AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

MULTIPLE AWARD SCHEDULE

Category Attachment Code: F
Title: INFORMATION TECHNOLOGY

F03. IT Services Subcategory
FSC/PSC Code: D399

F06. IT Training Subcategory
FSC/PSC Code: U012

Beverly Baker Consulting, Inc.
1611 S Melrose Drive
Suite A-166
Vista, CA 92081
Phone: (619) 249-7171
www.beverlybakerconsulting.com

Contract Number: **GS-35F-0340U**
Period Covered by Contract: **04/04/2018 - 04/03/2023**

Pricelist Current through Modification: **PS-A812** effective **April 1, 2020**

General Services Administration
Federal Supply Service

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 GSA *Advantage!*® is: GSAAdvantage.gov

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

Business Size: Small Woman Owned Business
CUSTOMER INFORMATION

1a. Table of awarded special item numbers with appropriate cross-reference to item descriptions and awarded prices.

SIN 611420; 611420STLOC: Information Technology Training
SIN 54151S; 54151SSTLOC: Information Technology Professional 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.

Special Item Number 611420 Information Technology Training

<table>
<thead>
<tr>
<th>Course Title</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oracle Database 12c: Administration Workshop (Private Training)</td>
<td>$5,993.55</td>
</tr>
</tbody>
</table>

Special Item Number 54151S Information Technology Professional Services

<table>
<thead>
<tr>
<th>Labor Category Title</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Certified Oracle Instructor – Entry/Standard (Tier 1 &amp; 2)</td>
<td>$122.80</td>
</tr>
</tbody>
</table>

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.

Please see “Labor Category Descriptions”.

2. Maximum order.
$500,000 for SIN 54151S; 54151SSTLOC
$250,000 for SIN 611420; 611420STLOC

3. Minimum order.
$100

4. Geographic coverage (delivery area).
Domestic delivery within the 48 contiguous states, Alaska, Hawaii, Puerto Rico, Washington, DC, and U.S. Territories. Domestic delivery also includes a port or consolidation point, within the aforementioned areas, for orders received from overseas activities.

5. Point of production (city, county, and State or foreign country).
Vista, San Diego County, CA

6. Discount from list prices or statement of net price.
Prices awarded under this contract are net and all discounts deducted, and valid for all areas including worldwide.

7. Quantity discounts.
5% Discount on orders $250,000 or more
8. Prompt payment terms.
0% net 30 days
Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9. Foreign items (list items by country of origin).
N/A

10a. Time of delivery.
To be determined by Beverly Baker Consulting, Inc. & the ordering agency

10b. Expedited Delivery.
To be determined by Beverly Baker Consulting, Inc. & the ordering agency

10c. Overnight and 2-day delivery.
Please contact Beverly Baker Consulting, Inc.

10d. Urgent Requirements.
Please contact Beverly Baker Consulting, Inc.

11. F.O.B. point(s).
Destination

12a. Ordering address.
Beverly Baker Consulting, Inc
1611 S Melrose Drive
Suite A-166
Vista, CA 92081

12b. 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.

13. Payment address.
Beverly Baker Consulting, Inc
1611 S Melrose Drive
Suite A-166
Vista, CA 92081

14. Warranty provision.
N/A

15. Export packing charges, if applicable.
N/A

16. Terms and conditions of rental, maintenance, and repair (if applicable).
N/A

17. Terms and conditions of installation (if applicable).
N/A
18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable).
N/A

18b. Terms and conditions for any other services (if applicable).
N/A

19. List of service and distribution points (if applicable).
N/A

20. List of participating dealers (if applicable).
N/A

21. Preventive maintenance (if applicable).
N/A

22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants).
N/A

22b. 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: www.Section508.gov/.
N/A

23. Data Universal Number System (DUNS) number.
808462860

24. Notification regarding registration in the System for Award Management (SAM) database. Beverly Baker Consulting, Inc has an active registration on the System for Award Management (SAM) database.
LABOR CATEGORY DESCRIPTIONS

Certified Oracle University Instructor – Entry/Standard (Tier 1 and 2) (SIN 54151S)
**Functional Responsibility:** Resource will provide official Oracle University training including Oracle environment and courseware received from official Oracle reseller and delivery partner. Instructor has met all criteria put forth by Oracle University and is listed as Certified Instructor or Senior Certified Instructor for Oracle University. Resource will not deliver "grey-market" or unofficial training per agreement with Oracle University as part of the Oracle Instructor Certification requirements. The Certified Oracle University Instructor – Entry Level (Tier 1 and 2) is responsible for teaching a 6 hour course to course attendees.
**Educational Requirements:** Must have a BA/BS degree
**Experience Requirements:** 3 years of experience
**Any certifications required:** Certified Oracle University Instructor and/or Senior Certified Oracle University Instructor certification

