

# GENERAL SERVICES ADMINISTRATION

## FEDERAL SUPPLY SERVICE

### AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

SUPPLEMENT No. 1 (Effective July 18, 2012)

## MOBIS Schedule

**SIN 874-4:** TRAINING SERVICES  
**Contract No.:** GS-02F-0006Y  
**Contract Period:** October 12, 2011 – October 11, 2016  
**Business Size:** Small



**PUBLIC CONTRACTING INSTITUTE, LLC**

1725 Eye St NW, Suite 100

Washington, D.C. 20006

202-775-7240

[www.publiccontractinginstitute.com](http://www.publiccontractinginstitute.com)

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 GSA Advantage is: [GSAAdvantage.gov](http://GSAAdvantage.gov)

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at [fss.gsa.gov](http://fss.gsa.gov)

**1a. SPECIAL ITEM NUMBERS**

---

<i>SIN</i>	<i>Description</i>
874-4	Training Services

**1b. IDENTIFICATION OF LOWEST PRICED**

---

Please refer to our current price list attached after page 4 of this document

**1c. HOURLY RATES**

---

N/A – “Not Applicable”

**2. MAXIMUM ORDER**

---

\$1,000,000.00

**3. MINIMUM ORDER**

---

\$100.00

**4. GEOGRAPHIC COVERAGE**

---

<b>Public Seminars</b>	<b>In-House Training</b>	<b>Webinars</b>
Washington, D.C.	Worldwide ( <i>see Section 24a for conditions of travel</i> )	Web-Based Worldwide

**5. POINTS OF PRODUCTION**

---

The Public Contracting Institute  
1725 Eye St NW, Suite 100  
Washington, D.C. 20006

**6. GOVERNMENT DISCOUNT**

---

All prices listed in on our current price list are net prices (discount already deducted)

**7. QUANTITY DISCOUNTS**

---

	<b>Public Seminars</b>	<b>In-House Training</b>	<b>Webinars</b>
For Task Orders > \$25,000	Additional 5.0%	Additional 5.0%	Additional 5.0%

**8. PROMPT PAYMENT TERMS**

---

Net 30

**9. PURCHASE CARDS**

---

- 9a. Government purchase cards are accepted at or below the micro-purchase threshold
- 9b. Government purchase cards are accepted above the micro-purchase threshold

**10. FOREIGN ITEMS**

---

N/A – “Not Applicable”

**11. DELIVERY**

---

- 11a. Time of Delivery of services is to be determined in order
- 11b. Expedited Delivery: N/A – “Not Applicable”
- 11c. Overnight or 2-Day Delivery: N/A – “Not Applicable”
- 11d. Urgent Requirements – N/A – “Not Applicable”

**12. F.O.B.**

---

Destination

**13. ORDERING**

---

13a. Ordering Address:

Public Contracting Institute, LLC  
1725 Eye St NW, Suite 100  
Washington, D.C. 20006

13b. Ordering Procedures:

- i. Orders may be emailed to [Nicole@publiccontractinginstitute.com](mailto:Nicole@publiccontractinginstitute.com) or by facsimile at (202) 775-7242
- ii. Ordering activities shall use the ordering procedures of the Federal Acquisition Regulation (FAR) 8.405 when placing an order or establishing a BPA for supplies or services. These procedures apply to all schedules.

**14. PAYMENT ADDRESS:**

---

Public Contracting Institute, LLC  
1725 Eye St NW, Suite 100  
Washington, D.C. 20006

**15. WARRANTY PROVISION**

---

Standard Commercial Warranty is applicable to this contract.

**16. EXPORT PACKING CHARGES**

---

N/A – “Not Applicable”

**17. GOVERNMENT PURCHASE CARD ACCEPTANCE**

---

Government purchase cards are accepted above the micro-purchase threshold. There are no additional terms for use of a government purchase card above the micro-purchase threshold.

