

**GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are all available through GSA Advantage!™, a menu-driven database system. The Internet address for GSA Advantage!™ is <http://www.fsa.gsa.gov>.

**MOBIS
MANAGEMENT, ORGANIZATIONAL, AND BUSINESS
IMPROVEMENT SERVICES
FSC CLASS 874**

SPECIAL ITEM NO. 874-1	CONSULTING SERVICES
SPECIAL ITEM NO. 874-2	FACILITATION SERVICES
SPECIAL ITEM NO. 874-4	TRAINING SERVICES
SPECIAL ITEM NO. 874-5	SUPPORT PRODUCTS

CONTRACT NUMBER: GS-10F-0098K

For more information on ordering from Federal Supply Schedules, click on the FSS Schedules button at <http://www.fss.gsa.gov>.

CONTRACT PERIOD:

JANUARY 15, 2010 THROUGH JANUARY 14, 2015

CONTRACTOR:

STRATEGIC RESOURCES, INC. (SRI)
7927 JONES BRANCH DRIVE, SUITE 600W • MCLEAN, VA 22102
TELEPHONE: (703) 749-3040 • FAX (703) 749-3046
www.sri-hq.com

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Customer Information

- | | |
|---|--|
| <p>1. a. Table of awarded special item numbers with appropriate cross-reference to page numbers.
 b. Lowest Unit Price.</p> | <p>See Table of Contents and Pricelist.
 See item 6 below.</p> |
| <p>2. Maximum order.</p> | <p>\$1,000,000.00</p> |
| <p>3. Minimum order.</p> | <p>\$300.00</p> |
| <p>4. Geographic coverage (delivery area).</p> | <p>The 48 Contiguous States, Hawaii, Alaska, Puerto Rico and the U.S. Virgin Islands.
 Strategic Resources, Inc.
 7927 Jones Branch Drive, Ste 600W
 McLean, VA 22102</p> |
| <p>5. Points of Production.</p> | <p>Government Net Prices (discounts already deducted).
 Included in Price List.
 Net 30 days.</p> |
| <p>6. Discount from list prices or statement of net price.</p> | <p>Accepted.</p> |
| <p>7. Quantity discounts.</p> | <p>Not Accepted.</p> |
| <p>8. Prompt payment items.</p> | <p>None.</p> |
| <p>9. Government purchase cards
 a. accepted or not accepted below micropurchase threshold.
 b. accepted or not accepted above the micropurchase threshold.</p> | <p>Accepted.</p> |
| <p>10. Foreign items.</p> | <p>Not Accepted.</p> |
| <p>11. Delivery
 a. Time of delivery.
 b. Expedited delivery.</p> | <p>30 days or as specified in the Task Order.
 Contact contractor.</p> |
| <p>12. Overnight and 2-day delivery.</p> | <p>Contact contractor.</p> |
| <p>13. FOB points.</p> | <p>Destination.</p> |
| <p>14. Ordering address.</p> | <p>Strategic Resources, Inc.
 7927 Jones Branch Drive, Ste 600W
 McLean, VA 22102</p> |
| <p>15. Payment address.</p> | <p>Strategic Resources, Inc.
 7927 Jones Branch Drive, Ste 600W
 McLean, VA 22102</p> |
| <p>16. Warranty provision.....</p> | <p>Contractor's standard commercial warranty applies.</p> |
| <p>17. Export Packing Charges.</p> | <p>N/A.</p> |
| <p>18. Terms and conditions of Government credit card acceptance (any thresholds above the micropurchase level).</p> | <p>None.</p> |
| <p>19. Terms and conditions of rental, maintenance and repair.</p> | <p>N/A.</p> |
| <p>20. Terms and conditions of installation.</p> | <p>N/A.</p> |
| <p>21. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices.</p> | <p>N/A.</p> |
| <p>22. List of service and distribution points.</p> | <p>N/A.</p> |
| <p>23. List of participating dealers.</p> | <p>N/A.</p> |
| <p>24. Preventive maintenance.</p> | <p>N/A.</p> |
| <p>25. Year 2000 (Y2K) compliant.</p> | <p>Yes.</p> |
| <p>26. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants.</p> | <p>N/A.</p> |
| <p>27. Data Universal Number System (DUNS) number.</p> | <p>62-695-7674</p> |
| <p>28. Notification regarding registration in Central Contractor Registration (CCR) database.</p> | <p>Yes.</p> |

