

GENERAL SERVICES ADMINISTRATION

Federal Acquisition 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.

MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)

FSC Group 874

Contract Number
GS-02F-127BA

Period Covered by Contract

JULY 17, 2014 THROUGH JULY 16, 2019



Team Results USA, LLC
13724 Canal Vista Court
Potomac, MD 20854
T: 202-257-5593
F: 301-330-6523
www.teamresultsusa.com

General Services Administration

Pricelist current through PO-0007, dated May 25,
2016

Business Size: Small Business

DUNS Number: 557410045

CUSTOMER INFORMATION

- 1a. Table of awarded special item numbers with appropriate cross-reference to item descriptions and awarded price:

Special Item No. 874-1 Integrated Consulting Services

Special Item No. 874-1RC Integrated Consulting Services - Recovery Purchasing

Special Item No. 874-4 Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration, Learning Management, Internships

Special Item No. 874-4RC Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration, Learning Management, Internships - Recovery Purchasing

- 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.

Refer to page 15 for awarded GSA Schedule Contract pricelist.

- 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.

Refer to page 7 for Labor Category Descriptions and qualifications.

2. Maximum order: \$1,000,000
3. Minimum order: \$100
4. Geographic coverage (delivery area): **Delivery within the 48 contiguous states, Alaska, Hawaii, Puerto Rico and Washington, DC, and to a CONUS port or consolidation point for orders received from overseas activities.**
5. Point of production (city, county, and State or foreign country): **Not Applicable**
6. Discount from list prices or statement of net price:
- Prices shown are net Government awarded discount and include the Industrial Funding Fee.**
7. Quantity discounts: **None**
8. Prompt payment terms: **0% Net 30 days**

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

Government purchase cards will be accepted for orders at or below the micro-purchase threshold.

- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold.

Government purchase cards are accepted for orders above the micro-purchase threshold.

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

- 11a. Time of delivery:

Negotiated between Contractor and Ordering Activity

- 11b. 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 lists that have expedited delivery:

Items available for expedited delivery are noted in this price list.

- 11c. 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.

Not available.

- 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 affect a faster delivery.

When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering agency, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

12. F.O.B. point: **Destination, or as agreed to between the Contractor and the Ordering Agency**

13a. Ordering address:

Team Results USA, LLC
13724 Canal Vista Court
Potomac, MD 20854

Phone: 202-257-5593

13b. 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.

14. Payment address:

Team Results USA, LLC
13724 Canal Vista Court
Potomac, MD 20854

Bank account information for wire transfer payments will be shown on the invoice.

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). **Not Applicable**

18. Terms and conditions of rental, maintenance, and repair: **Not Applicable**

19. Terms and conditions of installation: **Not Applicable**

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: **Not Applicable**

20a. Terms and conditions for any other services: **Not Applicable**

21. List of service and distribution points: **Not Applicable**

22. List of participating dealers: **Not Applicable**

23. Preventive maintenance: **Not Applicable**

24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): **Not Applicable**

- 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.) The EIT standards can be found at: www.Section508.gov/.

Not Applicable

25. Data Universal Number System (DUNS) number: 557410045
26. Notification regarding registration in System for Award Management (SAM) database.

Contractor is registered in SAM. CAGE Code 8A6N6

The Service Contract Act (SCA) is applicable to this contract as it applies to the entire MOBIS Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and / or when the contractor adds SCA labor categories / employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable wage determination number. Failure to do so may result in cancellation of the contract.

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TEAM RESULTS USA, LLC

Partner/Principal/Director

Functional responsibilities: Leads the client engagement and provides expert solution design, customization, implementation, delivery, analytic and reporting executive management. Acts as the primary point of reference for the client and has authority to make all decisions for Team Results USA. The Partner/Principal/Director is typically the first person engaged in the delivery of either a product or pro-rata training and consulting and is the principal overseer of all service delivery.

Experience & Education: Minimum of 10 years experience and Masters Degree Applicable training or certification requirements: Team Results USA Certification (requires two years' supervised on-the-job training with Team Results USA)

EXPERIENCE & DEGREE SUBSTITUTION

The above describes the functional responsibilities and education and experience requirements for each labor category. These requirements are a guide to the types of experience and educational background of typical personnel in each labor category.

Education and experience may be substituted for each other. Each year of relevant experience may be substituted for one year of education, and vice versa. In addition, certifications, professional credentials, and vocational technical training may be substituted for experience or education.

