



U.S. General Services Administration

Federal Supply Services

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:
<http://www.gsaadvantage.gov>.

Mission Oriented Business Integrated Services (MOBIS)**Contract Number:** GS-10F-0064V**Contract Period:** January 20, 2009 to January 19, 2014

For more information on ordering from Federal Supply Schedules, click on the FSS Schedules button at: <http://www.fss.gsa.gov>.

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Business Size: Small

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Customer Ordering Information

1. Items/Services awarded as listed on the catalog price list below.
2. Awarded prices include the 0.75% Industrial Funding Fee (IFF).
3. **Discounts:** Winning Mind, LLC's MOBIS Schedule pricing is based on its Commercial Price List (CPL), effective January 01, 2008.
4. The labor category awarded under SIN 874-1 is discounted off the CPL currently in effect. The Government's overall prices, terms and conditions are better than those offered to the firm's Most Favored Customers (MFCs).

SIN	Labor Category	Awarded Daily Consulting Rate (w/ 0.75% IFF)
874-1	Performance Enhancement Consultant	\$2,500.00

The services awarded under SIN 874-3 are discounted off the CPL currently in effect. The Government's overall prices, terms and conditions are equal to or better than those offered to the firm's Most Favored Customers (MFCs).

SIN	Service	Awarded Rate (w/ 0.75% IFF)
874-3	TAIS Survey Assessment (Qty. 1-49)	\$40.30
874-3	TAIS Survey Assessment for US Military (Qty. 1-49)	\$35.00
874-3	TAIS Survey Assessment (Qty. 50-99)	\$35.36
874-3	TAIS Survey Assessment for US Military (Qty. 50-99)	\$30.00
874-3	TAIS Survey Assessment (Qty. 100+)	\$30.23
874-3	TAIS Survey Assessment for US Military (Qty. 100+)	\$25.00
874-3	TAIS Survey Assessment (Qty. 1-49) and a 50-minute one-on-one or phone consultation	\$300.00

The training course awarded under SIN 874-4 is discounted off the CPL currently in effect. The Government's overall prices, terms and conditions are better than those offered to the firm's Most Favored Customers (MFCs).

SIN	Training	Awarded Rate (w/ 0.75% IFF)
874-4	Performance Under Pressure (PUP) Workshop	\$7,000.00 per course

5. A price reduction shall apply to purchases under this contract if Winning Mind, LLC revises the CPL upon which contract award is predicated (or a CPL incorporated via subsequent contract modification) to reduce prices, grant more favorable terms and conditions than those contained in its CPL or grant its basis of award customers discounts greater than the current discount disclosed for each labor category.

6. For Special Item Number(s): 874-1, 874-1RC, 874-3, 874-3RC, 874-4 and 874-4RC:

The final awarded prices are as follows:

SIN	Labor Category	MOBIS Daily Consulting Rate (w/IFF)
874-1	Performance Enhancement Consultant	\$2,500.00

SIN	Service	MOBIS Rate (w/IFF)
874-3	TAIS Survey Assessment (Qty. 1-49)	\$40.30 per test \$35.00 per test for the US Military
874-3	TAIS Survey Assessment (Qty. 50-99)	\$35.36 per test \$30.00 per test for the US Military
874-3	TAIS Survey Assessment (Qty. 100+)	\$30.23 per test \$25.00 per test for the US Military
874-3	TAIS Survey Assessment (Qty. 1-49) and a 50-minute one-on-one or phone consultation	\$300.00 per test/consult

SIN	Training	Course Length	Participants (min/max)	MOBIS Rate (w/IFF)
874-4	Performance Under Pressure (PUP) Workshop	Four (4) hours	6-250 individuals	\$7,000.00 per course

7. The **Labor Category descriptions** are found in Appendix A.

8. **Minimum Order Quantity:** \$100.00

9. **Maximum Order Limitation:** \$1,000,000.00

10. **Prompt Payment Discount:** 1%, 15 days

11. **Geographic Coverage:** FOB Destination, "Domestic & Overseas" (the exact delivery time to be specified on Individual Delivery/Task Orders)

a. F.O.B. point(s): Destination

b. Ordering Address:

Winning Mind, LLC
Attention: Contracts
1010 University Avenue #265
San Diego, CA 92103
Phone: (619) 497-0156
sagal@thewinningmind.com

12. **Ordering Procedures:** The ordering procedures for supplies and services, information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at the GSA/FSS Schedule homepage (<http://fss.gsa.gov/schedules>).

