

UW-MADISON CONTRACT #23-5267  
EXECUTIVE TRAINING & COACHING

VENDOR NAME/ADDRESS: Collaborative Braintrust Consulting Firm, Inc.  
925 L Street Suite 600  
Sacramento, CA 95814

Website: [www.collaborativebraintrust.com](http://www.collaborativebraintrust.com)

	<b>NAME:</b>	<b>PHONE #:</b>	<b>E-MAIL</b>
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Invoice Information:	James Walton	(916) 446-5058	<a href="mailto:james@cbtconsult.com">james@cbtconsult.com</a>
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NIGP CODE: 918-38

FEIN NUMBER: 27-2503114

F.O.B: "V" F.O.B. SERVICE/MAINTENANCE

TERMS: N/30

MINIMUM ORDER: None

INVOICING: Invoices shall reflect contract pricing.

PRICING INFORMATION:

**LOT 1: HOGAN SUITE TRAINING**

ITEM	DESCRIPTION	UNIT PRICE
1	Team Development and coaching through facilitated discussion, using the Hogan Suite of inventories	\$1,200.00
2	One-on-one coaching sessions for individual executive members Cabinet members, using the Hogan Leadership Series.	\$650.00

**LOT 2: EXECUTIVE TRAINING/COACHING 1-1 MODEL**

ITEM	DESCRIPTION	MONTHLY PRICE
1	Individual Coaching/Training Sessions – including an initial assessment and a minimum of two 1 hour 1:1 sessions per month.	\$1,200.00

**LOT 3: EXECUTIVE TRAINING/COACHING GROUP SETTING**

ITEM	DESCRIPTION	PERTRAINING SESSION PRICE
1	Team development and coaching through a facilitated discussion	\$1,500.00

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**LOT 4: DiSC TRAINING**

ITEM			PER SESSION PRICE
1	Everything DiSC 363 for Leaders Assessment Reports, Program Introduction and Execution Consultation	Templates to introduce 363 program to organization/department, raters and leader. (2) 30-minute consultations with Sponsor on introduction of 363 to ensure buy-in. (3) Status updates of rater Completion.	\$2,000.00
2	Executive Coaching – 363 Feedback Individual Review Session	2-hour coaching session to Everything DiSC 363 for Leaders Assessment Report.	\$1,300.00
3	Executive Coaching – Standard	Ongoing coaching sessions	\$650.00
4	Everything DiSC 363 Leadership Group Session and Results Report	(2) 60-minute planning sessions with Sponsor. (1) 120-minute session Virtual Facilitation and session preparation and consolidated strengths results presentation. (1) Group Results Report (1) 60-minute Post Session Review and consultation with Sponsor. <i>Assumes no more than 25 Participants.</i>	Quoted
5	Everything DiSC Workplace Catalyst Assessment Reports	Electronic interactive access and PDF available. Everything DiSC Catalyst Platform Login and Group Workplace View.	Quoted
6	Everything DiSC Workplace Catalyst Training Session 1 Session 2	(2) 60-minute planning sessions with Sponsor. (1) Standard Catalyst Workplace Virtual Training. Entire Catalyst training takes up to 4-5 hours and is suggested to be broken up into two sessions. <i>Assumes no more than 35 participants/session.</i> Both sessions will be 2-2.5 hours	Quoted
7	Group Culture Report, Discussion and Activity Facilitation Add-On to Everything DiSC Workplace Catalyst Training	Group Culture Report provided. Up to 30-minute discussion and activity that can be added to either session.	\$2,000.00
8	Public Speaking Coaching	Ongoing coaching sessions to work with leaders/managers/team members on public speaking communication skills.	\$650.00

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VENDOR NAME/ADDRESS: Gordavi, LLC  
3215 Salt Marsh Circle  
West Melbourne, FL 32904

Website: [www.Gordavi.com](http://www.Gordavi.com)

	<b>NAME:</b>	<b>PHONE #:</b>	<b>E-MAIL</b>
SALES REPRESENTATIVE:	Demetra Davis	(423) 443-1996	<a href="mailto:Demetra@Gordavillc.com">Demetra@Gordavillc.com</a>
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Supplier Diversity Reporting:	Demetra Davis	(423) 443-1996	<a href="mailto:Demetra@Gordavillc.com">Demetra@Gordavillc.com</a>

NIGP CODE: 918-38

FEIN NUMBER: 32-0670408

F.O.B: "V" F.O.B. SERVICE/MAINTENANCE

TERMS: N/30

MINIMUM ORDER: None

INVOICING: Invoices shall reflect contract pricing.