**18. RENTAL, MAINTENANCE, AND REPAIR TERMS**

---

N/A – “Not Applicable”

**19. INSTALLATION TERMS**

---

N/A – “Not Applicable”

**20. REPAIR PARTS TERMS**

---

N/A – “Not Applicable”

**21. SERVICE AND DISTRIBUTION POINTS**

---

Public Contracting Institute, LLC  
1725 Eye St NW, Suite 100  
Washington, D.C. 20006

**22. PARTICIPATING DEALERS**

---

N/A – “Not Applicable”

**23. PREVENTIVE MAINTENANCE**

---

N/A – “Not Applicable”

**24a. SPECIAL ATTRIBUTES**

---

Travel: PCI 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.

**24b. SECTION 508**

---

- i. Any requirements regarding Section 508 compliance for services provided under this contract must be expressly agreed to by PCI and the ordering activity in the order.
- ii. For informational purposes only, the EIT standard can be found at [www.Section508.gov](http://www.Section508.gov)

**25. DATA UNIVERSAL NUMBER SYSTEM (DUNS) NUMBER**

---

963879585

**26. PCI HAS REGISTERED WITH THE CENTRAL CONTRACTOR REGISTRATION DATABASE**

---

# PRICE LIST

## Course Description: Seminar

Course	Number of Applicants	Maximum Participants	GSA Price with IFF
1 Day (5.5 Hours)	The minimum number of total participants necessary for a class is three. Participants from all sources, not just authorized users of the GSA Schedule, are factored into to the total participant count.	50	\$565.03
2 Day (11 Hours)			\$944.87
3 Days (16.5 Hours)			\$1,229.75
4 Days (22 Hours)			\$1,419.69

## Course Description: In House Training

Course	Number of Applicants	Maximum Participants	GSA Price with IFF
1 Day (5.5 Hours)	One participant is sufficient but up to 30 are permitted per course for the base price. For additional seats, (participants 31 and up) an additional fee of \$200 per participant per day shall apply.	30	\$5,697.73
2 Day (11 Hours)			\$9,401.26

## Course Description: Webinars

Course	Number of Applicants	Maximum Participants	GSA Price with IFF
1.5 Hours	One participant is sufficient.	150	\$119.00
Annual Subscription (10.5 Hours)	One participant is sufficient.	150	\$995.00

\* Temporary/ Seasonal Discounts in the amount of 4.25% shall be offered in coordination with commercial offers. GSA schedule purchasers should contact the Public Contracting Institute to take advantage of the discount.



# PRICE LIST

## Annual Subscriptions

In addition to this, PCI is also now offering Annual Subscriptions customized to meet your needs and offer training at further discounted prices. Packages now available include:

- Multiple Registrations to PCI Seminars;
- Customized training for your employees at your location or ours – you select the topic(s) and we will tailor the content and material; and
- Registrations to our highly informative webinars.

**Package 1: \$10,000:** 15 Seminar Registrations, 5 Webinars

• 1-Day Seminars (5 seats)	\$ 2,285.13
• 2-Day Seminars (5 seats)	\$ 4,724.37
• 3-Day Seminars (5 seats)	\$ 6,148.80
• <u>Webinars (5 links)</u>	<u>\$ 593.99</u>
Normally	\$ 14,292.29

**Package 2: \$20,000:** 25 Seminar Registrations, 1 In-House, 5 Webinars

• 1-Day Seminars (10 seats)	\$ 5,650.25
• 2-Day Seminars (10 seats)	\$ 9,448.74
• 3-Day Seminars (5 seats)	\$ 6,148.80
• 2-Day In-House	\$ 9,401.26
• <u>Webinars (5 links)</u>	<u>\$ 593.99</u>
Normally	\$ 31,243.05

**Package 3: \$37,000:** 50 Seminar Registrations, 1 In-House, 10 Webinars

• 1-Day Seminars (20 seats)	\$ 11,300.50
• 2-Day Seminars (20 seats)	\$ 18,897.48
• 3-Day Seminars (10 seats)	\$ 12,297.61
• 2-Day In-House	\$ 9,401.26
• <u>Webinars (10 links)</u>	<u>\$ 1,187.98</u>
Normally	\$ 53,084.84

