 874-5.

**Special Item Number (SIN) Descriptions Page Number**

- 874-1 Consulting Services (page 6)
- 874-2 Facilitation (page 6)
- 874-3 Survey Services (page 6)
- 874-4 Training Services (page 7)
- 874-5 Ancillary Products (page 8)

**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 the Predictive Index product based on a 1-100 assessment model, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price.

**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.**

Reference Labor Category description (page 7).

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

**3. Minimum Order:** \$5,500

**4. Geographic Coverage (delivery area):** Domestic

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

PI Midlantic  
Pier 4 Marina  
307 4<sup>th</sup> Street  
Annapolis, MD 21403

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

**7. Quantity discounts:** None offered.

**8. Prompt payment terms:** Net 30 days.

**9a. Notification that Government purchase cards are accepted at or below the micro purchase threshold:** Yes.

**9b Notification whether government purchase cards are accepted or not accepted above the micro-purchase threshold:** will accept over \$2,500.

**10. Foreign items (list items by country of origin):** None.

**11a. Time of Delivery (Contractor insert number of days):** Contact Contractor.

**11b. Expedited Delivery:** Contact Contractor.

**11c. Overnight and second-day delivery:** Contact Contractor.

**11d. 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 effect a faster delivery:** Contact Contractor.

**12. F.O.B. Point(s):** US.

**13a. Ordering Address(es):** PI Midlantic

**Government Business Development Contact:**

Teri Kinsella  
Pier 4 Marina  
307 4<sup>th</sup> Street  
Annapolis, MD 21403  
**Phone:** 301-346-4900  
**Email:** tkinsella@pimidlantic.com

**13b. Ordering procedures:** BPA, Fax, Email

**14. Payment address(es):**

**Payments/Contract Administration Contact**

Allison Bullock  
PI Midlantic  
Pier 4 Marina  
307 4<sup>th</sup> Street  
Annapolis, MD 21403  
**Phone:** 410-295-0772  
**Email:** Abullock@pimidlantic.com

**15. Warranty provision:** Contractor’s standard commercial warranty.

**16. Export Packing Charges (if applicable):** N/A.

**17. Terms and conditions of Government purchase and acceptable (any thresholds above the micro-purchase level):** Contact Contractor.

**18. Terms and conditions of rental, maintenance, and repair (if applicable):** N/A.

**19. Terms and conditions of installation (if applicable):** N/A.

**20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A.

**20a. Terms and conditions for any other services (if applicable):** N/A.

**21. List of service and distribution points (if applicable):** N/A.

**22. List of participating dealers (if applicable):** N/A.

**23. Preventive maintenance (if applicable):** N/A.

**24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):** N/A

**24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies:** PI Midlantic Materials, Web-based tools and courses are 508 compliant.

**25. Data Universal Numbering System (DUNS) number:** 1771155777

**26. Notification regarding registration in Central Contractor Registration (CCR) database:** Registered

**SIN 874-1, 874-2**

**Labor Category- Description**

<b>Consultant</b>
<p><b>Functional Responsibilities:</b> Senior expert that possesses demonstrated knowledge, extensive experience in the areas of facilitation and coaching. Consults clients in the proper usage of PI solutions, recommendations, or outcomes relating to team building, leadership and management effectiveness. Defines project objectives and strategic direction. Is responsible for providing leadership coaching and vision to client and project teams. Serves as a key facilitator between multiple teams to achieve management objectives.</p>
<p style="text-align: center;"><b>Minimum Educational /Degree Requirements</b> Bachelors Degree + PI Midlantic Consultant Certification</p>
<p style="text-align: center;"><b>Education Substitution Clause</b> 20 years Business experience + PI Midlantic Consultant Certification</p>

**Pricing**

<b>Labor Category</b>	<b>Price</b>
PI Consultant	\$225.00 per Hour

**SIN 874-3  
Survey**

<b>Predictive Index Assessment Tool</b>		
<b>PI Assesment Tool</b>	<b>Number of Employees</b>	<b>Price</b>
PI 360 Assessment Tool	1-Unit	\$630.00
Predictive Index Assessment Tool	0-100	\$4,608.00
Predictive Index Assessment Tool	101-300	\$6,624.00
Predictive Index Assessment Tool	301-600	\$9,312.00
Predictive Index Assessment Tool	601-900	\$11,424.00
Predictive Index Assessment Tool	900-1,500	\$17,856.00

**SIN 874-4  
Training Courses**

**COURSE#: 1000  
The Predictive Index Workshop  
(2 days)**

**Course Description:**

The PI Management Workshop is the first step in creating the “PI difference” in your organization. In a highly interactive workshop setting, experienced consultants will teach you and your managers how to use the Predictive Index<sup>®</sup> (PI<sup>®</sup>) assessment tool. You’ll become proficient in the PI process, at interpreting Predictive Index survey results, and discover the many ways to use PI to improve the performance of your business. After completing the workshop, you will:

- Learn your management and leadership style and understand how it impacts your team
- Develop and manage your team by recognizing their distinct motivators and drives
- Improve teamwork and enhance productivity at all levels by gaining valuable insight into each employee’s decision-making, communication and delegation style

The workshop provides you with the knowledge and tools to motivate, lead and enable your people to achieve immediate and sustainable results.

