

**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 for GSA Advantage! is: www.GSAAdvantage.gov.

Schedule Number: 874 Schedule Title: MOBIS

Contract Number: GS-02F-069BA

For more information on ordering from Federal Supply Schedules click on the FSS Schedules at www.fss.gsa.gov. Find link to GSA Schedules. Then find link to Customers Ordering from Schedules. Next, find links to Ordering Procedures for Services Requiring a Statement of Work and Ordering Procedures for Services not Requiring a Statement of work.

Contract Period: January 13, 2014 through January 12, 2019

Contractor Name: GEORGE MASON UNIVERSITY
Address: 4400 University Drive; Fairfax, VA 22030
Phone Number: 703-993-9801
Web site: www.gmu.edu
som.gmu.edu/executiveeducation

Contact for contract administration: Kimberlee G. Canter
Email: kcanter@roadmapc.com

Business size: Large

Modification Number: 000 Effective Date: January 13, 2019

CUSTOMER INFORMATION

- 1a. Table of awarded Special Item Numbers (SINs):

<u>SIN #</u>	<u>SIN Title</u>
874-4	MOBIS Training Services

- 1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract.

Not applicable.

- 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.

Not applicable.

2. Maximum order for each SIN: (Enter data in table shown below.)

<u>SIN#</u>	<u>MAXIMUM ORDER</u>
874-4	\$ 500,000

3. Minimum order: \$500.00

4. Geographic coverage (delivery area): CONUS (Continental United States)

5. Point(s) of production: Not applicable.

6. Discount from list prices or statement of net price: Net prices are included on this price list.

7. Volume discounts: 3% off all orders of \$300,000 and over.

8. Prompt payment terms: 1%/10 days/Net 30

- 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. Yes.

10. Foreign items: **Not applicable.**

CUSTOMER INFORMATION

- 11a. Time of delivery: 30 days.
- 11b. Expedited delivery: To be negotiated with customer.
- 11c. Overnight and 2-day delivery: Not applicable.
- 11d. Urgent requirements: Contact Contract Administrator for urgent requirements.

- 12. F.O.B. point(s): Destination.

- 13a. Ordering address(es):
George Mason University
School of Management, Executive Education
4400 University Drive
MS 6D11
Fairfax, VA 22030
- 13b. Ordering procedures: 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 (www.fss.gsa.gov/schedules).

- 14. Payment address:
George Mason University
School of Management, Executive Education
4400 University Drive
MS 6D11
Fairfax, VA 22030

- 15. Warranty provision: Not applicable.

- 16. Export packing charges: Not applicable.

- 17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level). None.

- 18. Data Universal Number System (DUNS) number: 077817450

- 19. Notification regarding registration in the System for Award Management (SAM): George Mason has a current, active entity in the System for Award Management through January 6, 2014.

- 20. Company's policy regarding uncompensated overtime. Not applicable.

GSA COURSE PRICE LIST

SIN	Course Offered	GSA Price (Including IFF)
874-4	Building Business Acumen	\$36,753.60/task
874-4	President's Leadership Program	\$59,966.40/task
874-4	Strategic Transformation	\$14,508.00/task
874-4	Financial Foundations	\$30,041.23/task
874-4	Executive Education Program	\$46,038.72/task
874-4	North American Leadership Experience	\$75,151.44/task
874-4	Vice President's Program	\$23,212.80/task
874-4	Director's Program	\$58,032.00/task
874-4	Leadership: Inventing the Future	\$3,230.45/person



PROGRAM DESCRIPTIONS

1. Building Business Acumen (BBA)

This four and one-half day program is a powerful learning experience to help understand the core activities of business. This comprehensive program incorporates critical business subjects currently taught in leading business schools, and is organized around a dynamic business simulation in which teams develop and execute a strategy using a sophisticated computer model of a global business. Participants in the Building Business Acumen program will develop an understanding of the lexicon and frameworks of business strategy, operations, finance and management.

Max Participants: 30 per course

Min Participants: 10 per course

2. President's Leadership Program

This two and one-half day program is designed to develop future leaders for the organization and ensure sustainability of leadership talent with the capacity to perform at the executive leadership level. Participants will generate capacity for strategic thinking and decision-making, information/environmental scanning, faster decision making and appropriate levels of risk taking.

Max Participants: 20 per course

Min Participants: 10 per course

3. Strategic Transformation

This one-day program designed for managers focuses on team development and optimizing organizational performance. The first half of the day concentrates on organization culture and workforce engagement as well as future and current states of the organization. The second half of the day addresses the tools and practices for high value innovation strategy, development and implementation.

Max Participants: 35 per course

Min Participants: 10 per course

PROGRAM DESCRIPTIONS

4. Financial Foundations

This five-day program designed for managers organization-wide is designed to develop skills in financial and business analysis that contribute to better decision-making and organizational performance. Understanding business drivers, basic accounting principles, financial statements and financial and strategic risk are core goals of the program.

Max Participants: 25 per course

Min Participants: 10 per course

5. Executive Education Program

This four to five-day highly customizable program fosters understanding surrounding the core activities of business and develops leadership for tomorrow's business challenges. The program is designed around business principles focusing on economics, finance and strategy and emphasizes innovation and strategies that translate into the workplace.

Max Participants: 30 per course

Min Participants: 10 per course

6. North America Leadership Experience

This four to five-day program is built around the themes and critical skills for being a leader such as improving strategic thinking and decision making, understand leadership strengths and influence on others, enhancing business knowledge in economics, finance and strategy, improving understanding of industry strategies and business models, honing executive presence, communications skills, negotiation and team building skills.

Max Participants: 35 per course

Min Participants: 10 per course

7. Vice President's Program

Senior management is the target for this two-day program, which is focused on building a committed workforce, generating innovation, and leading strategic change. Leaders attending this program achieve a shared sense of the challenges facing the organization and are prepared to participate in the strategic direction and profitable growth for the firm.

Max Participants: 20 per course

Min Participants: 10 per course

PROGRAM DESCRIPTIONS

8. Director's Program

This six-day program designed for director level managers is focused around three themes: A Strategic View of the Firm; Engaging the Team: Commitment, Confidence, Purpose and Mastery; and Sustaining High Performance: Operations, Execution and Expectations. Participants in the program will increase their capacity to develop and execute strategic initiatives at the appropriate level, propose and design initiatives in the pursuit of profitable growth and develop leadership and management abilities for sustained team engagement and high performance.

Max Participants: 30 per course

Min Participants: 10 per course

9. Leadership: Inventing the Future

Designed for individuals at all levels from top executives to emerging leaders, Leadership: Inventing the Future is a three and one-half day program that expands leadership capacity, improving corporate performance and positioning organizations to thrive. Participants gain actionable knowledge to be an effective leader, address the critical factors that drive human performance and creating value, move beyond hidden assumptions that block personal and organizational agility, create a climate of innovation and informed risk taking and mobilize people to generate and implement far-reaching, substantive change.

Max Participants: 90 per course

Min Participants: 40 per course

