



***U.S. General Services Administration  
Federal Supply Services  
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. To Order, go to GSA Advantage! at: <http://www.GSAAdvantage.gov>

Mission Oriented Business Integration Services (MOBIS)  
Federal Supply Schedule Industrial Group 874

Contract Number: GS-10F-0186J  
Contract Period: August 1, 1999 – July 31, 2019

**The Federal Market Group, Ltd.**

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Warrenton, VA 20186

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**Certified Veteran Owned Small Business**



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## CUSTOMER INFORMATION

1a. Awarded special item numbers:

SIN	Description
874-1	Integrated Consulting Services
874-4	Training Services: Instructor Led Training, Web Based Training and Educational Courses, Course Development and Test Administration
874-6	Acquisition Management Support

1b. Identification of Lowest Price Model Number and Price for each SIN: **See Item 6 below for SIN 874-1 & 874-6. SIN 874-4 on page 12**

1c. Labor categories, experience, functional responsibility and education. **See pages 15-16**

2. Maximum order: \$1,000,000

3. Minimum order: \$100

4. Geographic coverage: **Domestic – the 48 Contiguous States, Washington D.C., Alaska, Hawaii, Puerto Rico and U.S. Territories and OCONUS (worldwide)**

5. Point(s) of Production:  
**The Federal Market Group, Ltd.  
7708 Castlebury Court  
Warrenton, VA 20186**

6. Discount from list Prices or Statement of net Price:

	Government Price List
Labor Category Offered	Hourly Rate
Managing Partner	\$262.50
Senior Consultant	\$218.75
Consultant	\$175.09
Senior Associate	\$155.31

7. Quantity Discounts: **For BPAs**

8. Prompt Payment: **Net 30 Days**

9a. Government purchase cards that are accepted for all purchases up to the micro-purchase level:  
**Yes, MC, VISA, AMEX, DISCOVER Accepted**

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- 9b. Government purchase cards that are accepted for all purchases: **Yes, MC, VISA, AMEX, DISCOVER accepted**
10. Foreign items: **Not Applicable**
- 11a. Time of Delivery: **To be negotiated with the ordering agency on each task order.**
- 11b. Expedited Delivery: **To be negotiated with the ordering agency on each task order.**
- 11c. Overnight and 2-day delivery: **To be negotiated with the ordering agency on each task order.**
- 11d. Urgent requirements: **To be negotiated with the ordering agency on each task order.**
12. F.O.B. point(s): **Destination, location to be negotiated with the ordering agency on each task order.**
- 13a. Ordering Address(es):  
**The Federal Market Group, Ltd.  
7708 Castlebury Court  
Warrenton, VA 20186**
- 13b. Ordering procedures: **For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs) and a sample BPA can be found at the GSA/FSS Schedule homepage (<http://fsa.gsa.gov/schedules>).**
14. Payment address(es):  
**The Federal Market Group, Ltd.  
7708 Castlebury Court  
Warrenton, VA 20186**
15. Warranty Provision: **Standard**
16. Export packing charges, if applicable: **Not Applicable**
17. Terms and conditions of Government purchase card acceptance: **Government Commercial Credit Cards will be acceptable for payments. In addition, bank account information for wire transfer payments will be shown on the invoices.**
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): **Not Applicable**
21. List of service and distribution points (if applicable): **Not Applicable**
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|------|---|-----------------------|
| 22.  | List of participating dealers (if applicable):  | <b>Not Applicable</b> |
| 23.  | Preventive maintenance (if applicable):   | <b>Not Applicable</b> |
| 24a. | Special attributes such as environmental attributes:  | <b>Not Applicable</b> |
| 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: <a href="http://www.Section508.gov/">www.Section508.gov/</a> : | <b>Not Applicable</b> |
| 25.  | Data Universal Number System (DUNS) number:   | <b>623214574</b>      |
| 26.  | Notification regarding registration in Central Contractor Registration (CCR) database: <b>Current.</b> Cage Code: <b>1PQL3</b> (The <b>System for Award Management</b> (SAM) is the Official U.S. Government system that consolidated the capabilities of CCR/FedReg, ORCA, and EPLS. <a href="http://www.sam.gov">http://www.sam.gov</a> ) |                       |

The Service Contract Act (SCA) is applicable to this contract as it applies to the entire MOBIS Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and/or when FMG adds SCA labor categories/employees to the contract through the modification process, FMG will inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable wage determination number.

