General Services Administration

Federal Supply Service
Authorized Federal Supply Schedule Price List

Online 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: GSAAdvantage.gov.

Multiple Award Schedule (MAS)

CONTRACT NUMBER: GS-10F-0138T

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

Period Covered by Contract:
February 6, 2017 through February 5, 2022

Berlitz®

Berlitz Corporation
7 Roszel Rd, Flr 3
Princeton, NJ 08540-6257

866-517-4366 (toll free)
Fax: 855-247-0952

www.berlitz.com

Contract Administration Source:
Ross A Meglathery
Email: ross.meglathery@berlitz.us

Modification PA-0038, Effective April 9, 2020 Business Size: Large Business

Company Profile

Mission

Berlitz empowers customers to achieve their goals in a global environment by providing individualized tools and solutions that give them language, communication and cultural competence anywhere in the world.

Description

Berlitz is the fastest and most effective way to learn a language, providing flexible programs and language classes that give you practical skills in communication that can help you succeed in your job anywhere your mission takes you.

As a pioneer in language learning and inter-cultural communication for over 140 years, Berlitz uses innovative techniques to help you learn through flexible programs taught in-person and online where you'll cultivate skills that can lead to improved communication across cultures, greater diplomacy and increased career opportunities. Berlitz courses give individuals, families and business leaders the skills and cultural awareness to engage confidently abroad. We work with our students to build custom courses to truly help you prepare for your deployment and relocation to successfully work and interact with various cultures and languages around the world.

Our government language learning and cultural training is offered across dozens of languages so that you can be prepared to communicate with confidence, giving you the ability to live and work comfortably abroad. Our immersive techniques in language and cultural instruction are ideal for military language learning because it makes learning efficient, leading to faster results as you prepare for deployment. Our flexibility gives clients options to personalize their language classes according to learning style and speed.

Additionally, the Berlitz language skills assessment and testing services are available to help gauge your level of comprehension and fluency, offering language classes that are relevant to your needs. We offer tests that assess and rate your speaking skills and writing skills in your target language using international standards for defining an individual's language ability.

Whatever the mission, our worldwide language resources and cross-cultural training programs enable you to learn quickly and effectively so that you can be prepared to live and work wherever you are required to travel.

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*Regardless of language Berlitz offers the same hourly rates.

Customer Information

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

SIN 611630 - Linguistic Training and Education
SIN OLM - Order -Level Materails (OLM)
Please see pages 4 – 13 for descriptions and awarded prices

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.

Please see pages 4 – 13 for lowest unit price for each special item number awarded in the contract.

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.

Not applicable.

Customer Information

2	Maximum order: **$1,000,000**
3	Minimum order: **$100.00**
4	Geographic coverage (delivery area): **Worldwide**
5	Point(s) of production (city, county, and state or foreign country): **Berlitz Corporation • 7 Roszel Rd Flr 3 • Princeton, NJ 08540**
6	Discount from list prices or statement of net price: **Prices shown in pricelist are net. Discounts have already been deducted.**
7	Quantity discounts: For Language Services ONLY ***Individual Instruction – P1 (CP & IP) 1-3 Students*** 10,001+ lessons 30% ***Charter (CH) or Corporate Group (up to 12 Students)*** 10,001+ lessons 30% ***Total Immersion (TI) Training*** 10,001+ lessons 30% ***Berlitz Virtual Classroom (BVC) Training*** 1,000+ lessons 25%
8	Prompt payment terms: **0% NET 30**
9a	Notification that Government purchase cards are accepted at or below the micro-purchase threshold. Yes, Government purchase cards are accepted at or below the micro-purchase threshold.
9b	Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold. **Yes, Government purchase cards are accepted above the micro-purchase threshold.**
10	Foreign items (list items by country of origin). **N/A**
11a	Time of delivery. **Per agreed to delivery on each Task Order.**
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. **N/A**
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. **N/A**
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. **N/A**

Customer Information

12	F.O.B. point(s). **Destination**
13a	Ordering address: **Berlitz Languages, Inc. • 1 Thomas Circle NW, Suite 105 • Washington, DC 20005**
13b	Ordering Procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs) are found in Federal Acquisition Regulation (FAR) 8.405-3.
14	Payment address: **Berlitz Languages, Inc. • 1 Thomas Circle NW, Suite 105 • Washington, DC 20005**
15	Warranty provision. **N/A**
16	Export packing charges, if applicable. **N/A**
17	Terms and conditions of Government purchase card acceptance (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 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. **N/A**
25	Data Universal Number System (DUNS) number. **156326167**
26	Notification regarding registration in System for Award Management (SAM) database. **Yes**

Rates/Prices

Our language learning classes use the most effective method for learning, while offering competitive flat hourly rates. Our pricing is structured as a flat hourly rate, giving learners flexibility for scheduling private or group classes. For individuals and small groups of up to three people, we offer one flat rate. For larger groups of four to twelve people, the hourly rate is also a flat price per hour.

