

**Authorized Federal Supply Service Schedule  
Price List  
(Worldwide Federal Supply Schedule 69)**

**COURSE DEVELOPMENT AND TEST ADMINISTRATION  
FSC GROUP 69  
CLASS 6930**

**Contract No: GS -02F-0172S**

**SPECIAL ITEM NO 27-500 COURSE DEVELOPMENT; TEST ADMINISTRATION  
Contract Period: June 15, 2006 through June 14, 2011**



**U.S. General Services Administration  
Federal Supply Service**



**Applied Quality Communications, Inc.  
6009 Oxon Hill Road, Suite 212  
Oxon Hill, MD 20745**

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!<sup>TM</sup> is: <http://www/GSAAAdvantage.gov>.



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## FSC Group 69

### Class 6930

**COMMODITY: Course Development, Test Administration**

**NAICS CODE: 611710, Size Standard: \$6.0 Mil**

### Customer Information

**1a. Awarded Special Item Numbers (SINs):**

SIN 27-500	Course Development; Test Administration
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**1b. Pricing:**

Labor Category rates proposed in support of SIN 270599 are valid for all sites.

See attached Price List

**1c. Hourly Rates:** See attached Price List for Labor Category Descriptions and Hourly Prices.

**2. Maximum Order:** \$1,000,000.00

**3. Minimum Order:** \$100.00

**4. Geographic Scope of Contract:** All points within and outside of the 48 contiguous states, Washington, DC, Alaska, Hawaii, Puerto Rico and the U.S. Territories.

**5. Points of Production:** N/A

**6. Basic Discount:** 0% - Prices shown are Net Prices. Rates have already been discounted.



7. **Quantity Discount:** None
8. **Prompt Payment Terms:** Payment terms are Net 30 calendar days.
9. **Government Purchase Cards Below the Micro-Purchase Threshold:** AQC will accept Government Purchase Cards for task orders placed that are below the micro-purchase threshold of \$100,000 as stated in 552.232-77 for both oral and written orders under this contract.
10. **Foreign Items:** N/A
- 11 a. **TIME OF DELIVERY:** 10 working days  
b. **EXPEDITED DELIVERY:** 10 working days  
c. **OVERNIGHT AND 2-DAY DELIVERY:** Customer may call for availability and rates for overnight and 2-day delivery.  
d. **URGENT REQUIREMENTS:** Customers are encouraged to contact the contractor for the purpose of requesting accelerated delivery.
12. **F.O.B. POINT(S):** N/A (FAR authorized applicable JTR Travel and Per Diem, including G&A at the current prevailing rate (%) will be charged)
- 13.
- 13a. **ORDERING ADDRESS:**

For mailing orders, the postal mailing address where paper orders should be mailed is as follows:

Applied Quality Communications, Inc.  
One Constellation Centre  
6009 Oxon Hill Rd, Suite 212  
Oxon Hill, MD 20745  
Attn: Contracts

Contact for Technical Ordering Assistance or for placing orders via facsimile or e-mail:

Attn: Contracts  
Voice: (301) 749-7270, ext. 224  
Fax: (301) 749-7083  
E-mail: [contracts@aqci.com](mailto:contracts@aqci.com)



**13b. Ordering Procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) and a sample BPA please see GSA/FSS Schedule homepage ([fss:gsa.gov/schedules](http://fss:gsa.gov/schedules)).

**14. Payment Address:**

**Payment via Check/U.S. Mail:**

Applied Quality Communications, Inc.  
One Constellation Centre  
6009 Oxon Hill Rd, Suite 212  
Oxon Hill, MD 20745

Contractors are required to accept the Government purchase card for payments equal to or less than the micro-purchase threshold for oral or written delivery orders. Government purchase cards will be accepted for payment above the micro-purchase threshold. In addition, bank account information for wire transfer payments will be shown on the invoice.

