



Business Management Research Associates, Inc.
3949 Pender Drive, Suite 300
Fairfax, Virginia 22030-6088
(703) 691-0868
(703) 692-2731 (FAX)

7/14/08
APPROVED

GSA Schedules e-Library
GSA Federal Supply Service

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

[Download PDF version](#)

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 <http://www.gsaadvantage.gov/>.

FSS 69 TRAINING AIDS & DEVICES; INSTRUCTOR-LED TRAINING; COURSE DEVELOPMENT; TEST ADMINISTRATION

Federal Supply Group 69

Federal Supply Classes: 6910 & 6930

Contract #: GS-02F-0185N

For more information on ordering from Federal Supply Schedules click on the GSA Schedules link at <http://www.gsa.gov/>.

Contract Period: August 21, 2008 through August 19, 2013

Price List Effective: August 21, 2008

Contractor:

Business Management Research Associates, Inc,
3949 Pender Drive Suite 300
Fairfax, Virginia 22030-6088
(703) 691-0868
(703) 691-2731 (FAX)

BMRA is a Small, Veteran-owned business

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CUSTOMER INFORMATION

1. BMRA's quality education programs can be ordered through GSA FSS Contract under Schedule 69 consisting of three SINS:

[SIN 27 400](#): Our quality education programs are available world-wide on your location or in our facilities. See page 3 for details. The included tables show awarded SIN and prices for each course. BMRA will teach these courses in our facilities or at government facilities.

1. [SIN 27-400](#): Courses delivered on BMRA premises or on-line

2. [SIN 27-400](#): Courses delivered on government premises

[SIN 27 500](#): Our course development services will meet or exceed your requirements. See page 9 for details. The included table shows the awarded SIN and the prices for each Labor Category.

[SIN 27 600](#): Core Contracting Courses Our quality education programs are available world-wide on your location or in our facilities. See page 3 for details. The included tables show awarded SIN and prices for each course. BMRA will teach these courses in our facilities or at government facilities.

1. [SIN 27-600](#): Courses delivered on BMRA premises or on-line

2. [SIN 27-600](#): Courses delivered on government premises

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

3. Minimum Order: \$100.00

4. Geographic Coverage (Delivery Area): USA

5. Points of Production: USA

6. Discounts from list prices: See following tables.

7. Additional Discounts: BMRA offers the following (in addition to the GSA discounts shown in the prices lists):

Volume discounts (taught @ Government facilities):

Purchase Orders between \$100,000 and \$250,000: an additional 2.5% discount

Purchase Orders between \$250,001 and \$450,000: an additional 3.0% discount

Purchase Orders between \$450,001 and \$700,000: an additional 3.5% discount

Purchase Orders between \$700,000 and up: an additional 4% discount

Volume discounts (taught @ BMRA facilities):

Purchase Orders between \$100,000 and \$250,000: an additional 2.75% discount

Purchase Orders between \$250,001 and \$450,000: an additional 3.25% discount

Purchase Orders between \$450,001 and \$700,000: an additional 3.75% discount

Purchase Orders between \$700,000 and up: an additional 4.25% discount

Agency Multiple Purchases in one year:

Agency purchase of multiple courses within the same year (Taught at any facility):

Agency Purchase Quantity between 6 and 10 courses: an additional 2% discount

Agency Purchase Quantity between 11 and 15 courses: an additional 3% discount

Agency Purchase Quantity between 16 and 20 courses: an additional 4% discount

Agency Purchase Quantity between 20 and 25 courses: an additional 5% discount

8. Prompt Payment Discount: None

9a. Business Management Research Associates, Inc. will accept the Government Commercial Purchase Card for transactions below the micropurchase threshold.

9b. Business Management Research Associates, Inc. will accept the Government Commercial Purchase Card for transactions above the micropurchase threshold.

10. Foreign Items: N/A

11a. Time of Delivery. 30 days

11b. Expedited Delivery: N/A

11c. Overnight and 2-day delivery. N/A

11d. Urgent Requirements: N/A.

