

# VIRTUAL GROUP COMMERCIAL PRICE LIST



| No. of Courses                                                                                                                                                                          | Course Identifier                 | Course Name                                                                | Length of Course (Days) | DAU CLPs | FED CLPs | up to 30     | Cost of each additional student (after 30) |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|----------------------------------------------------------------------------|-------------------------|----------|----------|--------------|--------------------------------------------|
| <b>Back-to-Basics</b>                                                                                                                                                                   |                                   |                                                                            |                         |          |          |              |                                            |
| 1                                                                                                                                                                                       | CON 1100v                         | Contract Foundational Skills (19-Day)                                      | 19                      | 46       |          | \$ 30,000.00 |                                            |
| 2                                                                                                                                                                                       | CON 1100v                         | Contract Foundational Skills (8-Day) Compressed Schedule                   | 8                       | 46       |          | \$ 20,000.00 |                                            |
| 3                                                                                                                                                                                       | CON 1200v                         | Contract Pre-Award (19-Day)                                                | 19                      | 60       |          | \$ 30,000.00 |                                            |
| 4                                                                                                                                                                                       | CON 1200v                         | Contract Pre-Award (8-Day) Compressed Schedule                             | 8                       | 60       |          | \$ 20,000.00 |                                            |
| 5                                                                                                                                                                                       | CON 1300v                         | Contract Award (19-Day)                                                    | 19                      | 41       |          | \$ 30,000.00 |                                            |
| 6                                                                                                                                                                                       | CON 1300v                         | Contract Award (8-Day) Compressed Schedule                                 | 8                       | 41       |          | \$ 20,000.00 |                                            |
| 7                                                                                                                                                                                       | CON 1400v                         | Contract Post-Award (19-Day)                                               | 19                      | 54       |          | \$ 30,000.00 |                                            |
| 8                                                                                                                                                                                       | CON 1400v                         | Contract Post-Award (8-Day) Compressed Schedule                            | 8                       | 54       |          | \$ 20,000.00 |                                            |
| 9                                                                                                                                                                                       | CON 2420v                         | Architect-Engineering Indirect Rates                                       | 5                       | 21       |          | \$ 15,000.00 |                                            |
| 10                                                                                                                                                                                      | CON 2430v                         | Architect-Engineering Contracting                                          | 4                       | 37       |          | \$ 15,000.00 |                                            |
| 11                                                                                                                                                                                      | CON 2440v                         | Construction Contracting                                                   | 4                       | 36       |          | \$ 15,000.00 |                                            |
| 12                                                                                                                                                                                      | CON 2450v                         | Construction Modification Proposal Analysis                                | 5                       | 27       |          | \$ 15,000.00 |                                            |
| 13                                                                                                                                                                                      | ACQ 3700v                         | Acquisition Law                                                            | 5                       | 51       |          | \$ 15,000.00 |                                            |
| <b>Contracting Courses for Defense Acquisition Workforce Improvement Act (DAWIA) and Federal Acquisition Certification in Contracting (FAC-C)</b>                                       |                                   |                                                                            |                         |          |          |              |                                            |
| 12                                                                                                                                                                                      | ACQ 265v                          | Mission-Focused Services Acquisition                                       | 4                       | 30       | 32       | \$ 10,000.00 | \$ 500.00                                  |
| 13                                                                                                                                                                                      | ACQ 370v                          | Acquisitions Law                                                           | 5                       | 51       | 51       | \$ 15,000.00 | \$ 500.00                                  |
| 14                                                                                                                                                                                      | ACQ 315v                          | Understanding Industry 1 Day Workshop                                      | 1                       | 8        | 8        | \$ 15,000.00 | \$ 500.00                                  |
| 15                                                                                                                                                                                      | ACQ 315v                          | Understanding Industry                                                     | 5                       | 38       | 36       | \$ 15,000.00 | \$ 500.00                                  |
| 16                                                                                                                                                                                      | CON 091v                          | Contract Fundamentals                                                      | 13                      | 75       | 104      | \$ 25,000.00 | \$ 500.00                                  |
| 17                                                                                                                                                                                      | CON 100v                          | Shaping Smart Business Arrangements                                        | 4                       | 32       | 32       | \$ 10,000.00 | \$ 500.00                                  |
