



General Services Administration

Federal Acquisition Service

Authorized Federal Supply Schedule FSS Price List

Online access to contract ordering information, terms and conditions, pricing, and the option to create an electronic delivery order are available through GSA *Advantage!*[®]. The website for GSA *Advantage!*[®] is: <https://www.GSAAdvantage.gov>.

Multiple Award Schedule

FSC Group: Professional Services

Contract number: 47QREA18D000Y

Contract period: August 29, 2018 - August 28, 2028

Management Concepts, Inc.

8230 Leesburg Pike, Suite 800

Tysons Corner, VA 22182

P: (703) 790-9595

F: (703) 270-1940

www.managementconcepts.com

Contract Administration POC: Rosanna Dombrowski

POC phone: 703-270-4043

POC email: rdombrowski@managementconcepts.com

Business Size: Large

For more information on ordering, go to the following website: <https://www.gsa.gov/schedules>

Prices Shown Herein are Net (discount deducted)

Price list current as of Modification #PS-0072 effective September 11, 2024

CUSTOMER INFORMATION

1a. Table of awarded special item number(s) (SINs)

SINs	Recovery SINs	SIN Titles
541611	541611RC	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
611430	611430RC	Instructor Led Training, Web Based Training and Education Courses, Course Development, and Test Administration
611TRAINAW	611TRAINAWRC	DAU and FAI Certified DAWIA and FAC Acquisition Workforce Training for GS-1102 and non-1102 Personnel
OLM	OLMSTLOC, OLMRC	Order-Level Materials (OLM's)

1b. Lowest priced model number for each SIN. See tables of awarded prices.

1c. For a description of all labor categories under SINs 541611 and 611430, see tables on pages 5 and 26.

2. Maximum Order: \$1,000,000.00.

3. Minimum Order: \$100.00.

4. Geographic coverage (delivery area). Worldwide. Overseas subject to a non-domestic fee equal to the greater of \$2,000 or 20 percent of the course price.

5. Points of Production: Tysons, Fairfax County, VA.

6. Discount from list prices or statement of net price. Government Net Prices (discounts already deducted).

7. Quantity discounts. See awarded prices.

8. Prompt Payment Discount: N/A. Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9. Foreign items. Not Applicable.

10a. Time of Delivery: Specified on Task Order and mutually agreed to by the ordering activity and vendor.

10b. Expedited Delivery: Not applicable.

10c. Overnight and 2-day delivery: Not applicable.

10d. Urgent Requirements: Not applicable.

11. F.O.B. Point: Destination.

12a. Ordering Address: 8230 Leesburg Pike, Suite 800, Tysons Corner VA 22182.

12b. Ordering procedures: See Federal Acquisition Regulation (FAR) 8.405-3.

13. Payment Address: 8230 Leesburg Pike, Suite 800, Tysons Corner VA 22182.

14. Warranty Provisions: Not applicable.

15. Export Packing Charges: Not applicable.

16. Terms and conditions of rental and maintenance: Not applicable.

17. Terms and conditions of installation: Not applicable.

18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices. Not applicable.

18b (1). Terms and conditions of any other service:

Cancellation and Rescheduling Policy For SINS 611430 and 611TRAINAW On-Site Training Courses:

Classes may be canceled or rescheduled at no charge with a minimum written notice of 30 calendar days prior to the class start date.

Classes canceled or rescheduled between 15-29 calendar days prior to the class start date will incur a fee equal to 50% of the course price.

Classes canceled or rescheduled between 1-14 calendar days prior to the class start date will incur a fee equal to 100% of the course price.

Classes canceled on the first day of the class start date will be treated as a “no show,” and the applicable MAS customer will be charged the full course price.

Classes started but not completed due to inclement weather will be invoiced and payable in full at the agreed price plus any costs incurred for delivering make-up days (including instructor fees and travel costs).

Any revisions to the above policy shall be deemed an “Open Market Cancellation and Rescheduling Policy” and are subject to the mutual agreement of Management Concepts and the ordering entity.

For transactions involving the purchase of open enrollment seats as provided by the terms and conditions of Management Concepts GSA MAS contract (47QREA18D000Y), student substitutions are permitted at any time up to the start of the class at no additional charge to the ordering entity. This policy is consistent with Management Concepts commercial practice regarding this circumstance (see <https://www.managementconcepts.com/Contact-Us/Other/Terms-and-Conditions>).

"18b (2). Placing an order for training courses and/or services offered under SINS 611430 and 611TRAINAW constitutes acceptance of Management Concepts' standard commercial intellectual property policy and commercial terms and conditions governing the purchase of individual student seats in open enrollment courses. Both policies may be viewed at: <https://www.managementconcepts.com/Contact-Us/Other/Terms-and-Conditions>. Please note that course prices are predicated on using Voice over Internet Protocol (VOIP) for virtual deliveries. Conference call line charges will be treated as an Order-Level-Material charge under SIN OLM.

18b (3). All Management Concepts coaching services will be provided in accordance with the International Coach Federation (ICF) Code of Ethics. Unless otherwise required by a MAS order with the coaching sponsor (the MAS ordering entity paying for and/or arranging the coaching services), all client (the individual being coached) information obtained during a coaching session will be kept in the strictest confidence and not released to the coaching sponsor. Only general summaries, trends, and themes will be released to a coaching sponsor. If a coaching order requires a different disclosure of client information, Management Concepts will advise the client of the information that will be disclosed to the sponsor prior to conducting a coaching session. A cancellation fee equal to one hour of coaching services will be charged for any coaching session cancelled with 24 or fewer hours notice.

18b (4). Management Concepts commits to provide MAS buyers the most recent version of the courses listed on its GSA Price List as of the date of an order. This means that MAS buyers will receive the most up-to-date content, learning objectives, and other instructional material required for the course delivery at no additional cost. Management Concepts continually updates its training courses. As a result, variations in title and content may occur. Such variations, however, will always be to the benefit of the MAS buyer.

- 19. List of service and distribution points. Not Applicable.
- 20. List of participating dealers. Not Applicable.
- 21. Preventive maintenance: Not applicable.
- 22a. Special attributes such as environmental attributes. Not Applicable.
- 22b. Section 508 Compliance: Yes.
- 23. Unique Entity Identifier (UEI): C2R2ML1DWXW6.
- 24. Notification regarding registration in System For Award Management (SAM) database: Registered.

NOTICE OF TEMPORARY PRICE REDUCTION FOR UNLIMITED EMPLOYEE DEVELOPMENT PROGRAMS (ONLY AVAILABLE AS AN ENTERPRISE SOLUTION TO CUSTOMERS WITH A MAXIMUM OF 2,500 EMPLOYEES OR LESS BUT MORE THAN 100 EMPLOYEES)

Unlimited Employee Development Program

Price: \$2,250 person (Annual Fee)

AMOUNT OF DISCOUNT: 37% (BASED ON EACH EMPLOYEE ATTENDING AT LEAST 3 OPEN ENROLLMENT (OE) CLASSES)

Description of offer: For agencies that have sizeable training pre-requisites for their staff, the Unlimited Employee Development Program is available to customers as an Enterprise Solution only. This means that a buyer must purchase the number of seats equal to its total number of employees. Under this program, customers can send individual employees to an unlimited number of Management Concepts public OE courses to satisfy its staff training pre-requisites.

Unlimited Employee Development Plus Program

Price: \$2,500 person (Annual Fee)

AMOUNT OF DISCOUNT: 49% (BASED ON EACH EMPLOYEE ATTENDING AT LEAST 3 OE CLASSES and 1 PRIVATE GROUP TRAINING (PGT) class)

Description of offer: For agencies that have sizeable training pre-requisites for their staff, the Unlimited Employee Development Program Plus is available to customers as an Enterprise Solution only. This means that a buyer must purchase the number of seats equal to its total number of employees. Under this program, customers can send individual employees to an unlimited number of Management Concepts Public Open Enrollment courses AND an unlimited number of private group training (PGT) of training to satisfy its staff training pre-requisites.

Unlimited Employee Development Programs are available for purchase from July 1, 2024, to July 1, 2025.