13. **Payment Address** is as follows:

Payment via Wire Transfer

Financial Institution: PNC Bank
9-Digit ABA routing number: see invoice
Telegraphic abbreviation: PNB
Account number: see invoice

Payment via Check/U.S. Mail

Winning Mind, LLC
Attn: Accounts Receivable
1010 University Avenue #265
San Diego, CA 92103

ACH Payments

Winning Mind, LLC
PNC Bank
ABA routing number: see invoice
Account number: see invoice

14. **Clause 552.216-70 Economic Price Adjustment** – FSS Multiple Award Schedule Contracts (SEP 1999) (Alternate I – SEP 1999) is applicable to this contract.
15. **Firm Fixed Price/Labor Hour Task Orders:** Winning Mind, LLC possesses an adequate and auditable labor hour recording and invoicing system capable of fully supporting labor hour invoices; therefore, the firm is approved to accept both Labor Hour task orders and Firm Fixed Price task orders from customer agencies under this contract.
16. **Winning Mind, LLC shall pay the Industrial Funding Fee** of 0.75% of sales, in accordance with clause 552.238-74 Industrial Funding Fee and Sales Reporting (JUL 2003)

Why You Should Work with Winning Mind

Winning Mind is a high-performance consulting firm located in San Diego, California. Focused on helping individuals and organizations perform at their best in high-pressure environments, Winning Mind works with individuals and organizations to uncover the building blocks of success and overcome obstacles to peak performance. The Winning Mind team helps our clients achieve breakthrough performance through TAIS, a proprietary diagnostic personality survey that has been proven reliable and valid over decades of research and use. Winning Mind works with individuals to identify unique characteristics and traits that will help them perform well – or potentially break down – when it matters most.

Experienced performance-focused consultants - The Winning Mind team will work with your team to uncover performance and personality strengths and weaknesses that will help or hinder the likelihood of the accomplishment of goals in the most efficient manner possible. The Winning Mind team will help you to develop performance action plans that accentuate strengths, overcome weaknesses, and that provide a clearly defined and measurable pathway to goal accomplishment.

- **High-powered diagnostics** – Winning Mind uses TAIS, a 144-question diagnostic that evaluates individual attentional (i.e. how one pays attention to their environment) and personality traits on 18 measures ranging from “awareness” and “situational flexibility” to “the need for control” and “the expression of support”. Winning Mind has benchmark profiles of top performers to which other individuals and teams can be compared.
- **Hard-hitting training and discovery** – Winning Mind offers a suite of customized off-the-shelf training programs related to leadership, team-building, performance under pressure, and organizational goal-setting/strategic planning. These training programs are generally need-based and help participants understand more about their own individual performance obstacles.
- **No-nonsense approach** – The approach that Winning Mind follows is straightforward – all of our work is focused on helping people and teams dramatically improve their ability to perform under pressure and achieve agreed-upon goals. Our approach minimizes the time and client burden needed to proceed from survey/need assessment and program design to training, consulting and individual development follow-up.

Winning Mind's Mission Oriented Business and Integrated Services (MOBIS) Offerings

The Winning Mind has tackled numerous assessment and performance enhancement projects over the past several years – and in the military, government and commercial sector. These projects, assessments and training sessions were not performed for the sake of being performed – each of Winning Mind's projects supported some larger organizational or business need for the client.

