GENERAL SERVICES ADMINISTRATION
Federal Supply Service
Authorized Federal Supply Schedule Price List

Multiple Award Schedule
FSC Group 874
FSC/PSC Code: R408

Contract Number: GS-02F-0026U
Contract Period: December 5, 2012 through December 4, 2022

Crew Training International, Inc.
9198 Crestwyn Hills Drive
Memphis, TN 38125
Tel: (901) 754-8839
Fax: (901) 751-0836
www.cti-crm.com

POC: Matthew Black
Email: mblack@cti-crm.com

Business Size: Veteran-Owned Small Business

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

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at: fss.gsa.gov

Pricelist Current through Modification 0031.
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SECTION I -- CUSTOMER INFORMATION

1a. Awarded SINs:
   - 541611* - Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
   - 611430* - Professional and Management Development Training
   - 611512* - Flight Training
   *SINs Subject to Disaster Recovery Purchasing

1b. Lowest Price and Unit:
See Section III

1c. Hourly Rates:
See Section III

2. Maximum order:
   $1,000,000 Per SIN

3. Minimum order:
   $100

4. Geographic coverage
   Worldwide

5. Point(s) of production (city, county, and State or foreign country):
   Not Applicable

6. Discount from list prices or statement of net price:
   Prices shown herein are NET (discount deducted)

7. Quantity discounts:
   None. GSA will receive pricing as identified below for SIN 611430. These discounts are incorporated into the Expanded Price Proposal based upon course length and size.

8. Prompt payment terms:
   0% Net 30 days

9a. Government purchase cards accepted at or below the micro-purchase.

9b. Government purchase cards not accepted above the micro-purchase threshold.

10. Foreign items (list items by country of origin):
    Not Applicable
11a. Time of delivery
21 Days

11b. Expedited Delivery:
Not Applicable

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

11d. Urgent Requirements:
When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering agency, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract. Contact Contractor.

12. F.O.B. point(s):
Worldwide

13a. Ordering address:
Crew Training International, Inc.
9198 Crestwyn Hills Drive
Memphis, TN 38125
Tel: (901) 754-8839
Fax: (901) 751-0836

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:
Crew Training International, Inc.
9198 Crestwyn Hills Drive
Memphis, TN 38125
Tel: (901) 754-8839
Fax: (901) 751-0836

15. Warranty provision:
Commercial Standard

16. Export packing charges:
Not applicable

17. Terms and conditions of Government purchase card acceptance:
None
18. Terms and conditions of rental, maintenance, and repair:
Not Applicable

19. Terms and conditions of installation:
Not Applicable

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 for EIT is available:
www.cti-crm.com

25. Data Universal Number System (DUNS) number:
948992409

26. Notification regarding registration in System for Award Management (SAM) database.
Crew Training International has registered with the SAM. Cage Code: 046D1
SECTION II -- TRAINING COURSE DESCRIPTION

Crew Training International (CTI) is offering commercially available training courses that can be tailored to both civilian and military requirements. Further, CTI can develop, when requested, any course pertaining to CTI’s core competencies, Cockpit/Crew Resource Management (CRM) and Human Factors skills-based training and related disciplines such as Team Training, Decision Making, Communication Skills, Stress Management and Threat and Error Management. CTI’s years of experience and the end of course critiques overwhelmingly indicate that the face to face interaction between the students generated by instructor led facilitation is the most effective primary teaching strategy for CRM.

1. Crew Training International offers the following training courses:

   A) **CRM Initial Training Course**: The initial or ‘Baseline’ course sets the stage for crew or team member attitudes towards the incorporation of all six core CRM skills in their daily routine or operational duties. These six core CRM skills include Planning, Communications/Crew Coordination, Situational Awareness, Risk Management/Decision Making, Task Management and Debriefing. This initial course can be taught in one 8-hour block or broken up into smaller blocks of instruction that coincide with the technical skills that are being practiced in a particular phase of student training.

   B) **CRM Continuation Training Course**: Periodical (normally annually), in-depth training in two of the six core CRM skills is provided during continuation or ‘Recurrent’ training. The course is normally divided into two modules, with each module focusing on one of the CRM core skills which is reviewed in-depth. This allows sufficient time for practice and feedback to improve CRM skill performance. Additionally, in the first module, all six of the CRM core skills are reviewed in a comprehensive case study. The continuation training course can be taught in 2- or 4-hour blocks depending on the customer requirements.