Certified Oracle University Instructor – Premium (Tier 3) (SIN 54151S)
**Functional Responsibility:** Resource will provide official Oracle University training including Oracle environment and courseware received from official Oracle reseller and delivery partner. Instructor has met all criteria put forth by Oracle University and is listed as Certified Instructor or Senior Certified Instructor for Oracle University. Resource will not deliver "grey-market" or unofficial training per agreement with Oracle University as part of the Oracle Instructor Certification requirements. The Certified Oracle University Instructor – Premium (Tier 3) is responsible for teaching a 6 hour course to course attendees.
**Educational Requirements:** Must have a BA/BS degree
**Experience Requirements:** 5 years of experience
**Any certifications required:** Certified Oracle University Instructor and/or Senior Certified Oracle University Instructor certification

Certified Oracle University Instructor – Premium Plus (Tier 4) (SIN 54151S)
**Functional Responsibility:** Resource will provide official Oracle University training including Oracle environment and courseware received from official Oracle reseller and delivery partner. Instructor has met all criteria put forth by Oracle University and is listed as Certified Instructor or Senior Certified Instructor for Oracle University. Resource will not deliver "grey-market" or unofficial training per agreement with Oracle University as part of the Oracle Instructor Certification requirements. The Certified Oracle University Instructor – Premium Plus (Tier 4) is responsible for teaching a 6 hour course to course attendees.
**Educational Requirements:** Must have a BA/BS degree
**Experience Requirements:** 7 years of experience
**Any certifications required:** Certified Oracle University Instructor and/or Senior Certified Oracle University Instructor certification

Project Manager/Change Manager (SIN 54151S)
**Functional Responsibilities:** The Project Manager/Change Manager must have previous experience managing a large multifaceted Oracle E-Business implementation, preferably with the Department of Defense (DoD). In addition, this individual should have experience building systems that support the United States military and Department of Defense (DoD). They must also be able to prove success in the DoD space as well as be able to articulate to the users and team the “why” behind the change, the urgency of the need for change, and the benefits of the change. Must have extensive knowledge of Oracle products and their out-of-the-box capabilities to identify ways that users can accomplish their goals within the Oracle framework. The Project Manager/Change Manager, in addition to providing oversight on training seat allocation, schedule
deconflicting and Oracle training facilitation, shall assist the Air Force Integrated Personnel and Pay System (AFIPPS) Functional Management Office in articulating ways that Oracle EBS solutions out of the box can drive business process redesign facilitating a relook to “solution-driven requirements.”

**Minimum Years of Educational Required:** BA/BS Degree  
**Minimum Years of Experience Required:** 10 years of experience  
**Any certifications required:** None

**Software Programmer (SIN 54151S)**  
**Functional Responsibility:** Proficient in one or more programming languages along with the application of good programming techniques and practices. Responsible for working with software programs to create, develop and maintain systems and applications to support operational needs.  
**Minimum Years of Education Required:** Bachelor’s of Science Degree or equivalent experience  
**Minimum Years of Experience Required:** 3+ years in Software Application Development.  
**Any certifications required:** Oracle Certified Professional certification