| 18                                                                                                                                                                                      | CON 121v                          | Contract Planning                                                          | 2                       | 16       | 16       | \$ 8,000.00  | \$ 500.00                                  |
| 19                                                                                                                                                                                      | CON 124v                          | Contract Execution                                                         | 2                       | 9        | 16       | \$ 8,000.00  | \$ 500.00                                  |
| 20                                                                                                                                                                                      | CON 127v                          | Contract Management                                                        | 2                       | 8        | 16       | \$ 8,000.00  | \$ 500.00                                  |
| 21                                                                                                                                                                                      | CON 170v                          | Fundamentals of Cost and Price Analysis                                    | 8                       | 57       | 64       | \$ 20,000.00 | \$ 500.00                                  |
| 22                                                                                                                                                                                      | CON 200v                          | Business Decisions for Contracting                                         | 3                       | 25       | 24       | \$ 9,000.00  | \$ 500.00                                  |
| 23                                                                                                                                                                                      | CON 216v                          | Legal Considerations in Contracting                                        | 2                       | 23       | 40       | \$ 8,000.00  | \$ 500.00                                  |
| 24                                                                                                                                                                                      | CON 237v                          | Simplified Acquisition Procedures                                          | 2                       | 16       | 16       | \$ 8,000.00  | \$ 500.00                                  |
| 25                                                                                                                                                                                      | CON 243v                          | Architect-Engineering Contracting                                          | 5                       | 36       | 40       | \$ 15,000.00 | \$ 500.00                                  |
| 26                                                                                                                                                                                      | CON 244v                          | Construction Contracting                                                   | 5                       | 33       | 40       | \$ 15,000.00 | \$ 500.00                                  |
| 27                                                                                                                                                                                      | CON 270v                          | Intermediate Cost and Price Analysis                                       | 10                      | 75       | 80       | \$ 23,000.00 | \$ 500.00                                  |
| 28                                                                                                                                                                                      | CON 280v                          | Source Selection and the Administration of Service Contracts               | 10                      | 97       | 80       | \$ 23,000.00 | \$ 500.00                                  |
| 29                                                                                                                                                                                      | CON 290v                          | Contract Administration and Negotiation Techniques in a Supply Environment | 10                      | 67       | 80       | \$ 23,000.00 | \$ 500.00                                  |
| 30                                                                                                                                                                                      | CON 360v                          | Contracting for Decision Makers                                            | 8                       | 55       | 64       | \$ 20,000.00 | \$ 500.00                                  |
| 31                                                                                                                                                                                      | GRT 201v                          | Introduction to Grants                                                     | 5                       | 40       | 40       | \$ 15,000.00 | \$ 500.00                                  |
| <b>Federal Acquisition Certification for Contracting Officer's Representatives (FAC-COR) and Contracting Officer's Representative Certification for Department of Defense (DoD-COR)</b> |                                   |                                                                            |                         |          |          |              |                                            |
| 32                                                                                                                                                                                      | COR 206v                          | Contracting Officer's Representatives in a Contingency Environment         | 0.5                     | 3        | n/a      | \$ 5,000.00  | \$ 500.00                                  |
| 33                                                                                                                                                                                      | COR 222 (DoD or Civilian)/v Focus | Contracting Officers Representative Course                                 | 1                       | 40       | n/a      | \$ 15,000.00 | \$ 500.00                                  |
| 34                                                                                                                                                                                      | COR 110v                          | COR Level I                                                                | 1                       | 8        | n/a      | \$ 6,000.00  | \$ 500.00                                  |
| 35                                                                                                                                                                                      | FCR 201v                          | COR Level II                                                               | 5                       | 40       |          | \$ 15,000.00 | \$ 500.00                                  |
| 36                                                                                                                                                                                      | FCR 400v                          | COR Level III: Advanced Workshop                                           | 5                       | 40       |          | \$ 15,000.00 | \$ 500.00                                  |
| 37                                                                                                                                                                                      | Intermediate COR Refresher v      | Intermediate Contracting Officers Representative Refresher Course          | 5                       | 40       |          | \$ 15,000.00 | \$ 500.00                                  |
| 38                                                                                                                                                                                      | Advanced COR Refresher v          | Advanced Contracting Officers Representative Refresher Course              | 5                       | 40       |          | \$ 15,000.00 | \$ 500.00                                  |