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## SPECIAL ITEM NUMBER (SIN) DESCRIPTIONS

### 874-1 Integrated Consulting Services

The Federal Market Group will provide expert advice and assistance in support of an agency's mission-oriented business functions. Services covered by this SIN include:

- Management or strategy consulting, including research, evaluations, studies, analyses, scenarios/simulations, reports, business policy and regulation development assistance, strategy formulation, and expert witness services
- Facilitation and related decision support services
- Survey services, using a variety of methodologies, including survey planning, design, and development; survey administration; data validation and analysis; reporting, and stakeholder briefings
- Advisory and assistance services in accordance with FAR 37.203

#### **The FMG Solution**

Provides *one* organization that understands the language of technology and business

#### **FIVE FOCUS AREAS OF CONSULTING IN PUBLIC CONTRACTING:**

- 1. STRATEGIC PLANNING**  
*Structuring, Facilitating, Implementing, Teambuilding*
- 2. BUSINESS DEVELOPMENT, MARKETING & CAPTURE PLANNING**  
*Structuring, Facilitating, Implementing, Capture Planning & Proposal Development, Red Team Reviews*
- 3. PROGRAM/PROJECT MANAGEMENT**  
*PMI Certified, Structuring, Facilitating, Implementing, Training*
- 4. CONTRACT MANAGEMENT & ADMINISTRATION**  
*NCMA Certified, Structuring, Facilitating, Implementing, Training*
- 5. PUBLIC/PRIVATE PARTNERSHIPS & PRIVATIZATION**  
*Structuring, Facilitating, Implementing*

### The Federal Market Group Approach

Critical to supporting any effort for the customer is the ability to understand the customer's needs within the context of the customer's work environment. Understand the big picture first.

There are two elements to work—the known and the unknown. FMG attempts to minimize assumptions by developing a comprehensive Project Plan for every task. This project plan encompasses the five critical processes for success: *Initiating, planning, executing, controlling and closing.*

The project plan defines success, establishes the performance metrics and becomes the principal communication tool for FMG, the customer and other participants.

*NOTE: Consulting services where the preponderance of work is specifically covered under other GSA Schedules are not permitted under this SIN; please refer to the Scope of Work in Part I of the MOBIS solicitation for further information.*

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## **874-4 Training Services: Instructor- Led Training, Web- Based Training and Education Courses, Course Development and Test Administration Learning Management, Internships**

The Federal Market Group (FMG) courses are commercially available off-the-shelf training and/or educational courses that are delivered via an Instructor-led (i.e. traditional classroom setting or conference/seminar) and/or web-based (i.e. Internet/Intranet, software packages and computer applications) system. Courses have a defined course title, length of time (i.e. hours, days, semesters, etc.), description of material to be taught (i.e. syllabi, table of contents, etc.), and whether materials are included in the price. (i.e. books, pamphlets, software, etc.). Support materials not included may be offered under SIN 874-5. C874-9

The Federal Market Group professional services are in support of planning, creating, and/or executing testing and test administration, learning management, internship, or development of new courses or subject matter delivered via an instructor-led (i.e. traditional classroom setting or conference/seminar) and/or web-based (i.e. Internet/Intranet, software packages and computer applications) system. FMG customization services are the result of planning, creating, and/or executing a proprietary format and may be priced as a flat rate or as Labor/hours using professional labor categories (i.e. Subject Matter Experts (SMEs), Program Managers, Project Managers, Research Assistant, Technical Specialist, etc.), subject matter(s), Systems requirements and methodology(ies) to be used are stated.

A customized course(s) includes labor categories (i.e. Subject Matter Experts (SMEs), Program Managers, Project Managers, Research Assistant, Technical Specialist, etc.), subject matter(s), and methodology(ies) to be used.

### **THE FEDERAL MARKET GROUP *Total Learning Concept*<sup>™</sup>**

The Federal Market Group maintains an extensive library of current training courses developed and proven over a number of years. All subject - matter is modularized and quickly tailored to the individual client requirements.