12. F.O.B. Point: Destination (Prices exclude reimbursable expenses for instructor travel, including per diem.)

13. Ordering Address: Same as company address

14. Payment Address: Same as company address

15. Warranty Provisions: N/A

16. Export Packing Charges: N/A

17. Terms and conditions of Government purchase card acceptance: N/A

18. Terms and conditions of rental and maintenance: N/A

- 19. Terms and conditions of installation: 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
- 21. List of service and distribution points (if applicable): N/A
- 22. List of Participating dealers (if applicable): N/A
- 23. Preventive maintenance: N/A
- 24. Year 2000 (Y2K) compliant: Yes
- 25. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: N/A
- 26. DUNS number: 07-781-7385
- 27. Notification regarding registration in Central Contractor Registration (CCR) database: Yes
- 28. Notification regarding registration in the Online Representations and Certifications Application (ORCA) database: Yes

Business Management Research Associates, Inc.
 GSA Schedule 69 (GS-02F-0185N)
 SIN 27-400 and 27-600
 Price List – August 21, 2008

GSA Price List for Courses Held at BMRA Facilities (6.50% discount)
Courses Taught at BMRA Facilities (GSA Price includes the 6.50% Discount)

Offering	No. of Days	Minimum # of Students	Cost per Student	Minimum Total Cost	Maximum # of Students	Maximum Total Cost	SIN
Procurement Curriculum							
Basics of Contracting (Legacy Courses) (formerly CON 101 Equivalent)							
Acquisition Planning I	10	15	\$1,304	\$19,552.88	30	\$39,105.77	27-400
Contract Formation I	5	15	\$748	\$11,220.77	30	\$22,441.54	27-400
Contract Administration I	5	15	\$748	\$11,220.77	30	\$22,441.54	27-400
Principles of Contract Pricing (Legacy Courses) (formerly CON 104 Equivalent)							
Price Analysis	5	15	\$748	\$11,220.77	30	\$22,441.54	27-400
Cost Analysis (CON 104)	5	15	\$748	\$11,220.77	30	\$22,441.54	27-400
Federal Contract Negotiation Techniques	5	15	\$748	\$11,220.77	30	\$22,441.54	27-400
Intermediate Contracting (Legacy Courses) (formerly CON 202 Equivalent)							
Acquisition Planning II	5	15	\$748	\$11,220.77	30	\$22,441.54	27-400
Contract Formation II	5	15	\$748	\$11,220.77	30	\$22,441.54	27-400
Contract Administration II	5	15	\$748	\$11,220.77	30	\$22,441.54	27-400
Intermediate Contracting Pricing (CON 204)	10	15	\$1,304	\$19,552.88	30	\$39,105.77	27-400
Elective Contracting Courses							
Government Contract Law (CON 210)	5	15	\$748	\$11,220.77	30	\$22,441.54	27-400
Sealed Bidding	5	15	\$748	\$11,220.77	30	\$22,441.54	27-400
Contracting for Architect & Engineering Services	5	15	\$748	\$11,220.77	30	\$22,441.54	27-400
Construction Contracting (CON 244)	5	15	\$748	\$11,220.77	30	\$22,441.54	27-400
Contracting for Information Technology	5	15	\$748	\$11,220.77	30	\$22,441.54	27-400
Basic Simplified Acquisition	5	15	\$748	\$11,220.77	30	\$22,441.54	27-400
Advanced Simplified Acquisition	5	15	\$748	\$11,220.77	30	\$22,441.54	27-400
Advanced Contract Law	5	15	\$748	\$11,220.77	30	\$22,441.54	27-400
Emerging Acquisition Processes							
Task Order Contracting	2	15	\$415	\$6,227.31	30	\$12,454.62	27-400

Courses Taught at BMRA Facilities (GSA Price includes the 6.50% Discount)