The following telephone number can be used by ordering agencies to obtain technical and/or ordering assistance:

(301) 749-7270, ext 224 or ext 241

**15. Warranty Provision:**

- a. Unless specified otherwise in this contract, the Contractor's standard commercial warranty, as stated in the contract's commercial price list, will apply to this contract.
- b. The Contractor warrants and implies that the items delivery hereunder are merchantable and fit for use for the particular purpose described in this contract.
- c. **Limitation of Liability.** Except as otherwise provide by an express or implied Warranty, the Contractor will not be liable to the Government for consequential damages resulting from any defect or deficiencies in accepted terms.



**16. Statement Concerning Availability of Export Packing:**

Applicable vendors will provide.

**17. Terms and Conditions of Government Purchase Card Acceptance:**

None

**18. Terms and Conditions of Rental, Maintenance and Repair:**

N/A

**19. Terms and Conditions of Installation:**

N/A

**20. Terms and Conditions of Repair Parts:**

N/A

**20a. Terms and Conditions for Any Other Services:**

1. *Overtime*: Should overtime be required and authorized, AQC will invoice the Government at one and one-half times the contract labor rate for non-exempt employees.
2. *OCONUS Efforts*: AQC rates are for CONUS efforts only. For OCONUS efforts AQC's rates will be increased to include U.S. Department of State required differentials. Other related international expenses required to support employees outside of the Continental United States will also be included. OCONUS efforts will be negotiated with ordering activities on an individual task order basis.
3. *Travel and Other Directs Costs (ODCs)*: Travel and ODCs, including subcontractor and vendor costs, will be proposed as appropriate in task order proposals. In pricing a task order, G&A will be included on any travel or ODCs, including subcontractor and vendor costs, as appropriate.
4. *Delivery Orders with option years*. Task orders with option years may be against this GSA Schedule.

**21. Service and Distribution Points:** N/A

**22. List of Participating Dealers:** N/A



- 23. **Preventative Maintenance:** N/A
- 24. **a. Environmental Attributes:** N/A
- 24. **b. Section 508 Compliance:** If applicable, Section 508 compliance information on the supplies and services in this contract are available in the EIT standard and can be found at: [www.Section508.gov](http://www.Section508.gov)
- 25. **Data Universal Number System (DUNS) Number:** 60-802-5359
- 26. **Central Contractor Registration (CCR) Database:**  
Applied Quality Communications, Inc is registered with the Central Contractor Registration (CCR Database).

### **INFORMATION FOR ORDERING OFFICES**

- 1. Type of Contractor – Large Business under NAICS Code 611710 under this NAICS Code.
- 2. Contractor’s Taxpayer Identification Number (TIN): 54-1533086
- 3. Cage Code: 0KSH3
- 4. DUNS Number: 60-802-5359

#### **5. Inspection/Acceptance**

The Contractor shall only tender acceptance those items that conform to the requirements of this contract. The Government reserves the right to inspect or test any supplies or services that have been tendered for acceptance. The Government may require repair or replacement of nonconforming supplies or re-performance of nonconforming services at no increase in contract price. The Government must exercise its post-acceptance rights (1) within a reasonable time after the defect was discovered or should have been discovered; and (2) before any substantial change occurs in the condition of the item, unless the change is due to the defect in the item.

#### **6. Limitation of Liability**

Except as otherwise provided by an express or implied warranty, the Contractor will not be liable to the Government for consequential damages resulting from any defect or deficiencies in accepted items.

#### **7. Special Provisions for Task Orders**



Agencies may incorporate provisions in their task orders that are essential to their requirements (e.g. security clearances, hazardous substances, special handling, key personnel, etc.). These provisions, when required, will be included in individual task orders. Any cost necessary for the contractor to comply with the provision(s) will be included in the task order proposal, unless otherwise prohibited by law.

## 8. Security Requirements

In the event security requirements are necessary, the ordering activities may incorporate, in their delivery orders, a security clause in accordance with current laws, regulations and individual agency policy; however, the burden of administering the security requirements shall be with the ordering agency.