**The Total Learning Concept<sup>™</sup> combines the principles of adult learning and customer service into a comprehensive and proven approach to training excellence.**

**PROFESSIONAL ACHIEVEMENT** is one of the most important motivators for adult learning. The Federal Market Group *Total Learning Concept*<sup>™</sup> is designed to facilitate personal efforts by offering programs that:

- A. Consistently Follow the Principles of Adult Learning
- B. Use Audio - Visual Aids Extensively to Reinforce Learning
- C. Provide Competent, Highly Motivated Instructors

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## **874-6 Acquisition Management Support**

The Federal Market Group will provide professional support services to agencies in conducting federal acquisition management activities. Services covered by this SIN are:

- Acquisition planning assistance, including market research and recommending procurement strategy:
- Acquisition document development, including cost/price estimates, quality assurance surveillance plans, statements of work, synopses, solicitations, price negotiation memoranda, etc.:
- Expert assistance in supporting proposal evaluations, including price/cost analysis or technical proposal analysis:
- Contract administration support services, including assistance with reviewing contractor performance, developing contract modifications, and investigating reports of contract discrepancies:
- Contract close-out assistance; Competitive Sourcing support, including OMB Circular A-76 studies, strategic sourcing studies, privatization studies, public-private partnerships, and Federal Activities Inventory Reform (FAIR) Act studies.

Inherently Governmental services as identified in FAR 7.503 or by the ordering agency are prohibited under MOBIS.

It is the responsibility of the Contracting Officer placing the order to make this determination. Ordering activities must require prospective contractors to identify potential conflicts of interest and address those, prior to task order award.

For more information, see <http://www.gsa.gov/mobis>.



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## THE FEDERAL MARKET GROUP

SPECIALISTS IN PUBLIC CONTRACTS

FEDERAL ♦ STATE ♦ INTERNATIONAL

**Consulting • Training • Research • Privatization**

*Practitioners of Transformational Management in Public Contracts*

***Provides one organization that understands  
the language of technology and business***

A Veteran-Owned Business celebrating 30 years of excellence, with an unparalleled record of performance for the customer, The Federal Market Group are specialists in public contracting – recognized experts in the application of Project Management and Contract Management disciplines within the context of publicly funded contracts – government and industry, domestic and international.

### ***A UNIQUE PERSPECTIVE***

We successfully serve both Government and Industry clients:

**INDUSTRY CLIENTS** - so they win and keep more contracts, manage them more effectively and deliver value to their shareholders and taxpayers.

**GOVERNMENT CLIENTS** - so they optimize their contract requirements, management processes and oversight practices to ensure the highest level of productivity and public funds stewardship

- A Certified Veteran-owned Business celebrating 30 years of excellence, with an unparalleled record of performance for the customer.
- Located in the Washington, D.C. area with representation in Brussels, Denver, Los Angeles, Seattle and Tel Aviv.
- Supporting DOE, National Laboratories, NASA, DOD, U.S. Army Corps of American for more than 20 years; American Red Cross for more than 15 years.
- GSA MOBIS Contractor for Consulting, Training, Facilitation, and Privatization (Contract No. GS-10F-0186J) since 1999
- Supporting International Clients since 1995.

**"Bringing together the languages of technology and business through the rigors and discipline of Project Management and Contract Administration equals enhanced productivity, higher profitability, customer delight"**  
*Daniel M. Jacobs, Chairman, The Federal Market Group*

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## FIVE FOCUS AREAS

### 1. STRATEGIC PLANNING

*Structuring, Facilitating, Implementing, Teambuilding*

### 2. BUSINESS GROWTH, MARKETING & CAPTURE PLANNING

*Structuring, Facilitating, Implementing, Capture Planning & Proposal Development, Red Team Reviews*

### 3. PROGRAM/PROJECT MANAGEMENT

*PMI Certified, Structuring, Facilitating, Implementing, Training*

### 4. CONTRACT MANAGEMENT & ADMINISTRATION

*DAU, ACE, NCMA Certified, Structuring, Facilitating, Implementing, Training*

### 5. PUBLIC/PRIVATE PARTNERSHIPS & PRIVATIZATION

*Structuring, Facilitating, Implementing*

## Best-In-Class Training – Instructor Led and Technology Based



- Registered Global Education Provider – Project Management Institute (PMI)  
*Professional Development Units (PDU) awarded for Training*
- Certified – American Council on Education (ACE)  
*College Credit Recommendations for Training*
- Certified – Defense Acquisition University (DAU) Equivalent Courses Provider  
FAI/DAU FAC-C Certification (U.S. Government Contracting Officer)
- Registered Education Partner – National Contract Mgmt. Assoc. (NCMA)  
*Continuing Professional Education Units (CPE)*