| 39                                                                                                                                                                                      | COR Refresher (1-Day)/v           | Contracting Officers Representative Refresher Course                       | 1                       | 8        |          | \$ 6,000.00  | \$ 500.00                                  |
| 40                                                                                                                                                                                      | COR Refresher (2-Day)/v           | Contracting Officers Representative Refresher Course                       | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 41                                                                                                                                                                                      | COR Refresher (3-Day)/v           | Contracting Officers Representative Refresher Course                       | 3                       | 24       |          | \$ 9,000.00  | \$ 500.00                                  |
| 42                                                                                                                                                                                      | COR Refresher (5-Day)/v           | Contracting Officers Representative Refresher Plus                         | 5                       | 40       |          | \$ 15,000.00 | \$ 500.00                                  |
| 43                                                                                                                                                                                      | v                                 | COR Refresher for Construction Contracts                                   | 3                       | 24       |          | \$ 9,000.00  | \$ 500.00                                  |
| 44                                                                                                                                                                                      | Basic COR Essentials I v          | Basic COR Essentials I                                                     | 1                       | 8        |          | \$ 6,000.00  | \$ 500.00                                  |
| 45                                                                                                                                                                                      | Basic COR Essentials II v         | Basic COR Essentials II                                                    | 5                       | 40       |          | \$ 15,000.00 | \$ 500.00                                  |
| 46                                                                                                                                                                                      | v                                 | COR Refresher for Construction Contracts                                   | 3                       | 24       |          | \$ 9,000.00  | \$ 500.00                                  |
| <b>Stafford Consulting Company, Inc. Developed Courses</b>                                                                                                                              |                                   |                                                                            |                         |          |          |              |                                            |
| 47                                                                                                                                                                                      | v                                 | Administration of Cost-Reimbursement Contracts                             | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 48                                                                                                                                                                                      | v                                 | Advanced Simplified Acquisition Procedures                                 | 5                       | 40       |          | \$ 15,000.00 | \$ 500.00                                  |
| 49                                                                                                                                                                                      | v                                 | Annual FAR Update                                                          | 1                       | 8        |          | \$ 6,000.00  | \$ 500.00                                  |
| 50                                                                                                                                                                                      | v                                 | Basic Simplified Acquisition Procedures                                    | 5                       | 40       |          | \$ 15,000.00 | \$ 500.00                                  |
| 51                                                                                                                                                                                      | FCN 198v                          | Commercial Item Contracting                                                | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 52                                                                                                                                                                                      | v                                 | Commercial Item Determination                                              | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 53                                                                                                                                                                                      | v                                 | Conflict of Interest, Ethics, and Integrity                                | 1                       | 8        |          | \$ 6,000.00  | \$ 500.00                                  |
| 54                                                                                                                                                                                      | v                                 | Construction Claims and Contract Administration                            | 3                       | 24       |          | \$ 9,000.00  | \$ 500.00                                  |
| 55                                                                                                                                                                                      | v                                 | Contract Changes                                                           | 3                       | 24       |          | \$ 9,000.00  | \$ 500.00                                  |
| 57                                                                                                                                                                                      | v                                 | Contract Closeout                                                          | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 59                                                                                                                                                                                      | v                                 | Contract Closeouts Procedures                                              | 2                       | 16       |          | \$ 6,000.00  | \$ 500.00                                  |
| 60                                                                                                                                                                                      | v                                 | Contract Terminations                                                      | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 61                                                                                                                                                                                      | v                                 | Contractor Performance Evaluation                                          | 3                       | 24       |          | \$ 9,000.00  | \$ 500.00                                  |
| 62                                                                                                                                                                                      | v                                 | Cost Analysis                                                              | 5                       | 40       |          | \$ 15,000.00 | \$ 500.00                                  |
| 63                                                                                                                                                                                      | v                                 | Cost and Price Analysis                                                    | 3                       | 24       |          | \$ 9,000.00  | \$ 500.00                                  |
