

ASPE, Inc. TRAINING & SERVICES

# Federal Supply Service Authorized Federal Supply Schedule Price List

[www.aspeinc.com/government](http://www.aspeinc.com/government)



On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The internet address for GSA Advantage! is: [GSAAdvantage.gov](http://GSAAdvantage.gov).

**8744** - Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration

**8741** - Consulting Services

**Contract # GS-02F-0016Y**

**Contract Effective Date: October 21, 2011 – October 20, 2016**

American Society of Professional Education, Inc. (ASPE, Inc.)  
114 Edinburgh South Drive - Suite 200 - Cary, NC - 27511  
877-800-5221  
[www.aspeinc.com](http://www.aspeinc.com)

**ASPE**  
TRAINING



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www.registeredmarks.org/Project-Management-Institute, Inc.



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## Company Overview

ASPE is a unique high-tech training firm that focuses on providing customers with the critical skills, tools and techniques for success in today's business world. We have worked with 91 of the top Fortune 100 companies, and have more than 10 years of past performance working with government agencies to successfully translate those skills to the public sector. Through training and consulting, we quickly and economically equip teams with cutting-edge processes and products that enable complex technical challenges to transform into strategic capabilities. In a time of increasing reliance on IT to provide mission-critical government services, our courses cost-effectively provide the key skills to operate and manage systems, projects and programs. **Our firm regularly serves government agencies directly, as well as government contractors and systems integrators to jointly meet agency requirements.**

We made our name training blue chip clients, but we recognize the fact that government organizations have particular needs and concerns. That's why we offer our full catalog of training and expertise through the GSA schedule, and offer reduced pricing on many of our products for federal, state and local government clients. *Our dedicated staff can help you with:*

- Exclusive pricing for federal, state and local government clients
- Purchasing from the GSA Schedule or MOBIS Schedule 874
- Blanket Purchase Contracts (BPA)
- Agency-Specific Contracts

The corporate operations of ASPE are headquartered in Cary, NC. We also have offices located in Falls Church, VA, Easton, PA, and Morristown, NJ.

Our actual training presence is international. Each and every day, our instructors are busy teaching public classes in over 80 North American cities, primarily in the U.S. and Canada. We also perform numerous onsite training deliveries each month, which takes our instructor staff (and sometimes operational support) to wherever our client's needs dictate.

We strive to be the best and provide our customers with the highest quality and most challenging education programs. Our courses enhance professionals who have the courage to move beyond their comfort zones and meet the demands of a progressive world. We have an excellent track record of transferring knowledge that delivers real results, both for big business clients and government agencies. When you turn to us for the tools and techniques your agency needs to get things done, you'll quickly come to experience the confidence that comes after you let us train your team.

ASPE's courses are available in public site sessions with multiple customer organizations present, online (virtual classroom) with multiple customer organizations present, or delivered for a specific customer either at their location, at a public location, or online. In these customer-specific sessions, the course material is normally tailored to include that organization's initiatives, procedures, etc. To get more information on an onsite or online session for your organization, please contact Robert Clarke at rclarke@aspeinc.com or 703-424-6791.

**Corporate Address:**  
**114 Edinburgh South Drive, Suite 200**  
**Cary, NC 27511**  
**877-800-5221**

**DC Address:**  
**701 Fulton Ave**

**Primary Contact:**  
**Mr. Robert W. Clarke**  
**Director Federal Enterprise**  
**703-424-6791**  
[\*\*Rclarke@aspeinc.com\*\*](mailto:Rclarke@aspeinc.com)

**Falls Church, VA 20046**

## **Contract Terms**

1a. Awarded Special Items numbers:  
874-4 Instructor Led Training  
874-1 Consulting Services

1b. Lowest Price Item: See Price List

1c. Contractor Hourly Rates: See Consulting Price List

2. Maximum order. \$1,500,000

3. Minimum order. \$100

4. Geographic coverage: United States & International

5. Points of production: Cary, NC

6. Statement of net price: 30% Public Classes, 15% Private Classes, 25% Consulting

7. Quantity discounts: An additional 5% discount will be honored for agencies that exceed \$100,000 in orders in a 12 month period.

8. Prompt payment terms: None

9a. Government purchase cards are accepted.

9b. Government purchase cards are accepted.

10. Foreign items: Not Applicable

11a. Time of delivery: 30 days

11b. Expedited Delivery: Not Applicable

11c. Overnight and 2-day delivery: Not Applicable

11d. Urgent Requirements: Not Applicable

12. F.O.B. points: Destination

13a. Ordering address:

ASPE, Inc.  
PO BOX 5488  
Cary, NC 27512  
877-800-5221

13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3. Prospective Students should contact ASPE at 877-800-5221

14. Payment address:

ASPE, Inc.  
PO BOX 5488  
Cary, NC 27512  
877-800-5221

15a. Warranty provision: (Public & Virtual Classes) ASPE provides an unsurpassed training experience. If for any reason you are not satisfied with the program, simply notify the instructor or registrar of your intent to withdraw from the program prior to the first morning break, turn in your course materials and receive a 100% refund. If at the end of the program day, you are unsatisfied with the program, we will credit your tuition towards a future program of your choice. Should you have any questions regarding your class registrations, please contact ASPE at 877-800-5221.

15b. Warranty provision: (Private Classes): ASPE Inc. guarantees the quality of all courses presented by our expert instructors. If for any reason you are not satisfied with the course, please contact your Account Manager during the first morning break. ASPE Inc. will make sure that you receive the quality-training program that you requested.

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

17. Terms and conditions of Government purchase card acceptance: Government Purchase Cards are only accepted from authorized personnel.

18. Terms and conditions of rental, maintenance, and repair: Not Applicable.

19. Terms and conditions of installation: Materials and software are nontransferable.

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: Not Applicable.

20a. Terms and conditions for any other services: Not Applicable.

21. List of service and distribution points: Not Applicable.

22. List of participating dealers: Not Applicable.

23. Preventive maintenance: Not Applicable.

24a. Special attributes such as environmental attributes: Not Applicable.

24b. Section 508 compliance information: ASPE's services are in compliance with Section 508.