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## GSA PRICING

874-1 & 874-6

### The FMG Solution<sup>®</sup>

The Federal Market Group (FMG) provides professional consulting services in public contracting only on a fixed-price arrangement based on daily rates. Hourly rates are provided to compare to competition and to determine a fair and reasonable price for services offered. **FMG personnel will provide a minimum of eight (8) hours daily in client direct work. All additional daily hours provided are included in the daily rate.**

Minimum engagements are for five (5) days. All approved direct costs incurred such as travel and transportation, per diem, facilities, equipment, binders, printing, copying, shipping and other such costs will be estimated prior to execution and will be reimbursed in addition to labor costs.

For commercial contracts, a retainer equal to 30-50% of the total amount of the contract will be due and payable upon execution of the contract. Payment of the balance will be based on a progress payments schedule.

FMG will prepare a Project Plan prior to the agreement setting forth the charter, work to be performed, quality, schedule and deliverables. The agreement will be based on the Project Plan and any changes to that Plan must be approved, in writing, by both parties. Upon approval of modifications, an equitable adjustment will be made to the original contract.

	Government Price List
Labor Category Offered	Hourly Rate
Managing Partner	\$262.50
Senior Consultant	\$218.75
Consultant	\$175.09
Senior Associate	\$155.31

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874-4



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Contractor provides off-the-shelf, or customized off-the-shelf training packages under this SIN to meet specific agency needs related to management, organizational and business improvement services, such as, but not limited to:

- customer service; team building
- performance measurement
- business process reengineering
- strategic planning
- change management
- statistical process control
- quality management
- benchmarking
- process improvement
- performance problem-solving

Customization of off-the-shelf training may include but is not limited to:

- workbooks
- training manuals
- computer based training
- videotapes
- overhead transparencies
- advanced presentation media

<b>Government Price List</b>	See Page 13 for 1-10 day course offerings			Total Discounted Price of Course:
Length of Course (# of Hrs/Days):	8 hrs =1 Day	Minimum Number of Participants:	15	1 day \$3,120.00 2 day 6,240.00 3 day 9,360.00 4 day 12,480.00
		Maximum Number of Participants:	30	5 day 15,600.00 8 day 24,960.00 10 day 31,200.00
<b>Government Discount from the Commercial Price</b>		<b>20.60%</b>		
Price per each additional participant in excess of the maximum (if applicable)		\$100.00 Per day		
<u>Description of Class</u>				
See attached course offerings for 1-10 day courses.				
All FMG Training Courses are Tailored to the Government Agency, Office or Program. FMG Trainers will normally spend a minimum of ½ day with the requesting office to identify program specifics and tailor the course to meet the Agency, Office or Program’s specific needs. The tailoring of the course and pre-meeting with the customer is included in the total price of the course.				
Pricing as above is for training courses held at a Government Provided venue.				
<u>Quantity or Other Applicable Discounts (Explain)</u>				
BPAs				

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## MOBIS COURSE OFFERINGS

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### Acquisition/Contracting

- Business Ethics – Avoiding Even the Appearance of Impropriety (1 day)
- Buy/Selling Commercial Products (2 days)
- Contracting Officer’s Representative (COR) Training (4 days)
- Government Contracting – The Basics (1 day)
- IDIQ – Task & Delivery Order Contracting (2 days)
- Managing Successful Government Contracts (2 days)
- Managing Government IDIQ (Task Order) Contracts (2 days)
- Negotiating for Success (2 days)
- Performance-Based Service Contracting (1 day)
- Presenting Successful Oral Proposals (1 day)
- Source Selection Training – Oral & Written (3 day)
- Source Selection Team Training – Oral & Written (2 days)

### Contract Finance & Accounting

- Estimating & Pricing Government Contracts (2 days)
- Finance and Accounting of Government Contracts:  
For the Non-Financial Manager (2 days)
- Managing Contract Cost (2 days)
- Selecting the Right Accounting & Management  
Information System (2 days)