## 9. 8.404 Using Schedules

### (a) *General.*

- (1) Parts 13 and 19 do not apply to order placed against Federal Supply Schedules, except for the provision at 13.303-2 (c) (3). Orders placed against a Multiple Award Schedule (MAS), using the procedures in this subpart, are considered to be issued using full and open competition (see 6.102(d)(3)).
  - (i) Ordering offices need not seek further competition synopses the requirement, make a separate determination of fair and reasonable pricing, or consider small business programs.
  - (ii) GSA has already determined the prices of items under schedule contracts to be fair and reasonable. By placing an order against a schedule using the procedures in this section, the ordering office has concluded that the order represents the best value and results in the lowest overall cost alternative (considering price, special features, administrative costs, etc.) to meet the Government's needs.
- (2) Orders placed under a Federal Supply Schedule contract are not exempt from the development of acquisition plans (see Subpart 7.1), and an information technology acquisition strategy (See Part 39)

### (b) *Ordering procedures for optional use schedules.*

- (1) Orders at or below the micro-purchase threshold. Place orders at or below the micro-purchase threshold with any Federal Supply Schedule contractor.



- (2) Orders exceeding the micro-purchase threshold but not exceeding the maximum order threshold. Place orders with the schedule contractor that can provide the supply or service that presents the best value. Before placing an order, consider reasonably available information about the supply or service offered under MAS contracts by using the GSA Advantage!™ on-line shopping service, or by reviewing the catalogs or pricelists of at least three schedule contractors (see 8.404(b) (6)). Select the delivery and other options available under the schedule that meet the agency's needs. When selecting the supply or service representing the best value, the ordering office may consider –
- (i) Special features of the supply or service require for effective program performance;
  - (ii) Trade-in considerations;
  - (iii) Probably life of the item selected as compared with that of a comparable item;
  - (iv) Warranty considerations;
  - (v) Maintenance availability;
  - (vi) Past performance; and
  - (vii) Environmental and energy efficiency considerations.
- (3) Orders exceeding the maximum order threshold. Each schedule contract has an established maximum order threshold. This threshold represents the point where it is advantageous for the ordering office to seek a price reduction. In addition to following the procedures in paragraph (b) (2) of this section and before placing an order that exceeds the maximum order threshold—
- (i) Review additional schedule contractor's catalogs or pricelist or use the GSA Advantage!™ on-line shopping service.
  - (ii) Based upon the initial evaluation, generally seek price reductions from the schedule contractor(s) appearing to provide the best value (considering price and other factors); and
  - (iii) After seeking price reductions, place the order with the schedule contractor that provides the best value and results in the lowest overall cost alternative (see 8404(a)). If further priced reductions are not offered, an order may still be placed, if the ordering office determines that it is appropriate.



- (4) Blanket purchase agreements (BPAs). Agencies may establish BPAs (see 13.303-2© (3)) when following the ordering procedures in this subpart. All schedule contracts may use BPAs recurring requirements. BPAs should address ordering frequency, invoicing, discounts and delivery locations and times.
  
- (5) Price reductions. In addition to the circumstances in paragraph (b) (3) of this section, there may be other reasons to request a price reduction. For example, seek a price reduction when the supply or service is available elsewhere at a lower price or when establishing a BPA to fill recurring requirements. The potential volume of orders under these BPAs, regardless of the size of the individual order, offers the opportunity to secure greater discounts. Schedule contractors are not required to pass on to all schedule users a price reduction extended only to an individual agency for specific order.
  
- (6) Small business. When conducting evaluations and before placing an order, consider including, if available, one or more small, women-owned small, and/or small disadvantaged business schedule contractor(s). Orders placed against the schedules may be credited toward ordering agency's small business goals. For orders exceeding the micro-purchase threshold, ordering offices should give preference to the items of small business concerns when two or more items at the same delivered price will satisfy the requirement.
  
- (7) Documentation. Orders should be documented, at a minimum, by identifying the contractor the item was purchased from, the item purchased, and the amount paid. If an agency requirement in excess of the micro-purchase threshold is defined so as to require a particular brand name, product, or a feature of a product precluding consideration of a product manufactured by another company, the ordering office shall include an explanation in the file as to why the particular brand name, product, or feature is essential to satisfy the agency's needs.



