

Contract Modification		
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NAME OF OFFEROR OR CONTRACTOR Management Resource Services, Inc		

The above numbered contract under Federal Supply Schedule Industrial Group MAS – Multiple Award Schedule is hereby modified as follows:

1. The Contractor created Modification PS-0042 to ADD SIN 333318TDTM and add forty-five (45) Commercial Off-the-shelf (COTS) training material products under the proposed SIN to their awarded contract.
2. Awarded SINs:

SIN	Recovery	SIN Description
541611*	541611RC	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
611430	611430RC	Professional and Management Development Training
Ancillary	AncillaryRC	Ancillary Supplies and Services
Ancillary	AncillarySTLOC	Ancillary Supplies and Services – State and Local
OLM	OLMRC	Order-Level Materials (OLM)
OLMSTLOC	OLMSTLOC	Order-Level Materials – State and Local
333318TDTM	333318TDTMRC	Off-the-Shelf Training Devices and Training Materials

3. The attached Commercial Sales Practice (CSP) Format dated 7/19/2022 (02 Pages) and Price Proposal Template (PPT) (02 Page(s))(Exhibit b) and Price Proposal Template (PPT) (02 Page(s))(Exhibit c) are hereby incorporated into the contract. The Contractor’s Most Favored Customer(s) (MFCs) are All Commercial End Users, and these customers receive discounts of 10.00% off the Contractor’s commercial price list. GSA contract prices are discounted 10.00% - 15.00% from the MFC prices, excluding the required 0.75% IFF.
4. **Basis of Award:** In order to fulfill clause 552.238-81, Price Reductions, the Government previously established All commercial End Users as the Company’s Basis of Award (BOA) and GSA prices, excluding the required .75% Industrial Funding Fee (IFF) are 10.00% - 15.00% less than the prices charged to the BOA.

Any change in the Contractor’s commercial pricing or discount arrangements which disturbs this relationship may constitute a price reduction and must be reported to the GSA Procurement Contracting Officer (PCO).

5. **Awarded GSA Pricing:** Below is the hourly pricing for Option Period 3 (Years 15-20) for the labor categories awarded under SINs (as shown in item #2 above). Awarded prices are based on the Contractor’s commercial market prices and escalation is based on clause I-FSS-969, paragraph (b)(1), Economic Price Adjustment-FSS Multiple Award Schedules, with a fixed annual escalation rate of 3.00% for Option Period 3.

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A. Labor

EPA 3.00% Escalation		Option Period 3 Awarded									
		5/26/2021-5/25/2022		5/26/2022-5/25/2023		5/26/2023-5/25/2024		5/26/2023-5/25/2025		5/26/2023-5/25/2026	
SIN	Labor Category	GSA PRICE excluding IFF	GSA PRICE including IFF	GSA PRICE excluding IFF	GSA PRICE including IFF	GSA PRICE excluding IFF	GSA PRICE including IFF	GSA PRICE excluding IFF	GSA PRICE including IFF	GSA PRICE excluding IFF	GSA PRICE including IFF
541611, 541611RC	Senior Instructional Designer	\$228.60	\$230.33	\$235.46	\$237.24	\$242.52	\$244.35	\$249.80	\$251.69	\$257.29	\$259.23
541611, 541611RC	Instructional Designer	\$170.26	\$171.55	\$175.37	\$176.70	\$180.63	\$181.99	\$186.05	\$187.46	\$191.63	\$193.08