- This workshop is 2 days and can be tailored to fit the needs of each client.
- Every workshop has a requirement for the PI Tool Kit offered under 874-5 Ancillary Products.
- Course tailoring can include Teambuilding Modules, Leadership Modules and Conflict Management Modules per request.

**Course Maximums:**

25 Participants

**Course Tools & Materials:**

Course Materials & Assessment are mandatory elements of this workshop.

**Pricing**

Course	Price
PI Workshop	\$1,713.60 per participant

SIN 874-5  
Ancillary Products  
Pricing

<b>Workbooks/Materials</b>		<b>Price</b>
<b>PI Workshop Toolkit</b>		<b>\$100.00 each</b>
<b>Predictive Index Assessment Tool</b>		
<b>PI Assesment Tool</b>	<b>Number of Employees</b>	<b>Price</b>
<b>PI 360 Assessment Tool</b>	<b>1-Unit</b>	<b>\$630.00</b>
<b>Predictive Index Assessment Tool</b>	<b>0-100</b>	<b>\$4,608.00</b>
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<b>Predictive Index Assessment Tool</b>	<b>601-900</b>	<b>\$11,424.00</b>
<b>Predictive Index Assessment Tool</b>	<b>900-1,500</b>	<b>\$17,856.00</b>

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 Corporate Headquarters  
 Pier 4 Marina  
 307 4<sup>th</sup> Street  
 Annapolis, MD 21403  
 Phone: 410-295-0771  
 Fax: 410-295-0772  
 ATTN: Allison Picarde

**TO:**  
**Requestor Name**  
 Agency  
 Street Address  
 City, State, Zip  
 Phone Number  
 Fax Number  
 E-mail Address

**SHIP TO:**  
**Recipient Name**  
 Agency Name  
 Street Address  
 City, State, Zip  
 Phone Number  
 Fax Number  
 E-mail Address

REQUEST TYPE	REQUESTOR	EXPECTED DELIVERY DATE	SERVICE/PRODUCT

QTY	UNIT	DESCRIPTION	UNIT PRICE	TOTAL

<b>SUBTOTAL</b>	
<b>SALES TAX</b>	
<b>SHIPPING</b>	
<b>OTHER</b>	
<b>TOTAL</b>	

Send all correspondence to:  
 PI Midlantic  
 Corporate Headquarters  
 Pier 4 Marina  
 307 4<sup>th</sup> Street  
 Annapolis, MD 21403  
 Phone: 410-295-0771  
 Fax: 410-295-0772  
 ATTN: Allison Picarde

\_\_\_\_\_  
*Requestor Signature*

\_\_\_\_\_  
 Date

**SAMPLE BPA FORMAT**

BPA NUMBER \_\_\_\_\_

(PI Midlantic)  
BLANKET PURCHASE AGREEMENT

Pursuant to GSA Federal Supply Schedule Contract Number(s) \_\_\_\_\_  
and Federal Acquisition Regulation (FAR) 8.405-3, Blanket Purchase Agreements (BPAs), the  
Contractor agrees to the following terms of a BPA EXCLUSIVELY WITH \_\_\_\_\_ (Ordering Agency)  
\_\_\_\_\_:

- (1) The following contract services/products can be ordered under this BPA. All orders placed  
against this BPA are subject to the terms and conditions of the contract, except as noted  
below:

<u>ITEM (Model/Part Number or Type of Service)</u>	<u>SPECIAL BPA</u>
<u>DISCOUNT/PRICE</u>	
_____	_____
_____	_____

- (2) Delivery:

<u>DESTINATION</u>	<u>DELIVERY</u>
<u>SCHEDULE/DATES</u>	
_____	_____
_____	_____

- (3) The Government estimates, but does not guarantee, that the volume of purchases through  
this agreement will be \_\_\_\_\_.

- (4) This BPA does not obligate any funds.

- (5) This BPA expires on \_\_\_\_\_ or at the end of the contract period,  
whichever is earlier.

- (6) The following office(s) is hereby authorized to place orders under this BPA:

<u>OFFICE</u>	<u>POINT OF CONTACT</u>
_____	_____
_____	_____

- (7) Orders will be placed against this BPA via FAX, paper, or oral communications.

- (8) Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:
- (a) Name of Contractor;
  - (b) Contract Number;
  - (c) BPA Number;
  - (d) Model Number or National Stock Number (NSN);
  - (e) Task/Delivery Order Number;
  - (f) Date of Purchase;
  - (g) Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and
  - (h) Date of Shipment.
- (9) The requirements of a proper invoice are as specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the task/delivery order transmission issued against this BPA.
- (10) The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take precedence.