**Sr. Software Consultant (SIN 54151S)**  
**Functional Responsibility:** Mastery of one or more programming languages. Responsible for working with software programs to create, develop and maintain systems and applications to support operational needs. May be responsible for leading a team of programmers so leadership experience is a plus. Ability to transfer knowledge to the client and team.  
**Minimum Years of Education Required:** OCP or equivalent, BA/BS  
**Minimum Years of Experience Required:** 5+ years in Software Application Development.  
**Any certifications required:** Oracle Certified Professional certification
<table>
<thead>
<tr>
<th>Course Title</th>
<th>Brief Course Description</th>
<th>Length of the Course (Days)</th>
<th>Minimum Amount of Students</th>
<th>Maximum Amount of Students</th>
<th>Price Per Student</th>
</tr>
</thead>
<tbody>
<tr>
<td>R12.x Oracle Time and Labor Fundamentals</td>
<td>This course introduces the concepts of timecard and timekeeping in the workplace. The lessons in this course discuss using the OTL application to capture timecard information, configuring rules on validating, approving, and transferring time. The course covers topics on using Oracle Time and Labor Rules to auto-generate timecard details for workers based on enterprise policies. Course content includes information on using the OTL application to manage time effectively, details on managing time for other workers, using templates for flexible and quick timecard entry, and archiving timecards to release disk storage space.</td>
<td>4</td>
<td>1</td>
<td>16</td>
<td>$7,171.28</td>
</tr>
<tr>
<td>R12.x Oracle HRMS Total Compensation Foundations</td>
<td>This course provides a thorough introduction to the Total Compensation Framework—the core set of Oracle HRMS features used to set up your compensation and benefits offerings. As a prerequisite, take this course before you implement Standard or Advanced Benefits, Compensation Workbench, Individual Compensation Distribution, Absence Management, or Grade/Step Progression.</td>
<td>2</td>
<td>1</td>
<td>16</td>
<td>$7,171.28</td>
</tr>
<tr>
<td>Course Name</td>
<td>Description</td>
<td>Duration</td>
<td>Start</td>
<td>End</td>
<td>Price</td>
</tr>
<tr>
<td>----------------------------------------------------------------------------</td>
<td>-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
<td>----------</td>
<td>-------</td>
<td>-----</td>
<td>-------</td>
</tr>
<tr>
<td>R12.x Oracle HRMS Compensation Workbench and Salary Configuration</td>
<td>The course provides the concepts to manage salary and grade related pay and progression in your enterprise. Map market compensation surveys to the jobs and positions you use in your enterprise. Implement and administer Compensation Workbench.</td>
<td></td>
<td></td>
<td></td>
<td>$7,171.28</td>
</tr>
<tr>
<td>R12.x Oracle HRMS Work Structures Fundamentals</td>
<td>This course enables you to define the common data that your enterprise requires such as the unique structures for job, position, and other business entities. You learn how to represent the different business models of an enterprise, define business groups, organizations, and organization hierarchies.</td>
<td></td>
<td></td>
<td></td>
<td>$7,171.28</td>
</tr>
<tr>
<td>R12.x Oracle HRMS People Management Fundamentals</td>
<td>This course will be applicable for customers who have implemented Oracle E-Business Suite Release 12 or Oracle E-Business Suite 12.1. Oracle HRMS enables you to enter and track employees and contingent workers from the day they apply for a job to the day they leave your enterprise.</td>
<td></td>
<td></td>
<td></td>
<td>$7,171.28</td>
</tr>
<tr>
<td>R12.x Oracle HRMS iRecruitment Fundamentals</td>
<td>This course provides an overview of iRecruitment processes and the implementation steps required to perform a basic, non-customized implementation. As managers or recruiters, site visitors, registered users, employees, and agency users you learn how to use and work with iRecruitment features.</td>
<td></td>
<td></td>
<td></td>
<td>$7,171.28</td>
</tr>
<tr>
<td>Course Name</td>
<td>Description</td>
<td>Duration (hours)</td>
<td>Participants (max)</td>
<td>Total (hrs)</td>
<td>Price ($)</td>
</tr>
<tr>
<td>-------------</td>
<td>-------------</td>
<td>-----------------</td>
<td>-------------------</td>
<td>-------------</td>
<td>-----------</td>
</tr>
<tr>
<td>R12.x Oracle E-Business Suite for Implementers</td>
<td>The course allows the attendees to learn to: access and navigate within Oracle Applications using the user interface. Understand major architectural components in R12.1 E-Business Suite. Identify and describe the benefits of R12.1 footprint.</td>
<td>3</td>
<td>1</td>
<td>16</td>
<td>$7,171.28</td>
</tr>
<tr>
<td>R12.x Oracle Payroll Fundamentals: Administration (Global)</td>
<td>This course covers the principles involved in processing a payroll for your organization. You learn how to run your payrolls using batch processing, and QuickPay using the flexibility of Oracle Payroll. You understand the different phases of the payroll lifecycle, and see how and when to apply different processes to each payroll phase.</td>
<td>3</td>
<td>1</td>
<td>16</td>
<td>$7,171.28</td>
</tr>
<tr>
<td>R12.x Payroll Fundamentals: Earnings and Deductions</td>
<td>This course provides you a thorough knowledge on setting up payroll earnings and deductions in your organization. You learn about the role of definitions that Oracle Payroll uses to process earnings and deductions. You also learn about the templates and other implementation features available for earnings and deductions in your localization.</td>
<td>2</td>
<td>1</td>
<td>16</td>
<td>$7,171.28</td>
</tr>
<tr>
<td>R12.x Oracle Payroll Fundamentals: Configuration (Global)</td>
<td>This course will be applicable for customers who have implemented Oracle E-Business Suite Release 12 or Oracle E-Business Suite 12.1.</td>
<td>2</td>
<td>1</td>
<td>16</td>
<td>$7,171.28</td>
</tr>
<tr>
<td>R12.x Implement Oracle Workflow</td>
<td>This course provides an overview of the architecture and features of Oracle Workflow and the benefits of using Oracle</td>
<td>5</td>
<td>1</td>
<td>16</td>
<td>$7,171.28</td>
</tr>
</tbody>
</table>
Workflow in an e-business environment. You can learn how to design workflow processes to automate and streamline business processes, and how to define event subscriptions to perform processing triggered by business events.

