



U.S. GENERAL SERVICES ADMINISTRATION  
Federal Supply Service

## Authorized Federal Supply Schedule Price List

On-line access to a contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through GSA Advantage!, a menu-driven database system. The Internet address for GSA Advantage! is <http://www.GSAAdvantage.gov>.

For more information on ordering from Federal Supply Schedules, click on the FSS Schedules button At <http://www.fss.gsa.gov>

## Schedule for Mission Oriented Business Integrated Services (MOBIS)

Federal Supply Group: 874 Class: R499

**Contract Number: GS-10F-0387R**

Contract Period: July 13, 2005-July 12, 2010

Option Period: July 13, 2010-July 12, 2015

Option Period: July 13, 2015-July 12, 2020

*(Authorized FSS Contract Prices effective June 29, 2015)*

**Contractor:**

Financial Voyages LLC®  
3340 Peachtree Rd., NE  
Suite 1800  
Atlanta, GA 30326-1081 USA  
Tel: +1-770-379-0950  
Fax + 1-770-379-0630  
Email: [sales@teamfv.com](mailto:sales@teamfv.com)

Contract Administrator: Pamela S. Robinson

**Business Size:**

Verified Veteran-Owned Small Business (VOSB)  
Certified Women-Owned Small Business (WOSB)  
SBA Small Business



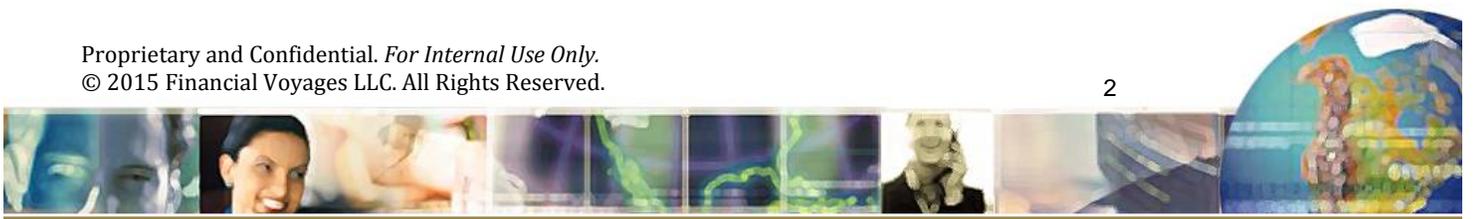
An ISO 9001 Certified Company

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## Customer Ordering Information

To advance economic growth and development initiatives, Financial Voyages LLC partners with **international organizations, government agencies and businesses** to help the organization and workforce perform better in the international community by achieving **mastery in business, finance and project management**.

Financial Voyages, LLC **Training and Professional Services:**

*Customer Groups operate globally in:*

*Diplomacy ■ Development ■ Defense*

- Helps organizations manage, develop and leverage existing resources
- Concentrates on high-value analytical management skills that support strategic, data-driven decisions
- Offers a comprehensive portfolio of programs and workforce development services



1a. Table of Awarded Special Item Numbers (SINS) includes:

Special Item Number (SIN)	Professional Services
874-1/1RC	Integrated Consulting Services
874-4/4RC	Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration
874-5/5RC	Ancillary Supplies and/or Services

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.

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

6. Discount from list prices or statement of net price: Government net prices (discounts already deducted).

3. Minimum Order: \$100.00

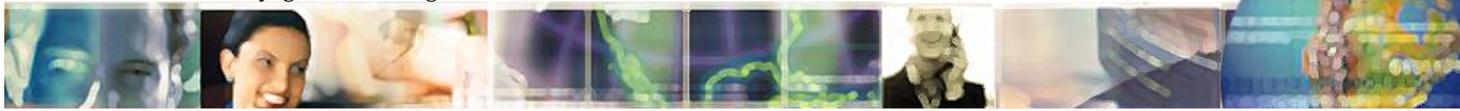
7. Quantity discounts: None offered

4. Geographic Coverage (delivery Area): Domestic only.

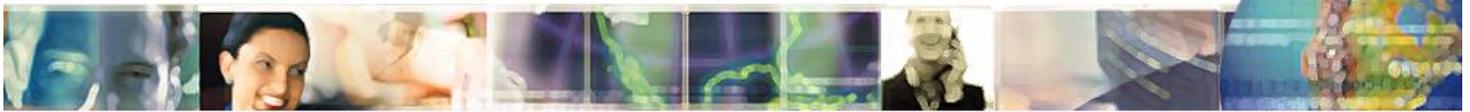
8. Prompt payment terms: Net 30 days

5. Point(s) of production (city, country, and state or foreign country): Same as company address

9a. Notification that Government Purchase Cards (GPC) are accepted at or below the micro-purchase threshold: Yes