PRICING INFORMATION:

**LOT 1: HOGAN SUITE TRAINING**

ITEM	DESCRIPTION	UNIT PRICE
1	Team Development and coaching through facilitated discussion, using the Hogan Suite of inventories <i>Assessment" \$419.00 P/L</i> <i>Team Development and Coaching (4 Hours): \$3,000.00</i>	\$3,419.00
2	One-on-one coaching sessions for individual executive members Cabinet members, using the Hogan Leadership Series. <i>Assumption Leaders have completed the assessment</i>  <i>Individual Cost: \$515.00 Cost for Six: \$3,090.00</i>	\$3,090.00

**LOT 2: EXECUTIVE TRAINING/COACHING 1-1 MODEL**

ITEM	DESCRIPTION	MONTHLY PRICE
1	Individual Coaching/Training Sessions – including an initial assessment and a minimum of two 1 hour 1:1 sessions per month.  <i>Initial: \$515.00</i> <i>2-Hours: \$1,030.00</i>	\$1,545.00

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**LOT 3: EXECUTIVE TRAINING/COACHING GROUP SETTING**

ITEM	DESCRIPTION	PER TRAINING SESSION PRICE
1	Team development and coaching through a facilitated discussion  <i>4-Hour Workshop: \$3,000.00</i>	\$3,000.00

**LOT 4: DiSC TRAINING**

ITEM			PER SESSION PRICE
1	Everything DiSC 363 for Leaders Assessment Reports, Program Introduction and Execution Consultation	Templates to introduce 363 program to organization/department, raters and leader. <i>Included: (2) 30-minute consultations with Sponsor on introduction of 363 to ensure buy-in: \$515.00 (3) Status updates of rater Completion - Included</i>	\$515.00
2	Executive Coaching – 363 Feedback Individual Review Session	2-hour coaching session to Everything DiSC 363 for Leaders Assessment Report.	\$1,030.00
3	Executive Coaching – Standard	Ongoing coaching sessions	\$515.00
4	Everything DiSC 363 Leadership Group Session and Results Report	(2) 60-minute planning sessions with Sponsor – <i>Cost \$515.00</i> (1) 120-minute session Virtual Facilitation and session preparation and consolidated strengths results presentation – <i>Cost \$515.00</i> (1) Group Results Report (1) 60-minute Post Session Review and consultation with Sponsor. <i>Assumes no more than 25 Participants.</i>	\$2,060.00
5	Everything DiSC Workplace Catalyst Assessment Reports	Electronic interactive access and PDF available. Everything DiSC Catalyst Platform Login and Group Workplace View – <i>No Cost / \$0.00</i>	\$0.00
6	Everything DiSC Workplace Catalyst Training Session 1 Session 2	(2) 60-minute planning sessions with Sponsor. (1) Standard Catalyst Workplace Virtual Training. Entire Catalyst training takes up to 4-5 hours and is suggested to be broken up into two sessions. <i>Assumes no more than 35 participants/session. Both sessions will be 2-2.5 hours</i>	\$1,030.00
7	Group Culture Report, Discussion and Activity Facilitation Add-On to Everything DiSC Workplace Catalyst Training	Group Culture Report provided. Up to 30-minute discussion and activity that can be added to either session.	\$515.00
8	Public Speaking Coaching	Ongoing coaching sessions to work with leaders/managers/team members on public speaking communication skills.	\$515.00

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**Other Assessments and Costs. All assessments costs are per leader (P/L)**

Hogan	\$419.00 P/L
DiSC.	363 Leadership – 25 Leaders \$227.50 P/L Workplace Catalyst – 35 Leaders \$75.00 P/L Agile EQ – 25 Leaders \$121.25 P/L / 35 Leaders \$117.50 P/L Productive Conflict – 25 Leaders \$97.00 P/L / 35 Leaders \$117.50 P/L Management – 25 Leaders \$121.25 P/L / 35 Leaders \$117.50 P/L
Myers Briggs	MBTI Step I – 25-35 Leaders \$22.95 P/L MBTI Step II – 25-35 Leaders \$39.95 P/L TKI Conflict – 25 Leaders \$22.95 P/L  Work Engagement Profile – 25-35 Leaders \$22.95 P/L Stress Engagement Profile – 25-35 Leaders \$19.95 P/L

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VENDOR NAME/ADDRESS: Jefferson Larson Smith DBA CultureSync  
2547 Via Campo #4069  
Montebello, CA 90640

Website: [www.culturesync.com](http://www.culturesync.com)

SALES REPRESENTATIVE:	<b>NAME:</b> Carrie Kish	<b>PHONE #:</b> (661) 755-3242	<b>E-MAIL:</b> <a href="mailto:Kish@culturesync.net">Kish@culturesync.net</a>
Ordering/Expediting:	Jack Bennett	(818) 517-7991	<a href="mailto:Bennett@culturesync.net">Bennett@culturesync.net</a>
Invoice Information:	Jack Bennett	(818) 517-7991	<a href="mailto:Bennett@culturesync.net">Bennett@culturesync.net</a>
Supplier Diversity Reporting:	Carolina Romero-Morgan	(323) 636-3052	<a href="mailto:Morgan@culturesync.net">Morgan@culturesync.net</a>

NIGP CODE: 918-38

FEIN NUMBER: 20-5896896

F.O.B: "V" F.O.B. SERVICE/MAINTENANCE

TERMS: N/30

MINIMUM ORDER: None

INVOICING: Invoices shall reflect contract pricing.