25. DUNS number: 12-672-0759

26. ASPE is registered with CCR & ORCA, Cage Code # 4DRS7

27. EIN: 68-0517025

## 28. Cancellation / Reschedule Policy

### **ASPE Inc. - Cancellation Policy**

31 days prior to course start date	No fee
Between 30 and 16 days prior to course start date	10% of base course fee
15 days or less prior to course start date	50% of base course fee

### **ASPE Inc. - Rescheduling Policy**

31 days prior to course start date	No fee
Between 30 and 16 days prior to course start date	No fee – If a second reschedule date is needed a \$500 administration fee will be charged
15 days or less prior to course start date	\$500 administration fee

**Course descriptions can be seen at [www.aspeinc.com](http://www.aspeinc.com)**

**A Federal capabilities statement for ASPE can be seen at [www.aspeinc.com/government](http://www.aspeinc.com/government)**

SIN	Product #	Couse Type	Course Name	Course Length (Days)	Minimum Participants	Maximum Participants	GSA Price (including IFF)	GSA Price Per student over 10*
874	10200	Public	Advanced Project Management Techniques	2	1	N/A	\$ 1,046.25	
874	10400	Public	Managing Vendor Relationships	2	1	N/A	\$ 1,046.25	
874	10500	Public	Managing Real World Projects and Processes with Metrics	2	1	N/A	\$ 1,046.25	
874	10600	Public	Introduction to SDLC Project Management (1 Day)	1	1	N/A	\$ 671.25	
874	10700	Public	Project Managemetn 101: The Fundamentals of Project Management	2	1	N/A	\$ 1,046.25	
874	10800	Public	Program Management Professional (PgMP) Exam Boot Camp (the)	3	1	N/A	\$ 1,346.25	
874	11000	Public	Hands-On Extreme Programming Workshop	3	1	N/A	\$ 1,346.25	
874	11100	Public	Managing Outsource/Offshore Projects	2	1	N/A	\$ 1,046.25	
874	11200	Public	Introduction to Project Management	2	1	N/A	\$ 1,046.25	
874	11300	Public	Time Management Workshop (the)	2	1	N/A	\$ 1,046.25	
874	11400	Public	Deploying Enterprise Software Solutions	2	1	N/A	\$ 1,046.25	
874	11500	Public	Harnessing IT for Business Success	2	1	N/A	\$ 1,046.25	
874	11600	Public	Professional Skills Boot Camp	3	1	N/A	\$ 1,346.25	
874	11700	Public	Leadership Skills for the 21 <sup>st</sup> Century Multi-Generational Workforce	2	1	N/A	\$ 1,046.25	
874	11900	Public	PMP (5-day version)	5	1	N/A	\$ 1,946.25	
874	12000	Public	Project Management Professional Certification Exam Boot Camp (the)	4	1	N/A	\$ 1,871.25	
874	12100	Public	Fundamentals of Project Scheduling	2	1	N/A	\$ 1,046.25	
874	12200	Public	Understanding Project Financials for SDLC Professionals	2	1	N/A	\$ 1,046.25	
874	13500	Public	Applied Project Management	3	1	N/A	\$ 1,346.25	
874	14000	Public	Managing Offshore Software Projects	2	1	N/A	\$ 1,046.25	
874	14500	Public	Hands-On IT Project Management	2	1	N/A	\$ 1,046.25	
874	15000	Public	Risk Management	1	1	N/A	\$ 896.25	
874	15500	Public	Jumpstart in PM	2	1	N/A	\$ 1,046.25	
874	16000	Public	Implementing a Value Added PMO	2	1	N/A	\$ 1,046.25	
874	17000	Public	Technical Writing for Project Managers	2	1	N/A	\$ 1,046.25	
874	20200	Public	Designing & Facilitating JAD/Workshops	2	1	N/A	\$ 1,046.25	
874	20300	Public	Defining Business Systems with UML	2	1	N/A	\$ 1,046.25	
874	20400	Public	Object-Orientated Analysis and Design with UML	3	1	N/A	\$ 1,346.25	
874	20600	Public	Business Systems Analyst Requirements	2	1	N/A	\$ 1,046.25	
874	20700	Public	Project, Business and Management Professional's Toolkit (the)	2	1	N/A	\$ 1,046.25	
874	20800	Public	Reinventing the IT Professional	2	1	N/A	\$ 1,046.25	
874	20900	Public	Effective Meeting Design and Facilitation	2	1	N/A	\$ 1,046.25	
874	21000	Public	Data-Driven Decision Making	2	1	N/A	\$ 1,046.25	
874	21100	Public	Creating a Business Case with Enterprise Analysis	2	1	N/A	\$ 1,046.25	
874	21400	Public	Enterprise Business Analysis Boot Camp	3	1	N/A	\$ 1,346.25	
874	22000	Public	Business Analyst Fundamentals	2	1	N/A	\$ 1,046.25	
874	22500	Public	Critical Skills for Writing Better Business Requirements	2	1	N/A	\$ 1,046.25	
874	23000	Public	Developing Requirements with Use Cases	2	1	N/A	\$ 1,046.25	
874	23200	Public	Business Modeling Fundamentals	2	1	N/A	\$ 1,046.25	
874	23500	Public	Business Process Analysis & Design	2	1	N/A	\$ 1,046.25	
874	24000	Public	Business Analyst Boot Camp	4	1	N/A	\$ 1,871.25	
874	24500	Public	CBAP/CCBA Certification Prep Boot Camp	4	1	N/A	\$ 1,871.25	
874	25000	Public	Recognizing & Controlling Requirements Risk	2	1	N/A	\$ 1,046.25	
874	25500	Public	Requirements Management and Communication	2	1	N/A	\$ 1,046.25	
874	26000	Public	Building the Logical Data Model	2	1	N/A	\$ 1,046.25	
874	26490	Public	Mastering Requirments Modeling Techniques in Practice	3	1	N/A	\$ 1,346.25	