- 9b. Notification whether Government Purchase Cards are accepted or not accepted above the micro-purchase threshold: Will accept over \$2500.
10. Foreign items (list items by country of origin): None
- 11a. Time of Delivery (Specified on the Task Order.
- 11b. Expedited Delivery. The Contractor will insert the sentence items available for expedited delivery is noted in this price list under this heading. The Contract may use a symbol of its choosing to highlight items in its price list that have expedited delivery. *Contact Contractor.*
- 11c. Overnight and 2-day delivery. The contract will indicate where overnight and 2-day delivery is available. Also, the contract will indicate that the schedule customer may contact the Contract for rates for overnight and 2-day delivery. *Contact Contractor.*
- 11d. Urgent Requirements. The Contractor will note in its price list the Urgent Requirements clause of its contract and advise that they can also contact the Contractor's representative to affect a faster delivery: *Contact Contractor*
12. F.O.B. Point(s): Destination.
- 13a. Ordering Address: 3340 Peachtree Rd, NE, Suite 1800, Atlanta, GA 30326, +1 770-379-0950 (t) [sales@teamfv.com](mailto:sales@teamfv.com)
- 13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreement (BPAs), and sample BPA can be found at the GSA/FSS Schedule homepage ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules))
14. Payment address: Financial Voyages LLC, 3340 Peachtree Rd., NE, Suite 1800, Atlanta, GA 30326 USA
15. Warranty provision: Contractors standard commercial warranty.
16. Export Packing Charge (if applicable): Not applicable
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): *Contact Contractor*
18. Terms and conditions of installation (if applicable): Not applicable.
19. Terms and conditions of installation (if applicable): Not applicable
- 20a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list price (if applicable): Not applicable
- 20b. Terms and conditions for any other services (if applicable): Not applicable
21. List of service and distribution points (if applicable): Not applicable
22. List of participating deals (if applicable): Not applicable
23. Preventive maintenance (if applicable): Not applicable
- 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): Not applicable
- 24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g., contract's website or other location). The EIT standards can be found at [www.Section508.gov/](http://www.Section508.gov/).
25. Data Universal Numbering System (DUNS): 09-043-6465
26. Notification regarding registration in System for Award Management (SAM) database: Registered.



## Schedule Blanket Purchase Agreement (BPA) Benefits

A GSA Schedule BPA is an agreement established by an ordering activity with Financial Voyages LLC (GSA Schedule Contractor) to fill repetition needs for supplies or services (FAR 8.405-3). It simplified the filling of recurring needs, while leveraging a ordering activity's buying power by taking advantage of quantity discounts, saving administrative time, and reducing paperwork.

BPAs offer an excellent option for federal agencies and Schedule contractors alike, providing convenience, efficiency, and reduced costs. Contractual terms and conditions are contained in GSA Schedule contracts and are not to be re-negotiated for GSA Schedule BPAs. Therefore, as a purchasing option, BPAs eliminate such contracting and open market costs as the search for sources, the need to prepare solicitation, and the requirements to synopsise the acquisition.

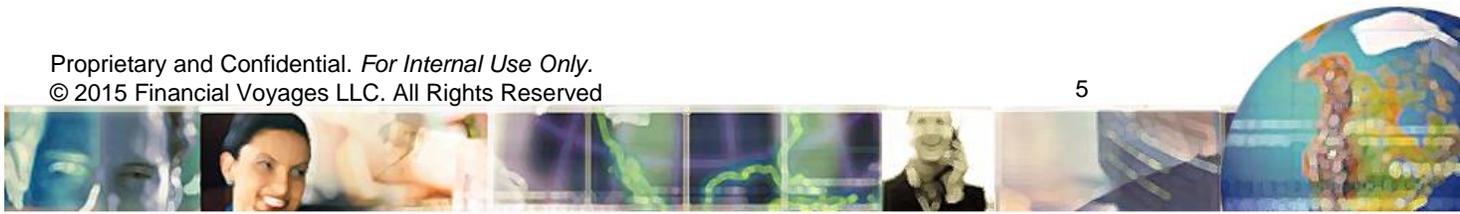
BPAs also:

- Provide opportunities to negotiate improved discounts;
- Satisfy recurring requirements;
- Reduce administrative costs by eliminating repetitive acquisition efforts;
- Permit ordering activities to leverage buying power through volume purchasing;
- Enable ordering activities streamlined ordering procedures
- Reduce procurement lead time; and
- Permit ordering activities the ability to incorporate terms and conditions not in conflict with the underlying contract.

Under pre-agreed offer/award procedures, Schedule BPAs do not require the obligation of funds. Funds are obligated when orders are placed against a BPA.

