



[Business Management Research Associates, Inc.](http://www.bmra.com)
[3949 Pender Drive, Suite 300](http://www.bmra.com)
[Fairfax, Virginia 22030-6088](http://www.bmra.com)
[\(703\) 691-0868](http://www.bmra.com)
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[http://bmra.com](http://www.bmra.com)



GSA Federal Acquisition Service

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

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://GSAAdvantage.gov/>.

Professional Services Schedule (PSS)

FSC Group: 874

Contract #: GS-02F-0185N

For more information on ordering from Federal Supply Schedules click on the

GSA Schedules link at <http://www.gsa.gov/portal/category/100611>.

Contract Period: August 21, 2013 through August 20, 2018

Price List Effective: **February 1, 2016**

Contractor:

Business Management Research Associates, Inc,
3949 Pender Drive Suite 300
Fairfax, Virginia 22030-6088
(703) 691-0868
(703) 691-2731 (FAX)
Web site: <http://bmra.com>



BMRA is a Veteran Owned Small Business (VOSB) verified and certified by the Veterans Administration under the Center for Veterans Enterprise (CVE) VetBiz program (<http://www.vetbiz.gov>)

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

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.

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.

CUSTOMER INFORMATION

1. BMRA's quality education programs can be ordered through GSA FSS Contract under The Professional Services Schedule (PSS) consisting of two SINS:

SIN 874-4: **Education Programs.** Our quality education programs are available world-wide at your location or in our facilities. See page 3 for details. The included tables show awarded SIN and prices for each course.

- a. SIN 874-4: **Courses delivered on BMRA premises or on-line**
- b. SIN 874-4: **Courses delivered on government premises**

SIN 874-4: **Course Development Services.** 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 874-8: **Core Contracting Courses** Our quality education programs are available world-wide at your location or in our facilities. See page 3 for details. The included tables show awarded SIN and prices for each course.

- a. SIN 874-8: **Courses delivered on BMRA premises or on-line**
- b. SIN 874-8: **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. Quantity Discounts (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 \$700,001 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 \$700,001 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 21 and 25 courses:	an additional 5% discount

8. Prompt Payment Discount: None

Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9a. Business Management Research Associates, Inc. will accept the Government Purchase Card for transactions at or below the micro-purchase threshold.

9b. Business Management Research Associates, Inc. will accept the Government Purchase Card for transactions above the micro-purchase threshold.

10. Foreign Items: None

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.)

13a. Ordering Address: Same as company address

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: 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, maintenance, and repair: 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

20a. Terms and conditions for any other services: 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

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

25. Data Universal Number System (DUNS) number: 07-781-7385

26. Notification regarding registration in System Award Management (SAM) database: Yes

Business Management Research Associates, Inc.
Professional Services Schedule (PSS) (GS-02F-0185N)
SIN 874-4 and SIN 874-8
Price List – December 1, 2015

GSA Price List for Courses Held at BMRA Facilities (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							
Acquisition Planning I	10	15	\$1,369	\$20,537.89	30	\$41,075.78	874-4
Contract Formation I	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Contract Administration I	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Price Analysis	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Cost Analysis (CON 104)	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Federal Contract Negotiation Techniques	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Acquisition Planning II	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Contract Formation II	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Contract Administration II	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Contract Closeout	2	15	\$435	\$6,528.60	30	\$13,057.20	874-4
Intermediate Contracting (CON 202)	10	15	\$1,369	\$20,537.89	30	\$41,075.78	874-4
Intermediate Contracting Pricing (CON 204)	10	15	\$1,369	\$20,537.89	30	\$41,075.78	874-4
Government Contract Law (CON 210)	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Changes Under Government Contracts	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4
Developing an Independent Government Cost Estimate (IGCE)	2	15	\$435	\$6,528.60	30	\$13,057.20	874-4
Evaluating Contractor Performance	2	15	\$435	\$6,528.60	30	\$13,057.20	874-4
Sealed Bidding	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Contracting for Architect & Engineering Services (CON 243)	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Construction Contracting (CON 244)	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Contracting for Information Technology	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Basic Simplified Acquisition	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Advanced Simplified Acquisition	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Advanced Contract Law	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Source Evaluation and Selection	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4

Offering	No. of Days	Minimum # of Students	Cost per Student	Minimum Total Cost	Maximum # of Students	Maximum Total Cost	SIN
Best Value Source Selection	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4
Task Order Contracting	2	15	\$435	\$6,528.60	30	\$13,057.20	874-4
Awarding Contracts for Commercial Items	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4
Writing Statements of Work	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4
Writing Performance Based Statements of Work	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4
Administering Contracts for Commercial Items	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4
Performance-Based Service Contracting	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Performance-Based Service Contracting Online	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Contracting Officer Representatives	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Contracting Officer Representatives Level I	1	15	\$471	\$7,057.54	30	\$14,115.08	874-4
Contracting Officer Representatives Level II	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Contracting Officer Representatives Level III	7	15	\$942	\$14,130.19	30	\$28,260.38	874-4
The Discipline of Leadership for Decision Makers: Leadership I	2	15	\$435	\$6,528.60	30	\$13,057.20	874-4
The Discipline of Leadership for Decision Makers: Leadership II	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4
The Federal Acquisition System	2	15	\$435	\$6,528.60	30	\$13,057.20	874-4
Federal Acquisition Regulation Overview	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Small Business Program	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4
Executive Seminar in Acquisition	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4
Introduction to Grants & Cooperative Agreements	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4
Selecting Appropriate Funding Instruments	1	15	\$317	\$4,760.44	30	\$9,520.88	874-4
Uniform Administrative Requirements for Administration of Grants and Cooperative Agreements	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4
Critical Thinking and Problem Solving	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4

