

# The Academy of South Florida



General Services Administration

Federal Supply List

Authorized Federal Supply Schedule Price List

*Training Aids and Devices, Instructor-Led Training, Course Development  
& Test Administration*

GS-02F-0113U

*Period Covered by Contract June 26, 2008 THROUGH June 25, 2013*

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).

Schedule Title: **Training Aids and Devices; Instructor-Led Training; Course Development & Test Administration**

Contract number: **GS-02F-01134**

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

Contract period: **6/26/2008 – 6/25/2013**

Contractor's name, address, and phone number (include toll-free WATS number and FAX number, if applicable):

**The Academy of South Florida, Inc.**  
**3100 South Dixie Highway**  
**Miami, FL 33133**  
**Tel: 305.648.2000**  
**Fax: 305.648.2012**

Contractor's internet address/web site where schedule information can be found (as applicable):

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

Contract administration source (if different from preceding entry):

**Andy M. Perez, Partner**

Business size: **Small Size Business**

- 1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s): **27-400**
- 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: **\$124**
- 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: **NOT APPLICABLE**
2. Maximum order: **\$1,000,000.00**
3. Minimum order: **\$100.00**

4. Geographic coverage (delivery area):
- Overseas and Domestic**
5. Point(s) of production (city, county, and State or foreign country):
- The Academy of South Florida, Inc.  
3100 South Dixie Highway  
Miami, FL 33133**
6. Discount from list prices or statement of net price:
- 12% , 17%, 32%**
7. Quantity discounts: **NOT APPLICABLE**
8. Prompt payment terms: **2% at 10 days – Net 30 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 micro-purchase threshold: **Yes**
10. Foreign items (list items by country of origin): **NOT APPLICABLE**
- 11a. Time of delivery. (Contractor insert number of days.): **30 days of ARO**
- 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: **NOT APPLICABLE**
- 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: **NOT APPLICABLE**
- 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:
12. F.O.B. point(s): **Destination**
- 13a. Ordering address(es):
- The Academy of South Florida, Inc.  
3100 South Dixie Highway  
Miami, FL 33133**
- 13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s), and a sample BPA can be found at the GSA/FSS

Schedule homepage ([fss.gsa.gov/schedules](https://fss.gsa.gov/schedules)). Contactor is to simply include this statement as Item 13b: **NOT APPLICABLE**

14. Payment address(es):

**The Academy of South Florida  
3100 South Dixie Highway  
Miami, FL 33133**

15. Warranty provision: **NOT APPLICABLE**

16. Export packing charges, if applicable: **NOT APPLICABLE**

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): **NOT APPLICABLE**

18. Terms and conditions of rental, maintenance, and repair (if applicable): **NOT APPLICABLE**

19. Terms and conditions of installation (if applicable): **NOT APPLICABLE**

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): **NOT APPLICABLE**

20a. Terms and conditions for any other services (if applicable):

The Academy of South Florida, Inc. reserves the right to cancel/reschedule classes based on operational needs. All payments are due in full previous to class start date. Classes open to public enrollment may be retaken at no additional charge assuming adequate space/availability. Books for re-enrollments must be supplied by the student. Individual costs associated with re-enrollment (i.e. travel and testing) will be incurred by the student.

21. List of service and distribution points (if applicable): **NOT APPLICABLE**

22. List of participating dealers (if applicable): **NOT APPLICABLE**

23. Preventive maintenance (if applicable): **NOT APPLICABLE**

24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): **NOT APPLICABLE**

24b. 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/](http://www.Section508.gov/):

**The Academy of South Florida Inc, through the Student Services Administrator, arranges academic accommodations for enrolled students. Services must be arranged in advance and require documentation of the disability. Technical and adaptive equipment is available through both the Student Services Administrator and Director of Education. Additional information is available by calling (305) 648-2000.**

25. Data Universal Number System (DUNS) number: **088494112**
26. Notification regarding registration in Central Contractor Registration (CCR) database:  
**YES**



# THE ACADEMY

TEACHING COMPANIES AND INDIVIDUALS HOW TO MANAGE TODAY'S NETWORKS

## GSA Solicitation Document 2FYA-AR-060001-B – SCHEDULE 69 PRICING PROPOSAL

SIN	COURSE/TASK/LABOR HOUR, ETC.	PROPOSED GSA RATE
27-400	ACR: Adobe Acrobat (1 DAY-8 HOURS)	\$ 308
27-400	AAE-I: Adobe After Effects (2 DAY-16 HOURS)	\$ 704
27-400	AIL-BC: Adobe Illustrator – Boot Camp (4 DAY-32 HOURS)	\$ 1,453
27-400	AIL-I: Adobe Illustrator Level I (1 DAY-8 HOURS)	\$ 352
27-400	APS-ADV: Adobe Photoshop – Advanced Topics and Tricks (1 DAY-8 HOURS)	\$ 352
27-400	APS-BC: Adobe Photoshop Boot Camp (4 DAY-32 HOURS)	\$ 1,540
27-400	APS-I: Adobe Photoshop Level I (1 DAY-8 HOURS)	\$ 1,056
27-400	APS-II: Adobe Photoshop Level II (1 DAY-8 HOURS)	\$ 1,056