Degree/Experience Equivalency

| Requirement | Equivalency | Other Equivalence |
|-------------|--|----------------------------|
| Bachelors | 5 years relevant experience | Professional certification |
| Masters | Bachelors plus 3 years relevant experience | |
| Doctorate | Masters plus 3 years relevant experience Bachelors plus 6 years relevant experience | |

Senior Facilitator

Functional responsibilities : Senior expert who possesses demonstrated relevant professional knowledge and skill in one or more of the facilitation of groups and teams, management of workplace issues connected to team and group dynamics, conflict resolution, staff selection and assessment, team and organizational productivity improvement, industrial psychology or team and leadership development. The Senior Facilitator is typically responsible for the bulk of all work done with a team or group of clients during an engagement and acts as the regular interface, principal deliverer of material and point of contact with the client group.

Experience & Education: Minimum of 5 years experience and Bachelors degree. Applicable training or certification requirements: Team Results USA Certification (requires two years' supervised on-the-job training with Team Results USA)

EXPERIENCE & DEGREE SUBSTITUTION

The above describes the functional responsibilities and education and experience requirements for each labor category. These requirements are a guide to the types of experience and educational background of typical personnel in each labor category.

Education and experience may be substituted for each other. Each year of relevant experience may be substituted for one year of education, and vice versa. In addition, certifications, professional credentials, and vocational technical training may be substituted for experience or education.

Degree/Experience Equivalency

| Requirement | Equivalency | Other Equivalence |
|-------------|--|----------------------------|
| Bachelors | 5 years relevant experience | Professional certification |
| Masters | Bachelors plus 3 years relevant experience | |
| Doctorate | Masters plus 3 years relevant experience Bachelors plus 6 years relevant experience | |

FIRM OVERVIEW

An end-to-end team productivity solution for the price of a hit-or-miss program.

Team Results is an organizational productivity improvement company that uses 21st -century ideas proven in the modern business and government workplace.

Gone are the team-building games, ropes courses, hackneyed catchphrases and pseudo-science of yesteryear. In their place comes a new era of modern ideas, based on originality, credibility, results and measurement - and all done with fun and laughter. This is real and up-to-date training used by some 30 Federal organizations like OPM and the State Department, not traditional "team building" or entertainment.

A Team Results program will equip your work team with their own proven, practical strategies that will raise work productivity by 20 to 60 percent, depending on the program you choose. Our goal is to get you **two years** of team progress in a program taking **two days**. The results will last at least **one year** and we will measure them for that year.

Government is teamwork. Here are some common examples, all from government clients, of performance outcomes our programs have achieved:

- Driving the uptake of change;
- Accelerating the pace of new government initiatives;
- Optimizing outreach within and across organizations;
- Driving and preserving high-performance organizational culture;
- Optimizing and recalibrating relationships between work areas and departments;
- Onboarding new leaders or leaders in new roles;
- Delivering elite results with a staff development program in your organization;
- Pre-deployment preparation for diplomats, law enforcement and military;
- Addressing and resolving sensitive, persistent or difficult work issues.

Working across Government since 1996 has allowed us to gain relevant expertise in most departments and most areas of activity. Government employees are the experts on what they do, but the environment is complex, nuanced and takes years to understand. Team Results has made that investment every day since 1996.

The unique feature of our programs is that they offer much more than just information. Your team will be **actually doing the workplace productivity improvement on the program**, not just talking about it or making plans. This is a program with an **original** approach, delivered by **credible** people, getting **practical results** which will be **measured** and reported back to you in writing. It is also a **full end-to-end service** with no hidden extras and yet is price-competitive with one-shot training events.

Join leading organizations like OPM, the FDA, NIH, the NRC, the State Department and top-100 companies like Toyota and Pfizer to experience the Team Results difference.

PROGRAMS

“The Team Results Masterclass”

The Team Results Masterclass is a 2½-day leadership masterclass aimed at people with management responsibilities in government and business. Most participants are at the mid- to senior management level, but anyone who leads people will benefit.

This is not a standard training program, but an intensive masterclass for working leaders, compressed into a single 2½-day program including two overnights. It is run by Team Results USA, the company which trains leadership teams for IBM, Pfizer, Toyota, the State Department, DHS, the FDA and many others.

Benefits from the Team Results Masterclass include:

- Leadership development that is Original, Credible, Results-based and has Measurable outcomes;
- Insider exposure to advanced leadership strategies used by senior leaders at top-100 companies and government agencies;
- Your own Personal Strategies Manual produced during the class containing key take-away results;
- Total 20 hours of credit for CPE or equivalent;
- Unlimited after-event coaching support;
- An exclusive networking group of fellow graduates accessible through a moderated private group.