Offering	No. of Days	Minimum # of Students	Cost per Student	Minimum Total Cost	Maximum # of Students	Maximum Total Cost	SIN
Effective Writing	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4
Time Management	1	15	\$317	\$4,760.44	30	\$9,520.88	874-4
Capitalizing on Diversity	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4
Coaching for Peak Work Performance	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4
Dynamics of Conflict Resolution	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4
Empowering Teams to Work Smart	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4
ISO 9000 Introduction	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4
Leadership and Management Skills for Non-Managers	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4
Managing Transition in the Workplace	3	15	\$551	\$8,266.54	30	\$16,533.08	874-4

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)	5	15	\$786	\$11,787.75	30	\$23,575.50	874-8
Mission Focused Contracting for Civilian Agencies (CON 120)	10	15	\$2,033	\$30,497.03	30	\$60,994.05	874-4
Fundamentals of Cost and Price Analysis (CON 170)	10	15	\$2,033	\$30,497.03	30	\$60,994.05	874-8
Intermediate Contracting for Mission Support (CON 215)	8	15	\$2,033	\$30,497.03	30	\$60,994.05	874-4
Cost Analysis and Negotiation Techniques (CON 217)	5	15	\$786	\$11,787.75	30	\$23,575.50	874-4
Advanced Contracting for Mission Support (CON 218)	10	15	\$2,033	\$30,497.03	30	\$60,994.05	874-4
Small Business Socioeconomic Program (CON 260)	5	15	\$786	\$11,787.75	30	\$23,575.50	874-8
Intermediate Cost and Price Analysis (CON 270)	10	15	\$2,355	\$35,317.91	30	\$70,635.83	874-8
Source Selection and Acquisition of Service Contracts (CON 280)	10	15	\$2,355	\$35,317.91	30	\$70,635.83	874-8
Contract Administration and Negotiation Techniques in a Supply Environment (CON 290)	10	15	\$2,355	\$35,317.91	30	\$70,635.83	874-8
Advanced Business Solutions for Mission Support (CON 353)	10	15	\$2,059	\$30,889.95	30	\$61,779.90	874-4
Contracting for Decision Makers (CON 360)	10	15	\$2,355	\$35,317.91	30	\$70,635.83	874-8

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.
Professional Services Schedule (PSS) (GS-02F-0185N)
SIN 874-4 and SIN 874-8
Price List – December 1, 2015

GSA Price List for Courses Held at Government Facilities (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							
Acquisition Planning I	10	15	\$1,278	\$19,162.65	30	\$38,325.30	874-4
Contract Formation I	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Contract Administration I	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Price Analysis	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Cost Analysis (CON 104)	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Federal Contract Negotiation Techniques	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Acquisition Planning II	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Contract Formation II	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Contract Administration II	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Contract Closeout	2	15	\$406	\$6,090.34	30	\$12,180.68	874-4
Intermediate Contracting (CON 202)	10	15	\$1,278	\$19,162.65	30	\$38,325.30	874-4
Intermediate Contracting Pricing (CON 204)	10	15	\$1,278	\$19,162.65	30	\$38,325.30	874-4
Government Contract Law (CON 210)	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Changes Under Government Contracts	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4
Developing an Independent Government Cost Estimate (IGCE)	2	15	\$406	\$6,090.34	30	\$12,180.68	874-4
Evaluating Contractor Performance	2	15	\$406	\$6,090.34	30	\$12,180.68	874-4
Sealed Bidding	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Contracting for Architect & Engineering Services (CON 243)	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Construction Contracting (CON 244)	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Contracting for Information Technology	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Basic Simplified Acquisition	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Advanced Simplified Acquisition	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Advanced Contract Law	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Source Evaluation and Selection	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4

