



Discovery Learning Specialists...

Business Games, Simulations, and Discovery Maps®

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Management, Organizational and Business Improvement Services (MOBIS)

SIN 874-1: Consulting Services
SIN 874-2: Facilitation Services
SIN 874-4: Training Services
SIN 874-5: Support Products

GSA Schedule: GS-10F-0192N

Federal Supply Class 874

Veteran Owned Business
Business Size: Large Business

ABOUT PARADIGM LEARNING

Changing The Way The Government Agencies World Communicates And Educates.
Dynamic. Innovative. Effective.

Paradigm Learning is not your traditional training company. There is a reason federal government agencies and more than half of the Fortune 500 turns to us for dynamic employee training Programs. Since 1994, it has attracted a growing number of clients who are looking for more ...

More results. More speed. More success.

The company was founded on the premise of bringing energy and excitement to the training industry. Using the power of "discovery learning," Paradigm Learning provides innovative business games, simulations and Discovery Maps® programs to educate learners from government agencies about critical government and business issues.

Not only is discovery learning more interesting for learners, but it also reduces the amount of time an agency needs to spend communicating important information and skills.

Paradigm Learning combines the power of business board games and business simulations to create classroom-based learning experiences that are fun, challenging and content-rich. Our government training programs for managers and employees target strategic issues such as business acumen, talent leadership, leadership accountability, organizational change, sales effectiveness and project management.

Paradigm Learning's Discovery Maps are fully-customized communication programs that take government people well beyond their day-to-day perspectives and move them to understand, own, and commit to your agency's evolving vision, strategies and initiatives.

Paradigm Learning is headquartered in St. Petersburg, Florida.

Past clients include:

Internal Revenue Service

Southwest Airlines

Regence Group

Caterpillar

Green Mountain Coffee Roasters

Touchstone Energy

Molson Coors

US Office of Personnel Management

Northrop Grumman

Comcast

Comdata

Kraft

Marathon Oil

Kent State University

US Army National Guard

1a. Awarded Special Item Numbers:	874-1 Consulting Services; 874-2 Facilitator Services; 874-3 Training Services; 874-5 Support Products
1b. Lowest Priced Items:	Editorial Staff \$700.00/day; Countdown Client Site Facilitator Training \$1150.00
1c. Labor Category Descriptions:	Please refer to page 7 of the GSA Price List
2. Maximum Order:	\$1,000,000
3. Minimum Order:	\$300
4. Geographic Coverage:	The 48 contiguous states, Alaska, Hawaii, Puerto Rico, and the District of Columbia
5. Point of Production:	N/A
6. Discount From List:	Prices listed are Net
7. Quantity Discounts:	Please refer to GSA pricing schedule
8. Prompt Payment Terms:	Net 30 Days
9a. Government Purchase Cards:	Paradigm Learning accepts the Government Purchase cards up to the micro purchase threshold
9b. Government Purchase Cards:	Please refer to item #17
10. Foreign Items:	N/A
11a. Time of Delivery:	Based upon agreement between Paradigm Learning and the customer
11b. Expedited Delivery:	N/A
11c. Overnight and 2-Day Delivery:	N/A
11d. Urgent Requirements:	N/A
12. F.O.B. Point:	Destination
13a. Ordering Address:	Paradigm Learning, Inc. 100 2nd Avenue South, Suite 1201 St. Petersburg, FL 33701 Phone: 727-471-3170

13b. Ordering Procedures:	For supplies and services, the ordering procedures, the information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).
14. Payment Address:	Paradigm Learning, Inc. 100 2nd Avenue South, Suite 1201 St. Petersburg, FL 33701 Phone: 727-471-3170
15. Warranty Provisions:	N/A
16. Export Packing Charges:	N/A
17. Terms and Conditions of Government Purchase Card Acceptance Above Micro-Purchase Level:	Paradigm Learning will accept payment with the Government purchase card on any order of \$10,000.00 or less and on a case-by-case basis on any order above \$10,000.00
18. Terms and Conditions, Rental, Maintenance, Repair:	N/A
19. Terms and Conditions Instillation:	N/A
20a. Terms and Condition Repair Parts:	N/A
20b. Terms and Conditions Other Services:	N/A
21. Service and Distribution Points:	N/A
22. Participating Dealers:	N/A
23. Preventative Maintenance:	N/A
24a. Special Attributes:	N/A
24b. 508 Compliance:	N/A
25. DUNS Number:	960103901
26. Cage Code:	1YTB7
27. Uncompensated Overtime:	N/A