B. Products

QTY	SIN	MANUFACTURER NAME	MFR PART NO	VENDOR PART NO (if applicable)	UOI	DISCOUNT PRICE OFFERED TO GSA (including IFF)
1	333318TDTM	Wiley and Sons Publishing	W-800	EPIC Credit	EA	\$4.35
2	333318TDTM	Wiley and Sons Publishing	EPIC	Everything DiSC Workplace on Catalyst Base Experience (Includes an assessment, access to the Catalyst platform, and your DiSC profile report)	EA	\$65.29
3	333318TDTM	Wiley and Sons Publishing	EPIC	Everything DiSC® on Catalyst™ Add On Experiences - Everything DiSC® Agile EQ	EA	\$108.82
4	333318TDTM	Wiley and Sons Publishing	EPIC	Everything DiSC® on Catalyst™ Add On Experiences - Everything DiSC Management	EA	\$108.82
5	333318TDTM	Wiley and Sons Publishing	EPIC	Everything DiSC® on Catalyst™ Add On Experiences - Everything DiSC Conflict	EA	\$108.82
6	333318TDTM	Wiley and Sons Publishing	EPIC	EPIC Sub-Account Set Up Fee	EA	\$195.87
7	333318TDTM	Wiley and Sons Publishing	EPIC	Everything DiSC 363o For Leaders	EA	\$217.63
8	333318TDTM	Wiley and Sons Publishing	EPIC	Everything DiSC 363o For Leaders Facilitator Report	EA	\$108.82
9	333318TDTM	Wiley and Sons Publishing	EPIC	Everything DiSC 363o for Leaders Coaching Supplement	EA	Free
10	333318TDTM	Wiley and Sons Publishing	EPIC	Everything DiSC Agile EQ™ Profile English, US	EA	\$108.82

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11	333318TDTM	Wiley and Sons Publishing	EPIC	Everything DiSC Comparison Report English, US	EA	Free
12	333318TDTM	Wiley and Sons Publishing	EPIC	Everything DiSC Facilitator Report	EA	\$108.82
13	333318TDTM	Wiley and Sons Publishing	EPIC	Everything DiSC Group Culture Report	EA	\$108.82
14	333318TDTM	Wiley and Sons Publishing	EPIC	Everything DiSC Management Profile	EA	\$108.82
15	333318TDTM	Wiley and Sons Publishing	EPIC	Everything DiSC Productive Conflict Profile English, US	EA	\$87.05
16	333318TDTM	Wiley and Sons Publishing	EPIC	Everything DiSC Supplement for Facilitators Guide English, US	EA	Free
17	333318TDTM	Wiley and Sons Publishing	EPIC	Everything DiSC Team View	EA	Free
18	333318TDTM	Wiley and Sons Publishing	EPIC	Everything DiSC Work of Leaders Profile English, US	EA	\$108.82
19	333318TDTM	Wiley and Sons Publishing	EPIC	Everything DiSC Workplace Profile English, US	EA	\$65.29
20	333318TDTM	Wiley and Sons Publishing	Y201404	Everything DiSC Workplace Certification (Online)	EA	\$2,011.08
21	333318TDTM	Wiley and Sons Publishing	Y603360	Everything DiSC Workplace Certification (In Person)	EA	\$2,011.08
22	333318TDTM		A-901	Everything DiSC on Catalyst Facilitation Kit	EA	\$1,129.72
23	333318TDTM	Wiley and Sons Publishing	A-351	Everything DiSC on Workplace Facilitation Kit	EA	\$1,205.04
24	333318TDTM	Wiley and Sons Publishing	A-801	Everything DiSC Agile EQ™ Facilitation Kit	EA	\$1,205.04
25	333318TDTM	Wiley and Sons Publishing	A-231	Everything DiSC Management Facilitation Kit - English	EA	\$1,205.04
26	333318TDTM	Wiley and Sons Publishing	A-711	Everything DiSC Productive Conflict Facilitation Kit - English	EA	\$1,205.04

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27	333318TDTM	Wiley and Sons Publishing	A-431	Everything DiSC Work of Leaders Facilitation Kit - English	EA	\$1,205.04
28	333318TDTM	Wiley and Sons Publishing	Y201406	Everything DiSC Essentials (Online)	EA	\$398.99
29	333318TDTM	Wiley and Sons Publishing	S-300	Everything DiSC Manual	EA	\$40.30
30	333318TDTM	Wiley and Sons Publishing	S-205	8 Dimensions of Leadership Book	EA	\$18.50
31	333318TDTM	Wiley and Sons Publishing	S-411	The Work of Leaders Book	EA	\$20.11
32	333318TDTM	Wiley and Sons Publishing	P-150	DiSC Buttons - "D" Set of Ten	EA	\$5.24
33	333318TDTM	Wiley and Sons Publishing	P-151	DiSC Buttons - "I" Set of Ten	EA	\$5.24
34	333318TDTM	Wiley and Sons Publishing	P-152	DiSC Buttons - "S" Set of Ten	EA	\$5.24
35	333318TDTM	Wiley and Sons Publishing	P-153	DiSC Buttons - "C" Set of Ten	EA	\$5.24
36	333318TDTM	Wiley and Sons Publishing	P-360	Everything DiSC Floor Graphics	EA	\$60.45
37	333318TDTM	Wiley and Sons Publishing	P-201	Everything DiSC Pocket Folders (set of 10)	EA	\$38.29
38	333318TDTM	Wiley and Sons Publishing	P-034	QuickDiSC Card Game - English	EA	\$61.26
39	333318TDTM	Wiley and Sons Publishing	A-601	Everything DiSC Bonus Video-English	EA	\$1,205.04
40	333318TDTM	Wiley and Sons Publishing	A-231-02	Everything DiSC Management Interaction Guides (set of 25)	EA	\$19.35
41	333318TDTM	Wiley and Sons Publishing	A-701-06	Everything DiSC Productive Conflict Reference Guide	EA	\$3.43
42	333318TDTM	Wiley and Sons Publishing	A-351-02	Everything DiSC Workplace Interaction Guide (Set of 25)	EA	\$19.35