## 10. Purchase of Open Market Items

NOTE: Open Market Items are also known as incidental items, non-contract items, non-Schedule items, and items not on a Federal Supply Schedule contract.

For administrative convenience, an ordering office contracting officer may add items not on the Federal Supply Multiple Award Schedule (MAS) – referred to as open market items – to a Federal Supply Schedule blanket purchase agreement (BPA) or an individual task or delivery order, **only if-**

- (a) All applicable acquisition regulations pertaining to the purchase of the items not on the Federal Supply Schedule have been followed (e.g., publicizing (Part 5), competition requirements (Part 6), acquisition of commercial items (Part 12), contracting methods (Parts 13, 14 and 15), and small business programs (Part 19));
- (b) The ordering office contracting officer has determined the price for the items not on the Federal Supply Schedule is fair and reasonable;
- (c) The items are clearly labeled on the order as items not on the Federal Supply Schedule; and
- (d) All clauses applicable to items not on the Federal Supply Schedule are included in the order.

## 11. GSA Advantage!™

GSA Advantage!™ is an on-line, interactive electronic information and ordering system that provides on-line access to vendors' schedule prices with ordering information. GSA Advantage!™ will allow the user to perform various searches across all contracts including but not limited to:

- (a) Manufacturer;
- (b) Manufacturer's Part Number; and
- (c) Product categories.

Agencies can browse GSA Advantage!™ by accessing the Internet World Wide Web utilizing a browser (ex. Netscape). The Internet address is <http://www.gsaadvantage.gov/>.



## **BLANKET PURCHASE AGREEMENTS (BPAs)**

Federal Acquisition Regulation (FAR) 13.201(a) defines Blanket Purchase Agreement (BPAs) as "...a simplified method of filing anticipated repetitive needs for supplies or services by establishing 'charge accounts' with qualified sources of supply." The use of Blanket Purchase Agreements under the Federal Supply Schedule Program is authorized in accordance with FAR 13.303-2(c) (3), which reads, in part as follows:

"BPAs may be established with Federal Supply Schedule Contractors, if not inconsistent with the terms of the applicable schedule contract."

Federal Supply Schedule contracts contain BPA provisions to enable schedule users to maximize their administrative and purchasing savings. This feature permits schedule users to set up "accounts" with Schedule Contractors to fill recurring requirements. These accounts establish a period for the BPA and generally address issues such as the frequency of ordering and invoicing, authorized callers, discounts, delivery locations and times. Agencies may qualify for the best quantity/volume discounts of business that may be generated through such an agreement, regardless of the size of the individual orders. In addition, agencies may be able to secure a discount higher than that available in the contract based on the aggregate volume of business possible under a BPA. Finally, Contractors may be open to a progressive type of discounting where the discount would increase once the sales accumulated under the BPA reach certain prescribed levels. Use of a BPA may be particularly useful with the new Maximum Order feature. See the Suggested Format, contained in this Schedule Price List, for customers to consider when using this purchasing tool.

## **CONTRACTOR TEAMING ARRANGEMENTS**

Contractors participating in contractor team arrangements must abide by all terms and conditions of their respective contracts. This includes compliance with Clauses 552.238-74, Contractor's Reports of Sales and 552.238-76, Industrial Funding Fee, i.e., each contractor (team member) must report sales and remit the IFF for all labor services provided under its individual contract.



## **LABOR CATEGORY DESCRIPTIONS**

### **Applied Quality Communications, Inc.**

#### **SIN 27-500**

#### **1. Project Manager**

- Utilizes specialized experience in project development, planning, analysis, design, proof of concept and implementation from inception to deployment
- Demonstrates ability to provide guidance and direction in all tasks related to project management of training services
- Capable of managing multiple tasks and working independently
  
- Prefer Advanced Degree and at least (10) years of experience in which (7) years must be specialized or, a BA/BS Degree and at least (12) years of experience in which at least (10) years must be specialized

#### **2. Educational Measurement Specialist**

- Utilizes extensive experience to design and craft problem solving scenarios and other applications using accepted assessment types such as multiple choice and matching formats, as well as interactive interpretive and situational exercises that realistically assess more complex analysis and application skills
  