PRICING INFORMATION:

**LOT 1: HOGAN SUITE TRAINING**

ITEM	DESCRIPTION	UNIT PRICE
1	Team Development and coaching through facilitated discussion, using the Hogan Suite of inventories	\$5,000.00
2	One-on-one coaching sessions for individual executive members Cabinet members, using the Hogan Leadership Series.	\$750.00

**LOT 2: EXECUTIVE TRAINING/COACHING 1-1 MODEL**

ITEM	DESCRIPTION	MONTHLY PRICE
1	Individual Coaching/Training Sessions – including an initial assessment and a minimum of two 1 hour 1:1 sessions per month.	\$2,000.00

**LOT 3: EXECUTIVE TRAINING/COACHING GROUP SETTING**

ITEM	DESCRIPTION	PERTRAINING SESSION PRICE
1	Team development and coaching through a facilitated discussion	\$2,500.00

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**LOT 4: DiSC TRAINING**

**\*\*\*Please Note: Vendor does not actively use Everything DiSC 363. They use Custom 360\*\*\***

ITEM			PER SESSION PRICE
<b>1</b>	Custom 360 for Leaders Assessment Reports, Program Introduction and Execution Consultation	Templates to introduce 363 program to organization/department, raters and leader. (2) 30-minute consultations with Sponsor on introduction of 363 to ensure buy-in. (3) Status updates of rater Completion.	\$2,500.00
<b>2</b>	Executive Coaching – Custom 360 Feedback Individual Review Session	2-hour coaching session to Everything DiSC 363 for Leaders Assessment Report.	\$1,000.00
<b>3</b>	Executive Coaching – Standard	Ongoing coaching sessions	\$500.00
<b>4</b>	Custom 360 Leadership Group Session and Results Report	(2) 60-minute planning sessions with Sponsor. (1) 120-minute session Virtual Facilitation and session preparation and consolidated strengths results presentation. (1) Group Results Report (1) 60-minute Post Session Review and consultation with Sponsor. <i>Assumes no more than 25 Participants.</i>	\$10,000.00
<b>5</b>	Workplace Catalyst Assessment Reports	Electronic interactive access and PDF available. Everything DiSC Catalyst Platform Login and Group Workplace View.	N/A
<b>6</b>	Everything DiSC Workplace Catalyst Training Session 1 Session 2	(2) 60-minute planning sessions with Sponsor. (1) Standard Catalyst Workplace Virtual Training. Entire Catalyst training takes up to 4-5 hours and is suggested to be broken up into two sessions. <i>Assumes no more than 35 participants/session.</i> Both sessions will be 2-2.5 hours	N/A
<b>7</b>	Group Culture Report, Discussion and Activity Facilitation Add-On to Everything DiSC Workplace Catalyst Training	Group Culture Report provided. Up to 30-minute discussion and activity that can be added to either session.	N/A
<b>8</b>	Public Speaking Coaching	Ongoing coaching sessions to work with leaders/managers/team members on public speaking communication skills.	\$500.00

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VENDOR NAME/ADDRESS: Life Empowered Consulting Services, LLC  
19865 Brampton Court  
Brookfield, WI 53045

Website: [www.celestecuffie.com](http://www.celestecuffie.com)

SALES REPRESENTATIVE:	<b>NAME:</b>	<b>PHONE #:</b>	<b>E-MAIL</b>
Ordering/Expediting:	Celeste Cuffie	(414) 899-5588	<a href="mailto:lecs@celestecuffie.com">lecs@celestecuffie.com</a>
Invoice Information:	Celeste Cuffie	(414) 899-5588	<a href="mailto:lecs@celestecuffie.com">lecs@celestecuffie.com</a>
Supplier Diversity Reporting:	Celeste Cuffie	(414) 899-5588	<a href="mailto:lecs@celestecuffie.com">lecs@celestecuffie.com</a>

NIGP CODE: 918-38

FEIN NUMBER: 46-2537786

F.O.B: "V" F.O.B. SERVICE/MAINTENANCE

TERMS: N/30

MINIMUM ORDER: None

INVOICING: Invoices shall reflect contract pricing.