The Team Results Masterclass is run at a Team Results partnered training center. This is a rural training center with good but not extravagant single-room accommodation, modern training facilities and superb grounds and outdoor walking areas.

- Day One: Start 5:30pm, dinner, end 9:30pm. Introductions, group assignment, discussion.
- Day Two: Start 8am, meals/breaks, evening study, end 9:30pm. Manage group assignment, discussions, case studies, coaching, both indoor and outdoor locations.
- Day Three: Start 8am, lunch, end 3:45pm. Complete group assignment, strategic conclusions, outcomes, presentations, measurement, graduation

Included in the pricing for this program:

- Single-room accommodation for two nights at a Team Results partnered training center. Training centers may vary but all are of a uniformly high standard suitable for government, offering professional levels of amenity but no luxury features.
- All meals. Provided meals are dinner Day 1, all meals day 2, breakfast/lunch Day 3, break snacks and sodas/coffee.
- All preparation, tuition, materials, reporting, follow-up coaching as required, and permanent membership of a managed Alumni group.

The Team Results Masterclass is compliant with Federal requirements for Per Diem and M&IE (Meals & Incidentals Allowance). GSA Per Diem rates and M&IE Breakdown apply.

"Rapid Results"

An intensive two and a half day end-to-end solution offering dramatic improvements in team productivity and operational readiness.

This is an end-to-end productivity improvement solution, not just a 2½-day course, and includes:

- Initial consultation and scoping
- Program design
- Performance benchmark and report 1
- Program pre-brief
- Training days
- Program reporting and analysis
- Performance benchmark and report 2
- Reporting of training services
- Follow-up session
- Follow-up report and analysis
- Follow-up session
- Follow-up report and analysis
- Technician setup
- Technician delivery
- Technician set-down

Notes:

1. *Coordination of our training services at a suitable off-site location selected by the client is included.*
2. *Travel and expenses associated with services performed at the end user's site (i.e. venue costs (classroom, meals, client transportation, accommodation, etc) are not included in our pricing and shall be invoiced separately on an open market basis as incurred.*

Our most popular and effective program, the Training Days portion of the Rapid Results typically runs from late afternoon on Day One - a Monday, say - to late afternoon on Day Three, a Wednesday in this example. We can recommend a choice of venues/locations for the client to choose from, or we can also use a customer specified site, as long as it meets the requirements for the delivery of the program activities. Overnight stays on Days One and Two are preferable for the team, but not essential.

Outcomes Clients Will Obtain

- A deep understanding of key team and interpersonal dynamics in the group
- Major progress against up to eight workplace outcomes wanted for the team
- Major short, medium and long-term productivity benefit for the team
- A well-established pattern of follow-up on issues of interest
- Three Team Dashboard™ team productivity measurements - one before the program, one immediately after, and one some four to six weeks later at work

- An estimated 40% to 60% increase in productivity

Logistics

- This is a two and one-half day program at an agreed-upon off-site venue/location.
- If clients wish to book overnight stays, we can help coordinate those arrangements and meals. We have a list of Team Results recommended venues/locations with their own existing GSA contracts, if requested.
- All documentation of the proceedings, tabulation of results, professional opinion and written analysis, reporting, images, forwarding of same to the client are included.
- Follow-up is unlimited - we will follow up with clients and the team as often as they like, using email, phone and - where practical - site visits.

Example

The Support and Operations Branches need to work together to achieve a critical project deadline. As the Division Director, you understand that they must take some time up-front to develop common team strategies. You hire Team Results to run a Rapid Results program and follow-ups to deliver solid productivity improvements, and to measure and report on the results back at work to yourself and the head of Agency. Your team hits the deadline with confidence and style, winning two large follow-on sets of resources and enhancing everyone's value and reputation.

“Rapid Response”

An intensive one and a half day end-to-end solution offering significant improvements in team productivity and operational readiness.

This is an end-to-end productivity improvement solution, not just a 1½-day course, and includes:

- Initial consultation and scoping
- Program design
- Performance benchmark and report 1
- Program pre-brief
- Training days
- Program reporting and analysis
- Performance benchmark and report 2
- Reporting of training services
- Follow-up session
- Follow-up report and analysis
- Follow-up session
- Follow-up report and analysis
- Technician setup
- Technician delivery
- Technician set-down

Notes:

1. *Coordination of our training services at a suitable off-site location selected by the client is included.*
2. *Travel and expenses associated with services performed at the end user’s site (i.e. venue costs (classroom, meals, client transportation, accommodation, etc) are not included in our pricing and shall be invoiced separately on an open market basis as incurred.*

The Training Days portion of the Rapid Response typically runs from morning on Day One - a Monday, say - to midday on Day Two, a Tuesday in this example. We can recommend a choice of venues/locations for the client to choose from, or we can also use a customer specified site, as long as it meets the requirements for the delivery of the program activities. An overnight stay on Day One is preferable for the team, but not essential.