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SIN	COURSE/TASK/LABOR HOUR, ETC.	PROPOSED GSA RATE
27-400	BOOT CCENT CCNA: Academy Cisco CCENT/CCNA Boot Camp (7 Days - 56 HOURS)	\$ 2,200
27-400	BOOTCCNP: Academy Cisco CCNP Boot Camp (14 Days - 112 HOURS)	\$ 5,280
27-400	BOOTCCISP: Academy CISSP Boot Camp (7 Days - 56 HOURS)	\$ 2,618
27-400	Administering Call Manager and Unity (5 Days - 40 HOURS)	\$ 1,870
27-400	AutoCAD 2007 Advanced Boot Camp (5 Days - 40 HOURS)	\$ 1,700
27-400	Cisco CCDA Boot Camp (2 Days - 16 HOURS)	\$ 880
27-400	Cisco CCSP Boot Camp (14 Days - 112 HOURS)	\$ 7,476
27-400	Cisco CCVP Boot Camp (14 Days - 112 HOURS)	\$ 6,600
27-400	CompTIA A+/N+ Boot Camp (7 Days - 56 HOURS)	\$ 1,700
27-400	MCTS:Windows Vista Configuration Boot Camp (5 Days - 40 HOURS)	\$ 1,445
27-400	MCTS: Configuring Microsoft Office Sharepoint Server 2007 Boot Camp (5 Days - 40 HOURS)	\$ 2,071
27-400	MCTS: Sql Server 2005 Boot Camp (5 Days - 40 HOURS)	\$ 1,868
27-400	MCDST: Microsoft Certified Desktop Support Technician (5 Days - 40 HOURS)	\$ 1,445
27-400	Microsoft Dynamics CRM 3.0 Boot Camp (6 Days - 64 HOURS)	\$ 2,075
27-400	Microsoft Exchange 2007 Configuration Boot Camp (5 Days - 40 HOURS)	\$ 2,075
27-400	MCAS Boot Camp 2007- Microsoft Application Specialist (7 Days - 56 HOURS)	\$ 1,700
27-400	PMP-Project Management Professional Boot Camp (7 Days - 56 HOURS)	\$ 2,283
27-400	VMWare Infrastructure Boot Camp (5 Days - 40 HOURS)	\$ 2,640
27-400	CCIE Lab Preparation Boot Camp (5 Days - 40 HOURS)	\$ 3,320
27-400	Cisco PIX Boot Camp: Cisco Firewall Specialist (5 Days - 40 HOURS)	\$ 2,075
27-400	A+/N+/S+ Boot Camp (9 Days - 72 HOURS)	\$ 2,380
27-400	MCTS: .NET Framework 2.0 Web and Windows Application Boot Camp (12 Days - 96 HOURS)	\$ 3,791
27-400	MCTS: BizTalk Server 2006 Boot Camp (5 Days - 40 HOURS)	\$ 2,486
27-400	MCTS: ASP.NET 3.5 Boot Camp (7 Days - 56 HOURS)	\$ 3,049
27-400	MCTS: SQL Server 2005 Business Intelligence Boot Camp (6 Days - 48 HOURS)	\$ 1,530
27-400	THE ACADEMY MCITP: Enterprise Support Technician Boot Camp (5 Days - 40 HOURS)	\$ 1,445
27-400	MCITP: SQL 2005 DATABASE ADMINISTRATOR BOOT CAMP (7 Days - 56 HOURS)	\$ 2,142
27-400	MCITP: SQL 2005 Database Developer Boot Camp (7 Days - 56 HOURS)	\$ 2,142
27-400	MCITP: SQL SERVER 2005 Business Intelligence (7 Days - 56 HOURS)	\$ 2,023
27-400	MCITP: SQL SERVER 2008 Enterprise Administrator Boot Camp (14 days - 112 HOURS)	\$ 5,275
27-400	THE ACADEMY MCITP: Enterprise Messaging Administrator Boot Camp (5 Days - 40 HOURS)	\$ 2,046
27-400	Certified Ethical Hacking & Countermeasures Boot Camp (5 Days - 40 HOURS)	\$ 2,200
27-400	Computer Hacking Forensic Investigator Boot Camp (5 Days - 40 HOURS)	\$ 2,200
27-400	THE ACADEMY ITIL: V.3 Essentials Boot Camp (3 Days - 24 HOURS)	\$ 1,755
27-400	Office Live Communication Server Boot Camp (5 Days - 40 HOURS)	\$ 2,200
27-400	Microsoft Office User Specialist (MOS) 2003 Boot Camp (5 Days - 40 HOURS)	\$ 1,056
27-400	THE ACADEMY MCSE + Security Boot Camp (14 DAYS - 112 HOURS)	\$ 4,906
27-400	MCITP: Windows Server 2008 Enterprise Administrator Boot Camp UPGRADE (7 Days - 63 HOURS)	\$ 3,278

