

**General Services Administration  
Federal Supply Service**

**Authorized Federal Supply Schedule Price List**

**FSC Group 874      FSC Class 8742**

**Special Item Numbers: 874-4 and 874-5**

**MOBIS Training Services  
Instructor-Led Training**

On-line access to 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 [www.fss.gsa.gov](http://www.fss.gsa.gov).

**Alliance Training and Consulting, Inc.**



**Business Training and Development Services**

8900 Indian Creek Pkwy., Suite 270  
Shawnee Mission, Kansas 66210-1513  
[www.alliancetac.com](http://www.alliancetac.com)



Toll Free Phone Number: 1-877-385-5515  
Email: [mjenkins@alliancetac.com](mailto:mjenkins@alliancetac.com)

**Business Size: Small, Woman Owned**  
**Contract Number: GS-10F-0560N**  
Contract Period: August 28, 2003 - August 26, 2018

**GENERAL SERVICES ADMINISTRATION**  
**FEDERAL SUPPLY SERVICE**  
**AUTHORIZED FEDERAL SUPPLY SCHEDULE CATALOG AND/OR PRICE LIST**  
**FOR TRAINING SERVICES**  
**FSC Group 874 FSC Class 8742**  
**Special Item Numbers: 874-4 and 874-5**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and option to create an electronic delivery order are available through *GSA Advantage!*<sup>™</sup>, a menu-driven database system. The INTERNET address for *GSA Advantage!*<sup>™</sup> is [www.fss.gsa.gov](http://www.fss.gsa.gov)

Schedule Titles: MOBIS Training Services      MOBIS Support Products

Contract Number: GS-10F-0560N

For more information on ordering from Federal Supply Schedules, click on the FSS Schedules button at: [www.fss.gsa.gov](http://www.fss.gsa.gov)

Contract Period: August 28, 2008 – August 26, 2013

Contractor: Alliance Training and Consulting, Inc.  
8900 Indian Creek Pkwy., Suite 270  
Overland Park, KS 66210-1513

Telephone Number: US Toll Free 877-385-5515  
Local and Outside US 913-385-5515

Fax Number: 913-385-3353

Internet Address: [www.alliancetac.com](http://www.alliancetac.com)

Business Size: Small – Women Owned Business

**Information for Ordering Activities**

1. Table of Awarded Special Item Number with Appropriate Cross Reference to Page Number(s):  
  
    SIN: 874-4 and 874-5 – MOBIS Training Services and MOBIS Support Products  
  
    See complete price list on page 5.
2. Maximum Order: \*\$1,000,000.00\*
3. Minimum Order: \$100.00
4. Geographic Coverage (Delivery Area): No geographical limitation
5. Point(s) of Production: Shawnee Mission, KS

6. Discount: The Government receives a discount of approximately 16.5% to 18.2%, depending on the length of the program, off the alliance Training and Consulting, Inc. Commercial Price List.
7. Quantity Discounts: None
8. Prompt Payment Terms: Net 30 days
- 9a. Alliance Training and Consulting, Inc. will accept the government card.
- 9b. No discount for payment by government commercial credit card.
10. Foreign Items: None
- 11a. Time of Delivery: Normally 30 days
- 11b. Expedited Delivery: Contact Alliance Training and Consulting, Inc. for faster delivery. Dependent on trainer availability or travel requirements.
- 11c. Overnight and Two-day Delivery: N/A
- 11d. Urgent Requirements: Contact Alliance Training and Consulting, Inc. Dependent on trainer availability and travel requirements.
12. FOB Point(s): Destination
- 13a. Ordering Address:

Alliance Training and Consulting, Inc.  
8900 Indian Creek Pkwy., Suite 270  
Overland Park, KS 66210-1513

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Local and Outside US 913-385-5515

Fax Number: 913-385-3353  
Email: [mjenkins@alliancetac.com](mailto:mjenkins@alliancetac.com)

13b. See insert

14. Payment Address:

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15. Warranty Provisions: 100% satisfaction guaranteed or no payment required.
16. Export Packing Charges: N/A
17. Terms and Conditions of Government Commercial Credit Card: 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: N/A
21. List of Service and Distribution Points: N/A
22. List of Participating Dealers: N/A
23. Preventive Maintenance: N/A
- 24a. Environmental Attributes: N/A
- 24b. Section 508 compliance: N/A
25. Data Universal Number System (DUNS) Number: 129786641
26. Notification Regarding Registration in Central Contractor Registration (CCR) database.  
Active in CCR; Registration valid until 03/24/2011

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## GSA Instructor Led Training Price List

### Deliverables

- Pre-workshop assessment of your situation
- Pre-workshop telephone conference with trainer
- Proven training solutions and curriculum
- Professional facilitation by a true subject matter expert selected by training consultant
- Soft-bound course book for each participant
- Post-workshop summary of participant evaluations
- Personalized Certificate of Completion for each participant

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<b>*Pricing</b>	<b>GSA Discount</b>
½-Day Training Program (30 participants)	<b>\$1,400</b>
One-Day Training Program (30 participants)	<b>\$2,000</b>
Two-Day Training Program (30 participants)	<b>\$3,600</b>
Three-Day Training Program (30 participants)	<b>\$5,400</b>
Four-Day Training Program (30 participants)	<b>\$7,200</b>
Five-Day Training Program (30 participants)	<b>\$9,000</b>
<b>*All prices are net</b>	

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**Terms of Warranty:** 100% satisfaction or money back

**Additional Concession:** Alliance Training and Consulting, Inc. will also allow additional participants in each course. There is a charge of \$10 each participant over 30.

