

ENTERPRISE MEDIA

91 Harvey Street Cambridge, MA 02140

1-800-423-6021

www.enterprisemedia.com

General Services Administration

Federal Supply Service

Off-The-Shelf Training Devices TFTP-MC-000874-B

SIN: 874-9 (Off-the-Shelf and Customizable Print, Audio, and Visual Instructional Training Devices)

Contract Number: GS-O2F-0007W

Period covered by Contract: October 5, 2009 thru October 4, 2014

Enterprise Media is now a one-stop shopping destination for all of your employee and management training needs. We provide quality training programs and DVD's in a variety of subjects including customer service, Fish Philosophy training, leadership, diversity, sexual harassment, generational conflict, workplace violence, employee motivation, teamwork, safety, communication, hiring, performance reviews, meeting openers and closers, quality and all around general learning fun! That's right! Learning and training does not have to be boring! In

fact...studies have shown that people LEARN more when they are having FUN! We have many programs that will keep your team learning, laughing, and working together.

Enterprise Media is the sole source provider for such great business talents like Tom Peters, John Kotter, Lance Armstrong, Muppet Meeting Openers, Sam Glenn, and Dr. Morris Massey. You can also find John Cleese, Lou Holtz, Stephen Covey, Ben Zander, Bob Farrell, Marshall Goldsmith, Dewitt Jones and a host of other prominent business and personality talents in our offered programs.

This contract provides you with a one-stop shopping destination because we are offering not only our products, but the ability to bundle your order with other producer's products. One place - all your training needs! Additionally - all of your shipping is FREE. Overnight is free...ground is free...you get the idea.

Call one of our real live consultants or visit our website - it's a fun way to get your work done! We ALWAYS answer the phone-no voice mails!

Please note: Products and ordering information in this Authorized FSS Information Technology Schedule Pricelist are also available on the GSA Advantage! system. Agencies can browse GSA Advantage! by accessing the Federal Supply Service's Home Page via the Internet at http://www.fss.gsa.gov/

SPECIAL NOTICE TO AGENCIES: Small Business Participation

SBA strongly supports the participation of small business concerns in the Federal Supply Schedules Program. To enhance Small Business Participation SBA policy allows agencies to include in their procurement base and goals, the dollar value of orders expected to be placed against the Federal Supply Schedules, and to report accomplishments against these goals.

For orders exceeding the micropurchase threshold, FAR 8.404 requires agencies to consider the catalogs/pricelists of at least three schedule contractors or consider reasonably available information by using the GSA Advantage! on-line shopping service (www.fss.gsa.gov). The catalogs/pricelists, GSA Advantage! and the Federal Supply Service Home Page (www.fss.gsa.gov) contain information on a broad array of products and services offered by small business concerns.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, and women-owned small businesses among those considered when selecting pricelists for a best value determination.

For orders exceeding the micropurchase threshold, customers are to give preference to small business concerns when two or more items at the same delivered price will satisfy their requirement.

Price List to follow - all items are under 874-9

2.Maximum order: The maximum order for any of our products is \$1,000,000.

3. Minimum order: The minimum order for any of our products is \$100.

- 4. Geographic coverage (delivery area): We will ship anywhere in the United States and to non-trade restricted foreign countries.
- 5.Point(s) of production (city, county, and State or foreign country): **All of our products are produced in the United States.**
- 6.Discount from list prices or statement of net price: This contract provides for a 25% discount to all Federal Customers on Enterprise Media produced products. This is above and beyond our most favored customer discount of 20% to educational customers. Price list is in net terms.
- 7.Quantity discounts: Quantity discounts are issued but only if they exceed the listed industry discount.

 It is not likely that a quantity discount will exceed the offered 25% under this contract.
- 8. Prompt payment terms: Payment terms are Net 30 on all invoices.
- 9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold:

 Government purchase cards and standard credit cards of Master Card, Visa and

 American Express are accepted without a minimum purchase requirement.
- 9b.Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: Government purchase cards and standard credit cards of MasterCard, Visa and American Express are accepted without a maximum purchase requirement.
- 10. Foreign items (list items by country of origin): *We do not have any products produced outside of the United States.*
- 11a. Time of delivery. (Contractor insert number of days.): **Delivery time is five business days from order** processing.
- 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: Any Enterprise Media produced product is available for expedited delivery and is noted as having the 25% discount. Most other items are available for overnight delivery if the order is received by noontime, Eastern Standard Time. This contract gives all federal customers the benefit of free shipping regardless of shipping method.
- 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: Any Enterprise Media produced product is available for overnight and 2nd Day delivery and is noted as having the 25% discount. Most other items are available for overnight delivery if the order is received by noontime, Eastern Standard Time. This contract gives all Federal Customers the benefit of free shipping regardless of shipping method.