Additional terms and conditions apply to Unlimited Employee Development Programs:

1. **Minimum length of each plan is 3 years.**
2. **The Annual Fee will be invoiced in equal monthly increments in arrears. At the beginning of each program year, the Annual Fee will be adjusted to reflect actual changes in the actual total number of employees of a customer.**
3. **Offer is restricted to a customer's employees and excludes contractors, volunteers, and vendors.**
4. **OCONUS deliver of PGT classes is not included in the offer for either program.**
5. **For PGT deliveries, courses must have a minimum of 18 students and cannot exceed a maximum of 30 students. The customer will also be responsible for providing the training facility and audio visual equipment for PGT deliveries. Finally, for PGT deliveries, the customer will be responsible for the costs of instructor travel. These charges are in addition to the Annual Fee and will included in the applicable monthly bill.**

6. For PGT classes that have less than 18 students who complete the course, a \$250 surcharge will be assessed for each empty student below the minimum class size. This charge will be in addition the Annual Fee and will be included in a customer's monthly bill
7. The customer is responsible for providing sign language interpreters and paying for other costs associated with ADA-related accommodations.
8. The cost of student travel is not included in the offer and is the responsibility of the customer.
9. Excluded from both Plans are the following courses: Center for Creative Leadership, Career Gateway Acquisition, School of Federal Leadership Excellence Programs, EDFMT and DITAP course titles/programs.

Government Awarded Prices (Net Prices)

SIN: 541611: Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

Labor Categories, Rates, and Descriptions

Labor Categories	Hourly Rate
Project Executive	\$194.04
Project Manager	\$139.16
Subject Matter Expert 4	\$318.50
Subject Matter Expert 3	\$259.70
Subject Matter Expert 2	\$166.60
Subject Matter Expert 1	\$127.40
Business Analyst 3	\$114.66
Business Analyst 2	\$93.10
Business Analyst 1	\$73.50
Graphics Designer	\$55.86
Administrative Assistant	\$45.08

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Labor Categories	Labor Descriptions
Project Executive	Undergraduate degree in business administration, public administration, management, or relevant technical discipline (or equivalent work experience). At least 12 years of work experience in consulting, operational management, strategic planning or performance improvement as a principal executive or senior manager. Maintains business relationships with senior-most client executives and managers. Responsible for substantive management of large projects or projects with a high degree of complexity. Oversees quality review of projects, development of methodologies and standards, and monitoring project team performance.
Project Manager	Undergraduate degree in business administration, public administration, management, or relevant technical discipline (or equivalent work experience). At least 7 years of work experience in management, business improvement consulting, organizational development, operational management, strategic planning or performance improvement. Responsible for leading small or medium sized engagements including project planning and control, task scheduling and management, oversight of deliverable production, and project quality review. Oversees administrative functions including adherence to contract terms and conditions, progress reporting and project financial management.
Subject Matter Expert 4	Advanced degree in human resource development, organizational behavior, business administration, public administration, management, or relevant technical discipline (or equivalent work experience). Subject matter expertise is in a unique domain area and/or requires unique professional credentials/security clearances. At least 15 years of work experience working with individuals and teams at senior management and executive levels to support leadership excellence, performance improvement, organizational development (including agile development) and related management objectives. Consults with client executives on the most critical substantive components of projects in areas such as organizational design, business process reengineering and related disciplines. Coaches and facilitates in skill areas such as leadership development, change management, strategic thinking, and developing high performance teams using various approaches, including agile coaching. Encourages behavioral change that allows individual and teams to have greater leadership impact on the successful performance of their organizations.
Subject Matter Expert 3	Advanced degree in human resource development, organizational behavior, business administration, public administration, management, or relevant technical discipline (or equivalent work experience). Subject matter expertise is in a technical domain area and/or requires specific professional credentials/security clearances. At least 15 years of work experience working with individuals and teams at senior management and executive levels to support leadership excellence, performance improvement, organizational development (including agile development) and related management objectives. Consults with client executives on the most critical substantive components of projects in areas such as organizational design, business process reengineering and related disciplines. Coaches and facilitates in skill areas such as leadership development, change management, strategic thinking, and developing high performance teams using various approaches, including agile coaching. Encourages behavioral change that allows individual and teams to have greater leadership impact on the successful performance of their organizations.
Subject Matter Expert 2	Advanced degree in management, finance, business administration, organizational development, public administration or other relevant field of study (or equivalent experience). At least 8 years of work experience in the field of discipline relevant to the client's work requirement. Provides the highest level of subject matter expertise in the business of government including financial management, acquisition and contracting, grants management, program, organizational development (including agile

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	development), and project management, program development, or similar disciplines. Demonstrates superior communications skills in both written and verbal presentations. Coaches and facilitates in skill areas such as leadership development, change management, strategic thinking, and developing high performance teams using various approaches, including agile coaching.
Subject Matter Expert 1	Advanced degree in management, finance, business administration, organizational development, public administration or other relevant field of study (or equivalent experience). 4-8 years work experience in the field of discipline relevant to the client's work requirement. Provides substantive expertise in the business of government including financial management, acquisition and contracting, grants management, program, organizational development (including agile development), and project management, program development, or similar disciplines. Demonstrates strong communication skills, both written and verbal. Coaches and facilitates in skill areas such as leadership development, change management, strategic thinking, and developing high performance teams.
Business Analyst 3	Undergraduate degree with at least 7 years work experience as a business analyst in public or private sector organizations, or consulting to those organizations. Has demonstrated expertise in one or more of the following disciplines: strategic planning and analysis, organizational analysis and design, change management, program/project management, performance measurement, business process improvement/redesign, business systems requirements analysis and design, learning program development and delivery, and facilitation services design and delivery. Has experience managing medium to large teams, takes responsibility for work product delivery and quality. Demonstrates exceptional technical writing and presentation skills.
Business Analyst 2	Undergraduate degree with 3-7 years work experience as a business analyst. Has demonstrated expertise in one or more of the following disciplines: strategic planning and analysis, organizational analysis and design, change management, program/project management, performance measurement, business process improvement/redesign, business systems requirements analysis and design, learning program development and delivery, or facilitation services design and delivery. Has experience managing small to medium teams, takes responsibility for work product delivery and quality. Demonstrates strong technical writing and presentation skills.
Business Analyst 1	Undergraduate degree with 0-3 years work experience as a business analyst. Performs information gathering, analysis, and deliverable preparation under the direction of his/her immediate supervisor. Demonstrates good technical writing and verbal communication skills.
Graphics Designer	High school diploma with at least three years of work experience in graphics design, desktop publishing, and administrative software applications. Develops presentation standards for all work products. Manages the production of specialized work products including workbooks, training manuals, and automated presentation media.
Administrative Assistant	High School diploma with at least one year of work experience. Has formal training in word processing, spreadsheet, presentation software and related administrative tools. Provides general support to the project team including data input, word processing, copy and reproduction, proofreading and related administrative tasks as assigned.



SIN 611430: Instructor Led Training, Web Based Training and Education Courses, Course Development, and Test Administration