Corporate Overview

Quality and *value-added* customer service are the keystones of Strategic Resources, Inc. (SRI). Customer satisfaction is an integral element of every product we deliver. We work as partners with our clients developing tailored solutions that fit their unique needs. Our solutions are powerful because we recognize that one size does not fit all, and only by working as a team with our clients can we solve the issues most important to them.

SRI is an ISO 9001:2008 certified, minority, woman-owned, small, disadvantaged business providing value-added services in the areas of management consulting, information technology, telecommunications, and engineering/logistics.

The company was certified by the Small Business Administration in 1992 to participate in its 8(a) program. Since then SRI has provided services to its Fortune 500 clients such as MCI, PRC, and Honeywell, and has served a wide range of Federal agencies such as HUD; the Veteran's Administration; Departments of Commerce, Transportation, Labor, Health and Human Services, and Treasury; NASA; FDA; IRS; and the Office of the Secretary of Defense, Army, Navy and Air Force. A commitment to excellence, coupled with expert industry knowledge, has propelled SRI from its inception in 1988 to recognition as a dynamic provider of high quality services.

In addition to experience, we bring our clients a solid financial performance and unchallenged reliability. The company has never had to draw on its line of credit and has successfully undergone numerous independent audits, including several rigorous pre- and post-award DCAA audits. We deliver on what we propose to perform.

Via its four business lines, SRI provides services such as: systems analysis and design, network implementation, client/server computing, hardware/software integration, database management, human resources management, strategic planning, organizational design and development, career development, training and technical assistance, facilities support services, SETA, ILS, telecommunications, information engineering, and imaging.

SRI is dedicated to ensuring that each engagement is handled professionally and exceeds client expectations. The true measure of our value is evidenced by the successful integration of efficient, productive, and cost effective systems into the client's work environment. SRI consistently employs leading-edge methodologies in developing systems and services that are designed to the exact client specifications, utilizing experts in the appropriate business fields.

SRI's Quality Management System (QMS) is certified as compliant in accordance with the International Organization for Standardization under the American National Standards Institute (ANSI) standard Q9001;2008.

Actions integral to SRI's ISO-certified QMS include:

- assignment of appropriate personnel with the knowledge, experience and skill sets to undertake the work;
- application of management tools and processes designed to support the customer;
- procedures directed to risk mitigation and early identification of problems;
- flexibility in meeting client needs;
- internal cross-functional teams to anticipate issues and solve problems;
- lessons learned reports on tasks;



- quality control integrated in the project plan; and
- employee orientation program which includes SRI's quality control procedures.

SRI's dynamic and highly skilled staff are exceptionally qualified and experienced in all aspects of supporting the Federal government's management and organizational requirements in areas such as business and management consulting, strategic and business planning, continuous business process improvements and reengineering, surveys, individual and organizational assessments and evaluations, and development of leadership management skills.

SIN 874-1 Consulting Services

Consultation is the core of our organizational and management improvement services. SRI provides expert advice, assistance, guidance and/or counseling in support of the agency's management, organizational and business improvement efforts, with a bottom line goal of quality and customer service in every product and service we deliver. Because SRI staff possess the depth and breadth of both commercial and government expertise, and continuously study best practices, emerging technologies and market trends we ensure our clients receive the highest quality and best solutions for their unique issues.

Our comprehensive Consulting Services include:

- Business Process Improvement and Reengineering
- Career Planning and Development
- Change and Risk Management
- Financial Management
- Human Resources Management
- Knowledge Management Systems Development and Support
- Performance Assessment and Reporting
- Process Definition and Improvement
- Strategic Analysis and Planning

Business Process Improvement and Reengineering - analysis of current state and comparison to desired end-state, market trends and best practices. Determine optimum course of action to ensure alignment to strategic goals, and provide implementing solutions. Conduct process mapping and dynamic modeling to support business improvement efforts.

