PJ Industries Inc
Cyber Security Training Price List

SPECIAL ITEM NO. 611420 – Information Technology Training Courses

PJ Industries Inc
8401 Good Luck Rd, STE 202
Lanham MD 20770
www.pjcourses.com
www.pjpors.com
301-2375830

Pricelist current until 01/01/2022

Website: http://www.pjpors.com
Contact for Contract Administration: Jaime Oyelakin
E-mail: cyber@pjpors.com

BUSINESS SIZE: SMALL
BUSINESS MINORITY STATUS: MBE/DBE/SBE
CUSTOMER INFORMATION

1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

<table>
<thead>
<tr>
<th>SIN</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>611420</td>
<td>INFORMATION TECHNOLOGY TRAINING COURSES</td>
</tr>
<tr>
<td>OLM</td>
<td>Order-Level Materials (OLM)</td>
</tr>
</tbody>
</table>

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.

<table>
<thead>
<tr>
<th>SIN</th>
<th>Lowest Priced Items</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>611420</td>
<td>Net+</td>
<td>$1,472.56</td>
</tr>
</tbody>
</table>

1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate “Not applicable” for this item.

See Pricing Below

2. Maximum order. $500,000
3. Minimum order. $100.00
4. Geographic coverage (delivery area). Domestic
5. Point(s) of production (city, county, and State or foreign country). Same as company address
7. Quantity discounts. None
8. Prompt payment terms: 05% (Net 10 days)
9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold. Yes
9b. Notification whether Government purchase cards are accepted or not
accepted above the micropurchase threshold. **No**

10. Foreign items (list items by country of origin). **None**

11a. Time of delivery. (Contractor insert number of days.) **Specified on the Task Order**

11b. Expedited Delivery. The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price lists that have expedited delivery. **Contact Contractor**

11c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery. **Contact Contractor**

11d. Urgent Requirements. The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery. **Contact Contractor**

12. F.O.B. point(s). **Destination**

13a. **Ordering Address**

   PJ Industries Inc
   8401 Good Luck Rd, STE 202
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   [www.pjcourses.com](http://www.pjcourses.com)
   [www.pjpros.com](http://www.pjpros.com)
   301-2375830

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.

14. **Payment address(es).**

   PJ Industries Inc
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15. **Warranty provision.** Contractor’s standard commercial warranty. **N/A**

16. Export packing charges, if applicable. **N/A**
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level). N/A

18. Terms and conditions of rental, maintenance, and repair (if applicable). N/A

19. Terms and conditions of installation (if applicable). N/A

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). N/A

20a. Terms and conditions for any other services (if applicable). N/A

21. List of service and distribution points (if applicable). N/A

22. List of participating dealers (if applicable). N/A

23. Preventive maintenance (if applicable). N/A

24. a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). N/A

b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g., contractor’s website or other location.) The EIT standards can be found at: www.Section508.gov/

25. Data Universal Number System (DUNS) number. 080431956

25. Notification regarding registration in Central Contractor Registration (CCR) database.
1. **SCOPE**
   a. The Contractor shall provide training courses normally available to commercial customers, which will permit ordering activity users to make full, efficient use of general purpose commercial IT products. Training is restricted to training courses for those products within the scope of this solicitation.
   b. The Contractor shall provide training at the Contractor’s facility and/or at the ordering activity’s location, as agreed to by the Contractor and the ordering activity.

2. **ORDER**
   Written orders, EDI orders (GSA Advantage! and FACNET), credit card orders, and orders placed under blanket purchase agreements (BPAs) shall be the basis for the purchase of training courses in accordance with the terms of this contract. Orders shall include the student’s name, course title, course date and time, and contracted dollar amount of the course.

3. **TIME OF DELIVERY**
   The Contractor shall conduct training on the date (time, day, month, and year) agreed to by the Contractor and the ordering activity.

4. **CANCELLATION AND RESCHEDULING**
   a. The ordering activity will notify the Contractor at least seventy-two (72) hours before the scheduled training date, if a student will be unable to attend. The Contractor will then permit the ordering activity to either cancel the order or reschedule the training at no additional charge. In the event the training class is rescheduled, the ordering activity will modify its original training order to specify the time and date of the rescheduled training class.
   b. In the event the ordering activity fails to cancel or reschedule a training course within the time frame specified in paragraph a, above, the ordering activity will be liable for the contracted dollar amount of the training course. The Contractor agrees to permit the ordering activity to reschedule a student who fails to attend a training class within ninety (90) days from the original course date, at no additional charge.
   c. The ordering activity reserves the right to substitute one student for another up to the first day of class.
   d. In the event the Contractor is unable to conduct training on the date agreed to by the Contractor and the ordering activity, the Contractor must notify the ordering activity at least seventy-two (72) hours before the scheduled training date.