PRICING INFORMATION:

**LOT 1: HOGAN SUITE TRAINING**

ITEM	DESCRIPTION	UNIT PRICE
1	Team Development and coaching through facilitated discussion, using the Hogan Suite of inventories	N/A
2	One-on-one coaching sessions for individual executive members Cabinet members, using the Hogan Leadership Series.	N/A

**LOT 2: EXECUTIVE TRAINING/COACHING 1-1 MODEL**

ITEM	DESCRIPTION	MONTHLY PRICE
1	Individual Coaching/Training Sessions – including an initial assessment and a minimum of two 1 hour 1:1 sessions per month.  <i>This also includes access to the Executive Coach beyond the sessions</i>	\$900.00

**LOT 3: EXECUTIVE TRAINING/COACHING GROUP SETTING**

ITEM	DESCRIPTION	PER TRAINING SESSION PRICE
1	Team development and coaching through a facilitated discussion  <i>This assumes that the group size is no larger than 8 to maximize effectiveness.</i>	\$1,500.00



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**LOT 4: DiSC TRAINING**

ITEM			PER SESSION PRICE
1	Tool that will be used instead is Everything Disc Management. This will be leveraged with Leadership Gold – a program by John Maxwell.	Templates to introduce Everything Disc Management Program to organization/department, raters and leader. (2) 30-minute consultations with Sponsor on introduction of Everything Disc Management Program to ensure buy-in. (3) Status updates of rater Completion.	\$695.00
2	Executive Coaching – Feedback Individual Review Session	2-hour coaching session to Everything DiSC Management and Leadership Gold.	\$650.00
3	Executive Coaching – Standard	Ongoing coaching sessions	\$325.00
4	Everything DiSC Management Group Session and results report	(2) 60-minute planning sessions with Sponsor. (1) 120-minute session Virtual Facilitation and session preparation with consolidated strengths results presentation. (1) Group Results Report. (1) 60-minute Post Session. Review and consultation with Sponsor. <i>Assumes no more than 25 Participants.</i>	\$3,995.00
5	Everything DiSC Workplace Catalyst Assessment Reports	Electronic interactive access and PDF available. Everything DiSC Catalyst Platform Login and Group Workplace View.	\$129.00
6	Everything DiSC Workplace Catalyst Training Session 1 Session 2	(2) 60-minute planning sessions with Sponsor. (1) Standard Catalyst Workplace Virtual Training. Entire Catalyst training takes up to 4-5 hours and is suggested to be broken up into two sessions. <i>Assumes no more than 35 participants/session.</i> Both sessions will be 2-2.5 hours	\$6,995.00
7	Group Culture Report, Discussion and Activity Facilitation Add-On to Everything DiSC Workplace Catalyst Training	Group Culture Report provided. Up to 30-minute discussion and activity that can be added to either session.	\$695.00
8	Public Speaking Coaching	Ongoing coaching sessions to work with leaders/managers/team members on public speaking communication skills.	\$695.00

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VENDOR NAME/ADDRESS: MDA Leadership Consulting  
225 South 6<sup>th</sup> Street, Suite 5000  
Minneapolis, MN 55402

Website: <http://www.mdaleadership.com>

SALES REPRESENTATIVE:	<b>NAME:</b> Chad Zemple	<b>PHONE #:</b> (612) 845-4098	<b>E-MAIL:</b> <a href="mailto:czemple@mdaleadership.com">czemple@mdaleadership.com</a>
Ordering/Expediting:	Lisa Gordon	(612) 718-5347	<a href="mailto:lgordon@mdaleadership.com">lgordon@mdaleadership.com</a>
Invoice Information:	Amie Howell	(612) 259-4222	<a href="mailto:ahowell@mdaleadership.com">ahowell@mdaleadership.com</a>
Returns:	Chad Zemple	(612) 845-4098	<a href="mailto:czemple@mdaleadership.com">czemple@mdaleadership.com</a>
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NIGP CODE: 918-38

FEIN NUMBER: 41-1413667

F.O.B: "V" F.O.B. SERVICE/MAINTENANCE

TERMS: N/30

MINIMUM ORDER: None

INVOICING: Invoices shall reflect contract pricing.