SIN	Product #	Couse Type	Course Name	Course Length (Days)	Minimum Participants	Maximum Participants	GSA Price (including IFF)	GSA Price Per student over 10*
874	26500	Public	Business Analysis Modeling Boot Camp	3	1	N/A	\$ 1,346.25	
874	27000	Public	Enterprise Architecture: Modeling the Enterprise	2	1	N/A	\$ 1,046.25	
874	27500	Public	Establishing and Maintaining a Business Analysis Center of Excellence	2	1	N/A	\$ 1,046.25	
874	28000	Public	Prototyping Workshop for BAs	2	1	N/A	\$ 1,046.25	
874	28300	Public	Elicitation	1	1	N/A	\$ 896.25	
874	28500	Public	Business Analysis Work Plan	2	1	N/A	\$ 1,046.25	
874	29000	Public	Data Analytics Boot Camp	2	1	N/A	\$ 1,046.25	
874	29050	Public	Technical Writing for Business Analysts	2	1	N/A	\$ 1,046.25	
874	29100	Public	Technical Writing	2	1	N/A	\$ 896.25	
874	29300	Public	Solutions Architecture	2	1	N/A	\$ 1,046.25	
874	29500	Public	Business Case Development for Business & IT Professionals	2	1	N/A	\$ 1,046.25	
874	30000	Public	Fundamentals of Software Testing	2	1	N/A	\$ 1,046.25	
874	30500	Public	Planning Effective Software Testing (Test Plan)	2	1	N/A	\$ 1,046.25	
874	30700	Public	Software Tester Certification Boot Camp	3	1	N/A	\$ 1,421.25	
874	31000	Public	Test Automation Workshop (the)	2	1	N/A	\$ 1,046.25	
874	31500	Public	Developing and Writing Testable Business Requirements for Software Development and Testi	2	1	N/A	\$ 1,046.25	
874	32000	Public	Web Testing Core Fundamentals	2	1	N/A	\$ 1,046.25	
874	32500	Public	Proactive User Acceptance Testing	1	1	N/A	\$ 971.25	
874	33500	Public	Creating Secure Code in Java	2	1	N/A	\$ 1,046.25	
874	34000	Public	Software Project Management	2	1	N/A	\$ 1,046.25	
874	34500	Public	Managing Software Development with Metrics	2	1	N/A	\$ 1,046.25	
874	35000	Public	Hands on Ruby Programming	2	1	N/A	\$ 1,046.25	
874	35500	Public	Legacy Modernization	2	1	N/A	\$ 1,046.25	
874	38000	Public	Risk-Based Testing	2	1	N/A	\$ 1,046.25	
874	40200	Public	Certified Scrum Product Owner	2	1	N/A	\$ 1,346.25	
874	40300	Public	Agile for Product Owners	2	1	N/A	\$ 1,046.25	
874	40400	Public	Agile Essentials for Management 1 day	1	1	N/A	\$ 596.25	
874	40700	Public	Agile Project Management for VersionOne Users	2	1	N/A	\$ 1,046.25	
874	41000	Public	Agile Boot Camp	3	1	N/A	\$ 1,346.25	
874	41100	Public	Agile Boot Camp for Distributed Teams	3	1	N/A	\$ 1,346.25	
874	41200	Public	Agile Boot Camp for Government	3	1	N/A	\$ 1,346.25	
874	41500	Public	Collaborating & Communicating Agile Requirements	2	1	N/A	\$ 1,046.25	
874	42000	Public	Agile Testing	2	1	N/A	\$ 1,046.25	
874	42200	Public	Scaled Agile Framework	2	1	N/A	\$ 1,046.25	
874	42400	Public	Agile Project Management	2	1	N/A	\$ 1,046.25	
874	42500	Public	Agile Project Management Certification (PMI-ACP)	3	1	N/A	\$ 1,346.25	
874	42700	Public	User Stories - An In-Depth Look	2	1	N/A	\$ 1,046.25	
874	43000	Public	Introduction to Agile (formerly Agile Essentials)	1	1	N/A	\$ 596.25	
874	43500	Public	Hands-On Lean Agile Project Management	2	1	N/A	\$ 1,046.25	
874	43700	Public	Non-Certified ScrumMaster Workshop	2	1	N/A	\$ 1,046.25	
874	44000	Public	Certified ScrumMaster Workshop	2	1	N/A	\$ 1,121.25	
874	44500	Public	Transitioning from Waterfall to Agile	2	1	N/A	\$ 1,046.25	
874	45000	Public	Certified Scrum Developer Workshop: Hands-On Agile Engineering	3	1	N/A	\$ 1,346.25	
874	45400	Public	Introduction to Agile Engineering	1	1	N/A	\$ 596.25	
874	45500	Public	Agile for Executives	1	1	N/A	\$ 896.25	
874	45600	Public	Agile Estimates	1	1	N/A	\$ 896.25	
874	45700	Public	Kanban	1	1	N/A	\$ 596.25	

SIN	Product #	Couse Type	Course Name	Course Length (Days)	Minimum Participants	Maximum Participants	GSA Price (including IFF)	GSA Price Per student over 10*
874	46000	Public	Scrum Essentials (1 Day)	1	1	N/A	\$ 896.25	
874	46100	Public	Test Driven Development	3	1	N/A	\$ 1,346.25	
874	46500	Public	Business Analysis in Agile Projects	2	1	N/A	\$ 1,046.25	
874	46600	Public	Contracting Agile Services	2	1	N/A	\$ 1,046.25	
874	46700	Public	Agile in the Federal Environment	2	1	N/A	\$ 1,046.25	
874	46800	Public	Agile ITIL	1	1	N/A	\$ 596.25	
874	46900	Public	Managing Agile Projects in a CMMI-Rated Organization	2	1	N/A	\$ 1,046.25	
874	47200	Public	Iterative for Project Managers	2	1	N/A	\$ 1,046.25	
874	47300	Public	Iterative for Project Teams	2	1	N/A	\$ 1,046.25	
874	48000	Public	Continuous Integration	1	1	N/A	\$ 596.25	
874	49100	Public	Intact Team Training	1	1	N/A	\$ 596.25	
874	50000	Public	Roadmap to Service Oriented Architecture	2	1	N/A	\$ 1,046.25	
874	50100	Public	Fundamentals of SDLC	2	1	N/A	\$ 1,346.25	
874	60500	Public	Understanding Cloud Computing	3	1	N/A	\$ 896.25	
874	62000	Public	Planning & Executing eDiscovery & Data Recovery Strategies	2	1	N/A	\$ 1,121.25	
874	62100	Public	Cyber Security Boot Camp	4	1	N/A	\$ 1,871.25	
874	64100	Public	Introduction to Business Intelligence	2	1	N/A	\$ 1,121.25	
874	66010	Public	SQL Server 2008 Reporting Services	2	1	N/A	\$ 1,121.25	
874	66100	Public	Mastering SQL Server Administration & Optimization	2	1	N/A	\$ 1,121.25	
874	71000	Public	ITIL 2011 Foundation	2	1	N/A	\$ 1,121.25	
874	71100	Public	ITIL v3 Foundations Exam Preparation Boot Camp - 3 days	3	1	N/A	\$ 1,346.25	
874	72000	Public	VMware vSphere v4.1 Boot Camp	5	1	N/A	\$ 2,096.25	
874	73000	Public	Applied Excel for Statistical Analysis and Better Business Decisions	2	1	N/A	\$ 1,121.25	
874	73100	Public	Excel Power Skills	2	1	N/A	\$ 1,046.25	
874	80010	Public	Microsoft Project Server 2010 Administration	2	1	N/A	\$ 1,121.25	
874	80700	Public	Managing Projects with Microsoft Project Server 2010	3	1	N/A	\$ 1,421.25	
874	80850	Public	Microsoft Project Server 2013 Administration	2	1	N/A	\$ 1,121.25	
874	80900	Public	Managing Projects with Microsoft Project Server 2013	3	1	N/A	\$ 1,421.25	
874	81200	Public	Hands-On Installing, Administering & Supporting Microsoft Windows 7 (3 Days)	3	1	N/A	\$ 1,421.25	
874	82100	Public	MS Project Pro 2010 Fast Track	2	1	N/A	\$ 1,121.25	
874	82200	Public	Mastering MS Project 2003, 2007 or 2010	2	1	N/A	\$ 1,121.25	
874	90200	Public	SharePoint for Business Intelligence	3	1	N/A	\$ 1,421.25	
874	90700	Public	Hands-On Microsoft SharePoint 2007 Administration	3	1	N/A	\$ 1,421.25	
874	90750	Public	Hands-On Mastering SharePoint 2007 Customization	3	1	N/A	\$ 1,421.25	
874	90800	Public	SharePoint 2013 for Business Intelligence	3	1	N/A	\$ 1,421.25	
874	91500	Public	Mastering SharePoint 2010 Customization	3	1	N/A	\$ 1,421.25	
874	91650	Public	Document Management and Records Management Systems in SharePoint 2010	4	1	N/A	\$ 1,796.25	
874	92100	Public	Mastering SharePoint 2010 Governance	2	1	N/A	\$ 1,046.25	
874	92500	Public	SharePoint Designer Workshop (one day)	1	1	N/A	\$ 596.25	
874	93000	Public	SharePoint 2010 Boot Camp	4	1	N/A	\$ 1,871.25	
874	93100	Public	SharePoint 2013 Boot Camp	4	1	N/A	\$ 1,871.25	
874	94000	Public	SharePoint 2010 for Web Development	3	1	N/A	\$ 1,421.25	
874	94100	Public	SharePoint 2013 for Developers	3	1	N/A	\$ 1,421.25	
874	94500	Public	Developing SharePoint Business Solutions with Agile	3	1	N/A	\$ 1,421.25	
874	95490	Public	SharePoint 2007 Power User Boot Camp	3	1	N/A	\$ 1,421.25	
874	95500	Public	SharePoint 2010 Power User Boot Camp	3	1	N/A	\$ 1,421.25	
874	95600	Public	SharePoint 2013 Power User Boot Camp	3	1	N/A	\$ 1,421.25	