Outcomes Clients Will Obtain

- A moderate understanding of key team and interpersonal dynamics in the group
- Major progress against up to three workplace outcomes wanted for the team
- Short, medium and long-term productivity benefit for the team
- A plan for follow-up on issues of interest

- Three Team Dashboard™ team productivity measurements - one before the program, one immediately after, and one some four to six weeks later at work
- An estimated 30% to 40% increase in productivity

Logistics

- This is a one and one-half day program at an agreed-upon off-site venue/location.
- If clients wish to book overnight stays, we can help coordinate those arrangements and meals. We have a list of Team Results recommended venues with their own existing GSA contracts, if requested.
- All documentation of the proceedings, tabulation of results, professional opinion and written analysis, reporting, images, forwarding of same to the client are included.
- One follow-up is included - we will follow up with the client and the team, using email, phone and - where practical - a site visit.

Example

Anticipated budget cuts will require high team support for new Departmental policies aimed at doing more with less. As Director of your agency, you decide that that a key project team needs to focus on real-world strategies for this support. Severely limited in time and budget, you book a Rapid Response program with Team Results. Immediate results and follow-ups with measurement both show that attitude has changed as a result of better strategies, and productivity rises measurably as resistance to change decreases in the following weeks and months.

"Jumpstart"

An intensive one-day end-to-end solution offering valuable insights into team productivity and operational readiness.

This is an end-to-end productivity improvement solution, not just a one-day course, and includes:

- Initial consultation and scoping
- Program design
- Program pre-brief
- Training day
- Program reporting and analysis
- Reporting of training services
- Follow-up session
- Follow-up report and analysis
- Technician setup
- Technician delivery
- Technician set-down
-

Notes:

1. *Coordination of our training services at a suitable off-site location selected by the client is included.*
2. *Travel and expenses associated with services performed at the end user's site (i.e. venue costs (classroom, meals, client transportation, accommodation, etc) are not included in our pricing and shall be invoiced separately on an open market basis as incurred.*

The Training Day portion of the Jumpstart typically runs from morning on Day One - a Monday, say - to late afternoon on Day One, also a Monday in this example. We usually recommend a choice of venues and ask that the client select one, but we can also use a venue of the client's choice as long as it is suitable. This is always a day session, with no option for overnights, and venue costs (classroom, food etc) are not included in our pricing. Given the short length of the program, the venue needs to be close by, and we will find the client an adequate location at the best available cost.

Outcomes Clients Will Obtain

- A fair understanding of key team and interpersonal dynamics in the group
- Major progress against one selected workplace outcome wanted for the team
- Short, medium and usually long-term productivity benefit for the team
- A look at follow-up options on issues of interest
- Two Team Dashboard™ team productivity measurements - one before the program and one immediately afterward
- An estimated 20% to 30% increase in productivity

Logistics

- This is a one day program at an agreed-upon off-site venue/location.
- If clients request it, we can help coordinate meals. We have a list of Team Results recommended venues with their own existing GSA contracts, if requested.
- All documentation of the proceedings, tabulation of results, professional opinion and written analysis, reporting, images, forwarding of same to the client are included.
- One follow-up is included - we will follow up with the client and the team, using email, phone and - where practical - a site visit.

Example

Your customer service team has no performance problems, but it is time for their annual re-affirmation of their existing team values. As team chief you are tired of previous mundane approaches, and you engage Team Results to run a Jumpstart program. Feedback from this experienced group is that this was the best end-to-end service and also the best day's professional development they have ever experienced in their lives.