PRICING INFORMATION:

**LOT 1: HOGAN SUITE TRAINING**

ITEM	DESCRIPTION	UNIT PRICE
1	<p>Team Development and coaching through facilitated discussion, using the Hogan Suite of inventories.</p> <p><i>We leverage an Awaken, Align, Accelerate model of team development, with each of the three phases requiring one six-hour team session. A proven model includes:</i></p> <ul style="list-style-type: none"> <li>• <b>Getting Started Planning Meetings (virtual):</b> design, communication planning, customizing interview guides, scheduling plan.</li> <li>• <b>Awaken Sessions (2half-days):</b> ½ Day-Share individual Hogan data insights and proposed growth focus areas; ½ Day –Share aggregate Hogan and interview themes; Assign Reflection Homework. Getting Started + Awaken = \$38,430</li> <li>• <b>Align Session (6 hours):</b> Share reflection homework; Discuss and determine the "what" = most notable strengths to continue to leverage and a limited set of growth focus areas for the team. \$15,975</li> <li>• <b>Accelerate Session (6 hours):</b> Determine and align on the "how" = What will they start, stop, and continue doing to reach their goals, and what will success look like?; Determine how they will hold each other accountable to growth; Assign homework: create scorecard. \$15,975</li> </ul> <p><i>The above components can be selected a la carte as well, so pricing is provided at the phase level and for the full package.</i></p>	\$70,380.00
2	<p>One-on-one coaching sessions for individual executive members Cabinet members, using the Hogan Leadership Series.</p> <p><i>In parallel with the team development work, within the Awaken phase, we typically include an individual development track, which includes (virtual):</i></p>	\$2,800.00 / per person

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	<ul style="list-style-type: none"> <li>•60-minute custom interview</li> <li>•Online Hogan Leadership Forecast Series administration (about 60 minutes)</li> <li>•60-minute feedback/debrief on Hogan data</li> <li>•Summary report</li> <li>•Key insights reflection homework</li> </ul>	
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**LOT 2: EXECUTIVE TRAINING/COACHING 1-1 MODEL**

ITEM	DESCRIPTION	MONTHLY PRICE
<b>1</b>	<p>Individual Coaching/Training Sessions – including an initial assessment and a minimum of two 1 hour 1:1 sessions per month.</p> <p>1) <b>6-month Leader Accelerator (virtual):</b> Structured engagement with Hogan Leadership Forecast Series, Discovery Interviews, Growth Planning, Accel5 Learning Platform, Manager Alignment, and Growth Check (see Appendix for components)</p> <p>2) <b>6-month Trusted Advisor (virtual):</b> Flexible engagement with optional alignment with manager, includes Accel5(see Appendix for components)</p> <p>3) <b>3-Month Extensions (virtual):</b> Following item 1 or 2 (six sessions plus Growth Check)</p> <p>4) <b>9 Session Package (virtual):</b> For ongoing coaching of leaders</p>	<p>1. \$16,625</p> <p>2. \$15,150</p> <p>3. \$6,125</p> <p>4. \$7,525</p>

**LOT 3: EXECUTIVE TRAINING/COACHING GROUP SETTING**

ITEM	DESCRIPTION	PER TRAINING SESSION PRICE
<b>1</b>	<p>Team development and coaching through a facilitated discussion</p> <p>1) <b>Hogan Insights (virtual):</b> For individual development as part of a cohort learning experience = 60-minute interview, Hogan administration, 60-minute feedback, Insight Prep Meeting, Insight Meeting with Manager, Accel5. Optional Growth Planning and Alignment</p> <p>2) <b>Facilitated Sessions (6 hours each):</b> Planning, design, materials preparation, communication, kick-off meeting, debrief/recap</p>	<p>1. \$4,390 / \$5,925 with Growth Planning &amp; Alignment</p> <p>2. \$17,825.00</p>

**LOT 4: DiSC TRAINING**

ITEM			PER SESSION PRICE
<b>1</b>	Tool that will be used instead is Everything Disc Management. This will be leveraged with Leadership Gold – a program by John Maxwell.	Templates to introduce 363 program to organization/department, raters and leader. (2) 30-minute consultations with Sponsor on introduction of 363 to ensure buy-in. (3) Status updates of rater Completion.	N/A
<b>2</b>	Executive Coaching – Feedback Individual Review Session	2-hour coaching session to Everything DiSC for Leaders Assessment Report.	N/A
<b>3</b>	Executive Coaching – Standard	Ongoing coaching sessions	N/A
<b>4</b>	Everything DiSC Management Group Session and results report	(2) 60 minute planning sessions with Sponsor.(1) 120 minute session Virtual Facilitation and session preparation with consolidated strengths results presentation.(1) Group Results Report.(1) 60 minute Post Session. Review and consultation with Sponsor. Assumes no more than 25 Participants.	N/A