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 effect a faster delivery: At Enterprise Media we encourage you to call and talk to our consultants! We would be happy to advise you of the available methods of delivery of our products. Our website allows for different shipping options and we always answer our phone.

12.F.O.B. point(s): **FOB Destination**

13a.Ordering address(es): Enterprise Media, 91 Harvey Street, Cambridge MA 02140. 1-800-423-6021. Fax: 617-354-1637. Email: orders@enterprisemedia.com.

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: **The use of**BPA's under any schedule contract to fill repetitive needs for supplies or services is allowable. BPA's may be established with one or more schedule contractors. The number of BPA's to be established is within the discretion of the ordering activity establishing the BPA and should be based on a strategy that is expected to maximize the effectiveness of the BPA(s). Ordering activities shall follow FAR 8.405-3 when creating and implementing BPA(s).

14.Payment address(es): Accounts Payable, Enterprise Media, 91 Harvey Street, Cambridge MA 02140.

15. Warranty provision: Full replacement of defective items within one year of purchase.

16.Export packing charges, if applicable: *Not applicable*

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):

Enterprise Media does not have a minimum or maximum purchase amount

regarding the use of government purchase cards.

18. Terms and conditions of rental, maintenance, and repair (if applicable): *Not applicable*

19. Terms and conditions of installation (if applicable). *Not applicable*

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). *Not applicable*

20a. Terms and conditions for any other services (if applicable). Not applicable

- 21.List of service and distribution points (if applicable). *Not applicable*
- 22.List of participating dealers (if applicable). Not applicable
- 23. Preventive maintenance (if applicable). Not applicable
- 24a.Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). *Not applicable*
- 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/. **Not applicable**
- 25. Data Universal Number System (DUNS) number. 16-132-2185, FIO: 04-3304581
- 26. Notification regarding registration in Central Contractor Registration (CCR) database. **We are registered in the CCR.**

27. Uncompensated Overtime. (Indicate if used). Not applicable

Part		GSA
Number	Product Name	Price
AE1000S	Angry Eye, The with Jane Elliot	295
AE1001S	Blue Eyed, Essential with Jane Elliott	295
AE1002S	The Stolen Eye with Jane Elliott	295.00
AE1003S	Wide Eyed with Jane Elliott	445
AK1000S	How Do You Put A Giraffe into A Refrigerator	236
AK1001S	How To Ask Positive Questions with John O'Hurley	396
CH1000S	Effective Leadership with Marshall Goldsmith	495
CH1001S	Everything Is Design with Tom Peters	495
CH1002S	Feed Forward with Marshall Goldsmith	495
CH1003S	Fish Sticks	825
CH1004S	Fish Tales Complete Series	1,099.00
CH1005S	Fish Tales: Building Trust	295
CH1006S	Fish Tales: Jump Sticks	295
CH1007S	Fish Tales: Peak Experience	295
CH1008S	Fish Tales: Sprint	295
CH1009S	Fish Tales: Vital Signs	295
CH1010S	Fish Trainer Tools	495