Language Services

SIN	Part No	Category	Description	GSA Catalog Price
Individual Language Instruction – P1 (CP, IP)				
611630	GP1-44-AB	Individual Language Instruction (CP & IP)	Individual Language Instruction – P-1 (CP/Consumer Private and IP/ Institutional Private) (1-44 Language Lessons) – (1-3 students) A and B Languages – Rates per language lesson	$56.68
611630	GP45-89-AB	Individual Language Instruction (CP & IP)	Individual Language Instruction – P-1 (CP/Consumer Private and IP/ Institutional Private) (45-89 Language Lessons) – (1-3 students) A and B Languages – Rates per language lesson	$49.12
611630	GP90-999-AB	Individual Language Instruction (CP & IP)	Individual Language Instruction – P-1 (CP/Consumer Private and IP/ Institutional Private) (90-999 Language Lessons) – (1-3 students) A and B Languages – Rates per language lesson	$45.34
611630	GP1000-AB	Individual Language Instruction (CP & IP)	Individual Language Instruction – P-1 (CP/Consumer Private and IP/ Institutional Private) (1000 and over (LIR)Language Lessons) – (1-3 students) A and B Languages – Rates per language lesson	$40.81
Charter (CH) or Corporate Group Language Instruction				
611630	GP1-119CH-AB	Charter (CH) or Corporate Group	Charter (CH) or Corporate Group – no more than 12 students per charter class. (1-119 Language Lessons) – A and B Languages – Rates per language lesson	$60.45
611630	GP120CH-AB	Charter (CH) or Corporate Group	Charter (CH) or Corporate Group – no more than 12 students per charter class. (120 and over Language Lessons) – A and B Languages – Rates per language lesson	$56.68

"A" Languages: French, German, Italian, Portuguese, and Spanish
"B" Languages: All other languages as listed.

*includes 0.75% IFF

Berlitz ‘B Languages’ Listing

0001 Abkhaz	0002 Afrikaans	0003 Albanian
0004 Amayra	0005 Amharic	0006 Arabic (Algerian)
0007 Arabic (Egyptian)	0008 Arabic (Iraqi)	0009 Arabic (Levantine – includes Jordanian, Lebanese, Palestinian and Syrian)
0010 Arabic (Libyan)	0011 Arabic (Mauritanian)	0013 Arabic (Moroccan)
0014 Arabic (Omani)	0015 Arabic (Saudi/Gulf)	0016 Arabic (Sudanese)
0017 Arabic (Tunisian)	0018 Arabic (Yemeni)	0019 Armenian (Eastern)
0020 Azeri	0021 Baluchi	0022 Basque
0023 Belarusian	0024 Berber	0025 Brahui
0026 Burmese	0027 Cambodian	0028 Cebuano
0029 Chavacano	0030 Chechen	0031 Chinese (Cantonese)
0032 Chinese (Mandarin)	0033 Dari	0034 Dutch
0035 Flemish	0036 Georgian	0037 Greek
0038 Haitian-Creole	0039 Hausa	0040 Hebrew
0041 Hindi	0042 Ilocano	0043 Japanese
0044 Kashmiri	0045 Kazakh	0046 Korean
0047 Kurdish (Kumanji)	0048 Kurdish (Sorani)	0049 Lao
0050 Lingala	0051 Macedonian	0052 Maguindanao
0053 Maranao	0054 Pashto	0055 Persian/Farsi
0056 Punjabi (East)	0057 Punjabi (West)	0058 Quechua
0059 Russian	0060 Sama	0061 Serbo-Croatian
0062 Somali	0063 Swahili	0064 Tagalog
0065 Tajik	0066 Tatar	0067 Tausug
0068 Thai	0069 Tigrinya	0070 Turkish
0071 Turkmen	0072 Uighur	0073 Ukrainian
0074 Urdu	0075 Uzbek	0076 Yakan
0077 Yawi	0078 Bengali	0079 Bikol
0080 Bulgarian	0081 Czech	0082 Danish
0083 Dinka	0084 Eritrean	0085 Estonian
0086 Finnish	0087 Fulani	0088 Fuzhou
0089 Guarani	0090 Hakka	0091 Hungarian
0092 Ibo	0093 Indonesian	0094 Javanese
0095 Kammyang (N Thai)	0096 Kannada	0097 Kinyarwanda
0098 Kirundi	0099 Kyrgyz	0100 Lanna
0101 Latvian	0102 Lithuanian	0103 Luganda
0104 Malay	0105 Maltese	0106 Marathi
0107 Mongolian	0108 Norwegian	0109 Oromo
0110 Pampangan	0111 Papiementu	0112 Polish
0113 Romanian	0114 Shan	0115 Shona
0116 Sindhi	0117 Slovak	0118 Slovenian
0119 Sotho	0120 Swedish	0121 Taechew (Chaozhou)
0122 Taiwanese (S. Min)	0123 Tamil	0124 Telegu
0125 Tibetan	0126 Vietnamese	0127 Wa
0128 Wu (Shanghai)	0129 Xhosa	0130 Yoruba
0131 Yunnanese (Haw)		

