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: GSAAAdvantage.gov.

Multiple Award Schedule

FSC Group: Professional Services
FSC Class: R499

Contract number: GS10F0107U

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.

Contract period: January 25, 2018 – January 24, 2023

Introspect International LLC
309 Asiago
Cibolo, TX 78108
(303) 942-9616

www.introspectintl.com

Rachara A. Jefferson

Business size: Small

Price list current as of Modification #PA -0026 effective October 5, 2020

Prices Shown Herein are Net (discount deducted)
CUSTOMER INFORMATION

1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

<table>
<thead>
<tr>
<th>SINs</th>
<th>Recovery</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>N/A</td>
<td>Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services</td>
</tr>
<tr>
<td>611430</td>
<td>N/A</td>
<td>Professional and Management Development Training</td>
</tr>
<tr>
<td>OLM</td>
<td>OLMRC</td>
<td>Order-Level Materials (OLM’s)</td>
</tr>
</tbody>
</table>

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: See Page 3

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: See Page 5

2. Maximum order: $1,000,000

<table>
<thead>
<tr>
<th>SINs</th>
<th>Maximum Order</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>$1,000,000</td>
</tr>
<tr>
<td>611430</td>
<td>$1,000,000</td>
</tr>
<tr>
<td>OLM</td>
<td>$250,000</td>
</tr>
</tbody>
</table>

3. Minimum order: $100

4. Geographic coverage (delivery area): Domestic

5. Point(s) of production (city, county, and State or foreign country): Same as company address

6. Discount from list prices or statement of net price: Government Net Prices (discounts already deducted.)
7. Quantity discounts:

<table>
<thead>
<tr>
<th>25 or more workshops delivered in a 12-month period</th>
<th>Discount off CPL Price</th>
<th>GSA Price Including IFF</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local / Fort Collins through Colorado Springs Metro Area</td>
<td>18.40%</td>
<td>$11,427.31</td>
</tr>
<tr>
<td>Continental US, excluding Fort Collins through Colorado Springs Metro Area</td>
<td>19.77%</td>
<td>$13,661.22</td>
</tr>
<tr>
<td>150 or more workshops delivered in a 24-month period</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Local / Fort Collins through Colorado Springs Metro Area</td>
<td>20.40%</td>
<td>$11,148.59</td>
</tr>
<tr>
<td>Continental US, excluding Fort Collins through Colorado Springs Metro Area</td>
<td>21.73%</td>
<td>$13,328.02</td>
</tr>
</tbody>
</table>

8. Prompt payment terms. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions: Net 30 days

9. Foreign items (list items by country of origin): Not Applicable

10a. Time of delivery. (Contractor insert number of days.): To Be Determined at the Task Order level

10b. Expedited Delivery. Items available for expedited delivery are noted in this price list: Contact Contractor

10c. Overnight and 2-day delivery: Contact Contractor

10d. Urgent Requirements: Contact Contractor

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

12a. Ordering address(es): Same as company address

12b. 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.

13. Payment address(es): Same as company address

14. Warranty provision: Standard Commercial Warranty Terms & Conditions

15. Export packing charges, if applicable: Not Applicable
16. Terms and conditions of rental, maintenance, and repair (if applicable): Not Applicable

17. Terms and conditions of installation (if applicable): Not Applicable

18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): Not Applicable

18b. Terms and conditions for any other services (if applicable): Not Applicable

19. List of service and distribution points (if applicable): Not Applicable

20. List of participating dealers (if applicable): Not Applicable

21. Preventive maintenance (if applicable): Not Applicable

22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): Not Applicable

22b. 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](http://www.Section508.gov): Not Applicable

23. Data Universal Number System (DUNS) number: 616281114

24. Notification regarding registration in System for Award Management (SAM) database: Contractor registered and active in SAM

**Labor Categories:**

**Senior Consultant, Consulting, SIN 541611**

**Functional Responsibility:** Conduct interviews to determine client needs. Analyze client information to determine strengths, weaknesses, and opportunities for improvement. Assist clients in identifying their desired outcome. Develop and recommend a strategy and implementation plan to support clients in achieving their desired outcome. Conduct research and make recommendations to clients. Develop materials necessary to support clients.