## **Training Programs**

All programs and course outlines can be viewed at  
[http://www.alliancetac.com/index.html?PAGE\\_ID=2281](http://www.alliancetac.com/index.html?PAGE_ID=2281)

### **Communication Skills Training Courses**

- Bridging the Generation Gap at Work
- Business Writing That Gets Results
- Conflict Management – Working Through Differences
- Coping and Working with Difficult People
- Developing Powerful Presentation Skills
- Effective Briefing Skills and Techniques
- Handling People with Tact and Diplomacy
- How to Tell a Story
- Negotiation Skills At Work
- Presentation Skills for Technical Topics
- Technical Writing Workshop

### **Customer Service Training Courses**

- Defusing Difficult and Demanding Customers
- Delivering World-Class Customer Service
- Meeting Customer Service Challenges in the Public Sector

### **Employee Development Courses**

- Business Writing That Gets Results
- Conflict Management – Working Through Differences
- Conquering Stress in Work and Life
- Creativity in Today's Changing World
- Developing Powerful Presentation Skills
- Emotional Management - Essential Skills for High Stress Positions
- Getting It All Done in a Multi-Task World
- Handling People with Tact and Diplomacy
- How to Develop a Collaborative Relationship
- Management Essentials for Administrative Professionals
- Negotiation Skills At Work
- The Purpose-Driven Employee

### **Facility Management Course**

- The Essentials of Facilities Management

### **Finance and Accounting Courses**

- Collecting Accounts Receivable Fast and Legally
- Dealing with Garnishments and Levies
- Determining Independent Contractor Status
- Finance and Accounting for Nonfinancial Managers
- Financial Analysis
- How to Develop & Administer a Budget: Budgeting for Managers
- Managing Accounts Payable
- Negotiation Skills for Purchasing Agents
- Payroll for State and City Government
- Physical Inventory and Cycle Counting Workshop
- Sales and Use Tax
- Sarbanes-Oxley
- Supply Chain Management Training
- The 1099 Course
- Wage and Hour Compliance Workshop
- Wage and Hour for California Employers

## **Human Resources Courses**

Complying with the Privacy Rule Under HIPAA  
Dealing With the ADA, FMLA & Workers' Compensation Overlap  
Diversity - Valuing the Human Kaleidoscope  
Employment Law for HR Professionals  
Harassment Prevention for Employees  
How To Be a Successful Interviewer  
Interview, Hire, and Retain a Diverse Workforce  
Manager's Guide to Preventing Workplace Harassment  
Overcoming Negativity in the Workplace  
Sexual Harassment in the Workplace

## **Leadership Courses**

Creative Leadership  
Critical Thinking Skills for Leaders  
Leadership Through Change  
Management / Leadership Development Program  
Problem-Solving Skills for Change Leaders  
Strategic Planning for Success  
The Essentials To Leadership Development

## **Management and Supervision Courses**

Budgeting for Managers: How to Develop and Administer a Budget - 1-day course  
Budgeting for Managers - 2-day course  
Coaching and Mentoring for Excellence  
Developing Essential Management Communication Skills  
Employment Law for Managers and Supervisors  
Establishing Clear Performance Expectations  
How To Effectively Deal With Employee Attitude Problems  
How to Hire and Motivate Employees Legally  
Improved Coaching and Counseling Skills  
Interviewing Skills for Managers  
Making Performance Management a Motivation Tool  
Motivation and Employee Development Skills for Managers  
The Essential Skills for New Supervisors  
The Supervisor's Guide to Preventing Sexual Harassment

## **OSHA and Safety Training Courses**

Cal-OSHA: A Compliance Update  
Keying in on Aches and Pains in the Computer Age  
OSHA: A Compliance Update

## **Project Management Courses**

Distressed Projects: Prevention And Intervention Strategies  
How to Develop and Implement a Project Management Methodology  
Improved Project Management and Planning  
IT Project Management  
Managing Multiple Team Projects  
Project Management for Sales  
Project Management for the Occasional Project Manager  
Project Management Process Improvement Program

## **Sales Training Courses**

Branding for Success Workshop

Connecting with Customers  
Consultative Selling – A Proven Selling Solution  
e-Marketing and e-Business Topics  
Fundamental Selling Techniques  
How to Tell a Story  
Maximizing Value Added Sales Skills  
Presentation Skills for Sales Professionals  
Project Management for Sales  
Successful Negotiating  
Successful Relationship Selling  
Telephone Selling Techniques That Work

### **Security Training Courses**

Emergency Response and Disaster Management: How to prepare and implement a survival plan  
Front Desk Security  
The Confident Security Professional  
Workplace Security and Safety  
Workplace Violence Prevention Training

### **Team Building Courses**

Advanced Team Building Strategies  
Fast-Track Teambuilding for Teams  
How to Manage and Motivate a Team  
Managing a Cross-Generational Team  
Team Coaching for Top Performance  
The Basics of Team Building  
Working in a Cross-Generational Team

### **Train the Trainer Courses**

Developing Better Training Programs  
Effective One-on-One OJT Processes  
How to Train the Adult Learner

### **Time and Stress Management Courses**

Conquering Stress in Work and Life  
Getting It All Done in a Multi-Task World