Service Contract Labor Standards

The Service Contract Labor Standards(SCLS) 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 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 eligible labor categories. If and / or when Berlitz Corporation adds SCLS labor categories / employees to the contract through the modification process, the Contractor must inform the Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

Cross-Cultural Training Programs

Course Title	Unit of Issue	GSA Price (including IFF)
International Assignment Training (Face-to-Face) One Day Cross- cultural Training Program	Per Course	$2,687.66
Group - International Assignment Training (Face-to-Face) One Day Cross-cultural Training Program	Per Course	$3,713.85
International Assignment Training (Face-to-Face) Two Day Cross- Cultural Training Program	Per Person	$3,616.12
Repatriation (Face-to-Face) – One Day Training Program	Per Person	$2,638.79
Youth Programs – Children 7-17 (Face-to-Face) One Day Cross-Cultural Program	Per Person	$1,856.93
Cultural Fast Track™ – Online Cross-Cultural Training with 2 Hours Live Coaching	Per 2 Hours	$1,172.80
Cultural Fast Track™ – Online Cross-Cultural Training with 4 Hours Live Coaching	Per 4 Hours	$1,710.33
Cultural Navigator Self Study (Online)	Per Person	$244.33
Intercultural Business Skills (Face-to-Face) One Day Training Program	Per Course	$4,397.98
Intercultural Business Skills (Webinar)**	Per Course	$4,104.79
Global Perspectives (Face-to-Face) Half Day Intercultural Training Program	Per Course	$3,127.46
Global Perspectives in a Multi-Cultural Workplace (Face-to-Face) – One Day Training Program	Per Course	$4,397.98
Team Building (Face-to-Face) One Day Intercultural Training Program	Per Course	$4,397.98

Cross-Cultural Training Programs Course Descriptions

International Assignment Training (Face-to-Face) – One Day Cross-cultural Training Program

Description: Berlitz International Assignment Training programs are uniquely designed to support the successful transition for expatriates and their families from their home country to their host country. These cross-cultural training programs help assimilate employees with cultural competence by providing a deeper understanding of the host country's cultural values, beliefs and behaviors. We also focus on practical cross-cultural business communication skills and information around the business and social protocols of the host country that are instrumental for an expatriate to understand to succeed.

Course Length: 1 Day

Minimum # of Participants: 1

Maximum # of Participants: 4 related people – generally couples, but if participants have adult children (18 and older) moving with them, they can attend with the parents.

Group International Assignment Training (Face-to-Face) – One Day Cross-cultural Training Program

Description: Berlitz International Assignment Training programs are uniquely designed to support the successful transition for Expatriates and their families from their home country to their host country. These cross-cultural training programs help assimilate employees with cultural competence by providing a deeper understanding of the host country's cultural values, beliefs and behaviors. We also focus on practical cross-cultural business communication skills and information around the business and social protocols of the host country that are instrumental for an Expatriate to understand to succeed.