Mission Oriented Business and Integrated Services (MOBIS)

- **SIN 874-1 Consulting Services**
- **SIN 874-3 Survey Services**
- **SIN 874-4 Training Services**

Services include:

- Performance Enhancement-focused Personality Assessment
- Performance Profiling of Top Performers
- Performing Under Pressure Training
- Team Building
- Strategy Development

Terms and Conditions

GSA multiple award schedule contracts are awarded in accordance with the provisions of the

Acquisition Regulation Part 12 Acquisition of Commercial Items. To the maximum extent practicable, GSA multiple award schedule contracts include only those clauses and terms and conditions, either required to implement provisions of law or executive orders applicable to the acquisition of commercial items, or determined to be consistent with customary commercial

Ordering agencies may incorporate provisions in their task orders that are essential to their specific requirements (i.e., security, hazardous material handling, key personnel, etc.), provided they conflict with the terms and conditions of the contract. These provisions, when required, must be included in the individual task order, and any costs necessary to comply with the provision(s) prohibited by law. The terms and conditions of Winning Mind's MOBIS contract are current through Refresh 13 to Solicitation Number TFTP-MC-000874-B. An electronic version of the solicitation may be found at FedBizOpps by following this link:

https://www.fbo.gov/index?s=opportunity&mode=form&id=334659a09d90ebea4d49e9114962db7b&tab=core&_cview=1

Appendix A

MOBIS Schedule Contract Labor Category Description

Position Title: Performance Enhancement Consultant

Description – The Winning Mind Performance Enhancement Consultant has extensive experience in a variety of disciplines related to peak performance and human capital management, including in competency modeling, analyzing job demands and needs, professional ability and skills testing, recruitment and selection, staffing, career transition and change management. The Performance Enhancement Consultant works with clients one-on-one and in a team environment to utilize diagnostic assessment tools, provide interactive training sessions that include a detailed understanding of assessment results, and deliver one-on-one and group consulting sessions in pursuit of enhanced individual and organizational performance.

Minimum Years of Experience – The Winning Mind Performance Enhancement Consultant possesses qualifications that include a *Master's degree and a minimum of seven (7) years experience* managing assessment, selection or performance enhancement-related projects; assessing diagnostic assessments for various coaching and employment decisions, including analysis and reporting results; developing and validating employee competency models; developing employee intervention and coaching plans to enhance on-the-job performance, and; assessing diagnostic surveys and interpreting and delivering results in a Web-based environment. However, an exceptional case evaluation methodology exists that is consistent with that of TAIS certification (please see below).

Certification Requirements: All Winning Mind Performance Enhancement Consultants must be licensed and certified on the assessment, interpretation and implementation of The Attentional and Interpersonal Style (TAIS) inventory.

Minimum Educational/Experience Requirements for TAIS Certification:

Certification on the TAIS certification requires, as a minimum, the following combination of academic and/or applied experience:

Master's degree in Psychology with at least five (5) years of applied experience in a dedicated business coaching and organizational improvement role.

Note: An exceptional case evaluation methodology exists. Candidates with a Bachelor's degree in Psychology and at least ten (10) years of applied business consulting with hands-on experience providing executive coaching, training and business process improvement services that results in a skill-level commensurate with or exceeding experienced Master's degree-level candidates may be considered for TAIS certification.

Appendix B

MOBIS Schedule Contract Performance Under Pressure (PUP) Workshop Description

Performance Under Pressure Training Workshop

Course Objectives:

By the completion of this course, attendees will be able to:

- Understand and be able to explain their performance strengths and weaknesses as indicated on their TAIS profile.
- Understand the factors that impact performance quality across a variety of scenarios.
- Build a successful team around individual traits and characteristics and based around the performing environment
- Design and implement an action plan to improve individual and team performance.

Brief Course Description: How will you perform when the chips are down and the results matter most? Whether you are an Army Ranger breaching a door or an organizational leader delivering an important presentation, this hard-hitting and interactive training workshop will teach you and your team about what factors impact performance under pressure. Building on your own personality and performance profile that identifies and highlights your potential performance strengths and weaknesses, Performance Under Pressure trains you on what it takes to be at your best, honing your confidence and commitment to the mission when it really counts. Winning Mind trainers will provide participants action steps to improve individual and team performance to achieve a consistently higher level of performance in all critical performance situations.

Support Materials: No additional support materials necessary. However each attendee is required to take the TAIS inventory 30 days in advance of workshop delivery.

Prerequisites: The TAIS assessment must be completed by each attendee 30 days in advance of workshop delivery.

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