### Program/Project Management & Leadership

- Developing An Effective Performance Measurement System (2 days)
- Leading Teams: Tools and Techniques for Today’s Team Leader (2 days)
- Leadership – High Performance Teambuilding (1 & 2 days)
- Program/Project Management – Getting Started (1 day)
- Program/Project Management Software Tools (1 day)
- Successful Program/Project Management (2 days)

### Contract Fraud and Investigations

- Contract Fraud Training (2 days)
- Simplified Acquisitions and Micro-Purchases Using the Government Purchase Card: Effectively  
Managing Risks (2 day)

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## LABOR CATEGORY DESCRIPTIONS

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### **Managing Partner (Executive):**

#### **Functional Duties/Responsibilities:**

A Managing Partner leads a specific area of practice for The Federal Market Group (FMG); is a Subject-Matter Expert; and Leads programs/projects. Minimum 15 years' experience, Bachelors' Degree, demonstrated leadership in field. Responsibilities include strategic planning and execution for area of practice. Directly responsible for leadership of activities at portfolio and program/project management levels.

A Managing Partner provides expertise, guidance, consultation, facilitation, thought leadership, and education to the client and/or project team based on proven specialized expertise involving business, technology, public policy and administration, or management.

### **Senior Consultant (Executive):**

#### **Functional Duties/Responsibilities:**

A Senior Consultant is an experienced and proven Subject-Matter Expert; leads a project/program team and has a minimum of 15 years' of direct experience in their area of expertise. They must have a Bachelors' Degree and documented successful past performance with demonstrated leadership in their field. Directly responsible for leading a program/project.

A Senior Consultant provides expertise, guidance, consultation, facilitation, thought leadership, and education to the client and/or project team based on proven specialized expertise involving business, technology, science, public policy and administration, or management.

### **Consultant (Executive):**

#### **Functional Duties/Responsibilities:**

A Consultant is an experienced and proven Subject-Matter Expert; leads a project/program team and has a minimum of 10 years' of direct experience in their area of expertise. They must have a Bachelors' Degree and documented successful past performance with demonstrated leadership in their field. Directly responsible for program/project activities assigned.

A Consultant provides expertise, guidance, consultation, facilitation, thought leadership, and education to the client and/or project team based on proven specialized expertise involving business, technology, science, public policy and administration, or management.



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## **Senior Associate (Executive):**

### **Functional Duties/Responsibilities:**

A Senior Associate is an experienced and proven Subject-Matter Expert and Leads functional business areas within the company and/or projects/programs. Minimum 10 years' experience; they must have a Bachelors' Degree and demonstrated competency and leadership in their designated field. Directly responsible for leading program/project activities assigned by a Managing Partner.

A Senior Associate provides expertise, guidance, consultation, facilitation, thought leadership, and education to the client and/or project team based on proven specialized expertise involving business, technology, science, public policy and administration, or management.

Course Title	Course Length	Minimum Participants	Maximum Participants	Course Discription	Method of Delivery
Business Ethics - Avoiding Even the Appearance of Impropriety	1 day	15	30	Federal Contracts are financed by Public Funds which mandates unique requirements for standards of conduct. In this highly regulated environment, even the appearance of an impropriety can create enormous legal and financial consequences for the individual and organization doing business with the Federal Government. This comprehensive program focuses on those areas of risk and provide solid recommendations on how to develop a strong ethical culture in your organization. Provides demonstrated techniques to avoid legal and financial melt-down.	Instructor - Led
Buy/Selling Commercial Products	2 days	15	30	FASA, FARA and a host of other new statutes, regulations and initiatives have made selling commercial-off-the-shelf (COTS) and non-developmental items (NDI) much easier. Faster, better, cheaper is the new mantra. In order to do that, COTS and NDI purchases are modeled as closely to commercial standards as possible. This program focuses on the new rules and proven approaches to selling your commercial products	Instructor - Led
Contracting Officer's Representative (COR) Training	4 days	15	30	This dynamic program provides the COR with a clear understanding of how the procurement process works and how to prepare and follow a Surveillance Plan. Contractor performance - where the rubber meets the road. Doing more with less! Take a pro-active problem avoidance approach! Course Highlights include: Contracting Authority, Standards of Conduct, Requirements Documents, COR Work Plan, Surveillance Plans, Payments, Service Contract Act, Davis-Bacon Act, Anti-Deficiency Act, Contract Modifications, Changes Clause, Stop Work, Delays, Disputes Clause, Remedies, Inspection & Acceptance, Contract Financial Mgmt. Limitations of Funds/Costs, Performance-Based Contracts, Task/Delivery Order Contracts, Government Property, Commercial Practices, Termination, Closeout Reform Issue	Instructor - Led
Government Contracting - The Basics	1 day	15	30	This program focuses on the rules of the game, who the players are and how the system works. A comprehensive introduction to contracting with the Federal Government - a \$200 billion annual marketplace.  Government contracts are financed by public funds and therefore there are unique requirements for documentation, accountability, and standards of conduct. Essential for anyone doing business with the Federal Government.	Instructor - Led & Web-Based