Career Planning and Development - design career development systems, including knowledge, skills, abilities and values identification, career path definition, competency analysis, and process design. Provide expertise in developing individual and organizational assessment systems ensuring alignment with agency strategic goals, mission and vision. Develop systems that electronically support updating and revisions of development plans. Support identification of internal and external development resources.

Change and Risk Management - design and help implement agency change initiatives. Activities include, but are not limited to, conducting change management workshops, coaching change managers, developing strategies for implementation and providing expert counsel and management support to senior managers. Create support for an organizational environment that adapts to change and risk as a constructive resource in terms of opportunity.

Financial Management - support Federal agencies in resource, budget and contract management. Management consultants provide advice and guidance on restructuring to achieve maximum efficiencies, and analysis of fiscal policies and recommendations to achieve streamlining goals.

Human Resources Management – design, develop and implement agency manpower and personnel systems initiatives. Activities include determining personnel policies to align with Congressional mandates, advising senior decision makers on modifying existing systems to best meet end-user needs, conducting program audits, and developing fair and equitable personnel policies for career development.

Knowledge Management Systems Development and Support - define methods and tools that best meet the needs of knowledge dissemination to support agency's strategic plans. Systematically define content requirements, ensuring consistency and minimal overlap, while promoting continuous organizational learning. Create organizational knowledge maps consisting of identification of critical knowledge databases, communities of practice, and electronic tools that support consistent formatting of information to the end user.

Performance Assessment and Reporting - expertise and counsel in developing specific performance measures for various programs. Assist in development of measures consistent with GPRA and other required initiatives. This includes, but is not limited to, assisting in benchmarking studies and best practices analyses of various programs and processes within and outside the agency. SRI supports planning, implementation and analysis for strategic level efforts such as balanced scorecards and operational level efforts such as Cost/Benefit analyses, as well as Performance Plan development activities.

Process Definition and Improvement - define methodology and develop tools for defining, documenting and displaying program processes. Provide expertise in process mapping, and design and develop expert systems. Consolidate business process definitions into dynamic models that accurately reflect current bottlenecks and highlight potential efficiencies.

Strategic Analysis and Planning - mission and vision definition; data collection and analysis, short, mid and long range plan development; plan alignment with goals and objectives; implementation methodologies; establishment of feedback mechanisms; and automated process support.

Refer to pages 13 through 14 for pricing information.

SIN 874-2 Facilitation Services

SRI provides high quality decision-making support services to a number of commercial and government clients. We offer a wide range of highly effective tools and techniques that enable our clients to easily resolve disputes and devise effective solutions that generate long-term objectives.

SRI facilitators work with client groups, assisting them in charting their course for continuous improvement, by guiding the group in strategic planning, determining implementation methodologies, improving communications, developing high-performance teams, and building knowledge sharing systems.

SRI typically begins the initial session with a new group by developing ground rules for the group's behavior, and moves on to brainstorming goals and objectives, providing a benchmark by which to measure progress. SRI facilitators assist the group in developing its own facilitation and leadership skills to encourage self-checking and self-improvement, and help the group realize its full potential through constructive feedback between group members and between groups, if required.

SRI facilitators provide the following tools and techniques:

- Change Management
- Conflict Management
- Electronic Meeting Systems
- Goal Setting and Action Planning
- Interpersonal Communications
- Leadership and Followership
- Managing Diversity
- Problem Solving Techniques
- Team Start-up, Building and Maintenance

Change Management - a participative session that provides an overview of the leader's responsibility for managing change. Methods and techniques are presented for managing in a constantly changing environment. Role-playing allows participants to gain an understanding of the organizational change process, the model for change and the factors involved in managing complex change.

Conflict Management - participants examine the sources of conflict, become more self aware regarding individual styles of conflict management, expand their effective communication skills, practice effective conflict negotiation, and apply conflict management principles to inter-group conflict.

Electronic Meeting Systems (EMS) - an electronic decision support tool that facilitates group decision-making through computerized data collection and analysis. SRI has Ventana-certified EMS trainers and team leaders on staff to automate all of the previously mentioned facilitation services, resulting in substantial savings for our customers in terms of time and coordination.