27-400	Forefront Security Technical Boot Camp (3 Days - 21 HOURS)	\$	1,315
27-400	ISA 2004/2006 Boot Camp (5 Days - 40 HOURS)	\$	1,870
27-400	Novell Linux Boot Camp (7 days - 84 HOURS)	\$	2,640
27-400	CIPT1 /CIPT2 Mini Camp (5 Days - 60 HOURS)	\$	3,476
27-400	CVOICE/QoS Mini Camp (5 - 40 HOURS)	\$	3,515



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SIN	COURSE/TASK/LABOR HOUR, ETC.	PROPOSED GSA RATE
27-400	CPLUS: Certified Technical Trainer (3 DAYS - 24 HOURS)	\$1,275
27-400	CompTIA A+ Essentials 2006 (30 DAYS - 120 HOURS)	\$2,037
27-400	SCPLUS: CompTIA Security + Certification (7 DAYS - 56 HOURS)	\$1,020
27-400	ACANETPLUS: Network + (NWT) (12 DAYS - 96 HOURS)	\$1,017
27-400	SCPLUS: Security+ Certification (7 DAYS - 56 HOURS)	\$1,020



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SIN	COURSE/TASK/LABOR HOUR, ETC.	PROPOSED GSA RATE
27-400	ACIPT: Administering IP Telephony Solutions (4 DAYS – 32 HOURS)	\$ 1,844
27-400	CCENT Night (10 DAYS – 80 HOURS)	\$ 1,320
27-400	Cisco Voice Over IP v5.0 (5 DAYS – 40 HOURS)	\$ 1,760
27-400	CUWN: Cisco Unified Wireless Networking (5 DAYS – 40 HOURS)	\$ 2,372
27-400	Cisco Internetworking Troubleshooting (CCNP) (2 DAYS – 16 HOURS)	\$ 1,003
27-400	Cisco IP Telephony Part 1 (5 DAYS – 40 HOURS)	\$ 2,376
27-400	Cisco IP Telephony Part 2 (5 DAYS – 40 HOURS)	\$ 2,376
27-400	Cisco Secure Virtual Private Networks (CCSP) (3 DAYS – 24 HOURS)	\$ 1,672
27-400	Designing for Cisco Internetwork Solutions (CCDA) (2 DAYS – 16 HOURS)	\$ 1,430
27-400	EVODD: Enterprise Voice over Data Design (3 DAYS – 24 HOURS)	\$ 2,376
27-400	Interconnecting Cisco Network Devices Part 1 (3 DAYS – 24 HOURS)	\$ 2,200
27-400	Interconnecting Cisco Network Devices Part 2 (3 DAYS – 24 HOURS)	\$ 2,200
27-400	Implementing Cisco NAC Appliance (3 DAYS – 24 HOURS)	\$ 2,636
27-400	MARS: Implementing Cisco Security Monitoring, Analysis and Response System (2 DAYS – 16 HOURS)	\$ 2,020
27-400	Implementing Cisco Intrusion Prevention Systems (5 DAYS – 40 HOURS)	\$ 1,870
27-400	QoS: Implementing Cisco Quality of Service (5 DAYS – 40 HOURS)	\$ 2,376
27-400	IPv6: Implementing IPv6 Networks (2 DAYS – 16 HOURS)	\$ 880
27-400	ICMBC: Intelligent Contact Manager Boot Camp (5 DAYS – 40 HOURS)	\$ 4,836
27-400	ICND: Interconnecting Cisco Network Devices (5 DAYS – 40 HOURS)	\$ 2,376
27-400	Introduction to Cisco Networking Technologies (4 DAYS – 32 HOURS)	\$ 1,496
27-400	IPCCE: IP Contact Center Enterprise (4 DAYS – 32 HOURS)	\$ 3,076
27-400	IP Telephony Troubleshooting (2 DAYS – 16 HOURS)	\$ 2,376
27-400	Securing Cisco Network Devices (5 DAYS – 40 HOURS)	\$ 1,870
27-400	Securing Cisco IOS Networks (3 DAYS – 24 HOURS)	\$ 1,672
27-400	Securing Hosts Using Cisco Security Agent (HIPS) (5 DAYS – 40 HOURS)	\$ 1,870
27-400	Securing Networks with Cisco Routers and Switches (SNRS) (5 DAYS – 40 HOURS)	\$ 1,870
27-400	Securing Networks with PIX and ASA (SNPA) (5 DAYS – 40 HOURS)	\$ 2,900
27-400	UCCXA: Unified Contact Center Express Advanced (4 DAYS – 32 HOURS)	\$ 3,076