Course Length: 1 Day

Minimum # of Participants: 1

Maximum # of Participants: 4 unrelated people

Cross-Cultural Training Programs Course Descriptions

International Assignment Training (Face-to-Face) – Two Day Cross-Cultural Training Program

Description: Berlitz International Assignment Training programs are uniquely designed to support the successful transition for Expatriates and their families from their home country to their host country. These cross-cultural training programs help assimilate employees with cultural competence by providing a deeper understanding of the host country's cultural values, beliefs and behaviors. We also focus on practical cross-cultural business communication skills and information around the business and social protocols of the host country that are instrumental for an Expatriate to understand to succeed.
Course Length: 2 Days
Minimum # of Participants: 1
Maximum # of Participants: 4 related people – generally couples, but if participants have adult children (18 and older) moving with them, they can attend with the parents.

Repatriation (Face-to-Face) – One Day Training Program

Description: This program minimizes re-entry shock, supports successful adaptation upon returning home by creating an action plan to readjust more quickly, gives current information on home culture, strategizes for ways to utilize newly-earned skills and examines how cultural value differences will manifest themselves in the new work environment.
Course Length: 1 Day
Minimum # of Participants: 1
Maximum # of Participants: 4 related people – generally couples, but if they have adult children (18 and older) moving with, they can attend with the parents.

Youth Programs – Children 7 -17 (Face-to-Face) – One Day Cross-Cultural Program

Description: This cross-cultural training program helps children cope in a positive way through greater understanding of life in the new culture of the host country with a focus on daily living information, the school system, making friends, continuing with their hobbies or sports and whatever specific concerns the child may have with the move.
Course Length: 1 Day
Minimum # of Participants: 1
Maximum # of Participants: 5 must be siblings

Cultural Fast Track™ – Online Cross-Cultural Training with 2 Hours Live Coaching

Description: Cultural Fast Track offers a short or long term solution for Expatriates and their spouse or partner, frequent business travelers, and/or rotational employees with the flexibility to access their cross cultural training anywhere at their convenience. Blending our online self-study modules with a live virtual trainer for 2 hours of coaching ensures that his/her specific concerns and questions are answered.
Course Length: 2 Hours
Minimum # of Participants: 1
Maximum # of Participants: 2 related people

Cross-Cultural Training Programs Course Descriptions

Cultural Fast Track™ – Online Cross-Cultural Training with 4 Hours Live Coaching

Description: Cultural Fast Track offers a short or long term solution for Expatriates and their spouse or partner, frequent business travelers, and/or rotational employees with the flexibility to access their cross cultural training anywhere at their convenience. Blending our online self-study modules with a live virtual trainer for 4 hours of coaching ensures that his/her specific concerns and questions are answered.
Course Length: 4 Hours
Minimum # of Participants: 1
Maximum # of Participants: 2 related people

Cultural Navigator Self Study (Online)

Description: Embedded in the Cultural Navigator® web based learning portal, the International Assignment Learning Paths are designed to support the employee and their spouse or partner to live and work in a new culture with 24/7 access for one full year.
Course Length: 12 Month License
Minimum # of Participants: 1
Maximum # of Participants: unlimited

Intercultural Business Skills (Face-to-Face) – One Day Training Program

Description: The Intercultural Business Skills workshop is designed to assist professionals who conduct business with colleagues from other countries and need to optimize their cross-cultural skills and effectiveness when working together. On the basis of this knowledge, participants will develop critical cross-cultural business communication skills that are practiced in the context of building relationships, teamwork and collaboration, and exercising leadership across cultures.
Course Length: 1 Day
Minimum # of Participants: 3
Maximum # of Participants: 20

Cross-Cultural Training Programs Course Descriptions

Intercultural Business Skills (Webinar)

Description: The Intercultural Business Skills webinar is designed to assist professionals who conduct business with colleagues from other countries and need to optimize their cross-cultural skills and effectiveness when working together. On the basis of this knowledge, participants will develop critical cross-cultural business communication skills that are practiced in the context of building relationships, teamwork and collaboration, and exercising leadership across cultures.
Course Length: 90 Minutes to 3 Hours
Minimum # of Participants: 3
Maximum # of Participants: 20