Goal Setting and Action Planning - introduces participants to their organization's performance model and identifies the competencies required to be successful, including a 360 degree assessment. Participants are introduced to strategic planning, mission and vision definition and goal setting, and create personal development plans to continue their growth.

Interpersonal Communications - participants focus on the importance of developing effective communication skills and relate those skills to the successful performance of employees in leadership roles. The communication process is examined and strategies are provided for improving skills such as active listening and giving feedback.

Leadership and Followership - presents the basic leadership skills necessary for new supervisors to lead effectively. Participants focus on leadership characteristics, motivating, empowering employees, delegating work and creating the optimum leadership environment.

Managing Diversity - focuses on the managing and valuing of diversity. Exercises are designed to increase awareness and understanding concerning diversity in general and in its importance to the organization. Insight is provided into strategies for identifying cultural barriers in the workplace and how to solve them.

Problem Solving Techniques - a creative problem solving approach, which promotes a systematic problem solving process, that distinguishes between lateral, linear and creative problem solving. Models and tools are introduced and applied, showing each team member's role of creativity in the problem solving process.

Team Start-up, Building and Maintenance - participants identify models of teams within their organization, establish the differences between traditional and team-based management, examine the possibilities and limitations of teamwork in their organization, participate in simulations, and gain an understanding of the phases of team development.

Refer to pages 13 through 14 for pricing information.

SIN 874-4 Training Services

SRI provides full training services from instructional systems design, development and delivery through feedback and analysis for continuous improvement. We produce our own materials, to include manuals, training aids (including videotape and CD-ROM), slides, overheads, simulations, case studies and workbooks for delivery via the traditional classroom, team environments, computer-based training, and other distance learning mechanisms such as satellite delivery and the Internet.

SRI provides numerous customized off-the-shelf training packages to meet an agency's specific and unique management, organizational and business improvement needs. Our current course offerings are:

- 360° Assessment
- Advanced Project Management
- Business Process Improvement Basics
- Business Process Improvement Practicum
- Change Management
- Communications Skills
- Earned Value Management
- Equal Employment Opportunity
- Facilitative Leadership
- Fundamentals of Project Management
- Managing Diversity
- Myers Briggs/Problem Solving
- Negotiations
- Procurement Process Basics
- Program Management
- Project Planning and Scheduling
- Strategic Planning
- Stress Management
- Supervisory Leadership Skills
- Team Building
- Time Management
- Total Quality Management
- Work Breakdown Structure

360° Assessment - this two-day course is provided after participants have completed an assessment tool and the analyzed results have been compiled. Individual and group analysis is presented. Participants are provided one-on-one discussion of their assessment and given strategies for improving their leadership and management skills.

Advanced Project Management – this five-day course is geared to participants that have been project managers for three to five years and are interested in managing more complex or multiple projects. The course requires participants to bring project management issues and cases for class discussion and examination. Simulations, case studies, group discussion and subject matter expert speakers/panels comprise the course work.

Business Process Improvement Basics – a one-day course that discusses the methodology on how to conduct process analysis determining critical incidents which occur in the process; defines factors and variables which impact on production or services output; quantifiably defines factor and variable impacts; creates alternatives to baseline processes; creates simulations and what-if scenarios; conducts tradeoff analysis and alternative selection; determines system view of process impact on organization; and achieves buy-in.

Business Process Improvement Practicum – a one-day session building on the *Basics* course by giving participants a hands-on experience in applying the tools to a case study and simulation.

Change Management – this one-day course explores the physical and emotional results of change on the individual in the workplace and suggests ways to reduce the negative effects of change in every day life. The course familiarizes the participant with the various sources of change (both good and bad), identifies the particular characteristics and phases of change (both good and bad), and provides some insight on what can be done to reduce turmoil and ill feelings caused by change in the workplace. The course also reviews case studies and the design of personal and corporate strategic change plans with recommended methods for eliminating the ill effects of change. Where elimination is not possible, ways of coping with change are discussed.

Communications Skills – the focus of this two-day course is on the importance of developing effective communication skills and relating those skills to the work environment. The communication process is examined and strategies are provided for improving skills such as active listening and giving feedback. A combination of lecture, group discussion and role-play is used in the course.