ACQUISITION & CONTRACTING COURSES - PRICING and DISCOUNTS							
COURSE	Course #	Price Per Seat	Public Open Enrollment (In-Person and Virtual Delivery)**		Private Group Training (Virtual Delivery) ***		
			Number of Registrations		Number of Registrations		
			5	10	15-20	21-25	26-30
Information Technology (IT) Acquisition	1001	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Administration Of Cost-Reimbursement Contracts	1005	\$1,240	\$5,766	\$10,912	\$16,619	\$17,981	\$18,972
Advanced Federal Contract Law	1011	\$1,675	\$7,789	\$14,740	\$22,449	\$24,289	\$25,629
Advanced Source Selection	1012	\$956	\$4,445	\$8,413	\$12,812	\$13,863	\$14,627
Federal Contract Negotiation Techniques	1016	\$998	\$4,641	\$8,782	\$13,375	\$14,472	\$15,270
Acquisition Of Commercial Items	1018	\$847	\$3,939	\$7,454	\$11,352	\$12,282	\$12,959
Changes Under Government Contracts	1019	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Construction Claims	1020	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Contract Administration	1022	\$1,240	\$5,766	\$10,912	\$16,619	\$17,981	\$18,972
Contract Claims	1023	\$1,240	\$5,766	\$10,912	\$16,619	\$17,981	\$18,972
Contract Closeout	1024	\$847	\$3,939	\$7,454	\$11,352	\$12,282	\$12,959
Contracting With Small Business Concerns	1027	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Lease Administration	1028	\$1,240	\$5,766	\$10,912	\$16,619	\$17,981	\$18,972
Cost And Price Analysis	1030	\$1,240	\$5,766	\$10,912	\$16,619	\$17,981	\$18,972
Cost And Price Analysis Of Lease Proposals	1031	\$1,240	\$5,766	\$10,912	\$16,619	\$17,981	\$18,972
Ethics In Federal Contracting	1034	\$656	\$3,050	\$5,773	\$8,792	\$9,512	\$10,037
Micro-Purchase Procedures	1035	\$847	\$3,939	\$7,454	\$11,352	\$12,282	\$12,959
Cybersecurity for Contracting Professionals	1040	\$895	\$4,162	\$7,876	\$11,995	\$12,978	\$13,694
Introduction to Agile Contracting for IT	1041	\$689	\$3,204	\$6,063	\$9,234	\$9,991	\$10,542
Intermediate Agile Techniques for Contracting Professionals	1042	\$864	\$4,018	\$7,603	\$11,579	\$12,529	\$13,219
The Privacy Act and Freedom of Information Act Training	1046	\$1,179	\$5,482	\$10,376	\$15,801	\$17,097	\$18,039
Federal Contract Law	1047	\$1,240	\$5,766	\$10,912	\$16,619	\$17,981	\$18,972
Introduction To Federal Contracting	1048	\$1,240	\$5,766	\$10,912	\$16,619	\$17,981	\$18,972
Federal Real Property Leasing Refresher	1049	\$1,240	\$5,766	\$10,912	\$16,619	\$17,981	\$18,972
Federal Real Property Lease Law	1050	\$1,240	\$5,766	\$10,912	\$16,619	\$17,981	\$18,972

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Appropriations Law for Contracting Professionals	1051	\$956	\$4,445	\$8,413	\$12,812	\$13,863	\$14,627
Fundamentals Of Overhead And Other Indirect Cost Rates	1052	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Federal Acquisition Regulation (FAR) Overview	1058	\$964	\$4,483	\$8,483	\$12,920	\$13,979	\$14,750
Procurement Innovation - FAR Flexibilities	1059	\$1,099	\$5,110	\$9,671	\$14,729	\$15,936	\$16,815
Contracting Officer's Representative Course	1070	\$1,240	\$5,766	\$10,912	\$16,619	\$17,981	\$18,972
COR Level 1 Refresher	1071	\$656	\$3,050	\$5,773	\$8,792	\$9,512	\$10,037
Advanced COR Workshop	1072	\$1,306	\$6,073	\$11,493	\$17,503	\$18,938	\$19,983
Basic (Level 1) Contracting Officer's Representative	1073	\$635	\$2,953	\$5,588	\$8,510	\$9,208	\$9,716
Best Value Source Selection Using Tradeoffs	1074	\$847	\$3,939	\$7,454	\$11,352	\$12,282	\$12,959
Performance-Based Service Acquisition	1076	\$1,240	\$5,766	\$10,912	\$16,619	\$17,981	\$18,972
Simplified Acquisition Procedures	1077	\$1,240	\$5,766	\$10,912	\$16,619	\$17,981	\$18,972
Source Selection	1078	\$1,240	\$5,766	\$10,912	\$16,619	\$17,981	\$18,972
Writing Performance Work Statements	1079	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Techniques Of Negotiating Federal Real Property Leases	1081	\$1,240	\$5,766	\$10,912	\$16,619	\$17,981	\$18,972
Terminating Contracts	1082	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Types Of Contracts	1084	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Market Research	1089	\$656	\$3,050	\$5,773	\$8,792	\$9,512	\$10,037
Strategic Sourcing Workshop	1090	\$858	\$3,990	\$7,550	\$11,499	\$12,442	\$13,128
Statement of Work (SOW) Workshop	1091	\$858	\$3,990	\$7,550	\$11,499	\$12,442	\$13,128
Task And Delivery Order Contracting	1120	\$847	\$3,939	\$7,454	\$11,352	\$12,282	\$12,959
Developing the Independent Government Cost Estimate	1125	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Evaluating A Contractor's Performance	1126	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Incentive Contracts	1127	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Managing Contracting Organizations	1403	\$1,307	\$6,078	\$11,502	\$17,517	\$18,953	\$19,998
Simplified Acquisition Refresher	1153	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Service Contract Labor Standards Statute Overview	1162	\$847	\$3,939	\$7,454	\$11,352	\$12,282	\$12,959
Advanced Simplified Acquisition Procedures	1177	\$1,240	\$5,766	\$10,912	\$16,619	\$17,981	\$18,972
Contracting DAWIA/FAC-C Certification Preparation Course	1235	\$1,599	\$7,435	\$14,071	\$21,430	\$23,187	\$24,465
Emergency Contracting Basics Course	1525	\$847	\$3,939	\$7,454	\$11,352	\$12,282	\$12,959
Lease Acquisition Training	1597	\$1,218	\$5,664	\$10,718	\$16,324	\$17,662	\$18,636

*An Order for less than 5 registrations (i.e., 1-4 registrations) is not priced under this contract and is not available unless the order minimum is waived by Management Concepts.

** Orders for this number of student seats per order may be placed only for OE course deliveries. The purchase of OE seats are subject to availability as provided in Management Concepts public OE schedule. Dates and locations of course sessions may be viewed at <http://www.managementconcepts.com>. OE seats may be used in any combination of courses. Discounts are based on the number of student seats purchased: 5 to 9 registrations receive a 7% discount and 10 or more registrations receive a 12% discount. Pricing is calculated based on the actual number of student seats purchased per Order. Prices shown in the table reflect prices when 5 or 10 seats are purchased on a single Order. In the event an order is placed for a specific dollar value but does not identify at the time of the order the specific course(s) and course session(s) that will be attended, the actual number of seats to be delivered will be calculated based on the maximum number of student seats that may be purchased at the prices above the for the course(s) attended.

*** Orders for this number of student seats per order may be placed for private group customer on-site (OS) delivery only as provided at <https://www.managementconcepts.com/Training/Training-Modalities/Private-Group-Training>. For in-person training, a flat fee of \$1,150 will be added to the tier prices above (any discounts offered to customers will be for the course price only and not for the flat fee unless otherwise agreed to by Management Concepts). For orders of in-person OS deliveries, prices exclude reimbursable expenses for instructor travel, including per diem. In the event Management Concepts cannot obtain lodging at per diem for the applicable locale, Management Concepts will bill the ordering entity its actual lodging expenses in accordance with FAR 31.205-46(a) and FTR 301-11.300(b). Ordering entities may request that classes be delivered at Management Concepts facilities. The price for delivery of a course at a Management Concepts facility is: 1-24 students = \$600/day; 25-Max students = \$800/day; and \$1,000/day for computer equipped classrooms. Alternatively, eligible ordering activities may request Management Concepts to arrange training at a third-party's facility (e.g., commercial hotel) on a reimbursable basis.