Global Perspectives (Face-to-Face) – Half Day Intercultural Training Program

Description: The Global Perspectives program is designed to demonstrate the impact of culture on building relationships, business culture, effective communication, management styles and team effectiveness. The design is pragmatic and based around real challenges identified by the participants prior and during the program. Challenges are reviewed and framed within a non- threatening model that results in common insight and understanding. This in turn is applied as a working model to provide the participants with the opportunity to develop the requisite skills (individually and collectively) to address challenges within and outside the team context. This program focuses on regional differences and overall intercultural communication and competency skills.
Course Length: Half Day
Minimum # of Participants: 3
Maximum # of Participants: 20

Global Perspectives in a Multi-Cultural Workplace (Face-to-Face) – One Day Training Program

Description: The Global Perspectives program is designed to demonstrate the impact of culture on building relationships, business culture, effective communication, management styles and team effectiveness. The design is pragmatic and based around the real challenges identified by the participants prior and during the program. The challenges are reviewed and framed within a non-threatening model that results in common insight and understanding. This in turn is applied as a working model to provide the participants with the opportunity to develop the requisite skills (individually and collectively) to address challenges within and outside the team context. This program focuses on regional differences and overall intercultural communication and competency skills.
Course Length: 1 Day
Minimum # of Participants: 3
Maximum # of Participants: 20

Team Building (Face-to-Face) – One Day Intercultural Training Program

Description: The Team Building program provides global team members with the necessary knowledge, mindset and skills for more effective multicultural teamwork. Building effective teams is especially challenging within a multicultural environment. Successful team leadership in one cultural context may appear ineffectual in another because of culturally-based assumptions and expectations. Roles and responsibilities of team members vary based on corporate culture, and local culture's preferences and orientations. Participants gain practical insights on how culture impacts the team process, acquire effective multicultural leadership and management skills, use tools for modeling flexible and resilient communication processes and explore best practices for participating in global teams.
Course Length: 1 Day
Minimum # of Participants: 3
Maximum # of Participants: 20

Language Testing and Assessment

Test	Tier	Test Volume (annual)	Price (per test)
Berlitz Test of Speaking Skills (BTSS) Spoken language testing and assessment	1	1 – 49	$ 97.73
	2	50 – 99	$ 78.19
	3	100 – 499	$ 58.64
	4	500 – 24,999	$ 48.87
Berlitz Test of Writing Skills (BTWS) Written language testing and assessment	1	1 – 49	$ 63.53
	2	50 – 99	$ 58.64
	3	100 – 499	$ 53.75
	4	500 – 24,999	$ 43.98

Language Testing and Assessment

Berlitz Test of Speaking Skills (BTSS):

The Berlitz Test of Speaking Skills is a 20-minute assessment consisting of questions, prompts and tasks to measure an examinee's verbal ability in the target language. It provides results based on the Common European Framework of Reference (CEFR), the international standard for defining an individual's language ability. The test is administered by native-fluent Berlitz raters, who appraise proficiency levels in:

- Fluency
- Grammatical accuracy
- Linguistic range
- Phonological control

The Berlitz Test of Speaking Skills includes:

- Over-the-phone delivery
- Availability in multiple languages, including but not limited to: Arabic, Assyrian, Armenian, Bosnian, Bulgarian, Cantonese, Cambodian, Croatian, Dari, Dutch, English, Farsi, French, German, Greek, Hebrew, Hindi, Italian, Japanese, Korean, Malay, Mandarin, Moldavian, Norwegian, Pashto, Polish, Portuguese, Punjabi, Romanian, Russian, Samoan, Serbian, Slovak, Spanish, Swedish, Tagalog, Thai, Turkish, Urdu and Vietnamese. Languages are continually being added and removed from the list above based on demand.
- Access to test results within 24 to 48 hours.

Berlitz Test of Writing Skills (BTWS):

The Berlitz Test of Writing Skills effectively assesses second-language writing ability. This test is designed to measure business and professional use of target-language writing in a workplace or other institutional setting. The BTWS includes:

- Paper-based or online, 60-minute exam
- Language-writing testing are available in, but not limited to the following languages: Arabic, Dutch, English, Farsi, French, German, Italian, Portuguese, Spanish, Tagalog and Turkish. Languages are continually being added and removed from the list above based on demand.
- Availability of test results within 24 to 48 hours and are based on the Common European Framework of Reference (CEFR)

*Please note that based on the customer's requirements, all Berlitz test results may be rated using the ILR (Inter-Agency Language Roundtable) language proficiency scale rather than the CEFR.