- Prefer BA/BS Degree in related field and at least (8) years of experience in the design, development and validation of criterion referenced, personnel ability assessments, such as classroom and other educational tests

#### **3. Senior Media Specialist**

- Develops various types of media to support training program curriculum, including graphics, slides, film, video, digital audio, animation and still images
- Provides on-site support for setting up and running audio and video teleconferences
  
- Prefer Advanced Degree in related field with at least (5) years related experience, or, BA/BS Degree with (7) years related experience

#### **4. Advanced Media Specialist**

- Develops various types of media to support training program curriculum, including graphics, slides, film, video, digital, audio, animation and still images



- Provides on-site support for setting up and running audio and video teleconferences
- Prefer BA/BS Degree with at least (3) years related experience or, AA/AS Degree with at least (5) years related experience

#### **5. Media Specialist**

- Develops various types of media to support training program curriculum, including graphics, slides, film, video, digital, audio, animation and still images
- Provides on-site support for setting up and running audio and video teleconferences
- Prefer AA/AS Degree with at least (7) years experience in related field

#### **6. Senior Instructional Designer**

- Conducts analyses of job tasks, course design requirements, test development, criterion-referenced materials and instructional materials to determine instructional strategies and develop training curriculum and associated products in multiple formats that follow sound ISD methodology
- Assembles course materials into their final format; may use CBT authored systems
- Develops tests, storyboards, authored files and other courseware components
- Prefer Advanced Degree in related field and at least (7) years of related experience or, BA/BS Degree in related field and at least (10) years related experience

#### **7. Instructional Designer**

- Conducts analyses of job tasks, course design requirements, test development, criterion-referenced materials and instructional materials to develop training curriculum and associated products in multiple formats
- Assembles course materials into their final format; may use CBT authored systems
- Prefer BA/BS Degree and at least (5) years of direct multimedia experience

#### **8. Senior Instructor**

- Prepares comprehensive lesson plans and provides technical training/instruction on subject matter



- Utilizes various methods of lecture, demonstration and hands-on training along with audiovisual aids and other materials to supplement training presentations
- Prefer Advanced Degree in related field and at least (5) years experience in teaching, developing or reviewing course materials, training aids and/or manuals for vocational programs

#### **9. Advanced Instructor**

- Prepares detailed lesson plans and provides technical training/instruction on subject matter
- Utilizes various methods of lecture, demonstration and hands-on training along with audiovisual aids and other materials to supplement training presentations
- Prefer BA/BS Degree in related field and at least (5) years experience in teaching, developing or reviewing course materials, training aids and/or manuals for vocational programs or, AA/AS Degree and (8) years of experience

#### **10. Instructor**

- Prepares detailed lesson plans and provides technical training/instruction on subject matter
- Utilizes various methods of lecture, demonstration and hands-on training along with audiovisual aids and other materials to supplement training presentations
- Prefer AA/AS Degree in related field and at least (7) years experience in teaching, developing or reviewing course materials, training aids and/or manuals for vocational programs

#### **11. Operations Research Analyst**

- Conducts analytical studies using mathematical, statistical and other scientific methods for the design, development and adaptation of education training programs
- Prefer BA/BS Degree in related field and at least (8) years of experience in training systems, force design or educational programs management

#### **12. Training Specialist**

- Designs and conducts training programs
- Prepares course curriculum and assessment tools
- Monitors and reports on training program effectiveness and individual progress
- Possesses specialized experience in subject matter areas and training methods/delivery



- Prefer BA/BS Degree in related field and at least (5) years experience in field

### **13. Technical Writer/Editor**

- Produces a variety of high quality technical training documents
- Writes training manuals, instruction manuals, pamphlets, brochures, articles, procedural guides, technical specifications and other documents
- Edits technical documents for proper format and grammar
  
- Prefer BA/BS Degree in related field and at least (5) years writing experience or, AA/AS Degree in related field and at least (8) years of general writing and editing experience