CH1011S Fish Trainer Tools Combo Package 1275 CH1012S FISH! Culture 920 CH1014S Fish! Culture 999 CH1014S Gif of Feedback with Marshall Goldsmith 495 CH1016S LeaderFish - Group (1 DVD with 6 Guides) 249 CH1017S It's A Way, Not A Day 695 CO1000S A Clear Picture Harassment in the Public Sector 695 ADA Case Files With Catherine Crier 1. ADA - Americans with 645 C01002S But, I Don't Have Customers (government version also available) 745 C01003S Care and Candor 945 C01004S Communication Nightmares 745 C01005S Diversity: The Real Scene 845 C01006S Diversity: The Real Scene 845 C01008S Ethics: The LOGIC Of Right 945 C01008S Ethics: The LOGIC Of Right 945 C01010S Ease Files With Catherine Crier 3. FLSA - Fair Labor 845 C01011S Leave Act 645 C01012S Forty Hours: Invest In Yourself 745			
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EM1016S	Workforce Series	296.25
EM1017S	Change Can Be Good starring the Staple Guy	36.75
EM1018S	Change Combo Package (3 programs)	671.25
EM1019S	Container Store from the Re-Imagine Series with Tom Peters	371.25
EM1020S	Corporate Culture and Performance with John Kotter	521.25
EM1021S	Creating a People-Centered Organization	111.75
EM1022S	Crossing Finish Line with Lance Armstrong	333.75
EM1023S	Customer Service Combo Package (3 Programs)	671.25
EM1024S	Customer Service to the Rescue	221.25
EM1025S	Customer Service Training Series	1,371.38
EM1026S	Customer Service: Or Else with Peter Glen	186.75
EM1027S	Dancing With The Bogeyman with Dr. Morris Massey	521.25
	Disbanding The 'Good Old Boy Network - Part of Building a Diverse	
EM1028S	Workforce Series	296.25
EM1029S	Diversity: Creating Success for Business/People - Module 1	371.25
EM1030S	Diversity: Creating Success for Business/People - Module 2	371.25
EM1031S	Diversity: Creating Success for Business/People - Module 3	371.25
EM1032S	Diversity: Creating Success for Business/People - Module 4	371.25

EM1033S	Diversity: Creating Success for Business/People, Series Do We Speak the Same Language? - Part of Building a Diverse	1,196.25
EM1034S	Workforce Series	296.25
	Double Standards In Performance Appraisals - Part of Building a	
EM1035S	Diverse Workforce Series	296.25
EM1036S	Ellie Mae - from the Re-Imagine Series with Tom Peters	221.25
EM1037S	Excellence Files, The	596.25
EM1038S	Excellence in the Public Sector with Tom Peters	521.25
EM1039S	Fatal Interview - Part of Building a Diverse Workforce Series	296.25
EM1040S	File 101: Building Teams for Success	446.25
EM1041S	File 102: Creating World-Class Customer Service	446.25
EM1042S	File 103: Developing 21st. Century Leaders	446.25
EM1043S	File Series	746.25
EM1044S	Flashpoint: When Values Collide with Morris Massey	371.25
EM1045S	Focus on the Customer	146.25
EM1046S	Four Weeks in May with Danica Patrick	446.25
EM1047S	Framing the Future with Jennifer James	186.75
EM1048S	Get Sales Cheer with Fern Bratten	74.25
EM1049S	Getting The Lightbulb to Click	111.75
EM1050S	Goals - The Backbone of Dreams	333.75
EM1051S	I Deserved It Didn't I? - Part of Building a Diverse Workforce Series	296.25
EM1052S	Implode	186.75
EM1053S	In Concert	186.75
EM1054S	In Search of Excellence - Disney Segment with Tom Peters	371.25
EM1055S	In Search of Excellence with Tom Peters	581.25
EM1056S	In Search of Quality Series	186.75
EM1057S	In Search of Quality, I. Quality Through People	111.75
EM1058S	In Search of Quality, II. Quality Through Systems	111.75
EM1059S	Innovate or Die with Tom Peters	371.25
LW10393	Is It the Cement Ceiling or Is It Me? - Part of Building a Diverse	37 1.23
EM1060S	Workforce Series	296.25
	It's All in the Presentation - Part of Building a Diverse Workforce	
EM1061S	Series	296.25
EM1062S	It's Show Time	521.25
EM1063S	Jennifer James Collection (4 Programs)	671.25
EM1064S	John Kotter Combo Package (3 Programs)	746.25
EM1065S	Jordan's Furniture - from the Re-Imagine Series with Tom Peters	221.25
EM1066S	Just Get It! with Dr. Morris Massey	371.25
EM1067S	Leaders Do Outrageous Things	446.25
EM1068S	Leadership Alliance, The (Short-Cut) with Tom Peters	446.25
EM1069S	Leadership Alliance, The with Tom Peters	671.25
EM1070S	Leadership with John Kotter	521.25
EM1071S	Life is goodand work can be too!	446.25
	Love Your Customers and Love Your Difficult Customers with John	
EM1072S	O'Hurley	671.25
	Making A Good Impression - Part of Building a Diverse Workforce	
EM1073S	Series	296.25
EM1074S	Manager or Mouse	111.75
EN440750	Memorial Hospital Healthworks Kid's Museum- from the Re-Imagine	074.05
EM1075S	Series with Tom Peters	371.25
EM1076S	Morris Massey Original Series (3 programs)	1,012.50
EM1077S	Morris Massey Triad Series (3 Programs)	1,121.25