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<b>5</b>	Everything DiSC Workplace Catalyst Assessment Reports	Electronic interactive access and PDF available. Everything DiSC Catalyst Platform Login and Group Workplace View.	N/A
<b>6</b>	Everything DiSC Workplace Catalyst Training Session 1 Session 2	(2) 60-minute planning sessions with Sponsor. (1) Standard Catalyst Workplace Virtual Training. Entire Catalyst training takes up to 4-5 hours and is suggested to be broken up into two sessions. <i>Assumes no more than 35 participants/session.</i> Both sessions will be 2-2.5 hours	N/A
<b>7</b>	Group Culture Report, Discussion and Activity Facilitation Add-On to Everything DiSC Workplace Catalyst Training	Group Culture Report provided. Up to 30-minute discussion and activity that can be added to either session.	N/A
<b>8</b>	Public Speaking Coaching	Ongoing coaching sessions to work with leaders/managers/team members on public speaking communication skills.	N/A

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VENDOR NAME/ADDRESS: Ngenuity, LLC  
1365 Victoria Circle South  
Elm Grove, WI 53122

Website: [www.ngenuityllc.com](http://www.ngenuityllc.com)  
[www.everythingdisc.com/ngenuity](http://www.everythingdisc.com/ngenuity)

SALES REPRESENTATIVE:	NAME:	PHONE #:	E-MAIL
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NIGP CODE: 918-38

FEIN NUMBER: 46-2602883

F.O.B: "V" F.O.B. SERVICE/MAINTENANCE

TERMS: N/30

MINIMUM ORDER: None

INVOICING: Invoices shall reflect contract pricing.

PRICING INFORMATION:

**LOT 1: HOGAN SUITE TRAINING**

ITEM	DESCRIPTION	UNIT PRICE
1	Team Development and coaching through facilitated discussion, using the Hogan Suite of inventories	
	<i>Leadership Forecast Suite of Inventories</i>	\$275.00
	<i>Hogan Personality Inventory (HPI)</i>	\$275.00
	<i>Hogan Development Survey (HDS)</i>	\$275.00
	<i>Motives, Values &amp; Preferences Inventory (MVPI)</i>	
	<i>Team Development Report based on Leadership Forecast Suite of Inventories</i>	\$2,500.00
	<i>Team Development Coaching Session</i>	\$7,500.00
	<i>Approx. 2-3 hour Session with customized Preparation and Group report review of Inventories</i>	
2	One-on-one coaching sessions for individual executive members Cabinet members, using the Hogan Leadership Series.	\$1,990 / Full Hogan Results Review, Debrief & Coaching Session
	<i>2 (90 minute) Review sessions assuming all 3 Inventories are taken</i>	
	<i>Ongoing Coaching Sessions using Hogan's Inventory Review (45-60 minutes). (Assumes above initial review sessions are complete)</i>	\$350 / session (45-60 min one-on-one Session)

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**LOT 2: EXECUTIVE TRAINING/COACHING 1-1 MODEL**

ITEM	DESCRIPTION	MONTHLY PRICE
1	<p>Individual Coaching/Training Sessions – including an initial assessment and a minimum of two 1 hour 1:1 sessions per month.</p> <p><i>Initial discovery session is 2 hours</i></p> <p><i>Assessment costs TBD based on assessment chosen</i></p>	<p>\$315 / 45-60 minute session</p> <p>\$630 / initial 2-hour discovery and coaching goal setting session.</p>

**LOT 3: EXECUTIVE TRAINING/COACHING GROUP SETTING**

ITEM	DESCRIPTION	PERTRAINING SESSION PRICE
1	<p>Team development and coaching through a facilitated discussion</p> <p><i>Price will depend on session objectives, content and custom preparation needed</i></p> <p><i>Alternative Team Development Coaching and Facilitation offered by using Patrick Lencioni’s model of Five Behaviors of a Cohesive Team—Personal Development. Five Behaviors (5B) include Trust, Conflict, Commitment, Accountability and Results. (THE UW Office of VP and DEM teams are engaging with this Team training.)</i></p> <p><i>5B Team Training and Facilitated Discussion (4.5 hours)</i></p> <p><i>Individual Assessment per learner on Personal tendencies of the Five Behaviors (required for 5B training)</i></p> <p><i>A more comprehensive Five Behaviors-Team Development training with Team Scores Assessment available at a higher cost &amp; commitment level. (Up to 3 days of training for Intact teams with one leader)</i></p>	<p>\$4,625 - \$7,500 for up to a 2.5-hour customized session</p> <p>\$4,075/session 5B Personal Development Training \$140/person</p>