SIN	Product #	Couse Type	Course Name	Course Length (Days)	Minimum Participants	Maximum Participants	GSA Price (including IFF)	GSA Price Per student over 10*
874	95700	Public	Using SharePoint 2013 or Office 365 SharePoint	4	1	N/A	\$ 1,796.25	
874	96000	Public	Hands-On SharePoint 2010 Administration (5-day)	5	1	N/A	\$ 2,096.25	
874	97000	Public	SharePoint 2010 Business Process Automation	3	1	N/A	\$ 1,421.25	
874	97100	Public	SharePoint 2013 for Business Process Automation	3	1	N/A	\$ 1,421.25	
874	98000	Public	SharePoint for End Users	1	1	N/A	\$ 596.25	
874	99500	Public	SharePoint 2010 for Project Management (3-day)	3	1	N/A	\$ 1,421.25	
874	99600	Public	Using SharePoint 2013 for Project Management (3-day)	3	1	N/A	\$ 1,421.25	
874	M1000	Public	Internet Marketing Implementation	2	1	N/A	\$ 896.25	
874	M1100	Public	Writing for the Web	2	1	N/A	\$ 971.25	
874	M1200	Public	Content Marketing	2	1	N/A	\$ 971.25	
874	M1300	Public	Marketing Strategy: A Playbook for Business Success	2	1	N/A	\$ 971.25	
874	M2000	Public	Google Marketing Boot Camp	3	1	N/A	\$ 1,121.25	
874	M2500	Public	YouTube Marketing Boot Camp	3	1	N/A	\$ 1,121.25	
874	M3000	Public	Search Engine Optimization Boot Camp	3	1	N/A	\$ 1,121.25	
874	M3100	Public	SEO for Developers	2	1	N/A	\$ 971.25	
874	M4000	Public	Mobile Marketing Boot Camp	3	1	N/A	\$ 1,121.25	
874	M5000	Public	Mastering Google AdWords	3	1	N/A	\$ 1,121.25	
874	M5100	Public	Google Search Advertising Certification – Advanced AdWords Workshop	1	1	N/A	\$ 596.25	
874	M5200	Public	Google Display Advertising Certification – Advanced AdWords Workshop	1	1	N/A	\$ 596.25	
874	M6000	Public	Mastering Google Analytics	3	1	N/A	\$ 1,121.25	
874	M7000	Public	Social Media Boot Camp	3	1	N/A	\$ 1,346.25	
874	M7200	Public	Sales Success Utilizing Social Media	2	1	N/A	\$ 971.25	
874	M8000	Public	Online Marketing Lead Generation Boot Camp	3	1	N/A	\$ 1,121.25	
874	M8100	Public	High Impact Email Marketing	2	1	N/A	\$ 971.25	
874	M8300	Public	Customer Retention for Sales	2	1	N/A	\$ 971.25	
874	M9050	Public	Twitter for Marketing Professionals Workshop (one day)	1	1	N/A	\$ 596.25	
874	M9100	Public	Facebook for Marketing Professionals Workshop (one day)	1	1	N/A	\$ 596.25	
874	M9200	Public	Google Plus for Business: Getting Started	1	1	N/A	\$ 596.25	
874	M9300	Public	LinkedIn Workshop for Professionals	1	1	N/A	\$ 596.25	
874	M9400	Public	Agile Marketing Boot Camp	2	1	N/A	\$ 1,121.25	
874	M9500	Public	Agile Creativity	2	1	N/A	\$ 1,121.25	
874	M9600	Public	Agile for Product Managers	2	1	N/A	\$ 1,121.25	
874	M9700	Public	Product Management Essentials	3	1	N/A	\$ 1,121.25	
874	F0050	Public	Finance for the Non-Financial Executives	2	1	N/A	\$ 1,046.25	
874	F0100	Public	Financial Modeling & Valuation Boot Camp (the)	2	1	N/A	\$ 1,196.25	
874	F0200	Public	Financial Modeling in Excel	2	1	N/A	\$ 1,721.25	
874	F0250	Public	Achieving Hedge Fund Alpha	2	1	N/A	\$ 1,046.25	
874	F0275	Public	Risk: Supply Chain Management	2	1	N/A	\$ 1,046.25	
874	F0400	Public	Planning, Financing and Executing Infrastructure Projects	2	1	N/A	\$ 1,046.25	
874	F0425	Public	Introduction to IFRS	2	1	N/A	\$ 1,346.25	
874	F0500	Public	The Empowered Manager	2	1	N/A	\$ 1,046.25	
874	10200P	Private	Advanced Project Management Techniques	2	10	24	\$ 8,075.00	\$ 595.00
874	10400P	Private	Managing Vendor Relationships	2	10	24	\$ 8,075.00	\$ 595.00
874	10500P	Private	Managing Real World Projects and Processes with Metrics	2	10	24	\$ 8,075.00	\$ 595.00
874	10600P	Private	Introduction to SDLC Project Management (1 Day)	1	10	24	\$ 3,400.00	\$ 340.00
874	10700P	Private	Project Managementn 101: The Fundamentals of Project Management	2	10	24	\$ 8,075.00	\$ 595.00
874	10800P	Private	Program Management Professional (PgMP) Exam Boot Camp (the)	3	10	24	\$ 9,775.00	\$ 722.50