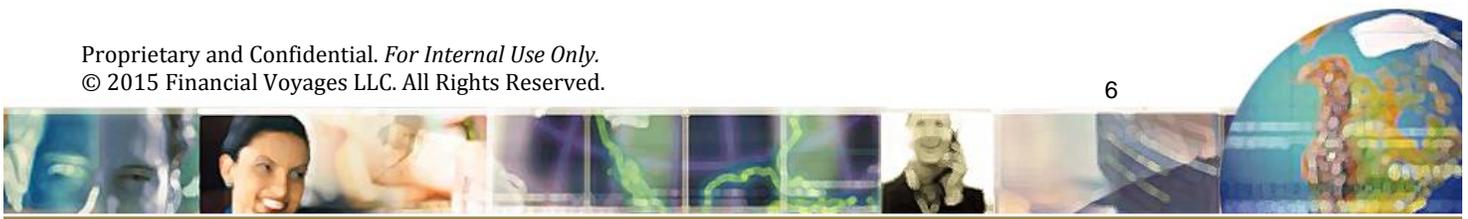
A BPA can be set up for use by field offices across the nation, thus allowing them to participate in an agency's BPA and place orders directly with GSA Schedule contractors. In doing so, the entire agency reaps the benefits of additional discounts negotiated into the BPA. A multiagency BPA is also permitted if the BPA identifies the participating agencies and their estimated requirements at the time the BPA is established.

Additional BPA information and a sample BPA can be found at the GSA/FSS Schedule homepage (<http://www.gsa.gov/portal/content/199393>).



## Our Partners and Accreditations

	<p><b>Certified Defense Acquisition University (DAU) Equivalent Provider</b></p> <p>Financial Voyages LLC is a DAU Certified Equivalent Provider offering DAWIA Certification Courses.</p>
	<p><b>Verified Veteran-Owned Small Business (VOSB)</b></p> <p>Financial Voyages LLC is a Verified Veteran-Owned Small Business (VOSB) under the VA Verified Program at <a href="http://www.vetbiz.gov">www.vetbiz.gov</a></p>
	<p><b>Certified Women-Owned Small Business (WOSB)</b></p> <p>Financial Voyages LLC is a Certified Women-Owned Small Business (WOSB) eligible under the SBA WOSB program. Contracting officers may now set-aside any contract, for any dollar amount, for WOSBs under the SBA WOSB program if the expected contract meets the other program requirements.</p>
	<p><b>An ISO 9001 Certified Company   Quality Policy</b></p> <p>Financial Voyages LLC is committed to our journey of improving products, services and systems that comply with ISO 9001 requirements and continually improve the effectiveness of our quality management system. The goal of all managers, employees and contract staff is total customer satisfaction. We meet customer requirements by consistently delivering relevant and reliable professional services in a timely and efficient manner.</p>
	<p><b>Continuing Professional Education (CPE) Credits</b></p> <p>Financial Voyages LLC is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN 37219-2417. Web site: <a href="http://www.nasba.org">www.nasba.org</a></p>



## Integrated Consulting Services

Special Item Number (SIN)	Professional Services
874-1/1RC	Integrated Consulting Services

**Integrated Consulting Services**—Financial Voyages LLC provides expert advice and assistance in support an agencies mission-oriented business functions.

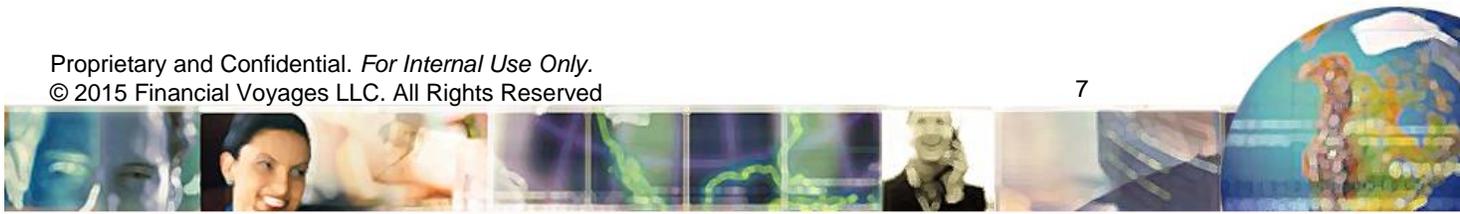
- Management or strategy consulting, including research, evaluations, studies, analyses, scenarios/simulations, reports, business policy and regulation development assistance, strategy formulation, and expert witness services
- Facilitation and related decision support services
- Survey services, using 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

Integrated Consulting Services includes all services related to the practice of helping organization to improve their performance, primarily through the analysis of existing organizational problems and development of plans for improvement. Service areas included under Integrated Consulting Services includes, but not limit to the following:

- Monitoring and Evaluation (M&E)
- Private Sector Development
- Public-Private Partnership (PPP)
- Workforce Development Strategies
- Strategic Planning Workshops
- Control Self-Assessment Workshops