Offering	No. of Days	Minimum # of Students	Cost per Student	Minimum Total Cost	Maximum # of Students	Maximum Total Cost	SIN
Best Value Source Selection	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4
Task Order Contracting	2	15	\$406	\$6,090.34	30	\$12,180.68	874-4
Awarding Contracts for Commercial Items	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4
Writing Statements of Work	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4
Writing Performance Based Statements of Work	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4
Administering Contracts for Commercial Items	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4
Performance-Based Service Contracting	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Performance-Based Service Contracting Online	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Contracting Officer Representatives	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Contracting Officer Representatives Level I	1	15	\$439	\$6,589.05	30	\$13,178.10	874-4
Contracting Officer Representatives Level II	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Contracting Officer Representatives Level III	7	15	\$879	\$13,178.10	30	\$26,356.20	874-4
The Discipline of Leadership for Decision Makers: Leadership I	2	15	\$406	\$6,090.34	30	\$12,180.68	874-4
The Discipline of Leadership for Decision Makers: Leadership II	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4
The Federal Acquisition System	2	15	\$406	\$6,090.34	30	\$12,180.68	874-4
Federal Acquisition Regulation Overview	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Small Business Program	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4
Executive Seminar in Acquisition	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4
Introduction to Grants & Cooperative Agreements	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4
Selecting Appropriate Funding Instruments	1	15	\$296	\$4,443.08	30	\$8,886.15	874-4

Offering	No. of Days	Minimum # of Students	Cost per Student	Minimum Total Cost	Maximum # of Students	Maximum Total Cost	SIN
Uniform Administrative Requirements for Administration of Grants and Cooperative Agreements	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4
Critical Thinking and Problem Solving	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Effective Writing	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4
Time Management	1	15	\$296	\$4,440.00	30	\$8,880.10	874-4
Capitalizing on Diversity	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4
Coaching for Peak Work Performance	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4
Dynamics of Conflict Resolution	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4
Empowering Teams to Work Smart	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4
ISO 9000 Introduction	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4
Leadership and Management Skills for Non-Managers	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4
Managing Transition in the Workplace	3	15	\$515	\$7,722.49	30	\$15,444.98	874-4

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)	5	15	\$733	\$11,001.90	30	\$22,003.80	874-8
Mission Focused Contracting for Civilian Agencies (CON 120)	10	15	\$1,898	\$28,471.95	30	\$56,943.90	874-4
Fundamentals of Cost and Price Analysis (CON 170)	10	15	\$1,898	\$28,471.95	30	\$56,943.90	874-8
Intermediate Contracting for Mission Support (CON 215)	8	15	\$1,898	\$28,471.95	30	\$56,943.90	874-4
Cost Analysis and Negotiation Techniques (CON 217)	5	15	\$733	\$11,001.90	30	\$22,003.80	874-4
Advanced Contracting for Mission Support (CON 218)	10	15	\$1,898	\$28,471.95	30	\$56,943.90	874-4
Small Business Socioeconomic Program (CON 260)	5	15	\$733	\$11,001.90	30	\$22,003.80	874-8
Intermediate Cost and Price Analysis (CON 270)	10	15	\$2,197	\$32,960.36	30	\$65,920.73	874-8
Source Selection and Acquisition of Service Contracts (CON 280)	10	15	\$2,197	\$32,960.36	30	\$65,920.73	874-8
Contract Administration and Negotiation Techniques in a Supply Environment (CON 290)	10	15	\$2,197	\$32,960.36	30	\$65,920.73	874-8
Advanced Business Solutions for Mission Support (CON 353)	10	15	\$1,922	\$28,834.65	30	\$57,669.30	874-4
Contracting for Decision Makers (CON 360)	10	15	\$2,197	\$32,960.36	30	\$65,920.73	874-8

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

Course/ Length (days)	Commercial Price	Schedule Price BMRA Site Disc:6.50%	Schedule Price Federal Site Disc:12.75%
10	\$1,454	\$1,369	\$1,278
5	\$835	\$786	\$733
4	\$711	\$668	\$624
3	\$586	\$551	\$515
2	\$463	\$435	\$406
1	\$337	\$317	\$296
COR-1	\$500	\$471	\$439
COR-2	\$835	\$786	\$733
COR-3	\$1,000	\$942	\$879
CON 100	\$835	\$786	\$733
CON 120	\$2,159	\$2,033	\$1,898
CON 170	\$2,159	\$2,033	\$1,898
CON 215	\$2,159	\$2,033	\$1,898
CON 217	\$835	\$786	\$733
CON 218	\$2,159	\$2,033	\$1,898
CON 260	\$835	\$786	\$733
CON 270	\$2,500	\$2,355	\$2,197
CON 280	\$2,500	\$2,355	\$2,197
CON 290	\$2,500	\$2,355	\$2,197
CON 360	\$2,500	\$2,355	\$2,197

Business Management Research Associates, Inc.
Professional Services Schedule (PSS) (GS-02F-0185N)
SIN 874-4

Price List – December 1, 2015

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

Labor Category	Commercial Hourly Rate	GSA Rate
Senior Project Manager	\$237	\$214
Junior Project Manager	\$139	\$125
Senior Researcher	\$127	\$114
Research Assistant	\$ 86	\$ 78
Senior Consultant	\$201	\$181
Instructional Technology Specialist	\$133	\$120
Senior Computer Programmer	\$179	\$161
Graphic Designer	\$127	\$114
Graphic Artist	\$ 98	\$ 88
Word Processing Specialist	\$ 81	\$ 73
Senior Technical Editor	\$154	\$139
Technical Editor	\$ 86	\$ 78
Administrative Assistant	\$ 71	\$ 63

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