Zodiak®: The Game of Business Finance and Strategy	
874-2, 874-5, 874-5RC	
Zodiak Delivery Options	
Zodiak Client Site Delivery including 6 rental game boxes for up to 24 Participants (Learners Guides additional)	\$4,221.16
Zodiak Client Site 3 Day Facilitator Training (up to 2 facilitators) includes training and facilitator materials	\$10,599.80
Zodiak - Additional Facilitators at Client Site for the 3 Day Facilitator Training includes training and facilitator materials - price per facilitator	\$4,455.67
Zodiak Public 3 Day Facilitator Training includes training and facilitator materials - price per facilitator	\$4,455.67
874-5, 874-5RC	
Zodiak Materials	
Zodiak Game Box	\$320.91
Zodiak Facilitator Guide	\$197.48
Zodiak Learners Guide - price listed per guide	\$76.03
Zodiak Learners Guide - price listed per guide - purchase 1000-1999	\$67.14
Zodiak Learners Guide - price listed per guide - purchase 2000-2999	\$60.23
Zodiak Learners Guide - price listed per guide - purchase 3000-4999	\$51.35
Zodiak Learners Guide - price listed per guide - purchase 5000-9999	\$44.43
Zodiak Learners Guide - price listed per guide - purchase 10000 or more	\$37.52
874-1, 874-4, 874-5, 874-5RC	
Zodiak Tailoring Options	
Zodiak Tailoring Option 1	\$10,318.39
Zodiak Tailoring Option 2	\$27,672.05

Countdown®: A Strategy Game for Project Teams**874-2, 874-5, 874-5RC****Countdown Delivery Options**

Countdown Client Site Delivery including 6 rental game boxes for up to 18 Participants (project Books additional)	\$4,221.16
Countdown Client Site 3 Day Facilitator Training (up to 2 facilitators) includes training and Facilitator Guide and training for up to 16 additional learners on Day 1	\$10,599.80
Countdown Additional Facilitators at Client Site for the 3 Day Facilitator Training includes training and Facilitator Guide - price per facilitator	\$4,455.67
Countdown Public 3 Day Facilitator Training includes training and Facilitator Guide	\$4,455.67

874-5, 874-5RC**Countdown Materials**

Countdown Game Box	\$320.91
Countdown Facilitator Kit	\$839.29
Countdown Facilitator Guide	\$108.61
Countdown Project Book (includes Desk Reference) - price listed per Project Book	\$83.93
Countdown Project Book (includes Desk Reference) - price listed per Project Book - purchase 1000-1999	\$83.93
Countdown Project Book (includes Desk Reference) - price listed per Project Book - purchase 2000-2999	\$81.95
Countdown Project Book (includes Desk Reference) - price listed per Project Book - purchase 3000-4999	\$71.09
Countdown Project Book (includes Desk Reference) - price listed per Project Book - purchase 5000-9999	\$61.22
Countdown Project Book (includes Desk Reference) - price listed per Project Book - purchase 10000 or more	\$53.32

Impact5: The Business of Leadership Game®**874-2, 874-5, 874-5RC****Impact5 Delivery Options**

Impact5 Client Site Delivery including 5 rental game boxes for up to 15 Participants (Participant Workbooks additional)	\$4,221.16
Impact5 Client Site 3 Day Facilitator Training (up to 4 facilitators) includes training and facilitator materials	\$10,599.80
Impact5 - Additional Facilitators at Client Site for the 3 Day Facilitator Training includes training and facilitator materials - price per facilitator	\$4,455.67
Impact5 Public 3 Day Facilitator Training includes training and facilitator materials - price per facilitator	\$4,455.67

874-5, 874-5RC**Impact5 Materials**

Impact5 Game Box	\$609.72
Impact5 Facilitator Guide	\$148.11
Impact5 Participant Workbook (includes Leadership Guidebook) - price listed per Participant Workbook	\$83.93
Impact5 Participant Workbook (includes Leadership Guidebook) - price listed per Participant Workbook - purchase 1000-1999	\$83.93
Impact5 Participant Workbook (includes Leadership Guidebook) - price listed per Participant Workbook - purchase 2000-2999	\$83.93
Impact5 Participant Workbook (includes Leadership Guidebook) - price listed per Participant Workbook - purchase 3000-4999	\$73.07
Impact5 Participant Workbook (includes Leadership Guidebook) - price listed per Participant Workbook - purchase 5000-9999	\$63.19
Impact5 Participant Workbook (includes Leadership Guidebook) - price listed per Participant Workbook - purchase 10000 or more	\$55.29