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SIN	COURSE/TASK/LABOR HOUR, ETC.	PROPOSED GSA RATE
27-400	CIW3: E-Commerce Designer (4 DAYS - 32 HOURS)	\$ 1,292
27-400	CIW1: Foundations (4 DAYS - 32 HOURS)	\$ 1,292
27-400	CIW5: Internetworking Professional (5 DAYS - 40 HOURS)	\$ 1,292



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SIN	COURSE/TASK/LABOR HOUR, ETC.	PROPOSED GSA RATE
27-400	ECCRM: Customer Relationship Management (3 DAYS - 24 HOURS)	\$992
27-400	ECCL: Cyber Law (3 DAYS - 24 HOURS)	\$992
27-400	ECDR: Disaster Recovery (3 DAYS - 24 HOURS)	\$992
27-400	ENSA: EC-Council Network Security Administrator (5 DAYS - 40 HOURS)	\$2,490



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SIN	COURSE/TASK/LABOR HOUR, ETC.	PROPOSED GSA RATE
27-400	Access 2007 Level I (1 DAY - 8 HOURS)	\$249
27-400	Access 2007 Level II (1 DAY - 8 HOURS)	\$249
27-400	Access 2007 Level III (1 DAY - 8 HOURS)	\$249
27-400	2505: Deploying Microsoft Office XP (2 DAYS - 16 HOURS)	\$706
27-400	Excel 2007 Level I (1 DAY - 8 HOURS)	\$208
27-400	Excel 2003 Level II (1 DAY - 8 HOURS)	\$208
27-400	3041: First Look: Deploying Microsoft Windows Vista and the 2007 Office System Client Products (1 DAY - 8 HOURS)	\$187
27-400	FrontPage Level I 2003 (1 DAY - 8 HOURS)	\$208
27-400	FrontPage Level II 2003 (1 DAY - 8 HOURS)	\$208
27-400	Project 2003 Level II (1 DAY - 8 HOURS)	\$208
27-400	Outlook 2007 Level I (1 DAY - 8 HOURS)	\$208
27-400	Outlook 2007 Level II (1 DAY - 8 HOURS)	\$208
27-400	Outlook 2007 Level III (1 DAY - 8 HOURS)	\$208
27-400	Outlook Level I 2003 (1 DAY - 8 HOURS)	\$208
27-400	Outlook Level II 2003 (1 DAY - 8 HOURS)	\$208
27-400	2381: Planning Collaborative Solutions with Microsoft Office XP Technologies (2 DAYS - 16 HOURS)	\$706
27-400	PowerPoint 2003 Level I (1 DAY - 8 HOURS)	\$208
27-400	PowerPoint 2003 Level II (1 DAY - 8 HOURS)	\$208
27-400	PowerPoint 2007 Level I (1 DAY - 8 HOURS)	\$208
27-400	PowerPoint 2007 Level II (1 DAY - 8 HOURS)	\$208
27-400	Project 2007 Level I (1 DAY - 8 HOURS)	\$208
27-400	Project 2007 Level II (1 DAY - 8 HOURS)	\$208
27-400	PC Basics- Typing Fundamentals, PC, Internet & Email Techniques (2 DAYS - 16 HOURS)	\$374
27-400	5062: Using Windows Vista (1 DAY - 8 HOURS)	\$187
27-400	Visio 2003 Level I (1 DAY - 8 HOURS)	\$249
27-400	Word 2007 Level I (1 DAY - 8 HOURS)	\$208