IDIQ - Task & Delivery Order Contracting	2 days	15	30	<p>Fully compliant with the new Office of Federal Procurement Policy (OFPP) guidelines. This is a training program for Program and Project personnel, Contracting Officers, Contracting Officer's Representatives (COR) and Contracts Specialists. This dynamic program provides a clear understanding of how to effectively utilize indefinite quantity/indefinite delivery (IDIQ) contracts (commonly known as task order or delivery order contracts), including single and multiple award IDIQs.</p> <p>IDIQs allow the government to acquire an indefinite quantity, within stated limits, of supplies or services during a fixed period, with deliveries or performance to be scheduled by placing orders with the contractor. IDIQs facilitate the procurement process and offer agencies enormous management flexibility. Faster, better, cheaper - you bet! Best practices approach to managing task order and delivery order contracts!</p>	Instructor - Led
Managing Successful Government Contracts	2 days	15	30	<p>This course provides a clear understanding of how to successfully manage federal government contracts. Emphasis is on a proactive and problem-avoidance approach.</p> <p>Rules of the game, who the players are, reading and understanding the contract, documenting the process, managing costs and changes are but a few of the critical issues discussed. Tools and checklists provided.</p>	Instructor - Led & Web-Based
Managing Government IDIQ (Task Order) Contracts	2 days	15	30	<p>Fully compliant with the new Office of Federal Procurement Policy (OFPP) guidelines. This is a training program for Program and Project personnel, Contracting Officers, Contracting Officer's Representatives (COR) and Contracts Specialists. This dynamic program provides a clear understanding of how to effectively utilize indefinite quantity/indefinite delivery (IDIQ) contracts (commonly known as task order or delivery order contracts), including single and multiple award IDIQs.</p> <p>IDIQs allow the government to acquire an indefinite quantity, within stated limits, of supplies or services during a fixed period, with deliveries or performance to be scheduled by placing orders with the contractor. IDIQs facilitate the procurement process and offer agencies enormous management flexibility. Faster, better, cheaper - you bet! Best practices approach to managing task order and delivery order contracts!</p>	Instructor - Led
Negotiating for Success	2 days	15	30	<p>This course draws upon the findings of the Harvard Negotiation Project and other works and places them in the context of the Government contracting environment. This program emphasizes "principal negotiations versus "positional bargaining". Conflict is a part of this growth industry and more and more occasions require negotiations. Becoming more adept at gaining agreement is a key to success in the contracting arena. A real-world case study and participation in a negotiation highlights this learning experience.</p> <p>Negotiation is a process -not an event!</p>	Instructor - Led