**Package 4: \$75,000:** 100 Seminar Registrations, 2 In-Houses, 10 Webinars

• 1-Day Seminars (40 seats)	\$ 22,601.01
• 2-Day Seminars (40 seats)	\$ 37,794.96
• 3-Day Seminars (20 seats)	\$ 24,595.21
• 2-Day In-House (2 trainings)	\$ 18,802.52
• <u>Webinars (10 links)</u>	<u>\$ 1,187.98</u>
Normally	\$ 104,981.69

**Refund Policy:** The entire subscription fee is refundable in full within 90 days of purchase, provided that no training services have been provided to the purchaser. If a subscription holder cancels their package after the initial 90 day period without having utilized training services, they may receive a refund of 90% of the subscription fee. A subscription holder may cancel their package after utilizing some services provided under the package. Where subscription services have been used by the holder, all refunds will be prorated based upon use of training services. No refunds will be provided within 45 days of the end of the government fiscal year.



# PRICE LIST

Course Title	SIN	Length of Course	Minimum Participants	Maximum Participants	GSA Price with IFF
Public Seminar	874-4	1 Day (5.5 Hours)	The minimum number of total participants necessary for a class is three. Participants from all sources, not just authorized users of the GSA Schedule, are factored into to the total participant count.	50	\$565.03
		2 Day (11 Hours)			\$944.87
		3 Days (16.5 Hours)			\$1,229.76
		4 Days (22 Hours)			\$1,419.69
Accounting for Government Contracts	874-4	2 Day (11 Hours)	The minimum number of total participants necessary for a class is three. Participants from all sources, not just authorized users of the GSA Schedule, are factored into to the total participant count.	50	\$944.87
Appropriations Law of Federal Procurement	874-4	2 Day (11 Hours)			\$944.87
Audits and Reviews: Preparing and Responding	874-4	2 Day (11 Hours)			\$944.87
Business Systems in Government Contracting	874-4	2 Day (11 Hours)			\$944.87
Compliance/Ethics in Government Contracting	874-4	1 Day (5.5 Hours)	The minimum number of total participants necessary for a class is three. Participants from all sources, not just authorized users of the GSA Schedule, are factored into to the total participant count.	50	\$565.03
Contract Administration	874-4	2 Day (11 Hours)			\$944.87
Cost Accounting Standards	874-4	2 Day (11 Hours)			\$944.87
Cost & Price Analysis	874-4	2 Day (11 Hours)			\$944.87
DCAA Contractor Business Systems	874-4	2 Day (11 Hours)	The minimum number of total participants necessary for a class is three. Participants from all sources, not just authorized users of the GSA Schedule, are factored into to the total participant count.	50	\$944.87
Dispute Resolution, ADR & Litigation in Government Contracting	874-4	2 Day (11 Hours)			\$944.87
Drafting and Negotiating Teaming Agreements	874-4	1 Day (5.5 Hours)			\$565.03
EAR Licensing & Compliance	874-4	2 Day (11 Hours)			\$944.87
Earned Value Management System (EVMS) Policies, Procedures and Project Management:	874-4	2 Day (11 Hours)	The minimum number of total participants necessary for a class is three. Participants from all sources, not just authorized users of the GSA Schedule, are factored into to the total participant count.	50	\$944.87
Estimating Systems & Defective Pricing	874-4	2 Day (11 Hours)			\$944.87
The Executive Briefing on the FAR/DFARS	874-4	1 Day (5.5 Hours)			\$565.03
The Executive Briefing: Government Contracting Overview & Update	874-4	1 Day (5.5 Hours)			\$565.03
The Executive Briefing on GSA Schedule Contracting	874-4	1 Day (5.5 Hours)	The minimum number of total participants necessary for a class is three. Participants from all sources, not just authorized users of the GSA Schedule, are factored into to the total participant count.	50	\$565.03
The Executive Briefing on U.S. Export Controls: EAR, ITAR, OFAC	874-4	1 Day (5.5 Hours)			\$565.03
The Executive Institute in Contractor Business Systems	874-4	3 Days (16.5 Hours)			\$1,229.76
The Executive Institute in Contracts Administration	874-4	2 Day (11 Hours)			\$944.87
The Executive Institute in Costs	874-4	3 Days (16.5 Hours)	The minimum number of total participants necessary for a class is three. Participants from all sources, not just authorized users of the GSA Schedule, are factored into to the total participant count.	50	\$1,229.76
The Executive Institute in International Compliance	874-4	2 Day (11 Hours)			\$944.87
The Executive Institute on Mergers & Acquisitions: Lessons Learned	874-4	1 Day (5.5 Hours)			\$565.03
FAR Part 31: Cost Principles	874-4	2 Day (11 Hours)			\$944.87