GRANTS & ASSISTANCE COURSES - PRICING and DISCOUNTS							
COURSE	Course #	Price Per Seat	Public Open Enrollment (In-Person and Virtual Delivery)**		Private Group Training (Virtual Delivery) ***		
			Number of Registrations		Number of Registrations		
			5	10	15-20	21-25	26-30
Federal Grants Update 2022	2022	\$688	\$3,199	\$6,054	\$9,221	\$9,976	\$10,527
Federal Grants Update and Refresher	2023	\$859	\$3,994	\$7,559	\$11,512	\$12,456	\$13,143
Introduction to Grants and Cooperative Agreements for Federal Personnel	2040	\$1,006	\$4,678	\$8,853	\$13,483	\$14,588	\$15,392
Evaluating Federal Funds Management Capabilities of Recipients and Subrecipients	2042	\$879	\$4,087	\$7,735	\$11,780	\$12,746	\$13,449
Monitoring Grants and Cooperative Agreements for Federal Personnel	2043	\$879	\$4,087	\$7,735	\$11,780	\$12,746	\$13,449
Cooperative Agreements and Substantial Involvement	2044	\$688	\$3,199	\$6,054	\$9,221	\$9,976	\$10,527
Appropriations Law for Federal Grants	2045	\$656	\$3,050	\$5,773	\$8,792	\$9,512	\$10,037
Federal Assistance Law	2046	\$1,006	\$4,678	\$8,853	\$13,483	\$14,588	\$15,392
Ethics in the Grants Environment	2047	\$688	\$3,199	\$6,054	\$9,221	\$9,976	\$10,527
Closeout of Grants for Federal Personnel	2048	\$879	\$4,087	\$7,735	\$11,780	\$12,746	\$13,449
Grants Administration for Federal Program Personnel	2049	\$1,006	\$4,678	\$8,853	\$13,483	\$14,588	\$15,392
Uniform Administrative Requirements for Federal Grants: 2 CFR 200 (Subparts A-D)	2050	\$879	\$4,087	\$7,735	\$11,780	\$12,746	\$13,449
Cost Principles For Federal Grants: 2 Cfr Part 200 (Subpart E) And Far 31.2	2080	\$879	\$4,087	\$7,735	\$11,780	\$12,746	\$13,449
Advanced Cost Principles: Avoiding Problem Areas And Responding To Questioned Costs	2084	\$688	\$3,199	\$6,054	\$9,221	\$9,976	\$10,527
Developing & Monitoring Indirect/F&A Cost Rate Proposals	2085	\$879	\$4,087	\$7,735	\$11,780	\$12,746	\$13,449
Understanding Audits for Federal Personnel	2086	\$809	\$3,762	\$7,120	\$10,842	\$11,731	\$12,378
Accountability For Federal Grants: Planning, Measuring, And Reporting Grant Performance	2091	\$879	\$4,087	\$7,735	\$11,780	\$12,746	\$13,449
Detecting And Preventing Fraud On Federal Grant Projects	2093	\$879	\$4,087	\$7,735	\$11,780	\$12,746	\$13,449

Price Notes

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LEADERSHIP & MANAGEMENT COURSES - PRICING and DISCOUNTS							
COURSE	Course #	Price Per Seat	Public Open Enrollment (In-Person and Virtual Delivery)**		Private Group Training (Virtual Delivery) ***		
			Number of Registrations		Number of Registrations		
			5	10	15-20	21-25	26-30
Leadership & Management Skills for Non-Managers	4000	\$1,038	\$4,827	\$9,134	\$13,911	\$15,052	\$15,882
Leadership Skills & Techniques	4001	\$1,102	\$5,124	\$9,698	\$14,769	\$15,980	\$16,861
Advanced Leadership Skills & Techniques	4002	\$1,155	\$5,371	\$10,164	\$15,479	\$16,748	\$17,672
Engaging Leadership	4003	\$879	\$4,087	\$7,735	\$11,780	\$12,746	\$13,449
Emotionally Intelligent Leadership	4004	\$879	\$4,087	\$7,735	\$11,780	\$12,746	\$13,449
Women in Leadership	4009	\$1,149	\$5,343	\$10,112	\$15,399	\$16,662	\$17,580
Emotional Intelligence 360-Degree Assessment Workshop	4046	\$1,183	\$5,501	\$10,410	\$15,855	\$17,155	\$18,100
Critical Thinking For Problem Solving	4060	\$1,102	\$5,124	\$9,698	\$14,769	\$15,980	\$16,861
From Tactical To Strategic Thinking	4062	\$879	\$4,087	\$7,735	\$11,780	\$12,746	\$13,449
Breakthrough Problem Solving	4063	\$1,102	\$5,124	\$9,698	\$14,769	\$15,980	\$16,861
Fostering Accountability, Adaptability, and Resilience	4080	\$925	\$4,301	\$8,140	\$12,397	\$13,413	\$14,153
Cultivating Diversity, Equity, Inclusion, And Accessibility (DEIA) While Managing Teams	4082	\$1,429	\$6,645	\$12,575	\$19,152	\$20,722	\$21,864
Exploring Diversity, Equity, Inclusion, and Accessibility	4084	\$1,429	\$6,645	\$12,575	\$19,152	\$20,722	\$21,864
Generating Executive Leadership	4085	\$1,925	\$8,951	\$16,940	\$25,799	\$27,914	\$29,454
Running Effective Meetings	4106	\$579	\$2,692	\$5,095	\$7,760	\$8,396	\$8,859
Grammar Refresher	4316	\$879	\$4,087	\$7,735	\$11,780	\$12,746	\$13,449
Business Writing	4317	\$879	\$4,087	\$7,735	\$11,780	\$12,746	\$13,449
Briefing And Presentation Skills	4318	\$1,102	\$5,124	\$9,698	\$14,769	\$15,980	\$16,861
Group Facilitation	4319	\$1,102	\$5,124	\$9,698	\$14,769	\$15,980	\$16,861
Communicating Strategically	4320	\$879	\$4,087	\$7,735	\$11,780	\$12,746	\$13,449
Persuasive Speaking	4340	\$1,149	\$5,343	\$10,112	\$15,399	\$16,662	\$17,580
360 Degree Assessment Workshop	4350	\$1,179	\$5,482	\$10,375	\$15,801	\$17,097	\$18,039
Influencing Skills	4363	\$879	\$4,087	\$7,735	\$11,780	\$12,746	\$13,449
Resolving Conflict	4364	\$879	\$4,087	\$7,735	\$11,780	\$12,746	\$13,449
Negotiation Skills	4365	\$879	\$4,087	\$7,735	\$11,780	\$12,746	\$13,449

**MANAGEMENT
CONCEPTS**

Moving Beyond Generational Differences	4366	\$328	\$1,525	\$2,886	\$4,396	\$4,756	\$5,018
Interpersonal Skills: Developing Effective Relationships	4367	\$1,102	\$5,124	\$9,698	\$14,769	\$15,980	\$16,861
Working on a Virtual Team	4370	\$483	\$2,246	\$4,250	\$6,473	\$7,004	\$7,390
MBTI Workshop	4373	\$559	\$2,599	\$4,919	\$7,492	\$8,106	\$8,553
Customer Service Skills And Techniques	4374	\$752	\$3,497	\$6,618	\$10,078	\$10,905	\$11,506
Fostering a Public Service Mindset	4380	\$579	\$2,692	\$5,095	\$7,760	\$8,396	\$8,859
Principles of Analytics	4601	\$1,123	\$5,222	\$9,882	\$15,051	\$16,285	\$17,182
Data-Driven Decision Making	4604	\$977	\$4,543	\$8,598	\$13,094	\$14,167	\$14,949
Data Visualization	4606	\$977	\$4,543	\$8,598	\$13,094	\$14,167	\$14,949
Data Collection Techniques	4610	\$1,760	\$8,184	\$15,488	\$23,588	\$25,522	\$26,929
Data Analysis & Modeling Techniques	4615	\$1,760	\$8,184	\$15,488	\$23,588	\$25,522	\$26,929
Analytics Capstone	4625	\$2,099	\$9,760	\$18,471	\$28,131	\$30,438	\$32,116
Decision Making	4645	\$462	\$2,148	\$4,066	\$6,192	\$6,699	\$7,068
Analytics Boot Camp	4650	\$1,844	\$8,575	\$16,227	\$24,714	\$26,740	\$28,214
Evaluating and Presenting Analysis Results	4665	\$1,367	\$6,357	\$12,030	\$18,321	\$19,823	\$20,916
Anytime Coaching	4700	\$1,102	\$5,124	\$9,698	\$14,769	\$15,980	\$16,861
Building And Sustaining Teams	4704	\$1,102	\$5,124	\$9,698	\$14,769	\$15,980	\$16,861
HR Essentials for Government Supervisors	4708	\$879	\$4,087	\$7,735	\$11,780	\$12,746	\$13,449
Professional Government Supervisor Program	4710	\$1,595	\$7,417	\$14,036	\$21,377	\$23,129	\$24,404
Navigating Change in Turbulent Times	4712	\$1,102	\$5,124	\$9,698	\$14,769	\$15,980	\$16,861
Supervising Employee Performance	4713	\$1,038	\$4,827	\$9,134	\$13,911	\$15,052	\$15,882
Supervisor's Workshop	4723	\$2,359	\$10,970	\$20,759	\$31,616	\$34,208	\$36,094
Managing a Virtual Team	4730	\$433	\$2,013	\$3,810	\$5,803	\$6,279	\$6,625
Strategic Planning in Federal Agencies	4750	\$967	\$4,497	\$8,510	\$12,960	\$14,022	\$14,796
Federal Workforce Planning	4906	\$837	\$3,892	\$7,366	\$11,218	\$12,137	\$12,806
HR Analytics	4911	\$843	\$3,920	\$7,418	\$11,298	\$12,224	\$12,898
Job Analysis for Recruitment and Selection	4912	\$1,197	\$5,566	\$10,534	\$16,042	\$17,358	\$18,315
Position Classification	4913	\$1,070	\$4,976	\$9,416	\$14,340	\$15,516	\$16,371
Position Management	4914	\$879	\$4,087	\$7,735	\$11,780	\$12,746	\$13,449
Labor and Management Relations	4916	\$752	\$3,497	\$6,618	\$10,078	\$10,905	\$11,506
Employee Relations	4917	\$752	\$3,497	\$6,618	\$10,078	\$10,905	\$11,506
Supporting Professional Growth in Organizations	4918	\$550	\$2,558	\$4,840	\$7,371	\$7,975	\$8,415
Getting Efficient: Optimizing HR Operations	4919	\$550	\$2,558	\$4,840	\$7,371	\$7,975	\$8,415