Performance-Based Service Contracting	1 day	15	30	<p>Performance-Based Service Contracting (PBSC) is the new government contracting paradigm in which the emphasis is on "output" rather than the manner in which the work is to be performed.</p> <p>PBSC is designed to ensure that contractors are given freedom to determine how to meet the government's performance objectives. It assures that appropriate performance quality levels are achieved and that payment is only made for services which meet those levels.</p> <p>This training program provides a clear understanding of this new paradigm and offers proven approaches for success.</p>	Instructor - Led
Presenting Successful Oral Proposals	1 day	15	30	<p>A training program that focuses on the Federal Government's new approach to source selection. The Government is streamlining the procurement process by requiring contractors to present their organization's management and technical solutions orally.</p> <p>Course materials includes a copy of the OFPP Best Practices Manual on Oral Proposals. Checklists, references, proven approaches highlight this program.</p>	Instructor - Led
Source Selection Training - Oral & Written	3 days	15	30	<p>Fully compliant with the new Office of Federal Procurement Policy (OFPP) guidelines and Federal Acquisition Institute (FAI) recommendations for Source Selection Training. A training program for Contracting Officers, Source Selection Officials, and Contracts Specialists. This dynamic program provides the Contracting Officer, Source Selection Officials, and Contracts Specialists with a clear understanding of how to prepare a Source Selection Plan, conduct meaningful discussions with offerors and select the contractor that is most advantageous to the government. A sure-fire approach to avoiding protests and selecting the best!</p>	Instructor - Led
Source Selection Team Training - Oral & Written	2 days	15	30	<p>A training program for the Source Selection Evaluation Panel. This highly interactive program provides the Source Selection Team with a clear understanding of how to select the best contractor. Includes how to read and understand the solicitation and how to evaluate each proposal objectively in accordance with the Source Selection Plan factors and sub factors. A sure-fire approach to avoiding protests and selecting the best! This program can be tailored to include an actual proposal presentation exercise in which the team participates in an evaluation.</p>	Instructor - Led
Estimating & Pricing Government Contracts	2 days	15	30	<p>This intensive program examines pricing policies used by the Government to determine a "fair and reasonable price" and provides you with proven techniques for developing detailed cost estimates.</p> <p>The key to success in this marketplace is having a clear understanding of how critical it is to thoroughly identify your costs prior to performance of a contract and then make a "strategic decision" about your price.</p> <p>Recognized by both government and contractors as one of the weakest disciplines in the process, solid estimating skills and effective internal support systems are absolutely essential to winning contracts and subsequent successful contract performance.</p>	Instructor - Led

Finance and Accounting of Government Contracts: For the Non-Financial Manager	2 days	15	30	<p>Today's manager is required to possess a skill set that transcends his/her immediate job, including the ability to interpret financial data for the purpose of making strategic and prudent business decisions.</p> <p>This intensive program will enable you to interpret financial statements and totally familiarize you with the key accounting requirements in today's government contracting environment. Using examples and illustrations, you will learn how to control costs and manage cash flow.</p>	Instructor - Led
Managing Contract Costs	2 days	15	30	<p>This program provides the contractor with proven techniques for effectively identifying critical cost risks and then efficiently managing those risks to control contract costs and ultimately to ensure profitability.</p> <p>Faster, Better, Cheaper are the government's and the contractor's challenges. One of the keys to meeting those challenges for the competitive contractor is to manage and relentlessly control costs in today's budget-constrained environment.</p> <p>The Government Performance and Improvement Act of 1994 mandated Strategic Planning and the appointment of Chief Financial Officers (CFO) for each agency. This program provides you with best practices to help your government customer meet those current legislative requirements.</p>	Instructor - Led
Selecting the Right Accounting & Management Information System	2 days	15	30	<p>This comprehensive course identifies what to look for in the right accounting and information system. Key to the success of any information system is the ability to process information on time in a format that is easy to input and easy to understand.</p> <p>Critical in today's highly competitive government business environment is the need to process financial and management information in a timely and well understood format, both internally and externally. This program provides proven and practical approaches to selecting and optimizing the appropriate system to meet your needs.</p>	Instructor - Led
Developing An Effective Performance Measurement System	2 days	15	30	<p>Clearly Define and Communicate Your Mission</p> <p>Develop Objective Indicators of Desired Performance</p> <p>Implement a Comprehensive Performance Measurement System</p> <p>A training program for leaders and managers, quality coordinators and performance improvement teams desiring to improve quality, productivity and customer satisfaction. By having a functional and accurate measurement system, organizations have the ability to develop more realistic strategic plans and make more accurate decisions; decisions based on objective indicators of current and desired performance.</p> <p>This course presents guidelines, tools and techniques that any organization can use to develop or redesign a performance measurement system.</p>	Instructor - Led