| 64                                                                                                                                                                                      | v                                 | Cost and Price Analysis and Realism                                        | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 65                                                                                                                                                                                      | v                                 | Customer Service for Acquisition Professionals                             | 1                       | 8        |          | \$ 6,000.00  | \$ 500.00                                  |
| 66                                                                                                                                                                                      | v                                 | Developing Independent Government Cost Estimate (IGCE)                     | 3                       | 24       |          | \$ 9,000.00  | \$ 500.00                                  |
| 67                                                                                                                                                                                      | v                                 | Developing Independent Government Cost Estimate (IGCE)                     | 2                       | 16       |          | \$ 6,000.00  | \$ 500.00                                  |
| 68                                                                                                                                                                                      | EBS Workshop v                    | Effective Briefing Skills WORKSHOP                                         | 3                       | 24       |          | \$ 9,000.00  | \$ 500.00                                  |
| 69                                                                                                                                                                                      | FCN 400v                          | Emergency Contracting Basics                                               | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 70                                                                                                                                                                                      | v                                 | Emerging Technologies                                                      | 1                       | 8        |          | \$ 6,000.00  | \$ 500.00                                  |
| 71                                                                                                                                                                                      | v                                 | Ethics Compliance and Enforcement                                          | 1                       | 8        |          | \$ 6,000.00  | \$ 500.00                                  |
| 72                                                                                                                                                                                      | v                                 | Evaluation Methodologies                                                   | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 73                                                                                                                                                                                      | FCN 190                           | FAR Fundamentals                                                           | 5                       | 40       |          | \$ 15,000.00 | \$ 500.00                                  |
| 74                                                                                                                                                                                      | FAR Overview v1                   | FAR Overview/Intro to Contracting (1 Day)                                  | 1                       | 8        |          | \$ 6,000.00  | \$ 500.00                                  |
| 75                                                                                                                                                                                      | FAR Overview v2                   | FAR Overview/Intro to Contracting (2 Day)                                  | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 76                                                                                                                                                                                      | v                                 | FAR Part 16                                                                | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 77                                                                                                                                                                                      | v                                 | FAR Part 8: Advanced Issues in Multiple Award Contracting                  | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 78                                                                                                                                                                                      | v                                 | FAR Part 8: Government Acquisition Contracts and Source Selection          | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 79                                                                                                                                                                                      | v                                 | FAR Provision and Clauses                                                  | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 80                                                                                                                                                                                      | FFM 403 v                         | Federal Appropriations Law 1 Day                                           | 1                       | 8        |          | \$ 6,000.00  | \$ 500.00                                  |
| 81                                                                                                                                                                                      | v                                 | Federal Appropriations Law 2 Day                                           | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 82                                                                                                                                                                                      | v                                 | Federal Appropriations Law 3 Day                                           | 3                       | 24       |          | \$ 9,000.00  | \$ 500.00                                  |
| 83                                                                                                                                                                                      | v                                 | Federal Appropriations Law 4 Day                                           | 4                       | 34       |          | \$ 10,000.00 | \$ 500.00                                  |
| 84                                                                                                                                                                                      | v                                 | Federal Appropriations Law 5 Day                                           | 5                       | 40       |          | \$ 15,000.00 | \$ 500.00                                  |
| 85                                                                                                                                                                                      | FFM 406 v                         | Federal Budget Process                                                     | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 86                                                                                                                                                                                      | v                                 | Federal Contract Law                                                       | 3                       | 24       |          | \$ 9,000.00  | \$ 500.00                                  |
| 87                                                                                                                                                                                      | v                                 | Financial Management of Business Operations in Government                  | 3                       | 24       |          | \$ 9,000.00  | \$ 500.00                                  |