Right Turns: Change in Action®	
874-4, 874-4RC	
Right Turns Support Product/Service	
Right Turns Client Site Delivery (For up to 20 participants)(materials include Discovery Map Sets & Participant Workbooks) per SIN 874-5	\$4,221.16
Right Turns Implementation Support per SIN 874-5	\$1,998.02
874-5, 874-5RC	
Right Turns Materials	
Right Turns Discovery Map Kit Annual License Fee (includes materials for 4 map sets and 1 Facilitator Guide)	\$2,204.38
Right Turns Discovery Map Set Annual License Fee (includes materials for 1 map set) 4 or more sets purchased at a time after purchase of the Discovery Map Kit - prices listed per set	\$469.02
Right Turns Facilitator Guide	\$197.48
Right Turns Participant Guide-price listed per guide	\$54.31
Right Turns Participant Guide-price listed per guide - purchase 250-499	\$50.36
Right Turns Participant Guide-price listed per guide - purchase 500-999	\$46.41
Right Turns Participant Guide-price listed per guide - purchase 1000-1999	\$32.58
Right Turns Participant Guide-price listed per guide - purchase 2000-2999	\$29.62
Right Turns Participant Guide-price listed per guide - purchase 3000-4999	\$26.66
Right Turns Managers Guide-price listed per guide	\$19.75
Right Turns Managers Guide - price listed per guide - purchase 100-249	\$17.77
Right Turns Managers Guide - price listed per guide - purchase 250-499	\$16.79
Right Turns Managers Guide - price listed per guide - purchase 500 - 999	\$14.81
Right Turns Managers Guide - price listed per guide - purchase 1000-1999	\$11.85
Right Turns Managers Guide -price listed per guide - purchase 2000 or more	\$10.86

Mosaic: The Art of Talent Leadership®	
874-4, 874-4RC	
Mosaic Support Product/Service	
Mosaic Client Site Delivery (For up to 20 participants)(materials include Discovery Map Sets & Participant Workbooks)	\$4,221.16
Mosaic Implementation Support per SIN 874-5	\$2,579.60
874-5, 874-5RC	
Mosaic Materials	
Mosaic Discovery Map Kit Annual License Fee (includes materials for 5 map sets and 1 Facilitator Guide)	\$2,673.40
Mosaic Discovery Map Set Annual License Fee (includes materials for 1 map set)	\$469.02
Mosaic Discovery Map Set Annual License Fee (includes materials for 1 map set) 5 or more sets purchased at a time after purchase of the Discovery Map Kit - prices listed per Set	\$469.02
Mosaic Facilitator Guide	\$197.48
Mosaic Participant Workbook-price listed per guide	\$108.61
Mosaic Participant Workbook-price listed per guide - purchase 250-499 guides	\$100.72
Mosaic Participant Workbook-price listed per guide - purchase 500-999 guides	\$91.83
Mosaic Participant Workbook-price listed per guide - purchase 1000-1999 guides	\$64.18
Mosaic Participant Workbook-price listed per guide - purchase 2000-2999 guides	\$56.28
Mosaic Participant Workbook-price listed per guide - purchase 3000-4999 guides	\$49.37

Neon Buzz®: Lighting Up Organizational Performance**874-2, 874-5, 874-5RC****Neon Buzz Delivery Options**

Neon Buzz Client Site Delivery including rental game material for up to 30 learners (handbooks are extra)	\$4,221.16
Neon Buzz Client Site 2 Day Facilitator Training (up to 4 facilitators) includes training and Facilitator Guide and training for up to 28 additional learners on Day 1	\$5,440.61
Neon Buzz Additional Facilitators at Client Site for the 2 Day Facilitator Training includes training and Facilitator Guide - price per facilitator	\$1,876.07

874-5, 874-5RC**Neon Buzz Materials**

Neon Buzz Game Box	\$4,643.28
Neon Buzz Facilitator Guide	\$113.55
Neon Buzz Handbook - price listed per Handbook	\$88.87
Neon Buzz Handbook - price listed per Handbook - purchase 250-499	\$82.65
Neon Buzz Handbook - price listed per Handbook - purchase 500-999	\$75.54
Neon Buzz Handbook - price listed per Handbook - purchase 1000-1999	\$48.38
Neon Buzz Handbook - price listed per Handbook - purchase 2000-2999	\$43.45
Neon Buzz Handbook - price listed per Handbook - purchase 3000-4999	\$38.51
Neon Buzz Handbook - price listed per Handbook - purchase 5000-9999	\$32.58
Neon Buzz Handbook - price listed per Handbook - purchase 10000 or more	\$27.65

Discovery Maps®	
874-1	
Discovery Map	
Fully Customized Discovery Map	\$120,957.22
Fully Customized Discovery Map & Additional Activities	\$135,472.08

CONSULTING SERVICES	
874-1	
Labor Category All Products per day	
Consultant / Facilitator	\$1,974.81
Project Leader	\$1,777.33
Instructional Designer	\$2,962.22
Instructional Designer II	\$2,468.51
Developer	\$1,974.81
Art Consultant/Business Illustrator	\$1,974.81
Graphics Staff	\$888.67
Editorial Staff	\$691.18
Traffic and Production Staff	\$888.67