Leading Teams: Tools and Techniques for Today's Team Leader	2 days	15	30	<p>A training program for individuals responsible for leading organizations and the teams within those organizations.</p> <p>Operational processes and procedures are being rapidly modified to meet the challenges of new customer demands, new organizational structures and the emphasis on leveraging human talent.</p> <p>Included in the course are specific tools and techniques that can be used to enhance effectiveness and generate the creativity and synergy needed for team success. This course focuses on the leadership skills needed to develop cohesive teams to meet today's challenges.</p>	Instructor - Led
Leadership - High Performance Teambuilding	1 day	15	30	<p>This program provides solid tools and techniques on how to create a high-performance team. In today's business environment, where the mantra is faster, better, cheaper, leaders are having to do more with less. Turn your working group into a successful high performance team.</p> <p>Personal performance assessment and planning guide provided each participant.</p>	Instructor - Led
Program/Project Management - Getting Started	1 day	15	30	<p>Essential to managing programs and projects is a clear understanding of fundamental project management tools and techniques. This program focuses on current best practices in project management and provides a comprehensive approach to planning, baselining, and scheduling any size program or project.</p> <p>Emphasis is on understanding how to develop and use a work breakdown structure (WBS), networking tools such as CPM and PERT and scheduling tools such as GANTT and milestone charts.</p>	Instructor - Led & Web-Based
Program/Project Management Software Tools	1 day	15	30	<p>This program focuses on the software tools that assist the program/project manager in making risk assessments as to cost, schedule, and performance.</p> <p>Critical to the success of any program/project is the knowledge the manager has as to where the project is, where it is going, what resources are needed, how long it will take, and how much will it cost. This program provides a look at the current software tools available and offers recommendations for various applications.</p>	Instructor - Led

Successful Program/Project Management	2 days	15	30	Provides current techniques for planning, budgeting, organizational development, scheduling, monitoring, and decision analysis. A must for all profit-center managers and key personnel. This course focuses on the program/project manager's role as a "facilitative" leader and the proper assessment of the dynamics of program communication and leadership skills. A systematic approach to identify teams, deliverables, milestones and focus items is reviewed. Participants are also familiarized with integrating TQM techniques into project management.	Instructor - Led & Web-Based
Contract Fraud Training	2 days	15	30	A proven program for investigators and support personnel who are charged with the responsibility to identify and document fraud, waste and mismanagement in government contracting. This dynamic, highly interactive, program provides the investigator a solid understanding of how to read and interpret a contract. Emphasis is placed on documentation requirements and where and how to find that information. The players are identified and rules of the game are clarified. Civil and criminal remedies are discussed. Common schemes involving contract fraud are demonstrated. Tools used to combat violations are discussed. Checklists are provided.	Instructor - Led
SIMPLIFIED ACQUISITIONS AND MICRO-PURCHASES: USING THE GOVERNMENT PURCHASING CARD	2 days	15	30	A training program for effectively managing risks. The Federal Acquisition Regulation (FAR) at Subpart 1.102, sets forth a number of Guiding Principles to ensure system efficiency and effectiveness. In addition to satisfying the customer in terms of cost, quality, and timeliness of delivered product and/or service, the Federal Acquisition System is expected to: (1) minimize administrative operating costs, (2) fulfill public policy objectives, and (3) conduct business with integrity, fairness, and openness. To meet these performance standards, Agency leaders and managers are to shift their focus from risk avoidance to risk management and are to empower local procurement officials to take independent action based on their professional judgment. Simplified acquisitions and micro-purchases using the purchase card present significant risks if due diligence is not properly understood and/or exercised. Agency leaders can manage risks through an effective training program. This training course provides proven risk management and fraud prevention methodologies that will allow the Federal Acquisition System to achieve its vision of delivering on a timely basis the best value product or service to the customer while maintaining the public's trust. The course is specifically designed for GSA purchase cardholders, their managers, supervisors and, contract officers and specialists.	Instructor - Led

\$100.00 - Price per each additional participant in excess of the maximum (if applicable)

All FMG Training Courses are Tailored to the Government Agency, Office or Program. FMG Trainers will normally spend a minimum of ½ day with the requesting office to identify program specifics and tailor the course to meet the Agency, Office or Program's specific needs. The tailoring of the course and pre-meeting with the customer is included in the total price of the course.

Customization of off-the-shelf training may include but is not limited to:

- workbooks • computer based training • overhead transparencies
- training manuals • videotapes • advanced presentation media