5. **FOLLOW-UP SUPPORT**
   The Contractor agrees to provide each student with unlimited telephone support or online support for a period of one (1) year from the completion of the training course. During this period, the student may contact the Contractor’s instructors for refresher assistance and answers to related course curriculum questions.

6. **PRICE FOR TRAINING**
   The price that the ordering activity will be charged will be the ordering activity training price in effect at the time of order placement, or the ordering activity price in effect at the time the training course is
conducted, whichever is less.

### 7. INVOICES AND PAYMENT

Invoices for training shall be submitted by the Contractor after ordering activity completion of the training course. Charges for training must be paid in arrears (31 U.S.C. 3324). PROMPT PAYMENT DISCOUNT, IF APPLICABLE, SHALL BE SHOWN ON THE INVOICE.

### 8. FORMAT AND CONTENT OF TRAINING

a. The Contractor shall provide written materials (i.e., manuals, handbooks, texts, etc.) normally provided with course offerings. Such documentation will become the property of the student upon completion of the training class.

b. **If applicable**

   For hands-on training courses, there must be a one-to-one assignment of IT equipment to students.

c. The Contractor shall provide each student with a Certificate of Training at the completion of each training course.

d. The Contractor shall provide the following information for each training course offered:

   (see following table)

   1. The course title and a brief description of the course content, to include the course format (e.g., lecture, discussion, hands-on training); (see following table)

   2. The length of the course; (see following table)

   3. Mandatory and desirable prerequisites for student enrollment;

   - **Certified Ethical Hacker (CEH), CompTIA Sec+** - Proof of High School Diploma OR a minimum score of 17 out of 50 questions (34%) on the Wonderlic Personnel Test

   - **CISSP** - Proof of order to receive CISSP certification, you need to have five years of full-time work experience in two of the eight CISSP domains. The minimum and maximum number of students per class; (see following table)

   4. The minimum number of students per class (see following table)

   5. The locations where the course is offered;

   
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   6. Class schedules; and

   7. Price (per student, per class (if applicable)).

For those courses conducted at the ordering activity’s location, instructor travel charges (if applicable), including mileage and daily living expenses (e.g., per diem charges) are governed by
Pub. L. 99-234 and FAR Part 31.205-46, and are reimbursable by the ordering activity on orders placed under the Multiple Award Schedule, as applicable, in effect on the date(s) the travel is performed. Contractors cannot use GSA city pair contracts. The Industrial Funding Fee does NOT apply to travel and per diem charges.

f. For Online Training Courses, a copy of all training material must be available for electronic download by the students.

9. **"NO CHARGE" TRAINING**

   The Contractor shall describe any training provided with equipment and/or software provided under this contract, free of charge, in the space provided below.

   None
<table>
<thead>
<tr>
<th>Course Title</th>
<th>Description</th>
<th>Length</th>
<th>Number Of Students Per</th>
<th>GSA Pricing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cyber Security Career Development Program</td>
<td>Let us teach you how to become a Cyber Security Analyst through mentorship, and instruction. For beginners and current professionals, we teach you everything about compliance and security engineering. Through one on one mentorship, direct instruction, and on the job learning we ensure you gain a well-rounded knowledge of how to be an effective Cyber Security Analyst.</td>
<td>96/96</td>
<td>10 – 15</td>
<td>$4000.00</td>
</tr>
<tr>
<td>CompTIA Security+</td>
<td>The CompTIA Security+ Certification Training Program is intended to Information Technology technical support professionals who want to acquire working knowledge in security. This Security+ Certification Training Program will equip the students with general security concepts and skills to succeed in the areas of communication security, infrastructure security, basics of cryptography, and operational and organizational security. Please, take a look in the CompTIA Security+ Certification Training Program Course Outline.</td>
<td>40/40</td>
<td>10 – 15</td>
<td>$2000</td>
</tr>
<tr>
<td>Certified Ethical Hacker</td>
<td>This class will immerse the student into an interactive environment where they will be shown how to scan, test, hack and secure their own systems. The lab intensive environment gives each student in-depth knowledge and practical experience with the current essential security systems. Students will begin by understanding how perimeter defenses work, scanning and attacking their own networks with no harm done to real networks. Students will learn how intruders escalate privileges and what steps can be taken to secure a system. Students will also learn about Intrusion Detection, Policy Creation, Social Engineering, DDoS Attacks, Buffer Overflows and Virus Creation. When a student leaves this intensive 5 day class they will have hands on understanding of Ethical Hacking.</td>
<td>40/40</td>
<td>10-15</td>
<td>$2500.00</td>
</tr>
</tbody>
</table>