Offering	No. of Days	Minimum # of Students	Cost per Student	Minimum Total Cost	Maximum # of Students	Maximum Total Cost	SIN
Awarding Contracts for Commercial Items	3	15	\$525	\$7,882.12	30	\$15,764.24	27-400
Administering Contracts for Commercial Items	3	15	\$525	\$7,882.12	30	\$15,764.24	27-400
Performance-Based Service Contracting	5	15	\$748	\$11,220.77	30	\$22,441.54	27-400
Performance-Based Service Contracting Online	66	15	\$748	\$11,220.00	30	\$22,440.00	27-400
MANAGEMENT CURRICULUM							
Contracting for Acquisition Managers							
Contracting Officer Representatives	5	15	\$748	\$11,220.77	30	\$22,441.54	27-400
The Federal Acquisition System	2	15	\$415	\$6,227.31	30	\$12,454.62	27-400
Contracting for Research & Development	5	15	\$748	\$11,220.77	30	\$22,441.54	27-400
Executive Seminar in Acquisition	3	15	\$525	\$7,882.12	30	\$15,764.24	27-400
Grants and Cooperative Agreements							
Introduction to Grants & Cooperative Agreements	3	15	\$525	\$7,882.12	30	\$15,764.24	27-400
Selecting Appropriate Funding Instruments	1	15	\$303	\$4,543.47	30	\$9,086.94	27-400
Uniform Administrative Requirements for Administration of Grants and Cooperative Agreements	3	15	\$525	\$7,882.12	30	\$15,764.24	27-400
Management Development							
Capitalizing on Diversity	3	15	\$525	\$7,882.12	30	\$15,764.24	27-400
Coaching for Peak Work Performance	3	15	\$525	\$7,882.12	30	\$15,764.24	27-400
Dynamics of Conflict Resolution	3	15	\$525	\$7,882.12	30	\$15,764.24	27-400
Empowering Teams to Work Smart	3	15	\$525	\$7,882.12	30	\$15,764.24	27-400
ISO 9000 Introduction	3	15	\$525	\$7,882.12	30	\$15,764.24	27-400
Managing Transition in the Workplace	3	15	\$525	\$7,882.12	30	\$15,764.24	27-400

Courses Taught at BMRA Facilities (GSA Price includes the 6.50% Discount)

Offering	No. of Days	Minimum # of Students	Cost per Student	Minimum Total Cost	Maximum # of Students	Maximum Total Cost	SIN
DAU Mission Focused Curriculum							
Shaping Smart Business Arrangements (CON 100) Mission Focused	5	15	\$748	\$11,220.00	30	\$22,440.00	27-600
Contracting for Civilian Agencies (CON 120) Intermediate Contracting (CON 202)	10	15	\$1,935	\$29,031.75	30	\$58,063.50	27-600
Advanced Business Solutions for Mission Support (CON 353) Intermediate Contracting Pricing (CON 204)	10	15	\$1,304	\$19,552.88	30	\$39,105.77	27-600
Government Contract Law (CON 210) Small Business Socioeconomic Program (CON 260)	5	15	\$748	\$11,220.00	30	\$22,440.00	27-600
	5	15	\$748	\$11,220.00	30	\$22,440.00	72-600

The GSA price includes Industrial Funding Fee (0.75%).

NOTE:

* BMRA will honor these discounts even if there are less than 15 students in a requested class the 15-student price is the cost for any number of students up to and including 15 students, at the specified discount rate. For example, if a customer scheduled a class for 5 students, the cost of the class would be the per-student cost times 15 students, less the applicable discount (e.g., Contractor site or Governmental facility).

* The current *Commercial* policy is that no classes will be scheduled for less than 15 students. The government offer allows a government agency to schedule a class for less than 15 students, subject to the price considerations mentioned above.

* The maximum students per class cannot exceed 30 in any class.