Earned Value Management – this three-day course describes how Earned Value Management Systems (EVMS) are used as management tools in the project management process. Benefits and limitations, requirements overview, reports, baseline review, evaluation team construction and implementation are addressed. The importance and effects of the Work Breakdown Structure (WBS) on EVM processes are defined, along with WBS impact upon pricing and estimating, program control, and performance reporting.

Equal Employment Opportunity – this course presents the current requirements for ensuring Equal Employment Opportunity (EEO). Barriers to successfully applying EEO are discussed and solutions are developed using case studies and role-play. Course length is one day.

Facilitative Leadership – this one-day course focuses on leadership characteristics, motivation, empowerment, delegation and creating the optimum leadership in a team environment. In addition to lecture and discussion, participants are assigned to teams of five to seven and work through a case study to gain experience in applying the tools and techniques of facilitative leadership.

Fundamentals of Project Management – a four-day course providing an overview of project management theories and tools including defining requirements, developing work breakdown structures and schedules, using earned value management and parametric cost estimating techniques, understanding the federal budget process, configuration management, risk management and document control.

Managing Diversity – this course focuses on managing and valuing diversity. Exercises are conducted to increase awareness and understanding of diversity and its importance to the organization. Strategies for identifying and solving cultural barriers are also presented. Course length is one day.

Myers-Briggs Profile/Problem Solving - begins with discussion on the purpose of the Myers-Briggs personality profiling system. The Myers-Briggs survey will be taken, self graded and results explained. Background of the system and some of the myths will be reviewed, along with articles documenting successes using the system. Case studies of sample problems will be reviewed and prescriptive measures will be outlined for handling problems in the workplace and in the home. This course is based on normal psychology and stresses the influence of personal preferences on our decision-making and behavior. Recommended for all personnel. Course length is one day.

Negotiations - a two-day course designed to examine when and how to apply negotiation tools and techniques in the work environment. Sources of conflict and conflict management principles are discussed, and participants receive hands-on practice in employing negotiation tools and techniques through the use of role-play and simulations.

Procurement Process Basics – this two-day course reviews the federal government budget and generic agency procurement processes, including budget development and submission, legislative mark-up, implementing the budget, managing programmed funding and budget close-out.

Program Management – provides high-level, broad exposure to the organizational, budgetary and legislative issues involved in managing typical programs. Course highlights include: working with management, congressional level budgeting concerns, industry concerns, strategic planning and goal establishment, advocacy, relationship with Capitol Hill, executing the budget, negotiations, and working with the Office of Management and Budget. Course length is five days.

Project Planning and Scheduling – this two-day course describes the planning and scheduling system for successful life cycle and risk management, and covers the project plan, schedule management and management team responsibilities. The course continues with descriptions of planning and scheduling methods, approaches, types of schedules and charts, activities, logic networks, PERT charts, cost analysis, resource reports and a planning and scheduling exercise.

Strategic Planning – a combination of lecture, discussion and group activities are employed in this two-day course designed to introduce the concepts and provide hands-on experience in using the tools and techniques of strategic planning, including brainstorming, out-of-the-box thinking, vision and mission definition, identification of goals and objectives, and developing road-maps to move from the current to the desired reality.

Stress Management – a one-day course comprised of lecture, discussion and role-play, examining the causes of stress, how to identify what is stressful, how much stress is too much, and methods for coping both at work and at home.

Supervisory and Leadership Skills - a five-day hands-on training experience for first time supervisors covering interpersonal communications, coaching, team building, negotiation, and career development.

Team Building - a facilitated skills course that groups the class into established teams that will operate throughout the day as a single unit, while they work through the course material as a team in a group-paced mode. A facilitator is present to provide guidance as requested, however each of the exercises in the course is time sensitive and product/ outcome based. Experience is important, but a product is essential. Each team member will serve in the capacity as a contributing member of the team throughout the day. Focus is on obtaining buy-in from everyone from the first hour of class to the last, communicating as equals with the team, obtaining quality results with the team, establishing processes with the team, establishing leadership within the team, determining strategies for the team, and assessing feelings of the team.