   C) **CRM Instructor Training Course**: This course is the foundation for preparing individuals to become effective CRM instructors. The course is an academic CRM refresher with an interactive instructional seminar on techniques of instruction that can effectively improve CRM behaviors. CTI use specific case studies and scenarios based on the information gathered from the customer to personalize the course. The instructor training course requires two to four 8 hour blocks, depending on the customer requirements.

2. The minimum length of the courses is outlined in the pricing table and the training description.

3. The only pre-requisite is that to attend a continuation or instructor training course, the student must have attended initial training course at some point in the past.

4. Crew Training International’s instructor force has numerous years of aviation, platform instruction and CRM facilitation experience. CTI has 67 Department of Defense certified training specialists who have trained and evaluated over 50,000 students in the USAF, ANG and AFRC. All instructors are evaluated on site for proficiency on an annual basis.
# SECTION III -- TABLES OF AWARDED SIN 611430 DESCRIPTIONS AND PRICES

## Course Pricing for SIN 611430 Professional and Management Development Training, 611512 Flight Training

<table>
<thead>
<tr>
<th>SIN</th>
<th>Participants per Course</th>
<th>Course Length</th>
<th>Location</th>
<th>GSA Price</th>
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<tbody>
<tr>
<td>611430, 611512</td>
<td>8 to 24 participants.</td>
<td>2 Hours</td>
<td>Contractors Site</td>
<td>$4,353</td>
</tr>
<tr>
<td>611430, 611512</td>
<td>8 to 24 participants.</td>
<td>2 Hours</td>
<td>Customers Site</td>
<td>$5,805</td>
</tr>
<tr>
<td>611430, 611512</td>
<td>8 to 24 participants.</td>
<td>2 Hours</td>
<td>Customers Site</td>
<td>$4,837</td>
</tr>
<tr>
<td>611430, 611512</td>
<td>8 to 24 participants.</td>
<td>4 Hours</td>
<td>Contractors Site</td>
<td>$5,322</td>
</tr>
<tr>
<td>611430, 611512</td>
<td>8 to 24 participants.</td>
<td>4 Hours</td>
<td>Customers Site</td>
<td>$6,774</td>
</tr>
<tr>
<td>611430, 611512</td>
<td>8 to 24 participants.</td>
<td>4 Hours</td>
<td>Customers Site</td>
<td>$5,805</td>
</tr>
<tr>
<td>611430, 611512</td>
<td>8 to 24 participants.</td>
<td>8 Hours</td>
<td>Contractors Site</td>
<td>$9,192</td>
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<tr>
<td>611430, 611512</td>
<td>8 to 24 participants.</td>
<td>8 Hours</td>
<td>Customers Site</td>
<td>$10,643</td>
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<tr>
<td>611430, 611512</td>
<td>8 to 24 participants.</td>
<td>8 Hours</td>
<td>Customers Site</td>
<td>$9,675</td>
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<tr>
<td>611430, 611512</td>
<td>Additional cost for each participant over 24 in the two, four or eight hour</td>
<td>Varied</td>
<td>Either</td>
<td>$72.56</td>
</tr>
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## Labor Pricing for SIN 611430 Professional and Management Development Training, 611512 Flight Training, and 541611, Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

<table>
<thead>
<tr>
<th>SIN</th>
<th>Task/Labor Hour</th>
<th>GSA Rate</th>
</tr>
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<tbody>
<tr>
<td>611430, 541611, 611512</td>
<td>Multimedia Artist</td>
<td>$32.40</td>
</tr>
<tr>
<td>611430, 541611, 611512</td>
<td>Video/Website Production</td>
<td>$32.40</td>
</tr>
<tr>
<td>611430, 541611, 611512</td>
<td>Courseware Production Specialist</td>
<td>$45.58</td>
</tr>
<tr>
<td>611430, 541611, 611512</td>
<td>Production Lead</td>
<td>$47.59</td>
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<tr>
<td>611430, 541611, 611512</td>
<td>QA Manager</td>
<td>$64.80</td>
</tr>
<tr>
<td>611430, 541611, 611512</td>
<td>Sr. Instructional System Developer</td>
<td>$68.07</td>
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<tr>
<td>611430, 541611, 611512</td>
<td>Director of Courseware</td>
<td>$92.58</td>
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<tr>
<td>611430, 541611, 611512</td>
<td>Sr. V.P. of Operations</td>
<td>$124.71</td>
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