EM1078S	Motivational Combo Package (3 Programs)	671.25
EM1079S	Muppet Management Satire Combo	971.25
EM1080S	Muppet Sales and Service Combo	971.25
EM1081S	Muppet Spoof Combo	971.25
EM1082S	Muppet Video Library (all 42 Muppet titles on one DVD)	1,871.25
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EM1084S	Muppets Meeting Opener - Blinded by Research	333.75
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EM1116S	Muppets Meeting Opener - The Rap Up	333.75
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EM1125S	Not Another Meeting	146.25
	Old School vs. New School - Part of Building a Diverse Workforce	•
EM1126S	Series	296.25
EM1127S	OXO Good Grips- from the Re-Imagine Series with Tom Peters	371.25

EM1128S	Passion for Customers, A (Full Version) with Tom Peters	671.25
EM1129S	Passion for Customers, A (Short-Cut) with Tom Peters	371.25
EM1130S	Passion for Excellence, A (Full Version) with Tom Peters	671.25
EM1131S	Passion for Excellence, A (Short-Cut) with Tom Peters	371.25
EM1132S	Perspective: A Different View with Lance Armstrong	333.75
EM1133S	Peter Glen Series (2 Programs)	333.75
EN44040	Recession as Opportunity: Smart Moves for Tough Times with Tom	504.05
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EM1136S	Sale Essential Series with Fern Bratten	186.75
EM1137S	Sales Combo Package (4 Programs)	671.25
EM1138S	Sam Glenn Series - all three programs	596.25
EM1139S	Sell! 25: Essentials on Selling with Tom Peters	446.25
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EM1141S		74.25
EM1141S	Selling by the Numbers with Fern Bratten Selling with Passion with Fern Bratten	74.25
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EM1146S	Service with Soul (Short Cut) with Tom Peters	446.25
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LIVITITIO	Sexual Harassment? Are You Serious? - Part of Building a Diverse	250.25
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EM1149S	Shifting Gears: Thriving in the New Economy with Nuala Beck	36.75
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EM1160S	Teamwork with Lance Armstong	333.75
EM1161S	The 7 Habits of Highly Successful People with Stephen Covey	446.25
EM1162S	Thriving on Chaos with Tom Peters	746.25
EM1163S	TNT- from the Re-Imagine Series with Tom Peters	371.25
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EM1168S	What America Does Right, The Series	186.75
EM1169S	What America Does Right, Volume I "Management is Strategic"	111.75
EM1170S	What America Does Right, Volume II "Organization is Strategic"	111.75
	What You Are Is Not What You Have To Be with Dr. Morris Massey	
EM1171S	(Triad Program 2)	671.25
EN444700	What You Are Is What You ChooseSo Don't Screw It Up with Dr.	F04 05
EM1172S	Morris Massey	521.25

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EM1173S	Series 4)	446.25
EM1174S	What You Are Is Where You See with Dr. Morris Massey (Triad Program 3)	671.25
EIVITI743	What You Are Is Where You Were When with Dr. Morris Massey	671.25
EM1175S	(Original Series 1)	446.25
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EM1176S	(Triad Program 1)	671.25
	What You Are Is Where You Were WhenAGAIN! with Morris	
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EM1178S	What You Are Is with Dr. Morris Massey (Original Series 3)	446.25
EM1179S	When Change Happens, Adjust Your Sail with Sam Glenn	371.25
EM1180S	Who Put the Lizard in my Lasagna with Sam Glenn	371.25
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EM1182S	Who Says We Can't Do It? with Lance Armstrong (short cut)	596.25
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EM1186S	Windows of Change with Jennifer James	186.75
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EM1191S	You're Making Me Uncomfortable - Part of Building a Diverse Workforce Series	296.25
EM1192S	The Little BIG Things Series with Tom Peters	671.25
EM1193S	The Little BIG Things: Excellence with Tom Peters	221.25
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EM1196S	The Little BIG Things: Strategy with Tom Peters	221.25
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EMI1199S	A New Deal	265.5
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KB1003S	Whale Done! Series (3 programs)	1,165.50
LC1000S	Ask For The Order	636
LC1001S	Diversity Challenges: What Would You Do	396
LC1002S	Flawless Leadership	716
LC1003S	Four Styles	796
LC1004S	Getting to Yes	556
LC1005S	Little Things Mean A Lot	796
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LC1008S	Time of Your Life, The (New)	716
LC1009S	Creating the Respect Effect	895.5
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	Dialogue: Now You're Talking! 1: Communicating in a Diverse World	500
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QM1009S QM1010S	E-Mail Essentials - Employee	1,500.00
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QM10113 QM1012S	E-Mail Essentials - Manager E-Mail Essentials - Series	500
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QM1013S QM1014S	Insights to Better Mentoring Patterns - The Series	1,170.00
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QM1017S	Patterns Part 3: Rights and Responsibilities	316
QM1017S	Respectful Workplace - Part 1 "Opening the Right Doors"	500
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QM1019S	Service"	500