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43	333318TDTM	Wiley and Sons Publishing	A-711-02	Everything DiSC Productive Conflict Interaction Guide (Set of 25)	EA	\$19.35
44	333318TDTM	Wiley and Sons Publishing	A-351-03	Everything DiSC Workplace Style Guide (Set of 25)	EA	\$14.51
45	333318TDTM	Wiley and Sons Publishing	P-870	Everything DiSC Workplace Style Index	EA	\$3.43

C. Economic Price Adjustments (EPA): Prices remain based on a Commercial Price List, Market Rates and economic price adjustments shall remain in accordance with clauses 552.216-70 and I-FSS-969(b)(1) Economic Price Adjustment – FSS Multiple Award Schedules.

- a. Per I-FSS-969 Economic Price Adjustments – FSS Multiple Award Schedule (b) (1) EPA shall remain a fixed rate of 3.00% for labor categories.
- b. Per 552.216-70 Economic Price Adjustments – FSS Multiple Award Schedule will remain for all Products Awarded.

D. Labor Categories: The labor category descriptions below for all awarded labor categories are hereby incorporated into and made a part of the contract as attached.

SIN/SIN(s) Proposed	Labor Category/Service Title	Labor Category/Service Description
541611, 541611RC	Senior Instructional Designer	Advanced degree in management, finance, business administration, organizational development or other relevant field of study. At least 15 years' experience in learning and training development and project management as well as new training development. Well versed in ADDIE™ Training Model (Adult Learning Theory principles). Possesses at least one Training Certification with ample classroom delivery skill sets. Capable of directing Trainers and monitor up to Level 4 Post Mortem Analysis. Demonstrate superior communication skills in both written and verbal presentations.
541611, 541611RC	Instructional Designer	Advanced degree in management, finance, business administration, organizational development or other relevant field of study. At least 10 years' experience in learning and training development and project management as well as new training development. Well versed in ADDIE™ Training Model (Adult Learning Theory principles). Possesses at least one Training Certification with ample classroom delivery skill sets. Capable of directing Trainers and monitor up to Level 4 Post Mortem Analysis. Demonstrate superior communication skills in both written and verbal presentations.

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E. Service Contract Labor Standards:

The Service Contract Labor Standards (SCLS), formerly known as the Service Contract Act (SCA) are applicable to this contract and the entire Multiple Award Schedules. 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 CFR 541.300), this contract still maintains the provisions and protections for SCLS eligible labor categories. If and/or when the Contractor adds SCLS labor categories / employees to the contract through the modification process, the Contractor must inform the Contracting Officer and establish an SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and applicable wage determination (WD) number. Failure to do so may result in cancellation of the contract.

F. Scope of Contract: Geographic coverage (delivery area). Domestic

G. Quantity Discount Terms: None.

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

I. Clause 552.238-80 Industrial Funding Fee and Sales Reporting: In accordance with clause 552.238-80, the Contractor must report the quarterly dollar value of sales under the contract by calendar quarter to the FAS Sales Reporting Portal (SRP) at <http://.srp.fas.gsa.gov>. If no sales occur, the contractor must report \$0 sales.

Note: Failure to update your electronic file submission in accordance with contract clause 552.238-82 Modifications (Federal Supply Schedule) will adversely impact the customer's ability to utilize your services.