# PRICE LIST

Course Title	SIN	Length of Course	Minimum Participants	Maximum Participants	GSA Price with IFF
Public Seminar	874-4	1 Day (5.5 Hours)	The minimum number of total participants necessary for a class is three. Participants from all sources, not just authorized users of the GSA Schedule, are factored into to the total participant count.	50	\$565.03
		2 Day (11 Hours)			\$944.87
		3 Days (16.5 Hours)			\$1,229.76
		4 Days (22 Hours)			\$1,419.69
FAR, DFARS and Agency Supplements	874-4	2 Day (11 Hours)	The minimum number of total participants necessary for a class is three. Participants from all sources, not just authorized users of the GSA Schedule, are factored into to the total participant count.	50	\$944.87
Federal Grants Practice: Agency Perspective	874-4	2 Day (11 Hours)			\$944.87
Foreign Corrupt Practices Act	874-4	1 Day (5.5 Hours)			\$565.03
Government Contractor Purchasing & Subcontracting	874-4	2 Day (11 Hours)			\$944.87
Government Contracts Changes	874-4	2 Day (11 Hours)	The minimum number of total participants necessary for a class is three. Participants from all sources, not just authorized users of the GSA Schedule, are factored into to the total participant count.	50	\$944.87
GSA and VA Contracting	874-4	2 Day (11 Hours)			\$944.87
Health Care Contracting	874-4	2 Day (11 Hours)			\$944.87
Immersion in Government Contracts	874-4	4 Days (22 Hours)			\$1,419.69
Intellectual Property	874-4	1 Day (5.5 Hours)	The minimum number of total participants necessary for a class is three. Participants from all sources, not just authorized users of the GSA Schedule, are factored into to the total participant count.	50	\$565.03
Interpretation of Government Contracting	874-4	2 Day (11 Hours)			\$944.87
Introduction to Government Contracting	874-4	3 Days (16.5 Hours)			\$1,229.76
Managing Risk by Contract Type	874-4	2 Day (11 Hours)			\$944.87
Negotiations: Strategies and Techniques	874-4	2 Day (11 Hours)	The minimum number of total participants necessary for a class is three. Participants from all sources, not just authorized users of the GSA Schedule, are factored into to the total participant count.	50	\$944.87
Organizational Conflicts of Interest (OCI)	874-4	1 Day (5.5 Hours)			\$565.03
Preparing the Incurred Cost Submission (ICS)	874-4	2 Day (11 Hours)			\$944.87
Source Selection	874-4	2 Day (11 Hours)			\$944.87
<b>The Trifecta:*</b> <u>Day 1:</u> Estimating Systems and Defective Pricing <u>Day 2:</u> Price Analysis <u>Day 3:</u> Cost Analysis	874-4	1 Day (5.5 Hours)	The minimum number of total participants necessary for a class is three. Participants from all sources, not just authorized users of the GSA Schedule, are factored into to the total participant count.	50	\$470.06
	874-4	2 Days (11 Hours)			\$754.95
	874-4	3 Days (16.5 Hours)			\$1,030.34