**Advisory and assistance** service in accordance with FAR 37-203

- Budget Analysis and Tracking
- Business Analytics
- Business Case Development Support
- Cost Estimating and Analysis Support
- Cost/Schedule/Performance Improvement
- Decision Analysis
- Earned Value Management (EVM) Analysis
- Economic Analysis
- Governance, Risks and Internal Control
- Grants Management
- Integrated Program Management
- Planning, Programming, Budgeting and Execution (PPBE) Management
- Program Documentation
- Program Management
- Project Management
- Requirements Management
- Risk Management
- Should-Cost Determination
- Strategic Development
- Strategy Implementation
- Training and Facilitation



**Survey services**, using a variety of methodologies, including survey planning, design, and development; survey administration; data validation and analysis; reporting, and stakeholder briefings

- Scientific Services
- Quantitative research
- Qualitative research
- Mixed methods research
- Survey design and development
- Data collection and analysis
- On-line customized surveys
- Organizational development surveys
- Leadership assessment
- Pre-test / Pilot surveying
- Team performance
- 360° feedback assessments
- DISC behavioral assessment
- FIRO-B assessment
- FIRO-B organizational assessment
- Myers-Briggs Type Indicator (MBTI)

**C-Suite Coaching Services**

Financial Voyages LLC’s C-Suite Coaching service delivers one-to-one executive coaching for senior leaders, international and government officials seeking to accelerate growth, development and performance. Executive Coaching is an action-oriented program between the executive and the coach aimed to bridge the gap between where the executives and their organization are today and where they want to be.

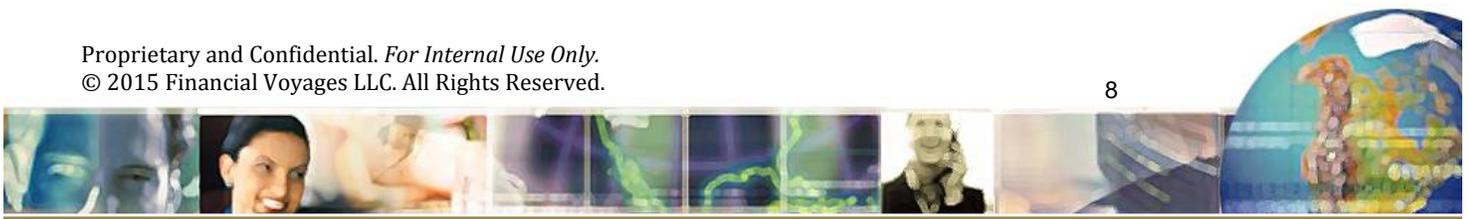


Areas of focus include, but not limited to:

- Business Growth
- Conflict Resolution
- Executive Development
- Leadership Development
- Performance Results
- Self-Awareness
- Strategy Implementation
- Succession Planning

**Facilitation and related decision support services**

- Focus Groups
- Meeting Facilitation
- Small Group Facilitation
- Facilitating Breakout Sessions
- Facilitating Conferences
- Facilitating Strategic Planning Sessions



## Labor Category Descriptions

Labor Category	Minimum Experience	Minimum Education	Description
Nationally Recognized Expert	10 yrs.	Masters	Works directly with senior leadership of client organizations as a partner. Provide workforce learning and development strategy and solutions. Serve as the executive performance consultant, senior instructor and case designer. Lead diverse groups and teams in delivery quality products and services to customer groups. Links strategic and operational gaps (business analysis, financial management, quality and process improvement, internal control, workflow diagrams, efficiency reviews program and project management and analysis). Possesses strong communication skills, delivers keynote speeches, breakout sessions at industry conferences.
Senior Performance Consultant	5 yrs.	Masters	High-caliber professional possessing strong technical skills. Conducts organizational studies and evaluations, designs systems and operating procedures, conducts work simplifications and measurement studies, and prepares operations and procedures manuals to assist management in operating more efficiently and effectively. Tracks trends in the business areas through research.
Associate Performance Consultant	3 yrs.	Bachelors	High-caliber professional possessing strong technical skills. Conducts organizational studies and evaluations, designs systems and operating procedures, conducts work simplifications and measurement studies, and prepares operations and procedures manuals to assist management in operating more efficiently and effectively.
Senior Instructor	15 yrs.	Masters	Conduct training, instructional design, curriculum and training materials development. Demonstrate current and maintained knowledge of training and facilitation techniques for adult audiences using variety of technology tools. Work with staff to analyze, review and revise existing materials, conduct needs assessment, develop new materials, conduct training sessions and assist with meeting facilitation. Act as a consultant to the project manager and assist in project decision making. Provide information on new training resources and tools to facilitate a clear presentation of materials and training. Ensure alignment and quality of all materials to include content, format and 508 compliance.
Associate Instructor	10 yrs.	Bachelors	Demonstrates state of the art knowledge of training and facilitation techniques for adult audience in an international environment using a variety of technology. In collaboration with Senior Instructor and customer, conduct need assessment, review, analyze existing training material for select competitions, and make recommendations toward improvements of the review resources, orientations and training. Review existing resources both content and format,