### **14. Senior Subject Matter Expert**

- Provides considerable subject matter expertise and extensive background information in field
- Conducts formal and informal classroom training, instruction and/or facilitation of subject matter
- Develops course curriculum and knowledge assessment tools for subject matter
  
- Prefer Advanced Degree in related field and at least (12) years of experience in field

### **15. Advanced Subject Matter Expert**

- Provides subject matter expertise and extensive background information in field
- Conducts formal and informal classroom training, instruction and/or facilitation of subject matter
- Develops course curriculum and knowledge assessment tools for subject matter
  
- Prefer Advanced Degree in related field and at least (10) years of experience in field

### **16. Subject Matter Expert**

- Provides subject matter expertise and extensive background information in field
- Conducts formal and informal classroom training, instruction and/or facilitation of subject matter
- Develops course curriculum and knowledge assessment tools for subject matter
  
- Prefer Advanced Degree in related field and at least (7) years experience in field



### 17. Quality Assurance Specialist

- Utilizes in-depth knowledge of training products and services and associated quality standards to ensure quality of products and/or services provided
- Inspects, tests, evaluates, analyzes and/or measures training deliverables to ensure highest quality
- Prefer BA/BS Degree in related field and at least (7) years of direct quality assurance experience in the training field



**APPLIED QUALITY COMMUNICATIONS, INC.  
LABOR CATEGORY PRICELIST**

<b>Labor Categories (Base Period - Yr One)</b>	<b>Hourly Rate - Cust Site</b>	<b>Hourly Rate - AQC Site</b>
<b>Project Manager</b>	\$126.47	\$138.78
<b>Education Measurement Specialist</b>	\$75.77	\$83.14
<b>Senior Media Specialist</b>	\$80.35	\$88.17
<b>Advanced Media Specialist</b>	\$64.69	\$70.99
<b>Media Specialist</b>	\$55.44	\$60.84
<b>Senior Instructional Designer</b>	\$88.04	\$96.81
<b>Instructional Designer</b>	\$69.23	\$75.97
<b>Senior Instructor</b>	\$75.22	\$82.54
<b>Advanced Instructor</b>	\$70.94	\$77.85
<b>Instructor</b>	\$63.25	\$69.41
<b>Operations Research Analyst</b>	\$76.54	\$83.99
<b>Training Specialist</b>	\$65.81	\$72.23
<b>Technical Writer/Editor</b>	\$65.81	\$72.23
<b>Senior Subject Matter Expert</b>	\$197.90	\$217.16
<b>Advanced Subject Matter Expert</b>	\$149.58	\$164.14
<b>Subject Matter Expert</b>	\$123.08	\$135.07
<b>Quality Assurance Specialist</b>	\$72.66	\$79.73



<b>Labor Categories (Base Period - Yr Two)</b>	<b>Hourly Rate - Cust Site</b>	<b>Hourly Rate - AQC Site</b>
<b>Project Manager</b>	\$130.34	\$143.02
<b>Education Measurement Specialist</b>	\$78.08	\$85.67
<b>Senior Media Specialist</b>	\$82.79	\$90.85
<b>Advanced Media Specialist</b>	\$66.65	\$73.14
<b>Media Specialist</b>	\$57.14	\$62.69
<b>Senior Instructional Designer</b>	\$90.72	\$99.56
<b>Instructional Designer</b>	\$71.35	\$78.30
<b>Senior Instructor</b>	\$77.51	\$85.06
<b>Advanced Instructor</b>	\$73.12	\$80.23
<b>Instructor</b>	\$65.19	\$71.53
<b>Operations Research Analyst</b>	\$78.88	\$86.55
<b>Training Specialist</b>	\$67.82	\$74.42
<b>Technical Writer/Editor</b>	\$67.82	\$74.42
<b>Senior Subject Matter Expert</b>	\$203.93	\$223.78
<b>Advanced Subject Matter Expert</b>	\$154.15	\$169.15
<b>Subject Matter Expert</b>	\$126.85	\$139.19
<b>Quality Assurance Specialist</b>	\$74.88	\$82.16



