

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

**Mission Oriented Business Integrated Services FSC Group: 874  
CONTRACT NUMBER: GS-02F-0088X**

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

**Contract Period: February 17, 2011 – February 16, 2016**



**Company:**

Wise Ways Consulting, Inc.  
1621 Ladue Ct, #403  
Woodbridge, VA 22191  
703-763-3823 (O) 703-763-2397 (F)  
POC: Melissa Davies – [melissa@wisewaysconsulting.com](mailto:melissa@wisewaysconsulting.com)  
[www.wisewaysconsulting.com](http://www.wisewaysconsulting.com)

Business size: Woman-Owned Small Business

Price List Date – March 1, 2011

## Customer Information

- 1a. **Awarded Special Item Numbers:**
  - 874 1 Consulting Services
  - 874 2 Facilitation Services
  - 874 4 Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration
- 1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract: N/A
- 1c. **Please see our hourly rates as shown below in our price list.** A list of all class descriptions is shown in our Price List.
2. **Maximum order:** \$1,000,000
3. **Minimum order:** \$300
4. **Geographic coverage (delivery area):** United States including all territories.
5. **Point(s) of production:** Woodbridge, VA.
6. **Discount from list prices or statement of net price:** Prices shown are net (discount already deducted)
7. **Quantity discounts:** Contracts over \$50,000-2.0% discount available
8. **Prompt payment terms:** Net 30 days
- 9a. **Government purchase cards are accepted at or below the micro-purchase threshold.**
- 9b. **Government purchase cards are accepted above the micro-purchase threshold.**
10. **Foreign items:** N/A
- 11a. **Time of delivery:** To be negotiated with the Ordering Agency on each Task Order.
- 11b. **Expedited Delivery:** N/A
- 11c. **Overnight and 2-day delivery:** N/A
- 11d. **Urgent Requirements:** N/A
12. **F.O.B. point(s):** To be negotiated with the Ordering Agency on each Task Order

- 13a. **Ordering address is as follows:**  
Wise Ways Consulting, Inc.  
1621 Ladue Ct, #403,  
Woodbridge, VA 22191  
(703)-763-3823; Attn: Melissa Davies
- 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 as follows:**  
Wise Ways Consulting, Inc.  
1621 Ladue Ct, #403,  
Woodbridge, VA 22191  
Attn: Melissa Davies
15. **Warranty provision:** N/A
16. **Export packing charges:** N/A
17. **Terms and conditions of Government purchase card acceptance –** Government purchase cards are accepted at all levels
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. **Section 508 compliance:** N/A
25. **Data Universal Number System (DUNS) number:** 825180875
26. **CAGE Code:** 51QZ7
27. **Uncompensated Overtime:** N/A

## Corporate Overview

Wise Ways Consulting, Inc. (WWC) is a Virginia SWaM certified Small, Woman and Minority owned business that provides client-centered consulting, training and facilitation services. We utilize dynamic facilitators and consultants who, after engaging with the client to determine their needs, are able to effectively develop targeted, solution-based business process improvement protocols. WWC provides coaching and direction for leaders and core teams who recognize their need to make new decisions and new choices for their organization's viability.

WWC's staff is dedicated to providing the quality services needed to address a range of organizational and training challenges in a variety of workplace environments. Our goal is to develop client capacity by providing materials, facilitation, coaching, and training to support ongoing efforts to improve the overall performance of public and private organizations.

Both our present and previous engagements have provided WWC with the opportunity to develop the necessary professional skills and knowledge to help address a wide range of client needs including such areas of support as:

- Training Design and Delivery
- Communication
- Change Management
- Supervisory Training
- Leadership Development and Coaching
- Organizational Development
- Team Building
- Critical Thinking and Ethics
- Meeting Management
- Facilitation and Workgroup Support

WWC has an extensive resume in dealing with Federal agencies. They have been on teams providing business process consulting, facilitation and classroom training to the:

- US Army (Germany)
- US Air Force
- Food and Drug Administration
- Department of Education
- National Transportation Safety Board
- US Navy (Japan)
- Department of Labor
- Department of Veterans Affairs
- Graduate School
- Transportation Security Administration

**WISE WAYS CONSULTING LABOR RATES:  
SIN(s) 874-1, 874-2, and 874-4: Price Offered to GSA (including IFF)**

Labor Category	Year 1 2/17/2011 -2/16/2012	Year 2 2/17/2012 -2/16/2013	Year 3 2/17/2013 -2/16/2014	Year 4 2/17/2014 -2/16/2015	Year 5 2/17/2015 -2/16/2016
Senior Consultant/ Facilitator/ Trainer	\$ 120.91	\$ 125.14	\$ 129.52	\$ 134.05	\$ 138.73
Consultant/ Facilitator/ Trainer	\$ 96.73	\$ 100.12	\$ 103.62	\$ 107.25	\$ 111.00