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**LOT 4: DiSC TRAINING**

ITEM			PER SESSION PRICE
1	<p>Everything DiSC 363 for Leaders Assessment Reports, Program Introduction and Execution Consultation</p> <p><b>Benchmarks for ExecutivesTM-360</b></p> <p><b>Benchmarks for Managers TM-360</b></p>	<p>Templates to introduce 363 program to organization/department, raters and leader. (2) 30-minute consultations with Sponsor on introduction of 363 to ensure buy-in. (3) Status updates of rater Completion.</p> <p><i>Everything DiSC 363 will be discontinued by Wiley after March 31, 2023. Given that Ngenuity is offering an alternative, more comprehensive Benchmarks 360 from Center for Creative Leadership Focusing on 16 Leadership Competencies specifically for Managers or Executives.</i></p>	<p>\$450.00</p> <p>Available thru March 31, 2023</p>
		<p><b>360 Benchmarks for Executives Report from Centers for Creative Leadership(CCL)focus on 16 Competencies Below</b></p> <p><b>Leading the Business/Organization</b></p> <ol style="list-style-type: none"> <li>1.Sound Judgement</li> <li>2.Strategic Planning</li> <li>3.Leadng Change</li> <li>4.Results Orientation</li> <li>5.Global Awareness</li> <li>6.Business Perspective</li> </ol> <p><b>Leading Others</b></p> <ol style="list-style-type: none"> <li>7.Inspiring Commitment</li> <li>8.Forging Synergy</li> <li>9.Developing and Empowering</li> <li>10.Leveraging differences</li> <li>11.Communicating effectively</li> <li>12.Intepersonal Savvy</li> </ol> <p><b>Leading by Personal Example</b></p> <ol style="list-style-type: none"> <li>13.Courage</li> <li>14.Executive Image</li> <li>15.Learning from Experience</li> <li>16.Credibility</li> </ol>	<p>\$750.00</p>
		<p><b>360 Benchmarks for Managers Report from CCL focus on 16 Competencies below</b></p> <p><b>Leading the Business/Organization</b></p> <ol style="list-style-type: none"> <li>1.Strategic Perspective</li> <li>2.Being a quick study</li> <li>3.Decisiveness</li> <li>4.Change Management</li> </ol> <p><b>Leading Others</b></p> <ol style="list-style-type: none"> <li>5.Leadng employees</li> <li>6.Confronting Problem Employees</li> <li>7.Participative Management</li> <li>8.Building Collaborative Relationships</li> <li>9.Compassion &amp; Sensitivity</li> <li>10.Putting people at ease</li> <li>11.Respect for differences</li> </ol> <p><b>Leading Yourself</b></p> <ol style="list-style-type: none"> <li>12.Taking initiative</li> <li>13.Composure</li> <li>14.Balance between personal &amp; work life</li> <li>15.Self-awareness</li> <li>16.Career Management</li> </ol> <p><i>Both CCL Benchmarks Reports also include ongoing access to the CCL Compass™ personalized online development tool with personalized</i></p>	<p>\$750.00</p> <p>\$0 cost with 360 Benchmarks report</p>

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		<i>strategies to help leaders build on strengths and improve areas of weakness based on 360 results.</i>	
<b>2</b>	Executive Coaching – 363 Feedback Individual Review Session	2-hour coaching session to Everything DiSC 363 for Leaders Assessment Report.	\$630.00
<b>3</b>	Executive Coaching – Standard	Ongoing coaching sessions (45-60 minutes)	\$315.00 / Session
<b>4</b>	Everything DiSC 363 Leadership Group Session and Results Report	<p>(2) 60-minute planning sessions with Sponsor.            (1) 120-minute session Virtual Facilitation and session preparation and consolidated strengths results presentation.            (1) Group Results Report            (1) 60-minute Post Session            Review and consultation with Sponsor. <i>Assumes no more than 25 Participants.</i></p> <p><i>Everything DiSC 363 will be discontinued by Wiley after March 31, 2023. Given that Ngenuity is offering an alternative, more comprehensive Benchmarks 360 from Center for Creative Leadership Focusing on 16 Leadership Competencies specifically for Managers or Executives with a Group Session and Group Report option.</i></p> <p><i>Benchmarks 360 Group Session with Group Report</i></p>	<p>\$4,325 Available thru March 31, 2023</p> <p>\$4,625 – with Comprehensive Benchmarks 360 Group Report</p>
<b>5</b>	Everything DiSC Workplace Catalyst Assessment Reports	<p>Electronic interactive access and PDF available.</p> <p>Everything DiSC Catalyst Platform Login and Group Workplace View.</p>	<p>\$85/report</p> <p>N/C with report purchase</p>
<b>6</b>	Everything DiSC Workplace Catalyst Training Session 1 Session 2	<p>(2) 60-minute planning sessions with Sponsor.            (1) Standard Catalyst Workplace Virtual Training. Entire Catalyst training takes up to 4-5 hours and is suggested to be broken up into two sessions. <i>Assumes no more than 35 participants/session.</i>            Both sessions will be 2-2.5 hours</p>	Quoted
<b>7</b>	Group Culture Report, Discussion and Activity Facilitation Add-On to Everything DiSC Workplace Catalyst Training	Group Culture Report provided. Up to 30-minute discussion and activity that can be added to either session.	\$2,000.00
<b>8</b>	Public Speaking Coaching	Ongoing coaching sessions to work with leaders/managers/team members on public speaking communication skills.	\$650.00