SIN	COURSE/TASK/LABOR HOUR, ETC.	PROPOSED GSA RATE
27-400	Word 2007 Level II (1 DAY – 8 HOURS)	\$208
27-400	Word 2007 Level III (1 DAY – 8 HOURS)	\$208
27-400	Word 2003 Level I (1 DAY – 8 HOURS)	\$208
27-400	Word 2003 Level II (1 DAY – 8 HOURS)	\$208
27-400	Word 2003 Level III (1 DAY – 8 HOURS)	\$208
27-400	Project 2007 Level II (1 DAY – 8 HOURS)	\$208
27-400	5062: Using Windows Vista (1 DAY – 8 HOURS)	\$187
27-400	Visio 2003 Level I (1 DAY – 8 HOURS)	\$249
27-400	4005: Beyond the Spreadsheet: Managing Financial Information using Microsoft Office Access 2003 (1 DAY – 8 HOURS)	\$124
27-400	4008: Building Better Microsoft Office Word 2003 Documents in Less Time (1 DAY – 8 HOURS)	\$124
27-400	4007: Creating Effective Presentations Using Microsoft Office PowerPoint 2003 (1 DAY – 8 HOURS)	\$124
27-400	4010: E-Commerce Profitability: Online Merchandising Using Microsoft Office FrontPage 2003 (1 DAY – 8 HOURS)	\$124
27-400	8531: Extending Microsoft CRM 3.0 (3 DAYS – 24 HOURS)	\$1,241
27-400	3374: First Look: Getting Started with Microsoft Office 2007 SharePoint Server Hands-On Labs (1 DAY – 8 HOURS)	\$394
27-400	5056: First Look: Windows Vista for IT Professionals (1 DAY – 8 HOURS)	\$411
27-400	5057: First Look: Windows Vista for IT Professionals Hands on Lab (1 DAY – 8 HOURS)	\$187
27-400	4002: Forecasting and Trend Analysis Using Microsoft Office Excel 2003 (1 DAY – 8 HOURS)	\$124
27-400	4004: Managing Critical Business Information Using Microsoft Access 2003 (1 DAY – 8 HOURS)	\$124
27-400	8529: Microsoft CRM 3.0 Administration (2 DAYS – 16 HOURS)	\$830
27-400	8525: Microsoft CRM 3.0 Customization (3 DAYS – 24 HOURS)	\$1,324
27-400	8526: Microsoft CRM 3.0 Installation and Configuration (3 DAYS – 24 HOURS)	\$1,241
27-400	4009: Setting Up Projects for Success Using Microsoft Office Project 2003 (1 DAY – 8 HOURS)	\$124
27-400	4003: Summarizing Microsoft Office Excel 2003 Data to Make Better Business (1 DAY – 8 HOURS) Decisions	\$124
27-400	4001: Team Collaboration Using Microsoft Windows SharePoint Services (1 DAY – 8 HOURS)	\$124
27-400	4006: Time and task Management Using Microsoft Office Outlook 2003 (1 DAY – 8 HOURS)	\$124
27-400	5058: Deploying Microsoft Office 2007 Professional Plus (2 DAYS – 16 HOURS)	\$726
27-400	5105: Deploying Microsoft Windows Vista Business Desktops	\$1,241
27-400	5116: Configuring Windows Vista Application and Tools (1 DAY – 8 HOURS)	\$577

SIN	COURSE/TASK/LABOR HOUR, ETC.	PROPOSED GSA RATE
27-400	5115: Installing and Configuring the Microsoft Windows Vista Operating System (3 DAYS - 24 HOURS)	\$1,241
27-400	5118: Maintaing and Troubleshooting Windows Vista Computers (3 DAYS - 24 HOURS)	\$1,241
27-400	GPI: Microsoft Great Plains-Foundation I (1 DAY - 8 HOURS)	\$332
27-400	5119: Supporting the Microsoft Windows Vista Operating Systems Applications (2 DAYS - 16 HOURS)	\$826
27-400	2014: Customizing Microsoft Office SharePoint Portal Server 2003 (2 DAYS - 16 HOURS)	\$830
27-400	2081:Deploying Microsoft Office Live Communications Server 2003	\$706
27-400	2008: Designing & Planning a MS Exchange Server 2003 Organization (2 DAYS - 16 HOURS)	\$706
27-400	8036: Designing IT Platform Collaborative Applications with Microsoft SharePoint 2003 Workshop (2 DAYS - 16 HOURS)	\$706
27-400	2400: Implementing and Managing Microsoft Exchange Server 2003	\$1,764
27-400	2011: Troubleshooting Microsoft Exchange Server 2003 (5 DAYS - 40 HOURS)	\$1,764
27-400	3910: Getting Started with Microsoft Exchange Server 2007 (1 DAY - 8 HOURS)	\$411
27-400	5047: Introduction to Installing and Managing Microsoft Exchange Server 2007 (3 DAYS - 24 HOURS)	\$1,241
27-400	5049: Managing Messaging Security using Microsoft Exchange Server 2007	\$411
27-400	5051: Monitoring and Troubleshooting Microsoft Exchange Server 2007 (2 DAYS - 16 HOURS)	\$826
27-400	5050: Recovering Messaging Servers and Databases using Microsoft Exchange server 2007 (1 DAY - 8 HOURS)	\$411
27-400	3938: Updating Your Skills from Microsoft Exchange 2000 Server or Microsoft Exchange 2003 to Microsoft Exchange Server 2007 (3 DAYS - 24 HOURS)	\$1,241
27-400	2542: Advanced Data Access with Visual Studio 2005 (2 DAYS - 16 HOURS)	\$826
27-400	2549: Advanced Distributed Application Development with Microsoft Visual Studio 2005 (2 DAYS - 16 HOURS)	\$826
27-400	2544: Advanced Web Client Prog with Visual Studio 2005 (2 DAYS - 16 HOURS)	\$826
27-400	2547: Advanced Windows Forms Technologies with Microsoft Visual Studio 2005 (2 DAYS - 16 HOURS)	\$826
27-400	2710: Analyzing Upgrade and Interoperability Using Visual Studio.NET (Visual Basic .NET)	\$1,764
27-400	2557: Building COM+ Applications Using Windows CE 5.0 (5 DAYS - 40 HOURS)	\$1,264
27-400	Building Embedded Solutions Using Windows CE 5.0 (5 DAYS - 40 HOURS)	\$1,764
27-400	1905: Building XML-Based Web Applications	\$1,764
27-400	2541: Core Data Access with Visual Studio 2005 (3 DAYS - 24 HOURS)	\$1,241
27-400	2548: Core Distributed Application Development with Microsoft Visual Studio 2005 (3 DAYS - 24 HOURS)	\$1,241
27-400	2543: Core Web Client Prog with Microsoft Visual Studio 2005 (3 DAYS - 24 HOURS)	\$1,241
27-400	2546: Core Windows Client Dev. With Visual Studio 2005	\$1,241