Business Management Research Associates, Inc.
 GSA Schedule 69 (GS-02F-0185N)
 SIN 27-400 and 27-600
 Price List – August 21, 2008
**GSA Price List for Courses Held at Government Facilities
 (12.75% discount)**

Courses Taught at Government Facilities (GSA Price includes the 12.75% Discount)

Offering	No. of Days	Minimum # of Students	Cost per Student	Minimum Total Cost	Maximum # of Students	Maximum Total Cost	SIN
Procurement Curriculum							
Basics of Contracting (Legacy Courses) (formerly CON 101 Equivalent)							
Acquisition Planning I	10	15	\$1,216	\$18,245.87	30	\$36,491.75	27-400
Contract Formation I	5	15	\$698	\$10,470.72	30	\$20,941.44	27-400
Contract Administration I	5	15	\$698	\$10,470.72	30	\$20,941.44	27-400
Principles of Contract Pricing (Legacy Courses) (formerly CON 104 Equivalent)							
Price Analysis	5	15	\$698	\$10,470.72	30	\$20,941.44	27-400
Cost Analysis (CON 104)	5	15	\$698	\$10,470.72	30	\$20,941.44	27-400
Federal Contract Negotiation Techniques	5	15	\$698	\$10,470.72	30	\$20,941.44	27-400
Intermediate Contracting (Legacy Courses) (formerly CON 202 Equivalent)							
Acquisition Planning II	5	15	\$698	\$10,470.72	30	\$20,941.44	27-400
Contract Formation II	5	15	\$698	\$10,470.72	30	\$20,941.44	27-400
Contract Administration II	5	15	\$698	\$10,470.72	30	\$20,941.44	27-400
Intermediate Contracting Pricing (CON 204)	10	15	\$1,216	\$18,245.87	30	\$36,491.75	27-400
Elective Contracting Courses							
Government Contract Law (CON 210)	5	15	\$698	\$10,470.72	30	\$20,941.44	27-400
Sealed Bidding	5	15	\$698	\$10,470.72	30	\$20,941.44	27-400
Contracting for Architect & Engineering Services	5	15	\$698	\$10,470.72	30	\$20,941.44	27-400
Construction Contracting (CON 244)	5	15	\$698	\$10,470.72	30	\$20,941.44	27-400
Contracting for Information Technology	5	15	\$698	\$10,470.72	30	\$20,941.44	27-400
Basic Simplified Acquisition	5	15	\$698	\$10,470.72	30	\$20,941.44	27-400
Advanced Simplified Acquisition	5	15	\$698	\$10,470.72	30	\$20,941.44	27-400
Advanced Contract Law	5	15	\$698	\$10,470.72	30	\$20,941.44	27-400

Courses Taught at Government Facilities (GSA Price includes the 12.75% Discount)

Offering	No. of Days	Minimum # of Students	Cost per Student	Minimum Total Cost	Maximum # of Students	Maximum Total Cost	SIN
Emerging Acquisition Processes							
Task Order Contracting	2	15	\$387	\$5,811.05	30	\$11,622.09	27-400
Awarding Contracts for Commercial Items	3	15	\$490	\$7,355.24	30	\$14,710.48	27-400
Administering Contracts for Commercial Items	3	15	\$490	\$7,355.24	30	\$14,710.48	27-400
Performance-Based Service Contracting	5	15	\$698	\$10,470.72	30	\$20,941.44	27-400
Performance-Based Service Contracting Online	66	15	\$698	\$10,470.00	30	\$20,940.00	27-400
MANAGEMENT CURRICULUM							
Contracting for Acquisition Managers							
Contracting Officer Representatives	5	15	\$698	\$10,470.72	30	\$20,941.44	27-400
The Federal Acquisition System	2	15	\$387	\$5,811.05	30	\$11,622.09	27-400
Contracting for Research & Development	5	15	\$698	\$10,470.72	30	\$20,941.44	27-400
Executive Seminar in Acquisition	3	15	\$490	\$7,355.24	30	\$14,710.48	27-400
Grants and Cooperative Agreements							
Introduction to Grants & Cooperative Agreements	3	15	\$490	\$7,355.24	30	\$14,710.48	27-400
Selecting Appropriate Funding Instruments	1	15	\$283	\$4,239.76	30	\$8,479.52	27-400
Uniform Administrative Requirements for Administration of Grants and Cooperative Agreements	3	15	\$490	\$7,355.24	30	\$14,710.48	27-400
Management Development							
Capitalizing on Diversity	3	15	\$490	\$7,355.24	30	\$14,710.48	27-400
Coaching for Peak Work Performance	3	15	\$490	\$7,355.24	30	\$14,710.48	27-400
Dynamics of Conflict Resolution	3	15	\$490	\$7,355.24	30	\$14,710.48	27-400
Empowering Teams to Work Smart	3	15	\$490	\$7,355.24	30	\$14,710.48	27-400
ISO 9000 Introduction	3	15	\$490	\$7,355.24	30	\$14,710.48	27-400
Managing Transition in the Workplace	3	15	\$490	\$7,355.24	30	\$14,710.48	27-400