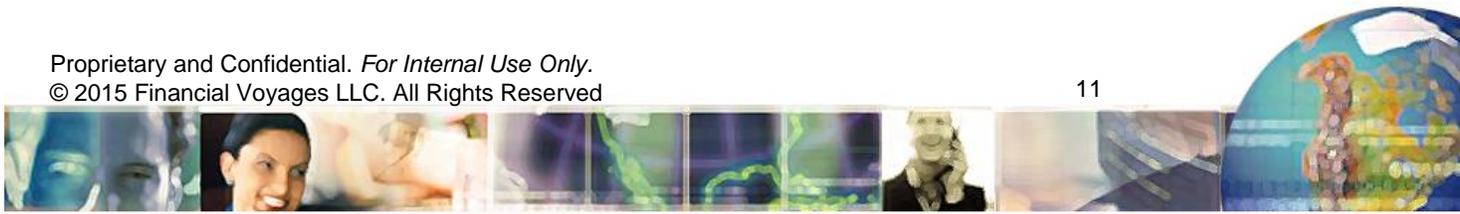


			and develop new training materials. Participate in pre-session planning activities plan, prepare and conduct training sessions and assists with meeting facilitation and guiding the session participants in achieving of the objectives
Project Coordinator	5 yrs.	Bachelors	In close collaboration with and guidance from the Project Managers ensure production of high-quality deliverables in the day-to-day operations of contract activities. Assist with broad variety of review support and logistical tasks to provide excellent level of customer service to customers. Capable of high quality performance in a fast-paced work environment and surge work period to include: maintaining high-quality interactions and communications with various audiences in varying formats, ability to multi-task and remain productive and responsive to several activities at once.
Human Resource Consultant	5 yrs.	Masters	Provides human capital services. Equipped with labor laws and internal processes contributing to our human capital performance portfolio of services.
Executive Coach	3 yrs.	Masters	Executive Coaches work one-on-one, via telephone, email, Skype, shadowing assignments and/or in-person to help customers achieve organizational and professional goals and objectives. Helps executives, managers and teams close gaps between where they are today to where they want to be.
Financial Analyst	3 yrs.	Bachelors	Conducts quantitative analyses of information affecting programs of public and/or private organizations. Examines budget estimates for completeness, accuracy, and conformance with procedures and regulations/policies. Analyze budget and accounting reports for the purpose of maintaining expenditure control.
Business Analyst	3 yrs.	Bachelors	Facilitates the use of information and knowledge across customer organizations, product lines and/or services. Help managers and executives make insightful data-driven decisions. Tracks program/project/business requirements and translates data and information into useful information for customers to better plan, allocation resources and costs control. Applies analytical and evaluative techniques to identify, consider, and resolve issues or problems or factual natures. Use various qualitative and quantitative techniques. Demonstrates strong written and oral communications.
Instructional Designer	3 yrs.	Bachelors	Designs and develops instructional material. Coordinates educational content. Incorporates current technology in specialized fields that provide guidelines to faculty and instructors for developing curricula and conducting courses. Experience with adult learning techniques and technical competencies to develop quality products. Verifies and validates data and information to ensure materials are up-to-date, relevant, useful and executable for customer groups.
Facilitator	3 yrs.	Bachelors	Skilled professionals in transferring course content to meet client requirements. Instructors provide technical and/or behavioral training solution in business management, financial and specialized certification training to include, but not limited to, business analysis, internal controls, and project



			management and performance excellence. Instructors are highly skilled in oral communications and adult learning practices with a high regard to though, knowledge and translating knowledge into action. Through various learning methods, instructors/facilitators and guides groups to reach established objectives.
Data Analyst	3 yrs.	Masters	Formulates and applies mathematical modeling and other optimizing methods using a computer to develop and interpret information that assist customers with decision making, process improvement and other managerial science function. Data analysts develop related software, service, or products. Data analysts concentrate on collecting and analyzing data and developing decision support solutions. Data analysts may develop and supply optimal time, costs and logical networks for program evaluation, review and/or implementation. Data analysts are detail oriented process centric and focused on turning quantitative and qualitative analysis into useful information for customer. Data analysts possess strong written and oral communication skills as well as systems integration capabilities. Data analysts crystalize complete calculation to understandable and useable models.
Business Case Writer	3 yrs.	Bachelors	Well-versed in business case development and storytelling. Case writers make connections to organizational requirements across multidiscipline. Case writers possess strong technical writing, grammar, language in a business environment.
Editor	3 yrs.	Bachelors	Performs a variety of editorial duties to include layout, indexing and revising content of written materials, in preparation for final publication. Contribute to the quality of customer deliverables and company products. Editors check accuracy of grammar, spelling, language, flow of thought and layout.