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VENDOR NAME/ADDRESS: United Training Commercial LLC  
707 Landa Street, Suite 100  
New Braunfels, TX 78130

Website: <https://unitedtraining.com/>

	<b>NAME:</b>	<b>PHONE #:</b>	<b>E-MAIL</b>
SALES REPRESENTATIVE:	Eric Gromen	(469) 809-3958	<a href="mailto:Eric.Gromen@unitedtraining.com">Eric.Gromen@unitedtraining.com</a>
Ordering/Expediting:	Eric Gromen	(469) 809-3958	<a href="mailto:Eric.Gromen@unitedtraining.com">Eric.Gromen@unitedtraining.com</a>
Invoice Information:	Eric Gromen	(469) 809-3958	<a href="mailto:Eric.Gromen@unitedtraining.com">Eric.Gromen@unitedtraining.com</a>
Returns:	Eric Gromen	(469) 809-3958	<a href="mailto:Eric.Gromen@unitedtraining.com">Eric.Gromen@unitedtraining.com</a>
Supplier Diversity Reporting:	Rochelle Capps	(539) 222-4110	<a href="mailto:AR@unitedtraining.com">AR@unitedtraining.com</a>

NIGP CODE: 918-38

FEIN NUMBER: 85-1290191

F.O.B: "V" F.O.B. SERVICE/MAINTENANCE

TERMS: N/30

MINIMUM ORDER: None

INVOICING: Invoices shall reflect contract pricing.

PRICING INFORMATION:

**LOT 1: HOGAN SUITE TRAINING – NO BID**

ITEM	DESCRIPTION	UNIT PRICE
1	Team Development and coaching through facilitated discussion, using the Hogan Suite of inventories	N/A
2	One-on-one coaching sessions for individual executive members Cabinet members, using the Hogan Leadership Series.	N/A

**LOT 2: EXECUTIVE TRAINING/COACHING 1-1 MODEL**

ITEM	DESCRIPTION	MONTHLY PRICE
1	Individual Coaching/Training Sessions – including an initial assessment and a minimum of two 1 hour 1:1 sessions per month.	\$1,995.00 / Participant

**LOT 3: EXECUTIVE TRAINING/COACHING GROUP SETTING**

ITEM	DESCRIPTION	PERTRAINING SESSION PRICE
1	Team development and coaching through a facilitated discussion	\$3,780.00 / Workshop Session

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**LOT4: DiSC TRAINING**

ITEM			PER SESSION PRICE
1	Everything DiSC 363 for Leaders Assessment Reports, Program Introduction and Execution Consultation	Templates to introduce 363 program to organization/department, Raters, and leader. (2) 30-minute consultations with Sponsor on introduction of 363 to ensure buy-in. (3) Status updates of rater Completion.	\$2,750.00
2	Executive Coaching – 363 Feedback Individual Review Session	2-hour coaching session to Everything DiSC 363 for Leaders Assessment Report.	\$1,000.00
3	Executive Coaching – Standard	Ongoing coaching sessions	\$500.00 / Hour
4	Everything DiSC 363 Leadership Group Session and Results Report	(2) 60-minute planning sessions with Sponsor. (1) 120-minute session Virtual Facilitation and session preparation and consolidated strengths results presentation. (1) Group Results Report (1) 60-minute Post Session Review and consultation with Sponsor. <i>Assumes no more than 25 Participants.</i>	\$2,500.00
5	Everything DiSC Workplace Catalyst Assessment Reports	Electronic interactive access and PDF available. Everything DiSC Catalyst Platform Login and Group Workplace View.	\$76.50 per Participant
6	Everything DiSC Workplace Catalyst Training Session 1 Session 2	(2) 60-minute planning sessions with Sponsor. (1) Standard Catalyst Workplace Virtual Training. Entire Catalyst training takes up to 4-5 hours and is suggested to be broken up into two sessions. <i>Assumes no more than 35 participants/session.</i> Both sessions will be 2-2.5 hours	\$3,995.00
7	Group Culture Report, Discussion and Activity Facilitation Add-On to Everything DiSC Workplace Catalyst Training	Group Culture Report provided. Up to 30-minute discussion and activity that can be added to either session.	\$1,495.00
8	Public Speaking Coaching	Ongoing coaching sessions to work with leaders/managers/team members on public speaking communication skills.	\$3,800.00