SIN	Product #	Couse Type	Course Name	Course Length (Days)	Minimum Participants	Maximum Participants	GSA Price (including IFF)	GSA Price Per student over 10*
874	11000P	Private	Hands-On Extreme Programming Workshop	3	10	24	\$ 9,775.00	\$ 722.50
874	11100P	Private	Managing Outsource/Offshore Projects	2	10	24	\$ 8,075.00	\$ 595.00
874	11200P	Private	Introduction to Project Management	2	10	24	\$ 8,075.00	\$ 595.00
874	11300P	Private	Time Management Workshop (the)	2	10	24	\$ 8,075.00	\$ 595.00
874	11400P	Private	Deploying Enterprise Software Solutions	2	10	24	\$ 8,075.00	\$ 595.00
874	11500P	Private	Harnessing IT for Business Success	2	10	24	\$ 8,075.00	\$ 595.00
874	11600P	Private	Professional Skills Boot Camp	3	10	24	\$ 9,775.00	\$ 722.50
874	11700P	Private	Leadership Skills for the 21 <sup>st</sup> Century Multi-Generational Workforce	2	10	24	\$ 8,075.00	\$ 595.00
874	11900P	Private	PMP (5-day version)	5	10	24	\$ 12,750.00	\$ 1,020.00
874	12000P	Private	Project Management Professional Certification Exam Boot Camp (the)	4	10	24	\$ 11,050.00	\$ 850.00
874	12100P	Private	Fundamentals of Project Scheduling	2	10	24	\$ 8,075.00	\$ 595.00
874	12200P	Private	Understanding Project Financials for SDLC Professionals	2	10	24	\$ 8,075.00	\$ 595.00
874	13500P	Private	Applied Project Management	3	10	24	\$ 9,775.00	\$ 722.50
874	14000P	Private	Managing Offshore Software Projects	2	10	24	\$ 8,075.00	\$ 595.00
874	14500P	Private	Hands-On IT Project Management	2	10	24	\$ 8,075.00	\$ 595.00
874	15000P	Private	Risk Management	1	10	24	\$ 3,400.00	\$ 340.00
874	15500P	Private	Jumpstart in PM	2	10	24	\$ 8,075.00	\$ 595.00
874	16000P	Private	Implementing a Value Added PMO	2	10	24	\$ 8,075.00	\$ 595.00
874	17000P	Private	Technical Writing for Project Managers	2	10	24	\$ 8,075.00	\$ 595.00
874	20200P	Private	Designing & Facilitating JAD/Workshops	2	10	24	\$ 8,075.00	\$ 595.00
874	20300P	Private	Defining Business Systems with UML	2	10	24	\$ 8,075.00	\$ 595.00
874	20400P	Private	Object-Orientated Analysis and Design with UML	3	10	24	\$ 9,775.00	\$ 722.50
874	20600P	Private	Business Systems Analyst Requirements	2	10	24	\$ 8,075.00	\$ 595.00
874	20700P	Private	Project, Business and Management Professional's Toolkit (the)	2	10	24	\$ 8,075.00	\$ 595.00
874	20800P	Private	Reinventing the IT Professional	2	10	24	\$ 8,075.00	\$ 595.00
874	20900P	Private	Effective Meeting Design and Facilitation	2	10	24	\$ 8,075.00	\$ 595.00
874	21000P	Private	Data-Driven Decision Making	2	10	24	\$ 8,075.00	\$ 595.00
874	21100P	Private	Creating a Business Case with Enterprise Analysis	2	10	24	\$ 8,075.00	\$ 595.00
874	21400P	Private	Enterprise Business Analysis Boot Camp	3	10	24	\$ 9,775.00	\$ 722.50
874	22000P	Private	Business Analyst Fundamentals	2	10	24	\$ 8,075.00	\$ 595.00
874	22500P	Private	Critical Skills for Writing Better Business Requirements	2	10	24	\$ 8,075.00	\$ 595.00
874	23000P	Private	Developing Requirements with Use Cases	2	10	24	\$ 8,075.00	\$ 595.00
874	23200P	Private	Business Modeling Fundamentals	2	10	24	\$ 8,075.00	\$ 595.00
874	23500P	Private	Business Process Analysis & Design	2	10	24	\$ 8,075.00	\$ 595.00
874	24000P	Private	Business Analyst Boot Camp	4	10	24	\$ 11,050.00	\$ 850.00
874	24500P	Private	CBAP/CCBA Certification Prep Boot Camp	4	10	24	\$ 11,050.00	\$ 850.00
874	25000P	Private	Recognizing & Controlling Requirements Risk	2	10	24	\$ 8,075.00	\$ 595.00
874	25500P	Private	Requirements Management and Communication	2	10	24	\$ 8,075.00	\$ 595.00
874	26000P	Private	Building the Logical Data Model	2	10	24	\$ 8,075.00	\$ 595.00
874	26490P	Private	Mastering Requirments Modeling Techniques in Practice	3	10	24	\$ 9,775.00	\$ 722.50
874	26500P	Private	Business Analysis Modeling Boot Camp	3	10	24	\$ 9,775.00	\$ 722.50
874	27000P	Private	Enterprise Architecture: Modeling the Enterprise	2	10	24	\$ 8,075.00	\$ 595.00
874	27500P	Private	Establishing and Maintaining a Business Analysis Center of Excellence	2	10	24	\$ 8,075.00	\$ 595.00
874	28000P	Private	Prototyping Workshop for BAs	2	10	24	\$ 8,075.00	\$ 595.00
874	28300P	Private	Elicitation	1	10	24	\$ 3,400.00	\$ 340.00
874	28500P	Private	Business Analysis Work Plan	2	10	24	\$ 8,075.00	\$ 595.00