\*Pick how many days and which days you would like to attend. Pricing is based upon the number of days you attend. (i.e. Attending Day 1 & Day 3 only? – pricing is for 2 Days)



# PRICE LIST

Course Title	SIN	Length of Course	Minimum Participants	Maximum Participants	GSA Price with IFF
In House Training	874-4	1 Day (5.5 Hours)	One participant is sufficient but up to 30 are permitted per course for the base price. For additional seats, (participants 31 and up) an additional fee of \$200 per participant per day shall apply.	30	\$5,697.73
		2 Day (11 Hours)			\$9,401.26
Accounting for Government Contracts	874-4	2 Day (11 Hours)	One participant is sufficient but up to 30 are permitted per course for the base price. For additional seats, (participants 31 and up) an additional fee of \$200 per participant per day shall apply.	30	\$9,401.26
Audits and Reviews: Preparing and Responding	874-4	2 Day (11 Hours)		30	\$9,401.26
Business Systems in Government Contracting	874-4	2 Day (11 Hours)		30	\$9,401.26
Compliance/Ethics in Government Contracting	874-4	1 Day (5.5 Hours)		30	\$5,697.73
Contract Administration	874-4	2 Day (11 Hours)	One participant is sufficient but up to 30 are permitted per course for the base price. For additional seats, (participants 31 and up) an additional fee of \$200 per participant per day shall apply.	30	\$9,401.26
Cost Accounting Standards	874-4	2 Day (11 Hours)		30	\$9,401.26
Cost & Price Analysis	874-4	2 Day (11 Hours)		30	\$9,401.26
DCAA Contractor Business Systems	874-4	2 Day (11 Hours)		30	\$9,401.26
Dispute Resolution, ADR & Litigation in Government Contracting	874-4	2 Day (11 Hours)	One participant is sufficient but up to 30 are permitted per course for the base price. For additional seats, (participants 31 and up) an additional fee of \$200 per participant per day shall apply.	30	\$9,401.26
Drafting and Negotiating Teaming Agreements	874-4	1 Day (5.5 Hours)		30	\$5,697.73
EAR Licensing & Compliance	874-4	2 Day (11 Hours)		30	\$9,401.26
Earned Value Management System (EVMS) Policies, Procedures and Project Management:	874-4	2 Day (11 Hours)		30	\$9,401.26
Estimating Systems & Defective Pricing	874-4	2 Day (11 Hours)	One participant is sufficient but up to 30 are permitted per course for the base price. For additional seats, (participants 31 and up) an additional fee of \$200 per participant per day shall apply.	30	\$9,401.26
The Executive Briefing on the FAR/DFARS	874-4	1 Day (5.5 Hours)		30	\$5,697.73
The Executive Briefing: Government Contracting Overview & Update	874-4	1 Day (5.5 Hours)		30	\$5,697.73
The Executive Briefing on GSA Schedule Contracting	874-4	1 Day (5.5 Hours)		30	\$5,697.73
The Executive Briefing on U.S. Export Controls: EAR, ITAR, OFAC	874-4	1 Day (5.5 Hours)	One participant is sufficient but up to 30 are permitted per course for the base price. For additional seats, (participants 31 and up) an additional fee of \$200 per participant per day shall apply.	30	\$5,697.73
The Executive Institute in Contracts Administration	874-4	2 Day (11 Hours)		30	\$9,401.26
The Executive Institute in International Compliance	874-4	2 Day (11 Hours)	One participant is sufficient but up to 30 are permitted per course for the base price. For additional seats, (participants 31 and up) an additional fee of \$200 per participant per day shall apply.	30	\$9,401.26
The Executive Institute on Mergers & Acquisitions: Lessons Learned	874-4	1 Day (5.5 Hours)		30	\$9,401.26
FAR Part 31: Cost Principles	874-4	2 Day (11 Hours)		30	\$9,401.26
FAR, DFARS and Agency Supplements	874-4	2 Day (11 Hours)		30	\$9,401.26
Federal Grants Practice: Agency Perspective	874-4	2 Day (11 Hours)	One participant is sufficient but up to 30 are permitted per course for the base price. For additional seats, (participants 31 and up) an additional fee of \$200 per participant per day shall apply.	30	\$9,401.26
Fiscal Law of Federal Procurement	874-4	2 Day (11 Hours)		30	\$9,401.26
Foreign Corrupt Practices Act	874-4	1 Day (5.5 Hours)		30	\$5,697.73
Government Contractor Purchasing & Subcontracting	874-4	2 Day (11 Hours)		30	\$9,401.26