SIN	COURSE/TASK/LABOR HOUR, ETC.	PROPOSED GSA RATE
27-400	2203: Deploying and Managing Microsoft Applications Center 2000	\$1,058
27-400	2731: Deploying and Managing Microsoft Identity Integration Server (MIIS) 2003	\$1,411
27-400	2794: Designing a Business Intelligence Solution for the Enterprise Using Microsoft SQL Server 2005 (2 DAYS - 16 HOURS)	\$726
27-400	2281: Designing a Microsoft Windows .NET Directory Services Infrastructure (Beta) (3 DAYS - 24 HOURS)	\$1,058
27-400	1608: Designing Business Solution	\$1,764
27-400	1609: Designing Data Services and Data Models (3 DAYS - 24 HOURS)	\$946
27-400	2727: Developer Skills Builder for Microsoft .NET (5 DAYS - 40 HOURS)	\$3,424
27-400	2379: Developing and Deploying Microsoft BizTalk Server 2000 Solutions	\$1,764
27-400	2535: Developing Board Support Packages for Windows CE.NET (3 DAYS - 24 HOURS)	\$1,058
27-400	2390: Developing Disconnected Database Solution Using Microsoft VS.NET (2 DAYS - 16 HOURS)	\$631
27-400	2540: Developing Embedded Solutions for Microsoft Windows CE.NET (2 DAYS - 16 HOURS)	\$726
27-400	2565: Developing Microsoft .NET Applications for Windows (Visual Basic .NET) (5 DAYS - 40 HOURS)	\$1,764
27-400	2555: Developing Microsoft .NET Applications for Windows (Visual C# .NET) (5 DAYS - 40 HOURS)	\$1,764
27-400	2310: Developing Microsoft ASP .NET Web Applications Using Visual Studio .NET (5 DAYS - 40 HOURS)	\$1,764
27-400	2514: Developing Mobile Web Applications Using the Microsoft Mobile Internet Toolkit (3 DAYS - 24 HOURS)	\$946
27-400	2300: Developing Secure Web Applications (3 DAYS - 24 HOURS)	\$1,058
27-400	2524: Developing XML Web Services Using Microsoft ASP .NET (3 DAYS - 24 HOURS)	\$1,058
27-400	2015: Enabling Business Processes using XML, Smart Documents, and Smart Client Solutions within the Microsoft Office System	\$353
27-400	1913: Exchanging and Transforming Data using XML and XSLT (5 DAYS - 40 HOURS)	\$1,764
27-400	3087: First Look: Microsoft Windows Vista for Developers (1 DAY - 8 HOURS)	\$411
27-400	1585: Gathering and Analyzing Business Requirements (3 DAYS - 24 HOURS)	\$1,058
27-400	2562: Getting Started with Microsoft Visual Studio 2005 for Microsoft Visual Basic 6.0 Developers	\$706
27-400	2609: Introduction to C# Programming with Microsoft .NET (5 DAYS - 40 HOURS)	\$1,764
27-400	2717: Introduction to Microsoft .NET Development (2 DAYS - 16 HOURS)	\$706
27-400	2063: Introduction to Microsoft ASP .NET (3 DAYS - 24 HOURS)	\$946
27-400	2530: Introduction to Microsoft Windows CE .NET (1 DAY - 8 HOURS)	\$332
27-400	2667: Introduction to Programming	\$1,058
27-400	2559: Introduction to Visual basic .NET Programming with Microsoft .NET (5 DAYS - 40 HOURS)	\$1,764