SIN	Product #	Couse Type	Course Name	Course Length (Days)	Minimum Participants	Maximum Participants	GSA Price (including IFF)	GSA Price Per student over 10*
874	29000P	Private	Data Analytics Boot Camp	2	10	24	\$ 8,075.00	\$ 595.00
874	29050P	Private	Technical Writing for Business Analysts	2	10	24	\$ 8,075.00	\$ 595.00
874	29100P	Private	Technical Writing	2	10	24	\$ 8,075.00	\$ 595.00
874	29300P	Private	Solutions Architecture	2	10	24	\$ 8,075.00	\$ 595.00
874	29500P	Private	Business Case Development for Business & IT Professionals	2	10	24	\$ 8,075.00	\$ 595.00
874	30000P	Private	Fundamentals of Software Testing	2	10	24	\$ 8,075.00	\$ 595.00
874	30500P	Private	Planning Effective Software Testing (Test Plan)	2	10	24	\$ 8,075.00	\$ 595.00
874	30700P	Private	Software Tester Certification Boot Camp	3	10	24	\$ 9,775.00	\$ 722.50
874	31000P	Private	Test Automation Workshop (the)	2	10	24	\$ 8,075.00	\$ 595.00
874	31500P	Private	Developing and Writing Testable Business Requirements for Software Development and Testi	2	10	24	\$ 8,075.00	\$ 595.00
874	32000P	Private	Web Testing Core Fundamentals	2	10	24	\$ 8,075.00	\$ 595.00
874	32500P	Private	Proactive User Acceptance Testing	1	10	24	\$ 3,400.00	\$ 340.00
874	33500P	Private	Creating Secure Code in Java	2	10	24	\$ 8,075.00	\$ 595.00
874	34000P	Private	Software Project Management	2	10	24	\$ 8,075.00	\$ 595.00
874	34500P	Private	Managing Software Development with Metrics	2	10	24	\$ 8,075.00	\$ 595.00
874	35000P	Private	Hands on Ruby Programming	2	10	24	\$ 8,075.00	\$ 595.00
874	35500P	Private	Legacy Modernization	2	10	24	\$ 8,075.00	\$ 595.00
874	38000P	Private	Risk-Based Testing	2	10	24	\$ 8,075.00	\$ 595.00
874	40200P	Private	Certified Scrum Product Owner	2	12	24	\$ 10,625.00	\$ 722.50
874	40300P	Private	Agile for Product Owners	2	10	24	\$ 8,075.00	\$ 595.00
874	40400P	Private	Agile Essentials for Management 1 day	1	10	24	\$ 3,400.00	\$ 340.00
874	40700P	Private	Agile Project Management for VersionOne Users	2	10	24	\$ 8,075.00	\$ 595.00
874	41000P	Private	Agile Boot Camp	3	10	24	\$ 9,775.00	\$ 722.50
874	41100P	Private	Agile Boot Camp for Distributed Teams	3	10	24	\$ 9,775.00	\$ 722.50
874	41200P	Private	Agile Boot Camp for Government	3	10	24	\$ 9,775.00	\$ 722.50
874	41500P	Private	Collaborating & Communicating Agile Requirements	2	10	24	\$ 8,075.00	\$ 595.00
874	42000P	Private	Agile Testing	2	10	24	\$ 8,075.00	\$ 595.00
874	42200P	Private	Scaled Agile Framework	2	12	24	\$ 10,625.00	\$ 722.50
874	42400P	Private	Agile Project Management	2	10	24	\$ 8,075.00	\$ 595.00
874	42500P	Private	Agile Project Management Certification (PMI-ACP)	3	10	24	\$ 9,775.00	\$ 722.50
874	42700P	Private	User Stories - An In-Depth Look	2	10	24	\$ 8,075.00	\$ 595.00
874	43000P	Private	Introduction to Agile (formerly Agile Essentials)	1	10	24	\$ 3,400.00	\$ 340.00
874	43500P	Private	Hands-On Lean Agile Project Management	2	10	24	\$ 8,075.00	\$ 595.00
874	43700P	Private	Non-Certified ScrumMaster Workshop	2	10	24	\$ 8,075.00	\$ 595.00
874	44000P	Private	Certified ScrumMaster Workshop	2	12	24	\$ 10,625.00	\$ 722.50
874	44500P	Private	Transitioning from Waterfall to Agile	2	10	24	\$ 8,075.00	\$ 595.00
874	45000P	Private	Certified Scrum Developer Workshop: Hands-On Agile Engineering	3	10	24	\$ 9,775.00	\$ 722.50
874 4	45400P	Private	Introduction to Agile Engineering	1	10	24	\$ 3,400.00	\$ 340.00
874 4	45500P	Private	Agile for Executives	1	10	24	\$ 3,400.00	\$ 340.00
874 4	45600P	Private	Agile Estimates	1	10	24	\$ 3,400.00	\$ 340.00
874 4	45700P	Private	Kanban	1	10	24	\$ 3,400.00	\$ 340.00
874 4	46000P	Private	Scrum Essentials (1 Day)	1	10	24	\$ 3,400.00	\$ 340.00
874 4	46100P	Private	Test Driven Development	3	10	24	\$ 9,775.00	\$ 722.50
874 4	46500P	Private	Business Analysis in Agile Projects	2	10	24	\$ 8,075.00	\$ 595.00
874 4	46600P	Private	Contracting Agile Services	2	10	24	\$ 8,075.00	\$ 595.00
874 4	46700P	Private	Agile in the Federal Environment	2	10	24	\$ 8,075.00	\$ 595.00
874 4	46800P	Private	Agile ITIL	1	10	24	\$ 3,400.00	\$ 340.00