QM1020S	Respectful Workplace - Part 3 "Managing Harmony"	500
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QM1024S	Subtle Sexual Harassment Series	850
QM1025S	You Can Stop Harassment, The Series	850
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QM1027S	You Can Stop Harassment: The Responsible Leader (Managers)	500
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RL1000S	Do Right I and II Combo Package with Lou Holtz	895.5
RL1001S	Do Right The Series (3 Programs)	1,435.50
RL1002S	Do Right! The Plan with Lou Holtz	625.5
RL1003S	Do Right! II with Lou Holtz	535.5
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RL1005S	Get on the Right Bus with Coach K	625.5
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RL1007S	Sacrifice is Not Just a Bunt with Joe Torre	625.5
SS1000S	OUCH! Series	990
SS1001S	OUCH! Your Silence Hurts	535.5
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SS1003S	Smile	535.5
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ST1012S	Power of Vision with Joel Barker	521.25
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ST1016S	Taking C.A.R.E. of Business	468.75
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ST1019S	Working Without A Script with Second City	446.25
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TA1000S	Actions and Attitudes - Part of the Retail Learning Library	495
TA1001S	Building Your Team - Part of the Retail Learning Library	495
TA1002S	Five Star Selling - Part of the Retail Learning Library	495
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TA1003S	Library	495
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TA1006S	Welcome to the Team - Part of the Retail Learning Library	495
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VA1011S	I Wasn't Prepared For That	799.2
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VA1014S	Inside Information	799.2
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VA1016S	Meetings Bloody Meetings with John Cleese	799.2
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V/A4020C	So, You Want to be a Success at Selling with John Cleese 4. Closing	000
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VA1037S	Unorganized Manager with John Cleese Part 1: Damnation	799.2
VA1038S	Unorganized Manager with John Cleese Part 2: Salvation	799.2
VA1039S	Unorganized Manager with John Cleese Part 3: Divine Intervention	799.2
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VA1040S	Unorganized Manager with John Cleese, The Series	1,996.00
VA1041S	Unorganized Salesperson with John Cleese The Series	876
VA1042S	Who Sold You This Then? narration by John Cleese	799.2
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VE1002S	Manager's Responsibility	625.5
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VE1004S	Sexual Harassment Awareness, Perception and Prevention Series	1,260.00
VE1005S	Sexual Harassment: It's Not Enough to Know Better - Employee	715.5
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VE1007S	Sexual Harassment: It's Not Enough to Know Better - The Series	1,350.00
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VE1008S	Disability	625.5
VE1009S	You Need To KnowSexual Harassment is Illegal	265.5
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VV1003S	Leader Madness	715.5
VV1004S	Leadership: What's Trust Got To Do With It?	625.5
VV1005S	Leading with Persuasion	625.5
VV1006S	Managing Me	715.5
VV1007S	So Help Me - Combination Package	895.5
VV1008S	So Help Me - Employee	625.5
VV1009S	So Help Me - Manager	625.5
VV1010S	Talk Isn't Cheap	625.5
VV1011S	Teamwork: What's Trust Got To Do With It	625.5
VV1012S	Win Teams: How One Company Made Empowerment Work	625.5
VV1013S	Would I Follow Me?	625.5
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