SIN	COURSE/TASK/LABOR HOUR, ETC.	PROPOSED GSA RATE
27-400	1912: Introduction to Web Development Technologies (5 DAYS - 40 HOURS)	\$1,764
27-400	2500: Introduction to XML and the Microsoft .NET Platform (2 DAYS - 16 HOURS)	\$706
27-400	1737: Microsoft Operations Framework Essentials (2 DAYS - 16 HOURS)	\$631
27-400	2124: Programming with C#	\$1,764
27-400	2558: Programming with Managed Extensions for Microsoft Visual C++ .NET	\$1,058
27-400	2389: Programming with ADO .NET (3 DAYS - 24 HOURS)	\$1,058
27-400	2373: Programming with Microsoft Visual Basic .NET (5 DAYS - 40 HOURS)	\$1,764
27-400	2415: Programming with the Microsoft .NET Framework (Microsoft Visual Basic .NET) (5 DAYS - 40 HOURS)	\$1,764
27-400	2349: Programming with the Microsoft .NET Framework (Microsoft Visual C# .NET) (5 DAYS - 40 HOURS)	\$1,764
27-400	2663: Programming with XML in the Microsoft .NET Framework (3 DAYS - 24 HOURS)	\$1,058
27-400	2439: Scripting Using Microsoft Windows Management Instrumentation (2 DAYS - 16 HOURS)	\$706
27-400	2350: Securing and Deploying Microsoft .NET Assemblies (3 DAYS - 24 HOURS)	\$1,058
27-400	1931: Understanding E-Commerce Architecture with Microsoft Technologies(5 DAYS - 40 HOURS)	\$1,764
27-400	2640: Upgrading Web Development Skills from ASP to Microsoft ASP.NET (3 DAYS - 24 HOURS)	\$1,058
27-400	2052: Using Microsoft Visual Studio Tools for the Microsoft Office System (1 DAY - 8 HOURS)	\$353
27-400	2260: Designing E-Business Applications with Microsoft .NET Enterprise Servers (3 DAYS - 24 HOURS)	\$946
27-400	2311: Advanced Web Application Development with VB .NET (3 DAYS - 24 HOURS)	\$1,241
27-400	4994: Introduction to Programming Microsoft .NET Framework Applications with Microsoft Visual Studio 2005 (5 DAYS - 40 HOURS)	\$1,764
27-400	2433: Microsoft Visual Basic Scripting Edition and Microsoft Windows Scripting Host Essentials (3 DAYS - 24 HOURS)	\$1,241
27-400	4995: Programming with the Microsoft .NET Framework using Microsoft Visual Studio 2005 (5 DAYS - 40 HOURS)	\$1,764
27-400	2520: Deploying Microsoft Windows XP (1 DAY - 8 HOURS)	\$353
27-400	2830: Designing Security for Microsoft Networks (3 DAYS - 24 HOURS)	\$1,058
27-400	2282: Designing a Microsoft Windows Server 2003 Active Directory and Network Infrastructure (5 DAYS - 40 HOURS)	\$1,764
27-400	2395: Designing, Deploying, and Managing a Network Solution for the Small and Medium-Sized Business (3 DAYS - 24 HOURS)	\$1,058
27-400	2545: Developing Embedded Solutions for Windows XP Embedded	\$706
27-400	2810: Fundamentals of Network Security	\$1,411
27-400	2272: Implementing and Supporting Microsoft Windows XP Professional (5 DAYS - 40 HOURS)	\$1,764
27-400	2277: Implementing, Managing, and Maintaining a Microsoft Windows Server 2003 Network Infrastructure: Network Services	\$1,764

SIN	COURSE/TASK/LABOR HOUR, ETC.	PROPOSED GSA RATE
27-400	2276: Implementing a Microsoft Windows Server 2003 Network Infrastructure: Network Hosts (2 DAYS - 16 HOURS)	\$706
27-400	2285: Installing, Administering, and Configuring Microsoft Windows XP (3 DAYS - 24 HOURS)	\$1,058
27-400	2274: Managing a Microsoft Windows Server 2003 Environment (5 DAYS - 40 HOURS)	\$1,764
27-400	2275: Maintaining a Microsoft Windows Server 2003 Environment (3 DAYS - 24 HOURS)	\$1,058
27-400	2273: Managing and Maintaining a Microsoft Windows Server 2003 Environment (5 DAYS - 40 HOURS)	\$1,764
27-400	2287: Managing Your Infrastructure Using Microsoft Operations Manager 2005 (3 DAYS - 24 HOURS)	\$1,245
27-400	2278: Planning and Maintaing a Microsoft Windows Server 2003 Network Infrastructure (5 DAYS - 40 HOURS)	\$1,764
27-400	2279: Planning, Implementing, and Maintaining a Microsoft Windows Server 2003 Active Directory Infrastructure (5 DAYS - 40 HOURS)	\$1,764
27-400	2012: Planning, Implementing, and Managing a Microsoft SharePoint Products and Technologies 2003 Infrastructure (5 DAYS - 40 HOURS)	\$1,764
27-400	2290: Pre-Installing Microsoft Windows XP for OEMs (1 DAY - 8 HOURS)	\$353
27-400	2261/2262: Supporting Users & Troubleshooting Combined (3 DAYS - 24 HOURS)	\$1,494
27-400	2262: Supporting Users and Troubleshooting Applications on a Microsoft Windows Desktop Operating System Platform (2 DAYS - 16 HOURS)	\$706
27-400	2261: Supporting Users and Troubleshooting Microsoft Windows Desktop Operating Systems (3 DAYS - 24 HOURS)	\$1,058
27-400	2410: Designing a Change and Configuration Management Infrastructure (2 DAYS - 16 HOURS)	\$631
27-400	2380: Developing Collaborative Solutions Using Microsoft Office XP Developer	\$1,262
27-400	2821: Designing and Managing a Public Key Infrastructure (3 DAYS - 24 HOURS)	\$1,411
27-400	2420: Designing B2B Intergration Solutions (3 DAYS - 24 HOURS)	\$946
27-400	2382: Developing Collaborative Solutions Using Digital Dash boards (3 DAYS - 24 HOURS)	\$946
27-400	3370: First Look - Getting Started with Microsoft Office SharePoint Server 2007 (1 DAY - 8 HOURS)	\$394
27-400	3373: First Look: Getting Started with Windows SharePoint Services 3.0 (1 DAY - 8 HOURS)	\$394
27-400	3369: First Look: Getting Started with Windows SharePoint Services 3.0 (1 DAY - 8 HOURS)	\$394
27-400	2824: Implementing Microsoft Internet Security and Acceleration Server 2004 (5 DAYS - 40 HOURS)	\$1,764
27-400	2596: Managing and Maintaining Systems Management Server 2003 (5 DAYS - 40 HOURS)	\$1,764
27-400	MCT: Microsoft Certified Trainer Class (2 DAYS - 16 HOURS)	\$1,038
27-400	2597: Planning and Deploying Microsoft Systems Management Server 2003 (3 DAYS - 24 HOURS)	\$1,058
27-400	2732: Planning, Deploying, and Managing an Enterprise Project Management Solution (5 DAYS - 40 HOURS)	\$1,764
27-400	2553: Administering SharePoint Portal Server 2003 (3 DAYS - 24 HOURS)	\$1,241
27-400	2552: Designing SharePoint Services Infrastructure (3 DAYS - 24 HOURS)	\$1,241