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FINANCIAL MANAGEMENT COURSES - PRICING and DISCOUNTS							
COURSE	Course #	Price Per Seat	Public Open Enrollment (In-Person and Virtual Delivery)**		Private Group Training (Virtual Delivery) ***		
			Number of Registrations		Number of Registrations		
			5	10	15-20	21-25	26-30
Preparing Federal Financial Statements Using the U.S. Standard General Ledger	5000	\$741	\$3,446	\$6,521	\$9,931	\$10,745	\$11,337
Improper Payments	5036	\$486	\$2,260	\$4,277	\$6,513	\$7,047	\$7,436
Federal Financial Management Overview	5051	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Federal Travel Regulation Workshop: TDY	5080	\$959	\$4,459	\$8,439	\$12,853	\$13,906	\$14,673
Joint Travel Regulations Workshop: TDY	5081	\$959	\$4,459	\$8,440	\$12,853	\$13,906	\$14,673
Federal Travel Regulation: PCS for Federal Civilian Employees	5082	\$959	\$4,459	\$8,440	\$12,853	\$13,906	\$14,673
Joint Travel Regulations: PCS for DoD Civilian Employees	5083	\$1,159	\$5,389	\$10,199	\$15,533	\$16,807	\$17,733
The Federal Budget Process	5090	\$741	\$3,446	\$6,521	\$9,931	\$10,745	\$11,337
Statements of Federal Financial Accounting Standards: SFFAS	5091	\$741	\$3,446	\$6,521	\$9,931	\$10,745	\$11,337
Accounting for Business Operations In Government	5102	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Budgeting and Accounting: Making the Connection	5106	\$741	\$3,446	\$6,521	\$9,931	\$10,745	\$11,337
Overview of Internal Control Guidance	5108	\$486	\$2,260	\$4,277	\$6,513	\$7,047	\$7,436
Appropriations Law Seminar	5111	\$1,112	\$5,171	\$9,786	\$14,903	\$16,125	\$17,014
Internal Controls: Meeting Federal Requirements for Accountability	5112	\$1,112	\$5,171	\$9,786	\$14,903	\$16,125	\$17,014
Federal Accounting Fundamentals	5113	\$741	\$3,446	\$6,521	\$9,931	\$10,745	\$11,337
U.S. Standard General Ledger: Practical Applications	5115	\$741	\$3,446	\$6,521	\$9,931	\$10,745	\$11,337
Budget Formulation	5118	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Budget Justification: Effective Preparation and Submission	5120	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Budget Execution	5122	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
PPBE Workshop: Defense Planning, Programming, Budgeting and Execution	5123	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938

The Antideficiency Act	5127	\$741	\$3,446	\$6,521	\$9,931	\$10,745	\$11,337
Financial Management of Business Operations in Government	5134	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
The Prompt Payment Act and Voucher Examination	5136	\$741	\$3,446	\$6,521	\$9,931	\$10,745	\$11,337
G-Invoicing and the Intragovernmental Process	5138	\$959	\$4,459	\$8,439	\$12,853	\$13,906	\$14,673
Appropriations Law for Business Operations in Government	5147	\$741	\$3,446	\$6,521	\$9,931	\$10,745	\$11,337
Budget Estimating Using Microsoft Excel	5155	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Appropriations Law Refresher and Update	5157	\$741	\$3,446	\$6,521	\$9,931	\$10,745	\$11,337
Appropriations Law: Advanced Applications	5159	\$959	\$4,459	\$8,439	\$12,853	\$13,906	\$14,673
Program and Budget Analysis Using Microsoft Excel	5182	\$1,112	\$5,171	\$9,786	\$14,903	\$16,125	\$17,014
The Legislative Process: Working with Congress	5189	\$936	\$4,352	\$8,237	\$12,544	\$13,573	\$14,321
Appropriations Law (two-days)	5211	\$741	\$3,446	\$6,521	\$9,931	\$10,745	\$11,337
Preparation and Analysis of the SF 133	5233	\$741	\$3,446	\$6,521	\$9,931	\$10,745	\$11,337
Reconciling with and Reporting to Treasury	5281	\$741	\$3,446	\$6,521	\$9,931	\$10,745	\$11,337
Data Analysis for Financial Managers Using Microsoft Excel	5318	\$1,112	\$5,171	\$9,786	\$14,903	\$16,125	\$17,014
Managing for Success in a Performance Audit	5320	\$936	\$4,352	\$8,237	\$12,544	\$13,573	\$14,321
Budget Analyst's Essential Guide to Formulation, Justification, and Execution	5321	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Financial Management of Defense Working Capital Funds	5330	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Cost-Benefit Analysis Using Microsoft Excel*	5405	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Fiscal Law in DoD	5511	\$741	\$3,446	\$6,521	\$9,931	\$10,745	\$11,337
Advanced Internal Controls	5728	\$709	\$3,297	\$6,239	\$9,502	\$10,281	\$10,848
Army PPBES Workshop	5730	\$1,218	\$5,664	\$10,718	\$16,324	\$17,662	\$18,636
Contemporary Issues in Federal Financial Management	5750	\$709	\$3,297	\$6,239	\$9,502	\$10,281	\$10,848
Preparing High-Impact Audit Reports	5802	\$741	\$3,446	\$6,521	\$9,931	\$10,745	\$11,337
Intermediate Internal Controls	5808	\$709	\$3,297	\$6,239	\$9,502	\$10,281	\$10,848
Manage Risk Through Effective Enterprise Risk Management	5810	\$792	\$3,683	\$6,970	\$10,614	\$11,485	\$12,118



Internal Control Over Financial Reporting	5812	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Information Systems Auditing	5815	\$1,159	\$5,389	\$10,199	\$15,533	\$16,807	\$17,733
Audit Boot Camp	5820	\$1,218	\$5,664	\$10,718	\$16,324	\$17,662	\$18,636
Keeping the Audit on Track: Critical Skills for Audit Managers	5824	\$741	\$3,446	\$6,521	\$9,931	\$10,745	\$11,337
Key to Audit Success: Focus on Objectives	5825	\$741	\$3,446	\$6,521	\$9,931	\$10,745	\$11,337
Forensic Auditing: Detection and Prevention of Fraud	5830	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Audit Interviews: Skills for Success	5848	\$741	\$3,446	\$6,521	\$9,931	\$10,745	\$11,337
Auditing Fundamentals in the Federal Environment	5882	\$741	\$3,446	\$6,521	\$9,931	\$10,745	\$11,337
Federal Financial Statement Audits	5886	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Performance Auditing	5888	\$911	\$4,236	\$8,017	\$12,209	\$13,210	\$13,938
Understanding Enterprise Risk Management, Internal Controls, And Fraud Prevention In the Federal Environment	5892	\$609	\$2,832	\$5,359	\$8,162	\$8,831	\$9,318

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Concepts facilities. The price for delivery of a course at a Management Concepts facility is: 1-24 students = \$600/day; 25-Max students = \$800/day; and \$1,000/day for computer equipped classrooms. Alternatively, eligible ordering activities may request Management Concepts to arrange training at a third-party's facility (e.g., commercial hotel) on a reimbursable basis.