AWARDED GSA SCHEDULE CONTRACT PRICING SIN 874-1 AND 874-4

| SIN | SERVICE (e.g. Job Title/Task) | Minimum participants | Course Length | GSA PRICE (including IFF) | Contract Rate YR2 (7/17/15-7/16/16) | Contract Rate YR3 (7/17/16-7/16/17) | Contract Rate YR4 (7/17/17-7/16/18) | Contract Rate YR5 (7/17/18-7/16/19) |
|-----------------------------------|---|----------------------|---------------|---------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| Pre-packaged team programs | | | | | | | | |
| 874-4 | The Team Results Masterclass | 10 | 30 | \$1597.93 | \$1639.47 | \$1682.10 | \$1725.83 | \$1770.70 |
| 874-4 | Rapid Results (5-15 participants) | 5-15 | 2.5 days | \$9,260.25 | \$9,501.02 | \$9,748.04 | \$10,001.49 | \$10,261.53 |
| 874-4 | Rapid Results (16-30 participants) | 16-30 | 2.5 days | \$10,678.95 | \$10,956.60 | \$11,241.48 | \$11,533.76 | \$11,833.63 |
| 874-4 | Rapid Results (31-50 participants) | 31-50 | 2.5 days | \$18,690.60 | \$19,176.56 | \$19,675.15 | \$20,186.70 | \$20,711.55 |
| 874-4 | Rapid Results (51-70 participants) | 51-70 | 2.5 days | \$26,702.25 | \$27,396.51 | \$28,108.81 | \$28,839.64 | \$29,589.47 |
| 874-4 | Rapid Results (per additional facilitator for 71+ participants) | 71+ | 2.5 days | \$8,011.65 | \$8,219.95 | \$8,433.67 | \$8,652.94 | \$8,877.92 |
| | | | | | | | | |
| 874-4 | Rapid Response (5-15 participants) | 5-15 | 1.5 days | \$6,247.66 | \$6,410.10 | \$6,576.76 | \$6,747.75 | \$6,923.20 |
| 874-4 | Rapid Response (16-30 participants) | 16-30 | 1.5 days | \$6,247.66 | \$6,410.10 | \$6,576.76 | \$6,747.75 | \$6,923.20 |
| 874-4 | Rapid Response (31-50 participants) | 31-50 | 1.5 days | \$11,053.90 | \$11,341.31 | \$11,636.18 | \$11,938.72 | \$12,249.13 |
| 874-4 | Rapid Response (51-70 participants) | 51-70 | 1.5 days | \$15,860.15 | \$16,272.52 | \$16,695.60 | \$17,129.69 | \$17,575.06 |

| SIN | SERVICE (e.g. Job Title/Task) | Minimum participants | Course Length | GSA PRICE (including IFF) | Contract Rate YR2 (7/17/15-7/16/16) | Contract Rate YR3 (7/17/16-7/16/17) | Contract Rate YR4 (7/17/17-7/16/18) | Contract Rate YR5 (7/17/18-7/16/19) |
|--|--|----------------------|------------------|---------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| Pre-packaged team programs | | | | | | | | |
| 874-4 | Rapid Response (per additional facilitator for 71+ participants) | 71+ | 1.5 days | \$4,806.25 | \$4,931.21 | \$5,059.42 | \$5,190.97 | \$5,325.93 |
| 874-4 | Jumpstart (5-15 participants) | 5-15 | 1 day | \$4,625.49 | \$4,745.75 | \$4,869.14 | \$4,995.74 | \$5,125.63 |
| 874-4 | Jumpstart (16-30 participants) | 16-30 | 1 day | \$4,625.49 | \$4,745.75 | \$4,869.14 | \$4,995.74 | \$5,125.63 |
| 874-4 | Jumpstart (31-50 participants) | 31-50 | 1 day | \$7,829.96 | \$8,033.54 | \$8,242.42 | \$8,456.72 | \$8,676.59 |
| 874-4 | Jumpstart (51-70 participants) | 51-70 | 1 day | \$11,034.44 | \$11,321.33 | \$11,615.69 | \$11,917.70 | \$12,227.56 |
| 874-4 | Jumpstart (per additional facilitator for 71+ participants) | 71+ | 1 day | \$3,204.47 | \$3,287.79 | \$3,373.27 | \$3,460.98 | \$3,550.96 |
| | | | | | | | | |
| SIN | SERVICE (e.g. Job Title/Task) | MIN EDU/ CERT LEVEL | MIN YEARS OF EXP | GSA Hourly Rate (including IFF) | Contract Rate YR2 (7/17/15-7/16/16) | Contract Rate YR3 (7/17/16-7/16/17) | Contract Rate YR4 (7/17/17-7/16/18) | Contract Rate YR5 (7/17/18-7/16/19) |
| Sessional facilitation, Coaching and Consultation rates | | | | | | | | |
| 874-1, 874-4 | Partner/ Principal/ Director | Masters | 10 | \$272.77 | \$279.86 | \$287.14 | \$294.61 | \$302.27 |
| 874-1, 874-4 | Senior Facilitator | Bachelors | 5 | \$191.14 | \$196.11 | \$201.20 | \$206.44 | \$211.80 |