Provide recommendations for future team development. Provide ongoing supportive coaching to participants. Manage client relationship. Able to conduct workshops and facilitate customized programs. Supervise and direct training staff. Conduct a debrief session with the client. Provide personalized executive & leadership coaching.

**Minimal Education/ Experience:** The Senior Consultant must have a Bachelor’s degree and 15+ years of proven successful corporate and/or government experience. A Master’s degree is preferred, but not required. The key requirement for our trainers is that they have been successful leaders in large organizations. Our consultants have managed large groups of people, were accountable for execution and results (both tactical and strategic), and preferred Profit & Loss responsibility.
**Functional Responsibility:** Conduct interviews to determine client needs. Analyze client information to determine the overall design and development of the program. Conduct research and develop materials for facilitators and participants. Conduct workshops, courses, programs, seminars, and conferences. Develop instructor materials (outlines, background materials, training aids). Develop student materials (workbooks, handouts, completion certificates, and workshop evaluations). Manage client relationship while on-site for training. Supervise and direct training staff. Conduct a debrief session with the client.

**Minimal Education/Experience:** The Senior Consultant must have a Bachelor’s degree and 15+ years of proven successful corporate and/or government experience. A Master’s degree is preferred, but not required. The key requirement for our trainers is that they have been successful leaders in large organizations. Our consultants have managed large groups of people, were accountable for execution and results (both tactical and strategic), and preferred Profit & Loss responsibility.

**Final Pricing:** The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.

<table>
<thead>
<tr>
<th>SIN</th>
<th>Awarded Labor Category</th>
<th>Site</th>
<th>Hourly Price Incl. IFF</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>Senior Consultant/Consulting</td>
<td>Not Specified</td>
<td>$272.03</td>
</tr>
<tr>
<td>541611</td>
<td>Senior Consultant/Facilitation</td>
<td>Not Specified</td>
<td>$317.36</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SIN</th>
<th>Awarded Training Course</th>
<th>Site</th>
<th>Price (Per Course) Incl. IFF</th>
</tr>
</thead>
<tbody>
<tr>
<td>611430</td>
<td>The Mindset of Leadership</td>
<td>Not Specified</td>
<td>$11,706.02</td>
</tr>
<tr>
<td>611430</td>
<td>Local/Fort Collins through Colorado Springs Metro Area</td>
<td>Not Specified</td>
<td>$13,994.42</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Course Name</th>
<th>The Mindset of Leadership</th>
</tr>
</thead>
<tbody>
<tr>
<td>Duration</td>
<td>2 days (16 hours)</td>
</tr>
<tr>
<td>Min # of Students</td>
<td>8 students</td>
</tr>
<tr>
<td>Max # of Students</td>
<td>20 students</td>
</tr>
</tbody>
</table>

**Description:** The *Mindset of Leadership* will teach you the most valuable skills of all – how to work effectively with people. In this powerful, two-day workshop, you will learn practical and proven skills to help you inspire, lead, and succeed. You will learn skills that really count, now more than ever:

- How to increase the level of collaboration and mutual support among team members – virtual teams, co-workers and colleagues, even the boss!
- How to get unstuck from nagging issues and move yourself and your co-workers forward to finding solutions.
- How to identify the limiting behaviors that get in your way and learn how to change them.
- How to listen for the real message.
- How to handle a difficult issue with another person and actually enhance your relationship in the process.

Participants “try on” and build competence in the areas of personal leadership, collaboration & teamwork, building trust & credibility, problem solving, conversations focused on accountability, personal responsibility, listening, and conflict resolution.

What differentiates our training is that participants learn a powerful personal technology to change their own behavior. Our programs go to the root cause and teach people how to tap into their own personal power. We consult with you in advance and customize the training to your team or group-specific needs. This training is appropriate for employees at all levels of the organization – from front line to senior level.

Our trainers bring high level corporate and government experience to our services. Our programs are presented by people who have been senior executives in both corporate and government organizations.
Contract #:  GS-10F-0107U
Contractor:  Introspect International LLC
Address:  309 Asiago
           Cibolo, TX 78108
Phone:  303-942-9616
E-Mail:  Rachara.jefferson@introspectintl.com
Web Address:  https://www.introspectintl.com
DUNS:  616281114
NAICS:  611430