| 88                                                                                                                                                                                      | v                                 | Fundamentals Of Overhead and Other Indirect Cost Rates                     | 3                       | 24       |          | \$ 9,000.00  | \$ 500.00                                  |
| 89                                                                                                                                                                                      | v                                 | ID/IQ Contracts                                                            | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 90                                                                                                                                                                                      | v                                 | Improper Payments                                                          | 1                       | 8        |          | \$ 6,000.00  | \$ 500.00                                  |
| 91                                                                                                                                                                                      | v                                 | IND 105V: Contract Property Fundamentals                                   | 9                       | 56       |          | \$ 25,000.00 | \$ 500.00                                  |
| 92                                                                                                                                                                                      | v                                 | Integrated Product Teams                                                   | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 93                                                                                                                                                                                      | v                                 | Integrated Product Teams                                                   | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 94                                                                                                                                                                                      | v                                 | Intellectual Property Law                                                  | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 95                                                                                                                                                                                      | v                                 | Intellectual Property Law                                                  | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 96                                                                                                                                                                                      | v                                 | Introduction to Grants                                                     | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 97                                                                                                                                                                                      | v                                 | IT Acquisitions                                                            | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 98                                                                                                                                                                                      | v                                 | Lease Acquisition Training                                                 | 5                       | 40       |          | \$ 15,000.00 | \$ 500.00                                  |
| 99                                                                                                                                                                                      | v                                 | Market Research (0.5-Day)                                                  | 0.5                     | 4        |          | \$ 5,000.00  | \$ 500.00                                  |
| 100                                                                                                                                                                                     | v                                 | Market Research (1-Day)                                                    | 1                       | 8        |          | \$ 6,000.00  | \$ 500.00                                  |
| 101                                                                                                                                                                                     | v                                 | Monitoring and Documenting Contractor Performance                          | 3                       | 24       |          | \$ 9,000.00  | \$ 500.00                                  |
| 102                                                                                                                                                                                     | v                                 | Navigating Change and Transition                                           | 1                       | 8        |          | \$ 6,000.00  | \$ 500.00                                  |
| 103                                                                                                                                                                                     | v                                 | Negotiation Skills WORKSHOP                                                | 3                       | 24       |          | \$ 9,000.00  | \$ 500.00                                  |
| 104                                                                                                                                                                                     | PBA Workshop v                    | Performance Based Acquisitions WORKSHOP                                    | 3                       | 24       |          | \$ 9,000.00  | \$ 500.00                                  |
| 105                                                                                                                                                                                     | v                                 | Performance Based Contracts                                                | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 106                                                                                                                                                                                     | PBSOW Workshop v                  | Performance Based Statements of Work WORKSHOP                              | 2                       | 16       |          | \$ 8,000.00  | \$ 500.00                                  |
| 107                                                                                                                                                                                     | v                                 | Procurement Innovations 1 day Workshop                                     | 1                       | 8        |          | \$ 6,000.00  | \$ 500.00                                  |

|                                                                                            |                |                                                                        |        |                |  |    |           |    |        |
|--------------------------------------------------------------------------------------------|----------------|------------------------------------------------------------------------|--------|----------------|--|----|-----------|----|--------|
| 108                                                                                        | v              | Procurement Innovations 2 day Workshop                                 | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 109                                                                                        | FPM 165v       | Protests, Disputes and Terminations                                    | 3      | 24             |  | \$ | 9,000.00  | \$ | 500.00 |
| 110                                                                                        | v              | Risk Management in Acquisitions                                        | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 111                                                                                        | v              | Risk Management in Acquisitions                                        | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 112                                                                                        | v              | Risk Management in Acquisitions                                        | 1      | 8              |  | \$ | 6,000.00  | \$ | 500.00 |