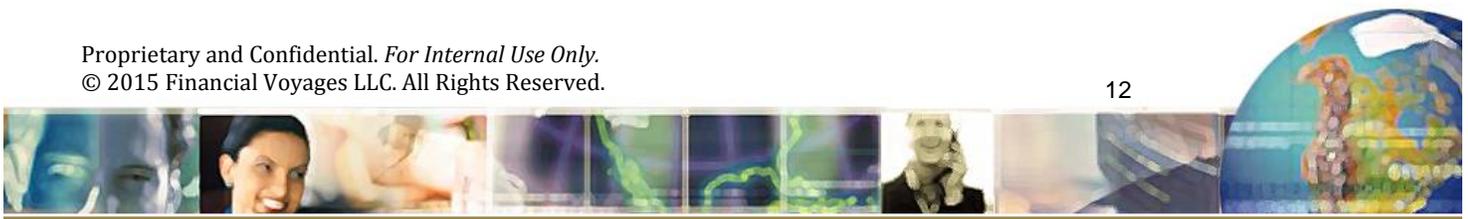
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## Pricelist for Labor Categories (SIN 874-1/1RC, 874-4/4RC)

Labor Categories for SINs 874-1, 874-4	Hourly Rate
Nationally Recognized Expert	\$226.69
Senior Performance Consultant	\$187.00
Associate Performance Consultant	\$150.00
Senior Instructor	\$190.00
Associate Instructor	\$150.00
Project Coordinator	\$90.00
Human Resource Consultant	\$125.00
Executive Coach	\$125.00
Financial Analyst	\$112.94
Business Analyst	\$112.94
Instructional Designer	\$108.00
Instructor/Facilitator	\$108.00
Data Analyst	\$80.60
Business Case Writer	\$68.01
Editor	\$60.45

*The Service Contract Act (SCA) is applicable to this contract as it applies to the entire 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 Financial Voyages LLC adds SCA labor categories / employees to the contract through the modification process, the Contractor must 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 WD number. Failure to do so may result in cancellation of the contract.*



## Training Services

Special Item Number (SIN)	Professional Services
874-4/4RC	Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration

Financial Voyages LLC offers training services (SIN 874-4) to include instructor-led training, web-based training and education courses, course and curriculum design and development services, test administration, learning management and internships. Proposed courses are commercially off-the-shelf training and/or educational courses that are delivered via an Instructor-led (e.g., traditional classroom setting or conference/seminar) and/or web-based (e.g., internet/intranet, software packages and computer applications) system. Courses have a defined title, length of time (e.g., hours, days, semesters), description of material to be taught (e.g., syllabi, table of contents etc.) and whether materials are included in the price.

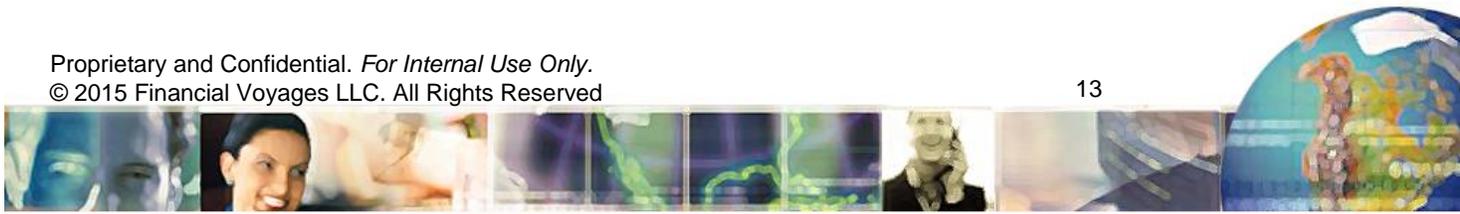
### General Training Services

- Bloom’s Taxonomy
- Enabling Learning Objective (ELO)
- Terminal Level Objective (TLO)
- Asynchronous Distant Learning
- Synchronous Distance Learning
- Instructor-Led Training (ILT)
- Interactive Multimedia Instruction
- Progressive case studies
- Content and curriculum design/re-design
- Customized training
- E-Learning design
- Live business case design
- Conference presentation
- Breakout sessions

Proposed professional services support the 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 (e.g., traditional classroom setting or conference/seminar) and/or web-based (e.g., internet/intranet, software packages and computer applications) system. Proposed customization services are a 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 (e.g., Subject Matter Experts (SMEs), Senior Instructors, Project Coordinator, Case Writer, Editor, etc.).