SIN	Product #	Couse Type	Course Name	Course Length (Days)	Minimum Participants	Maximum Participants	GSA Price (including IFF)	GSA Price Per student over 10*
874 4	46900P	Private	Managing Agile Projects in a CMMI-Rated Organization	2	10	24	\$ 8,075.00	\$ 595.00
874 4	47200P	Private	Iterative for Project Managers	2	10	24	\$ 8,075.00	\$ 595.00
874 4	47300P	Private	Iterative for Project Teams	2	10	24	\$ 8,075.00	\$ 595.00
874 4	48000P	Private	Continuous Integration	1	10	24	\$ 3,400.00	\$ 340.00
874 4	49100P	Private	Intact Team Training	1	10	24	\$ 3,400.00	\$ 340.00
874 4	50000P	Private	Roadmap to Service Oriented Architecture	2	10	24	\$ 8,075.00	\$ 595.00
874 4	50100P	Private	Fundamentals of SDLC	2	10	24	\$ 8,075.00	\$ 595.00
874 4	60500P	Private	Understanding Cloud Computing	3	10	24	\$ 9,775.00	\$ 722.50
874 4	62000P	Private	Planning & Executing eDiscovery & Data Recovery Strategies	2	10	24	\$ 8,075.00	\$ 595.00
874 4	62100P	Private	Cyber Security Boot Camp	4	10	24	\$ 11,050.00	\$ 850.00
874 4	64100P	Private	Introduction to Business Intelligence	2	10	24	\$ 8,075.00	\$ 595.00
874 4	66010P	Private	SQL Server 2008 Reporting Services	2	10	24	\$ 8,075.00	\$ 595.00
874 4	66100P	Private	Mastering SQL Server Administration & Optimization	2	10	24	\$ 8,075.00	\$ 595.00
874 4	71000P	Private	ITIL 2011 Foundation	2	10	24	\$ 8,075.00	\$ 595.00
874 4	71100P	Private	ITIL v3 Foundations Exam Preparation Boot Camp - 3 days	3	10	24	\$ 9,775.00	\$ 722.50
874 4	72000P	Private	VMware vSphere v4.1 Boot Camp	5	10	24	\$ 12,750.00	\$ 1,020.00
874 4	73000P	Private	Applied Excel for Statistical Analysis and Better Business Decisions	2	10	24	\$ 8,075.00	\$ 595.00
874 4	73100P	Private	Excel Power Skills	2	10	24	\$ 8,075.00	\$ 595.00
874 4	80010P	Private	Microsoft Project Server 2010 Administration	2	10	24	\$ 8,075.00	\$ 595.00
874 4	80700P	Private	Managing Projects with Microsoft Project Server 2010	3	10	24	\$ 9,775.00	\$ 722.50
874 4	80850P	Private	Microsoft Project Server 2013 Administration	2	10	24	\$ 8,075.00	\$ 595.00
874 4	80900P	Private	Managing Projects with Microsoft Project Server 2013	3	10	24	\$ 9,775.00	\$ 722.50
874 4	81200P	Private	Hands-On Installing, Administering & Supporting Microsoft Windows 7 (3 Days)	3	10	24	\$ 9,775.00	\$ 722.50
874 4	82100P	Private	MS Project Pro 2010 Fast Track	2	10	24	\$ 8,075.00	\$ 595.00
874 4	82200P	Private	Mastering MS Project 2003, 2007 or 2010	2	10	24	\$ 8,075.00	\$ 595.00
874 4	90200P	Private	SharePoint for Business Intelligence	3	10	24	\$ 9,775.00	\$ 722.50
874 4	90700P	Private	Hands-On Microsoft SharePoint 2007 Administration	3	10	24	\$ 9,775.00	\$ 722.50
874 4	90750P	Private	Hands-On Mastering SharePoint 2007 Customization	3	10	24	\$ 9,775.00	\$ 722.50
874 4	90800P	Private	SharePoint 2013 for Business Intelligence	3	10	24	\$ 9,775.00	\$ 722.50
874 4	91500P	Private	Mastering SharePoint 2010 Customization	3	10	24	\$ 9,775.00	\$ 722.50
874 4	91650P	Private	Document Management and Records Management Systems in SharePoint 2010	4	10	24	\$ 11,050.00	\$ 850.00
874 4	92100P	Private	Mastering SharePoint 2010 Governance	2	10	24	\$ 8,075.00	\$ 595.00
874 4	92500P	Private	SharePoint Designer Workshop (one day)	1	10	24	\$ 3,400.00	\$ 340.00
874 4	93000P	Private	SharePoint 2010 Boot Camp	4	10	24	\$ 11,050.00	\$ 850.00
874 4	93100P	Private	SharePoint 2013 Boot Camp	4	10	24	\$ 11,050.00	\$ 850.00
874 4	94000P	Private	SharePoint 2010 for Web Development	3	10	24	\$ 9,775.00	\$ 722.50
874 4	94100P	Private	SharePoint 2013 for Developers	3	10	24	\$ 9,775.00	\$ 722.50
874 4	94500P	Private	Developing SharePoint Business Solutions with Agile	3	10	24	\$ 9,775.00	\$ 722.50
874 4	95490P	Private	SharePoint 2007 Power User Boot Camp	3	10	24	\$ 9,775.00	\$ 722.50
874 4	95500P	Private	SharePoint 2010 Power User Boot Camp	3	10	24	\$ 9,775.00	\$ 722.50
874 4	95600P	Private	SharePoint 2013 Power User Boot Camp	3	10	24	\$ 9,775.00	\$ 722.50
874 4	95700P	Private	Using SharePoint 2013 or Office 365 SharePoint	4	10	24	\$ 11,050.00	\$ 850.00
874 4	96000P	Private	Hands-On SharePoint 2010 Administration (5-day)	5	10	24	\$ 12,750.00	\$ 1,020.00
874 4	97000P	Private	SharePoint 2010 Business Process Automation	3	10	24	\$ 9,775.00	\$ 722.50
874 4	97100P	Private	SharePoint 2013 for Business Process Automation	3	10	24	\$ 9,775.00	\$ 722.50
874 4	98000P	Private	SharePoint for End Users	1	10	24	\$ 3,400.00	\$ 340.00
874 4	99500P	Private	SharePoint 2010 for Project Management (3-day)	3	10	24	\$ 9,775.00	\$ 722.50

SIN	Product #	Couse Type	Course Name	Course Length (Days)	Minimum Participants	Maximum Participants	GSA Price (including IFF)	GSA Price Per student over 10*
874 4	99600P	Private	Using SharePoint 2013 for Project Management (3-day)	3	10	24	\$ 9,775.00	\$ 722.50
874 4	M1000P	Private	Internet Marketing Implementation	2	10	24	\$ 8,075.00	\$ 595.00
874 4	M1100P	Private	Writing for the Web	2	10	24	\$ 8,075.00	\$ 595.00
874 4	M1200P	Private	Content Marketing	2	10	24	\$ 8,075.00	\$ 595.00
874 4	M1300P	Private	Marketing Strategy: A Playbook for Business Success	2	10	24	\$ 8,075.00	\$ 595.00
874 4	M2000P	Private	Google Marketing Boot Camp	3	10	24	\$ 9,775.00	\$ 722.50
874 4	M2500P	Private	YouTube Marketing Boot Camp	3	10	24	\$ 9,775.00	\$ 722.50
874 4	M3000P	Private	Search Engine Optimization Boot Camp	3	10	24	\$ 9,775.00	\$ 722.50
874 4	M3100P	Private	SEO for Developers	2	10	24	\$ 8,075.00	\$ 595.00
874 4	M4000P	Private	Mobile Marketing Boot Camp	3	10	24	\$ 9,775.00	\$ 722.50
874 4	M5000P	Private	Mastering Google AdWords	3	10	24	\$ 9,775.00	\$ 722.50
874 4	M5100P	Private	Google Search Advertising Certification – Advanced AdWords Workshop	1	10	24	\$ 3,400.00	\$ 340.00
874 4	M5200P	Private	Google Display Advertising Certification – Advanced AdWords Workshop	1	10	24	\$ 3,400.00	\$ 340.00
874 4	M6000P	Private	Mastering Google Analytics	3	10	24	\$ 9,775.00	\$ 722.50
874 4	M7000P	Private	Social Media Boot Camp	3	10	24	\$ 9,775.00	\$ 722.50
874 4	M7200P	Private	Sales Success Utilizing Social Media	2	10	24	\$ 8,075.00	\$ 595.00
874 4	M8000P	Private	Online Marketing Lead Generation Boot Camp	3	10	24	\$ 9,775.00	\$ 722.50
874 4	M8100P	Private	High Impact Email Marketing	2	10	24	\$ 8,075.00	\$ 595.00
874 4	M8300P	Private	Customer Retention for Sales	2	10	24	\$ 8,075.00	\$ 595.00
874 4	M9050P	Private	Twitter for Marketing Professionals Workshop (one day)	1	10	24	\$ 3,400.00	\$ 340.00
874 4	M9100P	Private	Facebook for Marketing Professionals Workshop (one day)	1	10	24	\$ 3,400.00	\$ 340.00
874 4	M9200P	Private	Google Plus for Business: Getting Started	1	10	24	\$ 3,400.00	\$ 340.00
874 4	M9300P	Private	LinkedIn Workshop for Professionals	1	10	24	\$ 3,400.00	\$ 340.00
874 4	M9400P	Private	Agile Marketing Boot Camp	2	10	24	\$ 8,075.00	\$ 595.00
874 4	M9500P	Private	Agile Creativity	2	10	24	\$ 8,075.00	\$ 595.00
874 4	M9600P	Private	Agile for Product Managers	2	10	24	\$ 8,075.00	\$ 595.00
874 4	M9700P	Private	Product Management Essentials	3	10	24	\$ 9,775.00	\$ 722.50
874 4	F0050P	Private	Finance for the Non-Financial Executives	2	10	24	\$ 8,075.00	\$ 595.00
874 4	F0100P	Private	Financial Modeling & Valuation Boot Camp (the)	2	10	24	\$ 8,075.00	\$ 595.00
874 4	F0200P	Private	Financial Modeling in Excel	2	10	24	\$ 8,075.00	\$ 595.00
874 4	F0250P	Private	Achieving Hedge Fund Alpha	2	10	24	\$ 8,075.00	\$ 595.00
874 4	F0275P	Private	Risk: Supply Chain Management	2	10	24	\$ 8,075.00	\$ 595.00
874 4	F0400P	Private	Planning, Financing and Executing Infrastructure Projects	2	10	24	\$ 8,075.00	\$ 595.00
874 4	F0425P	Private	Introduction to IFRS	2	10	24	\$ 8,075.00	\$ 595.00
874 4	F0500P	Private	The Empowered Manager	2	10	24	\$ 8,075.00	\$ 595.00