Time Management – a one-day course for anyone interested in developing or improving their skills in organizing their work and home requirements to optimize their time and reduce stress.

Total Quality Management – a two-day course examining Deming's quality management principles and how to apply them for maximum results. Lecture, group discussion and case studies are used to explore the facets of Total Quality Management.

Work Breakdown Structure (WBS) - examines the WBS, providing an in-depth study into the importance of the WBS to the program control and planning process within project management. The student works through the processes of constructing a WBS. Requirements and guidelines for preparation of a Program/Project Work Breakdown Structure (PWBS) are discussed and a PWBS is prepared. Requirements and guidelines for a Contract Work Breakdown Structure (CWBS) are discussed and a CWBS is prepared. Class briefings on analysis of assigned PWBS/CWBS examples are conducted. Course length is two days.

Refer to page 15 for pricing information.

SIN 874-5 Support Products

SRI has the capability to provide customized off-the-shelf training support products including manuals, workbooks, CD-ROM, video tapes, case studies, computer based training, overheads, slides, survey instruments in both paper and electronic formats, and advanced presentation media. We work with our clients to customize our products to their particular needs, maximizing the value of each product to each client. Our staff is skilled in the latest technological solutions to ensure better, faster, cheaper solutions for every training need.

SRI strives to create support products that directly assist the clients in improving performance at both the individual and organizational level by:

- Designing products tailored for the client. Our graphics specialists can produce camera-ready copy of logos, organizational charts, photographs, and other materials as requested.
- Designing products that fully support course requirements and the technological capability of the classroom. Our staff is well versed in all graphics applications and provides training materials in all formats from transparencies and paper, to CD-ROM, and Internet presentations.
- Creating scripts and storyboards in line with client's specific goals and needs for videotaping and production.

All products are edited and proofed in accordance with SRI's Quality Management System, ensuring that all materials are accurate and error free.

Refer to page 16 for pricing information.

Price Lists

Consulting Services Facilitation Services SINs 874-1, 874-2 Government Site Rates

<u>Job Title</u>	<u>Years 11-12</u>		<u>Years 13-15</u>	
	<u>1/15/10 – 1/14/11</u>	<u>1/15/11 – 1/14/13</u>	<u>Hourly \$</u>	<u>Daily \$</u>
Administrative Assistant*	39.24	313.93	40.44	323.50
Consultant - Staff	50.53	404.27	52.07	416.54
Consultant - Associate	63.88	511.07	65.80	526.44
Consultant	73.58	588.60	75.79	606.33
Consultant - Senior	89.66	717.30	92.34	738.74
Consultant - Principal	104.52	836.19	107.65	861.20
Data Technician	38.98	311.82	40.14	321.12
Director	127.13	1017.04	130.96	1,047.69
Editor	57.12	456.98	58.84	470.71
Facilitator - Staff	51.35	410.84	52.90	423.20
Facilitator - Associate	61.03	488.20	62.86	502.85
Facilitator	69.62	556.98	71.72	573.78
Facilitator - Senior	89.66	717.30	92.34	738.74
Facilitator - Principal	104.52	836.19	107.65	861.20
Graphic Designer	43.17	345.39	44.47	355.73
Production Assistant	41.89	335.09	43.15	345.20
Program Manager	93.44	747.55	96.25	769.97
Program Manager - Senior	101.70	813.57	104.75	838.02
Statistician I	48.11	384.89	49.54	396.33
Statistician II	57.92	463.39	59.66	477.29
Stats Analyst I	71.11	568.90	73.25	586.02
Stats Analyst II	87.87	702.95	90.51	724.11
Support Staff	41.16	329.25	42.40	339.20
Team Leader	88.98	711.87	91.66	733.31
Technical Support Analyst - Staff	37.61	300.87	38.72	309.78
Technical Support Analyst - Associate	48.51	388.05	49.95	399.62
Technical Support Analyst	61.17	489.34	62.99	503.92
Technical Support Analyst - Senior	79.02	632.15	81.38	651.04
Technical Support Analyst - Principal	93.75	749.98	96.54	772.35
Technical Writer *	58.74	469.96	60.51	484.11

*Indicates SCA eligible categories.