### Specialized Training Programs

- CFO Training Programs. Content design/redesign/instructor-led delivery for financial and non-financial, novice to expert-level workforce in a global environment.
- Department of Defense (DOD) Financial Management Certification program in a global environment.
- Defense Acquisition University (DAU)/ Defense Acquisition Workforce Improvement Act (DAWIA) Certification Courses. Financial Voyages LLC is a DAU Certified Equivalent Provider offering DAWIA Certification Courses.



Training services offered, but not limited to include:

### **Business Acumen**

- Benchmarking / Reengineering
- Change Management
- Critical Thinking
- Customer Service
- Executive Coaching
- Human Capital Strategies
- Leadership Development
- Performance Excellence (ISO 9001/  
Baldrige Gap Analysis/APIC)
- Strategic Planning Workshop
- Strategy Implementation
- Team Building
- Budget Execution
- Cost Management Accounting
- Defense Financial Management
- Finance for Non-Financial Professionals
- Financial Management Overview
- Foreign Assistance Funding
- International Affairs Financial Management
- International Financial Management
- International Development Financial  
Management
- Planning, Programming, Budgeting and  
Execution
- Price and Cost Analysis

### **Business Analytics**

- Advanced Data Analysis
- Applied Statistics and Analytics
- Business Case Analysis
- Business Case Development
- Data Collection and Analysis
- Decision Support and Analysis
- Predictive Analytics
- Spreadsheet Modeling

### **Business Cost and Financial Management**

- Acquisition Business Management
- Applied Cost Analysis
- Appropriations Law
- Appropriations Law Refresher & Update
- Appropriations Law (International Affairs)
- Appropriations Law (Foreign Assistance)
- Appropriations Law (Defense)
- Budget Analysis
- Budget Formulation and Justification

### **Governance, Risks and Internal Control**

- Enterprise Risk Management
- Fraud Awareness, Detection and Reporting
- Internal Control
- Internal Control Self-Assessment

### **Project and Program Management**

- Business Analysis Curriculum
- Earned Value Management (EVM)
- International Project Management
- International Program Management
- Principles of Project Management
- Microsoft® Project
- Project Cost Management
- Project Communication Management
- Project Leadership and Teambuilding
- Project Management for Executives
- Project Quality Management
- Project Risk Management



## Training Course Descriptions

**Analyzing Data Using Excel:** This 5-day workshop offers our 5-Phase Analysis Model, Microsoft Excel functions and data analysis tools to help analysts translate quantitative and qualitative data into useful information. Participants learn how to frame analytical problems and opportunities, gather the right mix of data and effectively present solutions.

**Business Case Analysis Workshop:** This 5-day advanced analysis workshop places the analyst as a key player in the decision making process by challenging them to provide alternative solutions to the business case management team. Real situations are presented in a business case focusing on competencies required to conduct sound analysis on program and financial performance. Working in small groups, the analyst perform quantitative and qualitative analysis using data and information to effectively identify, measure and adjust performance gaps and provide alternative solutions to help the managers make informed decisions. (Custom-designed business case price provided separately).

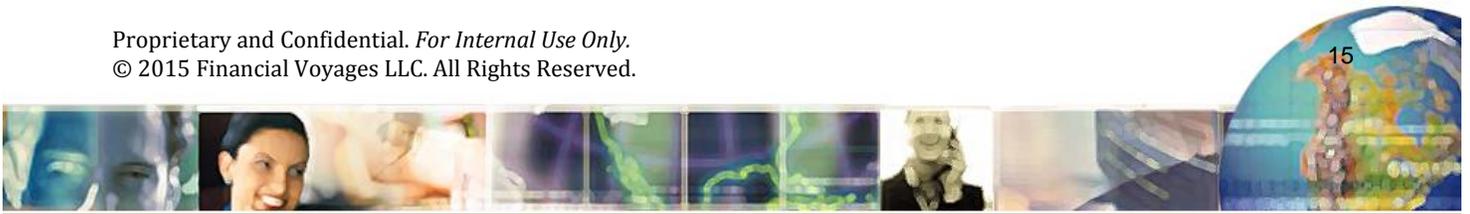
**Business Case Development:** This 2-day workshop offers a step-by-step methodology for a solid process in business case development and workable solutions for identifying and measuring the impact of business decisions on operational and financial performance. Our business case development strategies equip participants with skills to justify resource requirements and track the business case throughout the life of the project.

**Coaching Practice:** Unleash the natural talents of managers and team members to perform at their personal best and deliver value-added results. This 2-day interactive workshop is designed for managers who want to increase productivity, improve performance, and deliver better results. During the workshop, participants have multiple opportunities to apply coaching techniques through practical experience. Participants leave equipped with knowledge and strategies that can be applied immediately.