ENHANCED DEFENSE FINANCIAL MANAGEMENT TRAINING COURSE - PRICING and DISCOUNTS							
COURSE	Course #	Price Per Seat	Public Open Enrollment (In-Person and Virtual Delivery)**		Private Group Training (In-Person Delivery) ***		
			Number of Registrations		Number of Registrations		
			5	10	20-24	25-28	29-32
Enhanced Defense Financial Management Training Course	5620	\$1,162	\$5,403	\$10,226	\$18,685	\$20,823	\$23,426

Pricing Notes

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*** Orders for this number of student seats per order may be placed for private group customer on-site (OS) delivery only as provided at <https://www.managementconcepts.com/Training/Training-Modalities/Private-Group-Training>. For virtual training, a flat fee will be added to the above tier prices as follows: 20-24 Tier: \$7,598; 25-28 Tier: \$8,160; 29-32 Tier: \$8,722 (the course price may be subject to discounts, but these flat fees are not subject to any reductions or discounts). For orders of OS deliveries, prices exclude reimbursable expenses for instructor travel, including per diem. In the event Management Concepts cannot obtain lodging at per diem for the applicable locale, Management Concepts will bill the ordering entity its actual lodging expenses in accordance with FAR 31.205-46(a) and FTR 301-11.300(b). Ordering entities may request that classes be delivered at Management Concepts facilities. The price for delivery of a course at a Management Concepts facility is: 1-24 students = \$600/day; 25-Max students = \$800/day; and \$1,000/day for computer equipped classrooms. Alternatively, eligible ordering activities may request Management Concepts to arrange training at a third-party's facility (e.g., commercial hotel) on a reimbursable basis.

PROJECT MANAGEMENT AND BUSINESS ANALYSIS COURSES – PRICING AND DISCOUNTS							
COURSE	Course #	Price Per Seat	Public Open Enrollment (In-Person and Virtual Delivery)**		Private Group Training (Virtual Delivery)***		
			Number of Registrations		Number of Registrations		
			5	10	15-20	21-25	26-30
Acquisition of Agile Services Workshop	6002	\$1,780	\$8,277	\$15,664	\$12,823	\$14,240	\$14,419
Agile Acquisition	6003	\$1,431	\$6,273	\$11,871	\$10,309	\$11,448	\$11,592
Government Product Owner	6004	\$1,431	\$6,654	\$12,593	\$10,309	\$11,448	\$11,592
Applying Agile Scrum Master Practices in the Federal Environment	6005	\$1,431	\$6,654	\$12,593	\$10,309	\$11,448	\$11,592
Transitioning to Agile: A Federal Executive Overview	6006	\$539	\$2,506	\$4,743	\$3,883	\$4,312	\$4,366
Developing Agile Requirements and User Stories in the Federal Environment	6007	\$1,431	\$6,654	\$12,593	\$10,309	\$11,448	\$11,592
Agile Project Management for the Federal Environment	6010	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738
Microsoft Project Level 1	6011	\$646	\$3,004	\$5,685	\$4,654	\$5,168	\$5,233
Microsoft Project Level 2	6012	\$646	\$3,004	\$5,685	\$4,654	\$5,168	\$5,233
IT PM I: Initiating and Planning Successful Projects	6015	\$1,780	\$8,277	\$15,664	\$12,823	\$14,240	\$14,419
IT PM II: Executing, Controlling, and Closing Successful Projects	6016	\$1,513	\$7,035	\$13,314	\$10,899	\$12,104	\$12,256
Project Management Principles	6100	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738
Leadership and Communication Skills for Project Leaders	6101	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738
Making Decisions Using Earned Value	6102	\$1,431	\$6,654	\$12,593	\$10,309	\$11,448	\$11,592
Project Risk Management	6103	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738
Managing Project Quality	6105	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738
Project Management Simulation	6106	\$2,099	\$9,760	\$18,471	\$15,121	\$16,792	\$17,003
IT Project Risk Management	6110	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738
Project Cost Estimating	6111	\$1,431	\$6,654	\$12,593	\$10,309	\$11,448	\$11,592
Managing Multiple Projects	6124	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738
Procurement for Project Managers	6126	\$1,356	\$6,305	\$11,933	\$9,768	\$10,848	\$10,984
Project Management Essentials for Non-Project Managers	6131	\$1,431	\$6,654	\$12,593	\$10,309	\$11,448	\$11,592
Requirements Management for Project Managers	6134	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738

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Managing Scope, Schedule, And Cost	6135	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738
FPM 511 - FAC-P/PM IT Core Plus Management Competencies: Managing IT Projects	6136	\$2,099	\$9,760	\$18,471	\$15,121	\$16,792	\$17,003
PMP® Exam Prep (PMI® Authorized)	6137	\$2,290	\$10,649	\$20,152	\$16,497	\$18,320	\$18,550
Managing Complex Projects	6138	\$1,431	\$6,654	\$12,593	\$10,309	\$11,448	\$11,592
Managing Stakeholder Expectations and Relationships	6162	\$1,431	\$6,654	\$12,593	\$10,309	\$11,448	\$11,592
Project Management Essentials for Team Members	6181	\$1,431	\$6,654	\$12,593	\$10,309	\$11,448	\$11,592
Leading and Managing High-Performing Project Teams	6183	\$1,431	\$6,654	\$12,593	\$10,309	\$11,448	\$11,592
Leading and Managing High-Performing Project Teams Assessing and Recovering Troubled Projects	6184	\$1,431	\$6,654	\$12,593	\$10,309	\$11,448	\$11,592
Strategic Portfolio and Resource Management	6187	\$1,431	\$6,654	\$12,593	\$10,309	\$11,448	\$11,592
Mission Driven Project Management: From Strategy to Action	6188	\$1,431	\$6,654	\$12,593	\$10,309	\$11,448	\$11,592
Program Management	6190	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738
Project Management Skills for Business Analysts	6303	\$1,622	\$7,542	\$14,274	\$11,685	\$12,976	\$13,139
Facilitation Skills for Business Analysts	6304	\$1,431	\$6,654	\$12,593	\$10,309	\$11,448	\$11,592
Leadership and Communication Skills for Business Analysts	6305	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738
Principles Of Business Analysis	6310	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738
Crafting High-Quality Requirements	6311	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738
Verifying and Validating the Solution	6312	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738
Building Business Cases	6314	\$1,431	\$6,654	\$12,593	\$10,309	\$11,448	\$11,592
Fundamentals of System Engineering	6551	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738
Systems Integration, Verification, and Validation	6554	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738
Project Management Principles (Virtual Classroom)	6600	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738
Leadership And Communication Skills For Project Managers (Virtual Classroom)	6601	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738
Making Decisions Using Earned Value (Virtual Classroom)	6602	\$1,431	\$6,654	\$12,593	\$10,309	\$11,448	\$11,592
Project Risk Management (Virtual Classroom)	6603	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738
Managing Project Quality (Virtual Classroom)	6605	\$1,696	\$7,886	\$14,925	\$12,218	\$13,568	\$13,738



Project Management Simulation (Virtual Classroom)	6606	\$2,099	\$9,760	\$18,471	\$15,121	\$16,792	\$17,003
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Price Notes

*An Order for less than 5 registrations (i.e., 1-4 registrations) is not priced under this contract and is not available unless the order minimum is waived by Management Concepts.

** Orders for this number of student seats per order may be placed only for OE course deliveries. The purchase of OE seats are subject to availability as provided in Management Concepts public OE schedule. Dates and locations of course sessions may be viewed at <http://www.managementconcepts.com>. OE seats may be used in any combination of courses. Discounts are based on the number of student seats purchased: 5 to 9 registrations receive a 7% discount and 10 or more registrations receive a 12% discount. Pricing is calculated based on the actual number of student seats purchased per Order. Prices shown in the table reflect prices when 5 or 10 seats are purchased on a single Order. In the event an order is placed for a specific dollar value but does not identify at the time of the order the specific course(s) and course session(s) that will be attended, the actual number of seats to be delivered will be calculated based on the maximum number of student seats that may be purchased at the prices above the for the course(s) attended.