## Consulting / Coaching Professional Descriptions

Job Title	Job Responsibility	Minimum Education	Minimum Work Experience
Business Analyst	Elicit Requirements Write Requirements Specification Create "as is" work flows Manage Requirements through project User Acceptance Testing	BS Degree	Three years of Business Analyst experience Two years writing Use Cases Working knowledge of UML diagramming
Senior Business Analyst	Interview Stakeholders Interview Project sponsors Define Business, Functional and System Requirements Model future state Develop business case	BS Degree	CCBA Five years of Business Analyst experience Five years of writing Use Cases Experience with requirements management tools Two years of software development experience
Solution Architect	Interface with Project sponsor Conduct Enterprise Analysis Report on financial side of options Negotiate with Project Leadership Develop Business Case Model future state	BS Degree	CBAP Eight years of Business Analyst Experience Five years developing business cases Five years of proven project leadership
Agile Development Methods Coach	Monitor Agile Teams Ensure Agile practices are followed On the Job training as needed Train Scrum Masters Facilitate meetings Planning, sprints, reviews, retrospectives	BS Degree	CSM and CSP Five years of Agile Methods Experience Three years of Agile coaching experience Five years of software development experience
Agile Project Manager	Direct project responsibility Work plan development Agile estimating Status reports Scheduling and budgeting Team mentoring	BS Degree	CSM and CSP Five years of Agile Methods Experience two years as an Agile Coach Five years of software development experience
Scrum Master	Runs sprints and Scrums Facilitates meetings Tracks Agile development Manages velocity and burn down Reviews User Stories Write User Stories as needed	BS Degree	CSM Two years of Scrum Master experience Two years of Agile Methods experience Four years of overall project management experience
Agile Engineering Practices Coach	Technical guidance to Agile team Monitor Agile engineering tasks Continuous Integration Test Driven development Extreme Programming Monitor refactoring of code	BS Degree	CSM and CSD Five years of software development experience Three years of agile engineering experience Five years of Agile methods experience
Senior Agile Consultant	Mentoring and coaching executives and scrum master to ensure project success Monitoring all aspects of an Agile project including the method and process, the engineering tasks and the product owner tasks	BS Degree	CSM, CSP, PMI-ACP Seven years of software development experience Seven years of agile development and methods experience
SharePoint 2010/2007 Site Owner	Manage SharePoint Enterprise sites Manage moves, adds and changes Monitor security Manage permissions	BS Degree	One year SharePoint 2010 experience Two year SharePoint 2007 experience



<b>Job Title</b>	<b>Job Responsibility</b>	<b>Minimum Education</b>	<b>Minimum Work Experience</b>
SharePoint 2010/2007 Administrator	Configure all aspects of SharePoint Manage SharePoint clusters Integrate governance plan Manage SharePoint Security Add functionality to system as needed Monitor work of Site owners Utilize InfoPath Incorporate FAST Search	BS Degree	Four + years of experience SharePoint 2010/2007
SharePoint 2010/2007 Designer	Use SharePoint Designer Customize work flows Develop customized web parts Customize Look and Feel of SharePoint site Develop websites using SharePoint	BS Degree	Two years experience with SharePoint Designer Three years experience with SharePoint 2010/2007 Two years web development experience
Project Manager Utilizing SharePoint	Set up SharePoint as PMIS Interface MS Project with SharePoint Interface MS Project Server with SharePoint Run project utilizing SharePoint Provide reporting on project thru SP	BS Degree	Five years of project manage experience PMP Two years of SharePoint Experience One year Experience using SharePoint as PMIS

### Current Price Structure of Consulting for GSA

<b>Labor Category</b>	<b>GSA Rate</b>
Business Analyst	\$130.00
Senior Business Analyst	\$140.00
Solution Architect	\$160.00
Agile Development Methods Coach	\$180.00
Agile Project Manager	\$170.00
Scrum Master	\$140.00
Agile Engineering Practices Coach	\$200.00
Senior Agile Consultant	\$320.00
SharePoint Site Owner	\$130.00
SharePoint Administrator	\$150.00
SharePoint Site Designer	\$150.00
Project Manager Utilizing SharePoint	\$170.00

**Travel for Consulting:** The contractor may be required to travel in performance of orders issued under this contract. Allowable travel and per diem charges are governed by Pub .L. 99-234 and FAR Part 31, and are reimbursable by the ordering agency or can be priced as a fixed price item on orders placed under the Multiple Award Schedule. Travel in performance of a task order will only be reimbursable to the extent authorized by the ordering agency. The Industrial Funding Fee does NOT apply to travel and per diem charges.