SIN	COURSE/TASK/LABOR HOUR, ETC.	PROPOSED GSA RATE
27-400	2576: Implementing Internet Information Services 6.0 (3 DAYS - 24 HOURS)	\$1,241
27-400	5061: Implementing Microsoft Office SharePoint Server 2007 (3 DAYS - 24 HOURS)	\$1,241
27-400	5060: Implementing Windows SharePoint Services 3.0 (2 DAYS - 16 HOURS)	\$826
27-400	2554: SharePoint Services and Portal Server 2003 (5 DAYS - 40 HOURS)	\$1,764
27-400	2789: Administering and Automating Microsoft SQL Server 2005 Databases and Servers (1 DAY - 8 HOURS)	\$411
27-400	2934: Deploying and Managing Business Process and Integration Solutions Using Microsoft BizTalk Server 2006 (2 DAYS - 16 HOURS)	\$826
27-400	2796: Designing an Analysis Solution Architecture Using Microsoft SQL Server 2005 Analysis Services (3 DAYS - 24 HOURS)	\$1,058
27-400	2795: Designing an ETL Solution Architecture Using Microsoft SQL Server 2005 Integration Services (2 DAYS - 16 HOURS)	\$726
27-400	2933: Developing Business Process and Integration Solutions Using Microsoft BizTalk Server 2006 (5 DAYS - 40 HOURS)	\$1,764
27-400	2779: Implementing a Microsoft SQL Server 2005 Database (3 DAYS - 24 HOURS)	\$1,058
27-400	2792: Implementing and Maintaining Microsoft SQL Server 2005 Integration Services (3 DAYS - 24 HOURS)	\$1,241
27-400	2780: Maintaining a Microsoft SQL Server 2005 Database (3 DAYS - 24 HOURS)	\$1,162
	6418: Deploying Windows Server 2008 (Beta 3) (3 DAYS - 24 HOURS)	\$1,162
27-400	6416: Updating your Active Directory Technology Skills to Windows Server 2008 (Beta 3) (2 DAYS - 16 HOURS)	\$789
27-400	6417: Updating your Application Platform Technology Skills to Windows Server 2008 (Beta 3) (2 DAYS - 16 HOURS)	\$789
27-400	6415: Updating your Network Infrastructure Technology Skills to Windows Server 2008 (Beta 3) (2 DAYS - 16 HOURS)	\$747



# THE ACADEMY

TEACHING COMPANIES AND INDIVIDUALS HOW TO MANAGE TODAY'S NETWORKS

## GSA Solicitation Document 2FYA-AR-060001-B - SCHEDULE 69 PRICING PROPOSAL

SIN	COURSE/TASK/LABOR HOUR, ETC.	PROPOSED GSA RATE
27-400	Tactical Perimeter Defense : SCNS (5 DAYS - 40 HOURS)	\$1,992
27-400	Tactical Perimeter Defense : SCNP (5 DAYS - 40 HOURS)	\$1,992
27-400	Strategic Infrastructure Security: SCNP (5 DAYS - 40 HOURS)	\$1,992
27-400	Advanced Security Implementations: SCNA (5 DAYS - 40 HOURS)	\$1,992
27-400	Enterprise Security Solutions: SCNA (5 DAYS - 40 HOURS)	\$1,992