<b>Labor Categories (Base Period - Yr Three)</b>	<b>Hourly Rate - Cust Site</b>	<b>Hourly Rate - AQC Site</b>
<b>Project Manager</b>	\$134.32	\$147.39
<b>Education Measurement Specialist</b>	\$80.45	\$88.28
<b>Senior Media Specialist</b>	\$85.32	\$93.63
<b>Advanced Media Specialist</b>	\$68.69	\$75.38
<b>Media Specialist</b>	\$58.88	\$64.60
<b>Senior Instructional Designer</b>	\$93.49	\$102.60
<b>Instructional Designer</b>	\$73.52	\$80.68
<b>Senior Instructor</b>	\$79.87	\$87.64
<b>Advanced Instructor</b>	\$75.34	\$82.67
<b>Instructor</b>	\$67.17	\$73.71
<b>Operations Research Analyst</b>	\$81.29	\$89.20
<b>Training Specialist</b>	\$69.89	\$76.68
<b>Technical Writer/Editor</b>	\$69.89	\$76.68
<b>Senior Subject Matter Expert</b>	\$210.15	\$230.61
<b>Advanced Subject Matter Expert</b>	\$158.85	\$174.31
<b>Subject Matter Expert</b>	\$130.71	\$143.43
<b>Quality Assurance Specialist</b>	\$77.71	\$84.68



<b>Labor Categories (Base Period - Yr Four)</b>	<b>Hourly Rate - Cust Site</b>	<b>Hourly Rate - AQC Site</b>
<b>Project Manager</b>	\$138.42	\$151.90
<b>Education Measurement Specialist</b>	\$82.91	\$90.99
<b>Senior Media Specialist</b>	\$87.92	\$96.48
<b>Advanced Media Specialist</b>	\$70.79	\$77.68
<b>Media Specialist</b>	\$60.67	\$66.57
<b>Senior Instructional Designer</b>	\$96.35	\$105.73
<b>Instructional Designer</b>	\$75.77	\$83.14
<b>Senior Instructor</b>	\$82.30	\$90.30
<b>Advanced Instructor</b>	\$77.63	\$85.19
<b>Instructor</b>	\$69.22	\$75.95
<b>Operations Research Analyst</b>	\$83.76	\$91.92
<b>Training Specialist</b>	\$72.02	\$79.03
<b>Technical Writer/Editor</b>	\$72.02	\$79.03
<b>Senior Subject Matter Expert</b>	\$216.56	\$237.65
<b>Advanced Subject Matter Expert</b>	\$163.68	\$179.62
<b>Subject Matter Expert</b>	\$134.70	\$147.80
<b>Quality Assurance Specialist</b>	\$79.53	\$87.27



<b>Labor Categories (Base Period - Yr Five)</b>	<b>Hourly Rate - Cust Site</b>	<b>Hourly Rate - AQC Site</b>
<b>Project Manager</b>	\$142.64	\$156.53
<b>Education Measurement Specialist</b>	\$85.44	\$93.76
<b>Senior Media Specialist</b>	\$90.61	\$99.42
<b>Advanced Media Specialist</b>	\$72.95	\$80.05
<b>Media Specialist</b>	\$62.52	\$68.60
<b>Senior Instructional Designer</b>	\$99.28	\$108.96
<b>Instructional Designer</b>	\$78.08	\$85.67
<b>Senior Instructor</b>	\$84.81	\$93.06
<b>Advanced Instructor</b>	\$80.01	\$87.79
<b>Instructor</b>	\$71.32	\$78.26
<b>Operations Research Analyst</b>	\$86.32	\$94.71
<b>Training Specialist</b>	\$74.21	\$81.43
<b>Technical Writer/Editor</b>	\$74.21	\$81.43
<b>Senior Subject Matter Expert</b>	\$223.16	\$244.88
<b>Advanced Subject Matter Expert</b>	\$168.68	\$185.09
<b>Subject Matter Expert</b>	\$138.79	\$152.30
<b>Quality Assurance Specialist</b>	\$81.96	\$89.93