# PRICE LIST

Course Title	SIN	Length of Course	Minimum Participants	Maximum Participants	GSA Price with IFF
In House Training	874-4	1 Day (5.5 Hours)	One participant is sufficient but up to 30 are permitted per course for the base price. For additional seats, (participants 31 and up) an additional fee of \$200 per participant per day shall apply.	30	\$5,697.73
		2 Day (11 Hours)			\$9,401.26
Government Contracts Changes	874-4	2 Day (11 Hours)	One participant is sufficient but up to 30 are permitted per course for the base price. For additional seats, (participants 31 and up) an additional fee of \$200 per participant per day shall apply.	30	\$9,401.26
GSA and VA Contracting	874-4	2 Day (11 Hours)		30	\$9,401.26
Health Care Contracting	874-4	2 Day (11 Hours)		30	\$9,401.26
Intellectual Property	874-4	1 Day (5.5 Hours)		30	\$5,697.73
Interpretation of Government Contracting	874-4	2 Day (11 Hours)		30	\$9,401.26
Managing Risk by Contract Type	874-4	2 Day (11 Hours)		30	\$9,401.26
Negotiations: Strategies and Techniques	874-4	2 Day (11 Hours)		30	\$9,401.26
Organizational Conflicts of Interest (OCI)	874-4	1 Day (5.5 Hours)		30	\$5,697.73
Preparing the Incurred Cost Submission (ICS)	874-4	2 Day (11 Hours)		30	\$9,401.26
Source Selection	874-4	2 Day (11 Hours)		30	\$9,401.26

# PRICE LIST

Course Title	SIN	Length of Course	Minimum Participants	Maximum Participants	GSA Price With IFF
Webinars	874-4	1.5 Hours	One participant is sufficient.	150	\$119.00
Annual Webinar Subscription	874-4	Annual Subscription (10.5 Hours, Any 7 Webinars)	One participant is sufficient.	150	\$995.00
Financial Forum Webinar Series	874-4	1.0 Hours	One Participant is sufficient	150	\$94.92
The Nash & Schooner Government Contracts Update Webinar Series	874-4	1.5 Hours	One participant is sufficient.	150	\$119.00
U.S. Export Controls Reforms:	874-4	1.5 Hours	One participant is sufficient.	150	\$119.00
Worst Mistakes in Government Contracting	874-4	1.5 Hours	One participant is sufficient.	150	\$119.00
SBA's Final Rules: The Changing Landscape for Small Business Government Contractors	874-4	1.5 Hours	One participant is sufficient.	150	\$119.00
A Perfect Storm: Impact of Continuing Resolution Funding Shortfalls and Budget Cuts on Government Contractors	874-4	1.5 Hours	One participant is sufficient.	150	\$119.00
Organizational Conflicts of Interest	874-4	1.5 Hours	One participant is sufficient.	150	\$119.00
2011 Budget Cuts & Funding Shortfalls The Implications for Government Contractors	874-4	1.5 Hours	One participant is sufficient.	150	\$119.00
Learn About Health Care Contracting Trends, Opportunities & Compliance	874-4	1.5 Hours	One participant is sufficient.	150	\$119.00
Intellectual Property in Government Contracts; Technical Data to Patent Rights	874-4	1.5 Hours	One participant is sufficient.	150	\$119.00
The Absolute Basics: Contract Administration & The FAR	874-4	1.5 Hours	One participant is sufficient.	150	\$119.00