Consulting Services
Facilitation Services
SINs 874-1, 874-2
SRI Site Rates

<u>Job Title</u>	<u>Years 11-12</u>		<u>Years 13-15</u>	
	<u>1/15/10 – 1/14/11</u>	<u>1/15/11 – 1/14/13</u>	<u>1/15/11 – 1/14/13</u>	<u>1/15/11 – 1/14/13</u>
	<u>Hourly \$</u>	<u>Daily \$</u>	<u>Hourly \$</u>	<u>Daily \$</u>
Administrative Assistant*	52.24	417.93	53.83	430.62
Consultant - Staff	67.27	538.19	69.30	554.38
Consultant - Associate	85.03	680.27	87.59	700.76
Consultant	97.95	783.56	100.89	807.13
Consultant - Senior	119.35	954.82	122.92	983.38
Consultant - Principal	139.13	1113.07	143.32	1146.56
Data Technician	51.90	415.18	53.45	427.60
Director	169.23	1353.84	174.32	1394.57
Editor	76.04	608.34	78.32	626.55
Facilitator - Staff	68.36	546.92	70.41	563.28
Facilitator - Associate	81.24	649.88	83.67	669.33
Facilitator	92.68	741.46	95.48	763.86
Facilitator - Senior	119.35	954.82	122.92	983.38
Facilitator - Principal	139.13	1113.07	143.32	1146.56
Graphic Designer	57.48	459.87	59.20	473.57
Production Assistant	55.76	446.05	57.44	459.52
Program Manager	124.39	995.15	128.13	1025.01
Program Manager - Senior	135.37	1082.93	139.45	1115.62
Statistician I	64.04	512.33	65.95	527.61
Statistician II	77.11	616.91	79.42	635.37
Stats Analyst I	94.66	757.30	97.50	780.02
Stats Analyst II	116.97	935.75	120.50	964.03
Support Staff	54.79	438.29	56.43	451.44
Team Leader	118.45	947.63	122.02	976.19
Technical Support Analyst - Staff	50.07	400.55	51.55	412.42
Technical Support Analyst - Associate	64.57	516.53	66.50	532.02
Technical Support Analyst	81.43	651.42	83.83	670.64
Technical Support Analyst - Senior	105.18	841.43	108.33	866.64
Technical Support Analyst - Principal	124.79	998.30	128.52	1028.19
Technical Writer *	78.19	625.56	80.55	644.43

*Indicates SCA eligible categories.

Training Services

SIN 874-4

Course	Length (days)	# Inst.	Min. Stud.	Max. Stud.	YRS 6-7 ()	Cost/ Min. ()	Cost/ Max. ()	YRS 8-10 ()	Cost/ Min. ()	Cost/ Max. ()
360 Assessment	2 days	2	15	20	13,350.63	890.04	667.53	14,018.16	934.54	700.91
Advanced Project Management	5 days	1	25	30	16,917.95	676.72	563.93	17,763.85	710.55	592.13
Business Process Improvement Basics	1 day	1	25	30	4,688.82	187.55	156.29	4,923.26	196.93	164.11
Business Process Improvement Practicum	1 day	1	25	30	4,688.82	187.55	156.29	4,923.26	196.93	164.11
Change Management	1 day	1	25	30	4,688.82	187.55	156.29	4,923.26	196.93	164.11
Communications Skills	2 days	1	25	30	7,668.17	306.73	255.61	8,051.58	322.06	268.39
Earned Value Management	3 days	1	25	30	10,856.66	434.27	361.89	11,399.49	455.98	379.98
Equal Employment Opportunity	1 day	1	25	30	4,688.82	187.55	156.29	4,923.26	196.93	164.11
Facilitative Leadership	1 day	2	15	20	8,003.59	533.57	400.18	8,403.77	560.25	420.19
Fundamentals of Project Management	4 days	1	25	30	13,650.54	546.02	455.02	14,333.07	573.32	477.77
Managing Diversity	1 day	1	25	30	4,688.82	187.55	156.29	4,923.26	196.93	164.11
Myers Briggs/Problem Solving	1 day	2	15	20	8,003.59	533.57	400.18	8,403.77	560.25	420.19
Negotiations	2 days	2	15	20	13,350.63	890.04	667.53	14,018.16	934.54	700.91
Procurement Process Basics	2 days	1	25	30	7,668.17	306.73	255.61	8,051.58	322.06	268.39
Program Management	5 days	1	25	30	16,917.95	676.72	563.93	17,763.85	710.55	592.13
Project Planning and Scheduling	2 days	1	25	30	7,668.17	306.73	255.61	8,051.58	322.06	268.39
Strategic Planning	2 days	1	25	30	7,668.17	306.73	255.61	8,051.58	322.06	268.39
Stress Management	1 day	1	25	30	4,688.82	187.55	156.29	4,923.26	196.93	164.11
Supervisory Leadership Skills	5 days	2	15	20	29,703.50	1,980.23	1,485.17	31,188.67	2,079.24	1,559.43
Team Building	1 day	2	15	20	8,003.59	533.57	400.18	8,403.77	560.25	420.19
Time Management	1 day	1	25	30	4,688.82	187.55	156.29	4,923.26	196.93	164.11
Total Quality Management	2 days	1	25	30	7,668.17	306.73	255.61	8,051.58	322.06	268.39
Work Breakdown Structure	2 days	1	25	30	7,668.17	306.73	255.61	8,051.58	322.06	268.39