**Financial Management Overview** provides participants with an overview of core financial management concepts and principles relevant to the Federal Government and specific customers. The course demonstrates how the organization's financial management (budget, accounting, reporting, financial operations, audit and internal controls) integrates throughout the Agency, and demonstrates how the organization's financial processes comply with regulations, guidelines and directives.

**Fraud Awareness, Detection and Reporting** provides participants with the knowledge, skills, and techniques necessary to effectively and efficiently implement and manage programs while minimizing the probability for fraud, waste and abuse. The course provides participants with the ability to recognize indicators of procurement fraud in government contracts by using real life case studies that illustrate traditional fraud schemes involving false statements, false claims, product substitution and misrepresentation.

**Key Leaders Training in Internal Controls:** This full-day course is essential for government managers and executives who are responsible for certifying the adequacy of internal controls as required by the Federal Manager's Financial Integrity Act and OMB Circular A-123 (revised). This training goes beyond compliance and focuses on performance, offering a practical approach designing and managing a cost-effective internal control process.



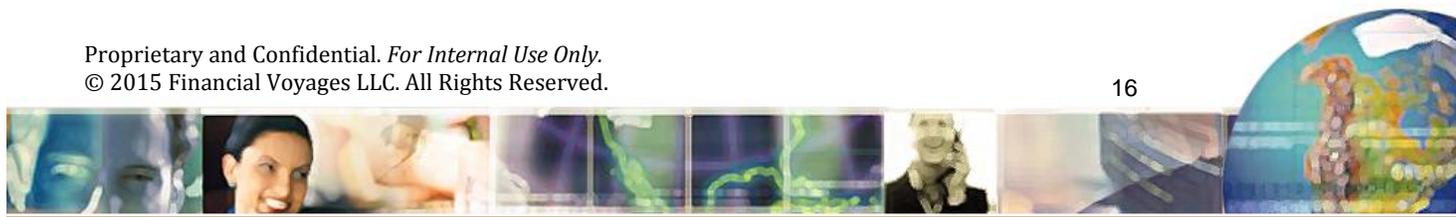
**Principles of Appropriations Law** provides participants with a general understanding of legislation affecting the organization’s operations, the legislative process, and the limitations and authorities affecting the use of appropriated funds. The course provides participants with the ability to identify many of the legislative and regulatory issues which have an impact on their duties and responsibilities relative to: 1) funds *appropriations*; 2) funds obligation; and 3) funds usage (color of money). The course format includes lecture, short case studies, and team-oriented practice exercises. Participants gain a better understanding of the GAO Comptroller’s General Principles of Appropriations Law (Redbook), related legislative authority and applicable agency regulations, guidelines and directives.

**Principles of Project Management** provides with instruction on Project Management (PM) methodology, processes and activities of planning, organizing, and controlling resources to achieve specific outcomes. Through case exercises and changing scenarios, participants practice project management tools and techniques that they can apply to current and future projects.

**Tools, Techniques and Templates for Internal Controls:** This 2-day workshop offers a systematic approach to enhance internal control processes. This is a nuts-and-bolts program designed for assessable unit managers, management control administrators, financial professionals and auditors. The tools, techniques, and references equip participants to effectively identify measure and respond to the most significant risks and assess the adequacy of vital internal controls, including management s assessment of internal control over financial reporting.

### Pricelist for Training Courses (874-4/4RC)

Courses	Length	Min Class Size	Max Class Size	On-Site Course Price
Analyzing Data Using Excel*	5d	12	25	\$16,700.00
Appropriations Law	4d	12	25	\$12,000.00
Business Case Analysis Workshop	5d	12	25	\$16,124.00
Business Case Development	4d	12	25	\$8,433.00
Coaching Practices	2d	12	25	\$7,214.11
Financial Management Overview	4d	12	25	\$12,000.00
Fraud Awareness, Detection and Reporting	4d	12	25	\$12,000.00
Key Leaders Internal Control Training Course	1d	12	25	\$5,500.00
Principles of Project Management	2d	12	25	\$8,000.00
Tools, Techniques and Templates for Internal Control	2d	12	25	\$6,952.00



## Ancillary Supplies and/or Services

Special Item Number (SIN)	Professional Services
874-5/5RC	Ancillary Supplies and/or Services

Ancillary supplies and/or services are for orders and blanket purchase agreements that complete work or a project that is solely associated with the supplies and/or services purchased under this schedule.

### Pricelist for Ancillary Supplies and/or Services (874-5/5RC)

Support Product	Price
MBTI® Profile	\$9.72
MBTI® Interpretative Report	\$15.06
MBTI® Interpretative Report for Organizations	\$18.74
MBTI® Team Report	\$18.89
MBTI® Work Styles	\$20.49
MBTI® Career	\$11.99
MBTI® Step II Profile Report	\$17.43
MBTI® Step II Interpretative Report	\$24.63
TKI Profile and Interpretative Report	\$11.08