Courses Taught at Government Facilities (GSA Price includes the 12.75% Discount)

Offering	No. of Days	Minimum # of Students	Cost per Student	Minimum Total Cost	Maximum # of Students	Maximum Total Cost	SIN
DAU Mission Focused Curriculum							
Shaping Smart Business Arrangements (CON 100) Mission Focused	5	15	\$698	\$10,470.00	30	\$20,940.00	27-600
Contracting for Civilian Agencies (CON 120) Intermediate Contracting (CON 202)	10	15	\$1,806	\$27,091.13	30	\$54,182.25	27-600
Advanced Business Solutions for Mission Support (CON 353)	10	15	\$1,216	\$18,245.87	30	\$36,491.75	27-600
Intermediate Contracting Pricing (CON 204)	10	15	\$1,829	\$27,429.76	30	\$54,859.53	27-600
Government Contract Law (CON 210) Small Business Socioeconomic Program (CON 260)	5	15	\$1,216	\$18,245.87	30	\$36,491.75	27-600
	5	15	\$698	\$10,470.00	30	\$20,940.00	27-600
	5	15	\$698	\$10,470.00	30	\$20,940.00	72-600

The GSA price includes Industrial Funding Fee (0.75%).

NOTE:

* BMRA will honor these discounts even if there are less than 15 students in a requested class the 15-student price is the cost for any number of students up to and including 15 students, at the specified discount rate. For example, if a customer scheduled a class for 5 students, the cost of the class would be the per-student cost times 15 students, less the applicable discount (e.g., Contractor site or Governmental facility).

* The current *Commercial* policy is that no classes will be scheduled for less than 15 students. The government offer allows a government agency to schedule a class for less than 15 students, subject to the price considerations mentioned above.

* The maximum students per class cannot exceed 30 in any class.

Commercial and GSA Discounted Prices

(by Course Length & DAU-specific courses)

Course	Commercial Price	Schedule* Price BMRA Site Disc:6.50%	Schedule* Price Federal Site Disc:12.75%
Len (days)			
10	\$1,394	\$1,304	\$1,216
5	\$800	\$748	\$698
4	\$681	\$637	\$594
3	\$562	\$525	\$490
2	\$444	\$415	\$387
1	\$324	\$303	\$283
CON100	\$800	\$748	\$698
CON 120	\$2,070	\$1,935	\$1,806
CON 202	\$1,394	\$1,304	\$1,216
CON 353	\$2,096	\$1,960	\$1,829

Business Management Research Associates, Inc.

GSA Schedule 69 (GS-02F-0185N)

SIN 27-500

Price List – August 21, 2008

**Labor Rates for Course Development and Customization
(Discount: 10.25%)**

Labor Category	Commercial Hourly Rate	GSA Hourly Rate
Senior Project Manager	\$230	\$206
Junior Project Manager	\$135	\$121
Senior Researcher	\$123	\$111
Research Assistant	\$84	\$75
Senior Consultant	\$195	\$175
Instructional Technology Specialist	\$129	\$116
Senior Computer Programmer	\$174	\$156
Graphic Designer	\$123	\$111
Graphic Artist	\$95	\$85
Word Processing Specialist	\$79	\$71
Senior Technical Editor	\$149	\$134
Technical Editor	\$84	\$75
Administrative Assistant	\$69	\$62

The GSA price includes Industrial Funding Fee (0.75%).