Support Products
 SIN 874-5

ITEM	QTY	Gov't Off-the-Shelf		Gov't Customized		Add'l Volume Discount
		Yrs 6-7	Yrs 8-10	Yrs 6-7	Yrs 8-10	
		<u>Price</u>	<u>Price</u>	<u>Price</u>	<u>Price</u>	<u>QTY</u>
360° Assessment	1-250	55.87	58.66	77.02	80.87	5% > 250
Advanced Project Management	1-250	93.95	98.64	135.00	141.75	5% > 250
Bus. Proc. Imp. Prac.	1-250	34.71	36.44	45.28	47.54	5% > 250
Bus. Process Imp. Basic	1-250	34.71	36.44	45.28	47.54	5% > 250
Change Management	1-250	34.71	36.44	45.28	47.54	5% > 250
Communications Skills	1-250	55.87	58.66	77.02	80.87	5% > 250
Earned Value Management	1-250	68.56	71.99	95.22	99.98	5% > 250
Equal Employment Opportunity	1-250	34.71	36.44	45.28	47.54	5% > 250
Foundations in Project Management	1-250	34.71	36.44	45.28	47.54	5% > 250
Managing Diversity	1-250	93.95	98.64	135.00	141.75	5% > 250
Procurement Process Basics	1-250	34.71	36.44	45.28	47.54	5% > 250
Program Management	1-250	34.71	36.44	45.28	47.54	5% > 250
Project Planning and Scheduling	1-250	55.87	58.66	77.02	80.87	5% > 250
Strategic Planning	1-250	55.87	58.66	77.02	80.87	5% > 250
Stress Management	1-250	93.95	98.64	135.00	141.75	5% > 250
Supervisory Leadership Skills	1-250	55.87	58.66	77.02	80.87	5% > 250
Time Management	1-250	55.87	58.66	77.02	80.87	5% > 250
Total Quality Management	1-250	34.71	36.44	45.28	47.54	5% > 250
Work Breakdown Structure	1-250	93.95	98.64	135.00	141.75	5% > 250
Facilitative Leadership	1-250	34.71	36.44	45.28	47.54	5% > 250
Myers Briggs/Problem Solving	1-250	34.71	36.44	45.28	47.54	5% > 250
Negotiations	1-250	55.87	58.66	77.02	80.87	5% > 250
Team Building	1-250	55.87	58.66	77.02	80.87	5% > 250
Black & White Certificates	Each	1.27	1.34			none
Color Certificates	Each	2.54	2.67			none
Black & White Reproductions	Each	0.11	0.12			none
Color Reproductions	Each	2.54	2.67			none
Black & White Transparencies	Each	1.69	1.78			none
Color Transparencies	Each	5.93	6.22			none