| 113                                                                                        | v              | Risk Management in Acquisitions                                        | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 114                                                                                        | v              | SCC Acquisition of Commercial Items Workshop                           | 5      | 40             |  | \$ | 15,000.00 | \$ | 500.00 |
| 115                                                                                        | v              | SCC Source Selection Workshop 2 Day                                    | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 116                                                                                        | v              | SCC Source Selection Workshop 3 Day                                    | 3      | 24             |  | \$ | 9,000.00  | \$ | 500.00 |
| 117                                                                                        | v              | SCC Source Selection Workshop 5 Day                                    | 5      | 40             |  | \$ | 15,000.00 | \$ | 500.00 |
| 118                                                                                        | v              | Scrum Master: A Federal Approach                                       | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 119                                                                                        | SAP Workshop v | Simplified Acquisition Procedures (SAP)                                | 5      | 40             |  | \$ | 15,000.00 | \$ | 500.00 |
| 120                                                                                        | v              | Simplified Acquisition Procedures (SAP)                                | 3      | 24             |  | \$ | 9,000.00  | \$ | 500.00 |
| 121                                                                                        | v              | Simplified Acquisition Procedures (SAP)                                | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 122                                                                                        | v              | Simplified Acquisition Procedures (SAP)                                | 3      | 24             |  | \$ | 9,000.00  | \$ | 500.00 |
| 123                                                                                        | v              | Source Selection for CORs                                              | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 124                                                                                        | v              | Source Selection for CORs                                              | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 125                                                                                        | v              | Source Selection-Best Value                                            | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 126                                                                                        | v              | Statement Of Work WORKSHOP                                             | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 127                                                                                        | v              | Statement Of Work WORKSHOP                                             | 3      | 24             |  | \$ | 9,000.00  | \$ | 500.00 |
| 128                                                                                        | v              | Statement Of Work WORKSHOP                                             | 5      | 40             |  | \$ | 15,000.00 | \$ | 500.00 |
| 129                                                                                        | v              | Task Order Contracting                                                 | 3      | 24             |  | \$ | 9,000.00  | \$ | 500.00 |
| 130                                                                                        | v              | Technical Evaluation Panel Workshop                                    | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 131                                                                                        | v              | The Prompt Payment Act & Voucher Examination                           | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 132                                                                                        | v              | Types of Contracts                                                     | 3      | 24             |  | \$ | 9,000.00  | \$ | 500.00 |
| Stafford Consulting Company, Inc. Developed Courses (IT/Project Management)                |                |                                                                        |        |                |  |    |           |    |        |
| 133                                                                                        | FPM 120Av      | Program Management Basics                                              | 5      | 40             |  | \$ | 15,000.00 | \$ | 500.00 |
| 134                                                                                        | FPM 120Bv      | Project Management and the Project Lifecycle                           | 5      | 40             |  | \$ | 15,000.00 | \$ | 500.00 |
| 135                                                                                        | FPM 121v       | Fundamentals of Project and Program Management II                      | 5      | 40             |  | \$ | 15,000.00 | \$ | 500.00 |
| 136                                                                                        | FPM 131v       | Fundamentals of Project and Program Management                         | 4      | 32             |  | \$ | 10,000.00 | \$ | 500.00 |
| 137                                                                                        | FPM 132v       | Fundamentals of Contracting                                            | 3      | 24             |  | \$ | 9,000.00  | \$ | 500.00 |
| 138                                                                                        | FPM 133v       | Fundamentals of Business Cost and Financial                            | 3      | 24             |  | \$ | 9,000.00  | \$ | 500.00 |
| 139                                                                                        | FPM 134v       | Fundamentals of Leading Projects and Programs                          | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 140                                                                                        | FPM 231v       | Applications in Project and Program Management                         | 4      | 32             |  | \$ | 10,000.00 | \$ | 500.00 |
| 141                                                                                        | FPM 232v       | Applications in Contracting                                            | 3      | 24             |  | \$ | 9,000.00  | \$ | 500.00 |
| 142                                                                                        | FPM 233v       | Applications in Business Cost and Financial Management                 | 3      | 24             |  | \$ | 9,000.00  | \$ | 500.00 |
| 143                                                                                        | FPM 234v       | Applied Leadership in Projects and Programs                            | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 144                                                                                        | FPM 331v       | Progressive Concepts in Program Management                             | 4      | 32             |  | \$ | 10,000.00 | \$ | 500.00 |
| 145                                                                                        | FPM 332v       | Progressive Contracting Strategies for Programs                        | 3      | 24             |  | \$ | 9,000.00  | \$ | 500.00 |
| 146                                                                                        | FPM 333v       | Progressive Business Cost Financial Management                         | 3      | 24             |  | \$ | 9,000.00  | \$ | 500.00 |
| 147                                                                                        | FPM 334v       | Progressive Leadership in Program Management                           | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 148                                                                                        | FPM 511v       | Management Competencies: Managing IT Projects                          | 4      | 32             |  | \$ | 10,000.00 | \$ | 500.00 |