*** Orders for this number of student seats per order may be placed for private group customer on-site (OS) delivery only as provided at <https://www.managementconcepts.com/Training/Training-Modalities/Private-Group-Training>. For in-person training, a flat fee of \$1,150 will be added to the tier prices above (any discounts offered to customers will be for the course price only and not for the flat fee unless otherwise agreed to by Management Concepts). For orders of in-person OS deliveries, prices exclude reimbursable expenses for instructor travel, including per diem. In the event Management Concepts cannot obtain lodging at per diem for the applicable locale, Management Concepts will bill the ordering entity its actual lodging expenses in accordance with FAR 31.205-46(a) and FTR 301-11.300(b). Ordering entities may request that classes be delivered at Management Concepts facilities. The price for delivery of a course at a Management Concepts facility is: 1-24 students = \$600/day; 25-Max students = \$800/day; and \$1,000/day for computer equipped classrooms. Alternatively, eligible ordering activities may request Management Concepts to arrange training at a third-party's facility (e.g., commercial hotel) on a reimbursable basis.

FEDERAL ACQUISITION CERTIFICATION FOR PROGRAM & PROJECT MANAGERS (FAC-P/PM) COURSES: PRICING and DISCOUNTS							
COURSE	Course #	Price Per Seat	Public Open Enrollment (In-Person and Virtual Delivery)**		Private Group Training (Virtual Delivery)***		
			Number of Registrations		Number of Registrations		
			5	10	15-20	21-25	26-30
FAC-P/PM IT Core-Plus: IT Management, Security, and Performance	6019	\$2,203	\$10,244	\$19,386	\$14,982	\$15,421	\$15,864
FAC-P/PM-IT Core-Plus: IT Infrastructure and Architectural Design	6020	\$2,203	\$10,244	\$19,386	\$14,982	\$15,421	\$15,864
Fundamentals of Leading Projects and Programs	6876	\$1,378	\$6,408	\$12,126	\$9,371	\$9,646	\$9,923
Fundamentals of Business, Cost & Financial Management	6877	\$1,664	\$7,738	\$14,643	\$11,316	\$11,648	\$11,983
Fundamentals of Contracting	6878	\$1,664	\$7,738	\$14,643	\$11,316	\$11,648	\$11,983
Fundamentals of Project & Program Management	6879	\$2,014	\$9,365	\$17,723	\$13,697	\$14,098	\$14,504
Applied Leadership in Projects & Programs	6886	\$1,378	\$6,408	\$12,126	\$9,371	\$9,646	\$9,923
Applications in Business, Cost & Financial Management	6887	\$1,664	\$7,738	\$14,643	\$11,316	\$11,648	\$11,983
Applications in Contracting	6888	\$1,664	\$7,738	\$14,643	\$11,316	\$11,648	\$11,983
Applications in Project & Program Management	6889	\$2,014	\$9,365	\$17,723	\$13,697	\$14,098	\$14,504
Progressive Leadership in Program Management	6891	\$1,574	\$7,319	\$13,851	\$10,704	\$11,018	\$11,335
Progressive Business, Cost & Financial Management	6892	\$1,852	\$8,612	\$16,298	\$12,595	\$12,964	\$13,337
Progressive Contracting Strategies for Programs	6893	\$1,852	\$8,612	\$16,298	\$12,595	\$12,964	\$13,337
Progressive Concepts in Program Management	6894	\$2,295	\$10,672	\$20,196	\$15,608	\$16,065	\$16,527

Price Notes

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number of student seats purchased per Order. Prices shown in the table reflect prices when 5 or 10 seats are purchased on a single Order. In the event an order is placed for a specific dollar value but does not identify at the time of the order the specific course(s) and course session(s) that will be attended, the actual number of seats to be delivered will be calculated based on the maximum number of student seats that may be purchased at the prices above the for the course(s) attended.

*** Orders for this number of student seats per order may be placed for private group customer on-site (OS) delivery only as provided at <https://www.managementconcepts.com/Training/Training-Modalities/Private-Group-Training>. For in-person training, a flat fee of \$1,150 will be added to the tier prices above (any discounts offered to customers will be for the course price only and not for the flat fee unless otherwise agreed to by Management Concepts). For orders of in-person OS deliveries, prices exclude reimbursable expenses for instructor travel, including per diem. In the event Management Concepts cannot obtain lodging at per diem for the applicable locale, Management Concepts will bill the ordering entity its actual lodging expenses in accordance with FAR 31.205-46(a) and FTR 301-11.300(b). Ordering entities may request that classes be delivered at Management Concepts facilities. The price for delivery of a course at a Management Concepts facility is: 1-24 students = \$600/day; 25-Max students = \$800/day; and \$1,000/day for computer equipped classrooms. Alternatively, eligible ordering activities may request Management Concepts to arrange training at a third-party's facility (e.g., commercial hotel) on a reimbursable basis.



SIN 611430 – Labor Categories, Rates, and Descriptions for Course Development and Test Administration

Labor Categories, Rates, and Descriptions

Labor Categories	Hourly Rate
Project Manager	\$216.09
Deputy Project Manager	\$128.62
Task Leader	\$91.14
Senior Subject Matter Expert	\$216.09
Subject Matter Expert	\$146.12
Senior Practitioner	\$93.10
Practitioner	\$73.50
Researcher	\$58.80
Business Analyst	\$77.18
Sr. Instructional Technologist	\$117.60
Instructional Technologist	\$67.62
Senior Instructional Designer	\$91.14
Instructional Designer	\$65.66
Senior Computer Programmer	\$164.64
Computer Programmer	\$128.63
Programmer	\$77.18
Graphic Designer	\$65.66
Graphic Artist	\$52.92
Technical Editor	\$55.86
Testing Analyst	\$87.47
Administrative Specialist	\$49.98
Administrative Assistant	\$45.08

* Prices exclude reimbursable expenses for travel, including per diem. In the event Management Concepts cannot obtain lodging at per diem for the applicable locale, Management Concepts will bill the ordering entity its actual lodging expenses in accordance with FAR 31.205-46(a) and FTR 301-11.300(b). * If delivery of the customized/configured course is requested by the client under this SIN, additional OLMs related to course materials, production, training content usage charges, and shipping may apply.

* Non-COTS classes configured/developed/delivered under SINs 611430 and 611TRAINAW can be delivered at the client site. Ordering entities may alternatively request that classes be delivered at Management Concepts facilities. The additional price for delivery of a course at a Management Concepts facility is: 1-24 students = \$600/day; 25-Max students = \$800/day; and \$1,000/day for computer equipped classrooms. Alternatively, eligible ordering activities may request Management Concepts to arrange training at a third-party's facility (e.g., commercial hotel) on a reimbursable basis.

Labor Category	Labor Category Descriptions
Project Manager	Undergraduate or graduate degree in business administration, public administration, management, or relevant technical discipline or equivalent work experience that includes leading or managing teams. Responsible for the oversight and management aspects of project development, including project budgets, delivery schedules, staff management, deliverables, contract administration and delivery of services as outlined in the contract, etc. Includes experience in highly technical fields that also may require unique professional credentials/security clearances. Experience: 7 or more years.
Deputy Project Manager	Undergraduate degree in business administration, public administration, management, or relevant technical discipline or equivalent work experience. Responsible for the oversight and management aspects of project development, including project budgets, delivery schedules, staff management, deliverables, contract administration and delivery of services as outlined in the contract, etc. Includes experience in technical fields that also may require specific professional credentials/security clearances. Experience: 3 or more years.
Task Leader	Undergraduate degree or equivalent work experience. Responsible for managing and directing specific or all elements of a project. Such projects may include providing technical and/or subject matter assistance for a training deliverable. Does not require experience in technical fields that also may require specific professional credentials/security clearances. Experience: 2 or more years.
Senior Subject Matter Expert	Graduate degree in relevant field or equivalent work experience. Provides subject matter expertise support for training, educational or professional development projects, including content review and feedback to development staff, as well as delivery of training. Subject matter expertise is in a unique domain area and/or requires unique professional credentials/security clearances. Experience: 10 or more years.
Subject Matter Expert	Undergraduate degree in relevant field or equivalent work experience. Provides subject matter expertise for training, educational or professional development projects, including content review and feedback to development staff, performance of development work that requires a high level of skill, as well as delivery of training. Subject matter expertise is in a technical domain area, technical skill set, and/or requires specific professional credentials/security clearances. Experience: 10 or more years.
Senior Practitioner	Undergraduate degree in relevant field or equivalent work experience. Provides expertise required for training, educational or professional development projects, including content review and feedback to development staff, as well as delivery of training. Also may directly perform elements of training development projects. Experience: 5 or more years.
Practitioner	Undergraduate degree in relevant field or equivalent work experience. Provides expertise required for training, educational or professional development projects, including content review and feedback to development staff, as well as delivery of training. Also may directly perform elements of training development projects. Experience: Up to 4 years.
Researcher	Undergraduate degree or equivalent work experience. Supports large specialized projects related to the individual's subject matter expertise and produces and/or reviews substantive and/or complex technical documentation reflecting detailed knowledge of technical areas as identified in the statement of work. Experience: 5 or more years.