**SIN 874-4: Training Services**

“Off-the-shelf” Training Courses									
				Year 1 2/17/11 -2/16/12	Year 2 2/17/12 -2/16/13	Year 3 2/17/13 -2/16/14	Year 4 2/17/14 -2/16/15	Year 5 2/17/15 -2/16/16	
				Rate	Rate	Rate	Rate	Rate	
Description	Length	Min.	Max.	Min Attend	Min Attend	Min Attend	Min Attend	Min Attend	Min Attend
“Development of Managers and Emerging Leaders”.	2 Days	5	30	\$ 5184.00	\$ 5365.44	\$ 5553.23	\$ 5747.59	\$ 5948.76	
				> Min Attend	> Min Attend	> Min Attend	> Min Attend	> Min Attend	
				\$ 172.80	\$ 178.85	\$ 185.11	\$ 191.59	\$ 198.30	
Description	Length	Min.	Max.	Min Attend	Min Attend	Min Attend	Min Attend	Min Attend	Min Attend
“Introduction to DiSC“ (Excluding online profiles)	2 Hours	5	30	\$1224.00	\$ 1266.84	\$ 1311.18	\$ 1357.07	\$ 1404.57	
				> Min Attend	> Min Attend	> Min Attend	> Min Attend	> Min Attend	
				\$ 40.80	\$ 42.23	\$ 43.71	\$ 45.24	\$ 46.82	
Description	Length	Min.	Max.	Min Attend	Min Attend	Min Attend	Min Attend	Min Attend	Min Attend
“DiSC and Your Workplace” (Excluding online profiles)	4 Hours	5	30	\$1440.00	\$ 1490.4	\$ 1542.56	\$ 1596.55	\$ 1652.43	
				> Min Attend	> Min Attend	> Min Attend	> Min Attend	> Min Attend	
				\$ 48.00	\$ 49.68	\$ 51.42	\$ 53.22	\$ 55.08	
Description				Per Person	Per Person	Per Person	Per Person	Per Person	Per Person
DiSC Online Profile Per participant				\$ 36.48	\$ 37.76	\$ 39.08	\$ 40.45	\$ 41.87	

## **MOBIS LABOR CATEGORY DESCRIPTIONS**

### **SIN(s) 874-1, 874-2, and 874-4 Labor Categories**

**Senior Consultant/Facilitator/Trainer:** Is responsible for successful delivery of projects through detailed project planning, scheduling, and costing. Leads and guides teams of specialists, analysts, and support staff. Maintains detailed project plans, monitors work performed to ensure project stays on schedule, and reports progress of project to the client on an ongoing basis. Addresses immediate and long-term solutions to project related issues. Performs highly effective and engaging facilitative types of functions as needed. Is able to develop engaging and well-written curricula as well as deliver dynamic training sessions. Works in a fast-paced environment and performs independently, as well as a team player. Is responsible for meeting goals within time and budget constraints.

**Consultant/Facilitator/Trainer:** Contributes to the design and execution of projects. Performs varied analytical functions, as needed, including planning and designing of projects, analysis of business processes and structures, preparing and delivering reports, and cataloging and abstracting documents. Performs highly effective and engaging facilitative types of functions as needed. Is able to develop engaging and well-written curricula as well as deliver dynamic training sessions. Works in a fast-paced environment and performs independently, as well as a team player. Is responsible for meeting goals within time and budget constraints.

### **SIN 874-4: Training Services**

#### **Detailed Course Descriptions:**

##### **“Development of Managers and Emerging Leaders”**

Effective communication is a key component of leadership within any organization. Effective leaders work at strengthening their interpersonal communication competencies by building and maintaining open, supportive, and collaborative relationships with others in the organization. This focus ultimately strengthens and adds value to the individual, team and global organizational at all levels.

Successful leadership requires more than just assigning tasks to members; it requires a leader who can inspire their team members. In order to be the person that others want as their guide, one must recognize and develop individual potential as well as create a cohesive team that functions to the best of its combined abilities. The whole is always greater than the sum of the parts.

At the end of the workshop, participants should be able to:

- ✓ Understand their own leadership style
- ✓ Understand how to establish positive and trusting relationships within teams
- ✓ Develop insight into how to create effective communication and member participation within teams

- ✓ Identify barriers to effective communication and develop strategies to overcome them
- ✓ Develop effective nonverbal communication skills that will actively engage participants
- ✓ Develop a variety of conflict resolution strategies to meet situational demands

**“Introduction to DiSC” (2 Hours).** This session is for individuals within your organization who want to have an introduction to an understanding of their personal style at work. This will allow them to begin to tap into their strengths in order to increase productivity and become more successful on the job while improving the quality of work relationships with peers, employees, supervisors, and customers.

At the end of the workshop, participants should be able to:

- ✓ Review and understand their individual profile results
- ✓ Understand the evolution of DISC and what it means today
- ✓ Identify personal communication styles
- ✓ Understand the styles of your co-workers and how best to work with them

**“DiSC and Your Workplace” (4 Hours).** The session is for individuals within your organization who want to have a better understanding of their personal style at work. This will allow them to tap into their strengths in order to increase productivity and become more successful on the job while improving the quality of work relationships with peers, employees, supervisors, and customers.

At the end of the workshop, participants should be able to:

- ✓ Review and understand their individual profile results
- ✓ Understand the evolution of DISC and what it means today
- ✓ Identify personal communication styles
- ✓ Understand how to respond when individual styles are overused
- ✓ Understand the styles of co-workers and how best to work with them
- ✓ Recognize when to adapt personal styles to work more productively
- ✓ Develop an action plan for implementing steps back on the job