<table>
<thead>
<tr>
<th>Course Description</th>
<th>Course Code</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oracle BI 11g R1: Create Analyses and Dashboards</td>
<td>R1</td>
<td>$8,399.24</td>
</tr>
<tr>
<td>This Oracle BI 11g R1: Create Analyses and Dashboards course for Release 11.1.1.7.0 provides step-by-step instructions for creating Oracle BI analyses and dashboards in business intelligence applications. You'll begin by building basic analyses to include in dashboards, with more complexity as the course progresses.</td>
<td>5 1 16</td>
<td></td>
</tr>
<tr>
<td>R12 Oracle HRMS Advanced Benefits Fundamentals</td>
<td>R1</td>
<td>$7,171.28</td>
</tr>
<tr>
<td>This course teaches you how to set up an employee benefits program using Oracle Advanced Benefits. Taking advantage of the full suite of Advanced Benefits features, students learn to manage benefits administration based on employee life events.</td>
<td>3 1 16</td>
<td></td>
</tr>
<tr>
<td>R12 HRMS Talent Management Fundamentals</td>
<td>R1</td>
<td>$7,171.28</td>
</tr>
<tr>
<td>This course offers an introduction to the functionality and use of HRMS Talent Management. Participants familiarize themselves with the application, and learn how to perform talent management tasks using the HRMS Talent Management functions. Participants learn to create competencies and worker competency profiles, and define competency</td>
<td>2 1 16</td>
<td></td>
</tr>
<tr>
<td>Course Description</td>
<td>Details</td>
<td>Quantity</td>
</tr>
<tr>
<td>-------------------</td>
<td>---------</td>
<td>----------</td>
</tr>
<tr>
<td>R12.x Oracle HRMS Performance Management Fundamentals</td>
<td>This course offers an introduction to the functionality and use of Oracle HRMS Performance Management. Participants familiarize themselves with the application, and learn how to perform performance management tasks using the Oracle HRMS Performance Management functions.</td>
<td>2</td>
</tr>
<tr>
<td>R12.x Oracle HRMS Self Service Fundamentals</td>
<td>The course covers the tools used with SSHR (Workflow Builder, Personalization Framework, Oracle Approvals Management) and provides information on how to use these tools to configure SSHR to meet your business requirements.</td>
<td>3</td>
</tr>
<tr>
<td>Oracle BI 11g R1: Build Repositories</td>
<td>This Oracle BI 11g R1: Build Repositories training is based on OBI EE release 11.1.1.7. Expert Oracle University instructors will teach you step-by-step procedures for building and verifying the three layers of an Oracle BI repository; you'll begin by using the Oracle BI Administration Tool to construct a simple repository to address a fictitious company's business requirements.</td>
<td>5</td>
</tr>
<tr>
<td>Oracle BI Publisher 11g R1 Fundamentals</td>
<td>This course will build a foundation of understanding of Oracle BI Publisher 11g. Through Classroom Training or Live Virtual Class Training, you'll learn the ins and outs of how to use this solution.</td>
<td>3</td>
</tr>
<tr>
<td>Course Title</td>
<td>Description</td>
<td>Quantity</td>
</tr>
<tr>
<td>--------------------------------------------------</td>
<td>-----------------------------------------------------------------------------</td>
<td>----------</td>
</tr>
<tr>
<td>Oracle Database 12c: Administration Workshop</td>
<td>The Oracle Database 12c: Administration Workshop will teach you about the Oracle Database architecture. You will discover how to effectively manage an Oracle Database instance, configure the Oracle Network Environment and perform database maintenance.</td>
<td>5</td>
</tr>
</tbody>
</table>
Special Item Number 54151S
Awarded GSA Rates

April 1, 2018

<table>
<thead>
<tr>
<th>SIN</th>
<th>Skill Category</th>
<th>Final GSA Price w/ IFF</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151S</td>
<td>Certified Oracle Instructor – Entry/Standard (Tier 1 &amp; 2)</td>
<td>$123.43</td>
</tr>
<tr>
<td>54151S</td>
<td>Certified Oracle Instructor – Premium (Tier 3)</td>
<td>$148.11</td>
</tr>
<tr>
<td>54151S</td>
<td>Certified Oracle Instructor– Premium Plus (Tier 4)</td>
<td>$176.08</td>
</tr>
<tr>
<td>54151S</td>
<td>Software Programmer</td>
<td>$164.01</td>
</tr>
<tr>
<td>54151S</td>
<td>Sr. Software Consultant</td>
<td>$150.33</td>
</tr>
<tr>
<td>54151S</td>
<td>Project Manager/Change Manager</td>
<td>$251.41</td>
</tr>
</tbody>
</table>

**Dollar Volume Discount: 5% discount off orders of $250,000 or more.**

Next Fiscal Year escalation rate = 3%