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Business Analyst	Undergraduate degree or equivalent work experience. Supports the application of assessment/training/educational material to meet organizational needs. Consults with client organizations to improve efficiency and productivity of the contracted solution. Able to conduct alternative analyses and demonstrate the relative organizational benefits and costs of different approaches to the contracted solution. Experience: 3 or more years.
Senior Instructional Technologist	Undergraduate degree or equivalent work experience. Provides expertise to support all types of technology assisted training, educational and professional development projects, including systems design, development, utilization, integration, management, evaluation and support. Experience: 5 or more years.
Instructional Technologist	Undergraduate degree or equivalent work experience. Provides expertise to support all types of technology assisted training, educational and professional development projects, including systems design, development, utilization, integration, management, evaluation and support. Experience: Up to 4 years.
Senior Instructional Designer	Undergraduate degree or equivalent work experience. Conducts training analysis, designs and develops training curricula, designs and develop multimedia/web storyboards and training, and measures and evaluates effectiveness of training. Experience: 5 or more years.
Instructional Designer	Undergraduate degree or equivalent work experience. Conducts training analysis, designs and develops training curricula, designs and develop multimedia/web storyboards and training, measures and evaluates effectiveness of training, and implements/tests quality control of training deliverables. Experience: Up to 4 years.
Senior Computer Programmer	Creates and/or maintains operating systems, communications software, database packages, compilers, assemblers, and utility programs. Modifies existing software, as well as creating special-purpose software to ensure efficiency and integrity between systems and applications. Provides high level of skill to support technology assisted training projects. Experience: 5 or more years.
Computer Programmer	Creates and/or maintains operating systems, communications software, database packages, compilers, assemblers, and utility programs. Modifies existing software, as well as creating special-purpose software to ensure efficiency and integrity between systems and applications. Creates high-level eLearning interactivity such as animation. Experience: Up to 5 years.
Programmer	Develops, implements, maintains and/or manages training tools, aids, curriculums and/or deliveries using state of the art technologies. Experience: 1 or more year(s).
Graphic Designer	Designs and produces graphics in support of training development projects. Provides technical knowledge and expertise on computer graphics, digital photography, videography, Flash animations, etc. Experience: 3 or more years.
Graphic Artist	Designs and produces graphics in support of training development projects. Provides technical knowledge and expertise on computer graphics, digital photography, videography, Flash animations, etc. Experience: Up to 3 years.
Technical Editor	Undergraduate degree or equivalent work experience. Responsible for editing, proofreading and correcting technical documents prior to publication. Experience: Up to 3 years.


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Testing Analyst	Undergraduate degree or equivalent work experience. Responsible for designing and developing assessment instruments, strategies, methodologies, and measuring instruments. Also responsible for testing training content/functionality and compliance with curriculum design documents. Experience: 3 or more years.
Administrative Specialist	Provides general-purpose administrative and clerical support for project tasks. Experience: 3 or more years.
Administrative Assistant	Provides general-purpose administrative and clerical support for project tasks. Experience: Up to 3 years.

SIN 611TRAINAW: DAU and FAI Certified DAWIA and FAC Acquisition Workforce Training for GS-1102 and non-1102 Personnel DAU AND FAI CERTIFIED DAWIA ACQUISITION WORKFORCE TRAINING COURSES – PRICING AND DISCOUNTS							
COURSE	Course #	Price Per Seat	Public Open Enrollment (In-Person and Virtual Delivery)**		Private Group Training (Virtual Delivery) ***		
			Number of Registrations		Number of Registrations		
			5	10	15-20	21-25	26-30
CON 244: Construction Contracting	1021	\$1,240	\$5,766	\$10,912	\$10,417	\$11,781	\$12,649
CON 243: Architect-Engineer Services Contracting	1032	\$1,240	\$5,766	\$10,912	\$10,417	\$11,781	\$12,649
CON 091: Contract Fundamentals	1093	\$3,109	\$14,457	\$27,359	\$26,118	\$29,539	\$31,716
CON 100: Shaping Smart Business Arrangements (5-day)	1100	\$1,059	\$4,924	\$9,319	\$8,896	\$10,061	\$10,803
CON 100: Shaping Smart Business Arrangements (4-day)	1101	\$1,059	\$4,924	\$9,319	\$8,896	\$10,061	\$10,803
CON 170: Fundamentals of Cost and Price Analysis	1170	\$2,357	\$10,960	\$20,742	\$19,801	\$22,394	\$24,045
CON 090: FAR Fundamentals	1190	\$3,574	\$16,619	\$31,451	\$30,025	\$33,957	\$36,460
FCN 190: FAR Fundamentals	1191	\$2,693	\$12,522	\$23,698	\$22,623	\$25,587	\$27,472
CON 200: Business Decisions for Contracting	1200	\$911	\$4,236	\$8,017	\$7,653	\$8,655	\$9,293
CON 216: Legal Considerations In Contracting	1216	\$1,240	\$5,766	\$10,912	\$10,417	\$11,781	\$12,649
CON 1100: Contract Fundamentals	1231	\$2,779	\$12,922	\$10,912	\$23,346	\$26,404	\$28,350
CON 1200: Contract Pre-award	1232	\$2,779	\$12,923	\$10,912	\$23,346	\$26,404	\$28,350
CON 1300: Contract Award	1233	\$2,779	\$12,922	\$10,912	\$23,346	\$26,404	\$28,350
CON 1400: Contract Post-Award	1234	\$2,779	\$12,923	\$10,912	\$23,346	\$26,404	\$28,350
ACQ 265: Mission-Focused Services Acquisition	1265	\$1,183	\$5,501	\$10,410	\$9,938	\$11,240	\$12,068
CON 270: Intermediate Cost and Price Analysis	1270	\$2,693	\$12,522	\$23,698	\$22,623	\$25,587	\$27,472
CON 280: Source Selection and the Administration of Service Contracts	1280	\$2,693	\$12,522	\$23,698	\$22,623	\$25,587	\$27,472
CON 290: Contract Administration and Negotiation Techniques in a Supply Environment	1290	\$2,693	\$12,522	\$23,698	\$22,623	\$25,587	\$27,472
CON 121: Contract Planning	1321	\$847	\$3,939	\$7,454	\$7,115	\$8,047	\$8,640
CON 124: Contract Execution	1324	\$847	\$3,939	\$7,454	\$7,115	\$8,047	\$8,640
CON 127: Contract Management	1327	\$847	\$3,939	\$7,454	\$7,115	\$8,047	\$8,640
CON 360: Contracting for Decision Makers	1360	\$2,357	\$10,960	\$20,742	\$19,801	\$22,394	\$24,045
ACQ 370: Acquisition Law	1370	\$1,276	\$5,933	\$11,229	\$10,719	\$12,123	\$13,017

Price Notes

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Service Contract Labor Standards: The Service Contract Labor Standards (SCLS), formerly known as the Service Contract Act (SCA), is applicable to this contract as it applies to the entire Multiple Award Schedule (MAS) and all services provided. While no specific labor categories have been identified as being subject to SCLS/SCA 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 to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.