| 149                                                                                        | FPM 512v       | IT Management, Security, & Performance Assurance                       | 4      | 32             |  | \$ | 10,000.00 | \$ | 500.00 |
| 150                                                                                        | FPM 513v       | IT Infrastructure & Architectural Design                               | 4      | 32             |  | \$ | 10,000.00 | \$ | 500.00 |
| Stafford Consulting Company, Inc. Developed Courses (IT/Project Management)                |                |                                                                        |        |                |  |    |           |    |        |
| 151                                                                                        | v              | A Hands On Approach to Project Management                              | 3      | 24             |  | \$ | 9,000.00  | \$ | 500.00 |
| 152                                                                                        | v              | Agile Project Management Overview                                      | 3      | 24             |  | \$ | 9,000.00  | \$ | 500.00 |
| 153                                                                                        | v              | Agile Project Management Overview                                      | 5      | 40             |  | \$ | 15,000.00 | \$ | 500.00 |
| 154                                                                                        | v              | Conducting Acquisitions for Cloud Services                             | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 155                                                                                        | v              | Cybersecurity - Supply Chain Risk Management for Acquisition Personnel | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 156                                                                                        | v              | Cybersecurity for Contracting Professionals                            | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 157                                                                                        | v              | Cybersecurity Supply Chain Risk Management                             | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 158                                                                                        | v              | Introduction to Acquisition Agile Services                             | 5      | 40             |  | \$ | 15,000.00 | \$ | 500.00 |
| Stafford Consulting Company, Inc. Developed Courses (Leadership and Coaching, Soft Skills) |                |                                                                        |        |                |  |    |           |    |        |
| 159                                                                                        | v              | Advanced Leadership Skills and Techniques                              | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 160                                                                                        | v              | Anytime Coaching                                                       | 3      | 24             |  | \$ | 9,000.00  | \$ | 500.00 |
| 161                                                                                        | v              | Breakthrough Problem Solving                                           | 3      | 24             |  | \$ | 9,000.00  | \$ | 500.00 |
| 162                                                                                        | v              | Briefing and Presentation Skills                                       | 3      | 24             |  | \$ | 9,000.00  | \$ | 500.00 |
| 163                                                                                        | v              | Communicating Strategically                                            | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 164                                                                                        | v              | Communicating with Tact, Diplomacy, and Professionalism                | 1      | 8              |  | \$ | 6,000.00  | \$ | 500.00 |
| 165                                                                                        | v              | Communication                                                          | 1      | 8              |  | \$ | 6,000.00  | \$ | 500.00 |
| 166                                                                                        | v              | Critical Thinking                                                      | 1      | 8              |  | \$ | 6,000.00  | \$ | 500.00 |
| 167                                                                                        | v              | Customer Service                                                       | 1      | 8              |  | \$ | 6,000.00  | \$ | 500.00 |
| 168                                                                                        | v              | Data-Driven Decision Making                                            | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 169                                                                                        | v              | Decision Making                                                        | 1      | 8              |  | \$ | 6,000.00  | \$ | 500.00 |
| 170                                                                                        | v              | Effective Writing                                                      | 1      | 8              |  | \$ | 6,000.00  | \$ | 500.00 |
| 171                                                                                        | v              | Emotionally Intelligent Leadership                                     | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 172                                                                                        | v              | Engaging Leadership                                                    | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 173                                                                                        | v              | Group Facilitation                                                     | 3      | 24             |  | \$ | 9,000.00  | \$ | 500.00 |
| 174                                                                                        | v              | Influencing Skills                                                     | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 175                                                                                        | v              | Interpersonal Skills                                                   | 1      | 8              |  | \$ | 6,000.00  | \$ | 500.00 |
| 176                                                                                        | v              | Leadership Skills                                                      | 1      | 8              |  | \$ | 6,000.00  | \$ | 500.00 |
| 177                                                                                        | v              | Leadership Training for Team Leaders                                   | 1      | 8              |  | \$ | 6,000.00  | \$ | 500.00 |
| 178                                                                                        | v              | Leadership Training Supervisors and Managers                           | 1      | 8              |  | \$ | 6,000.00  | \$ | 500.00 |
| 179                                                                                        | v              | Managing Contracting Organizations                                     | 5      | 40             |  | \$ | 15,000.00 | \$ | 500.00 |
| 180                                                                                        | v              | Persuasive Speaking                                                    | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 181                                                                                        | v              | Presentation Best Practices                                            | 1      | 8              |  | \$ | 6,000.00  | \$ | 500.00 |
| 182                                                                                        | v              | Resolving Conflict                                                     | 2      | 16             |  | \$ | 8,000.00  | \$ | 500.00 |
| 183                                                                                        | v              | Training for Leaders of Distanced Teams                                | 1      | 8              |  | \$ | 6,000.00  | \$ | 500.00 |
| 184                                                                                        | v              | Leadership Coaching Services                                           | Hourly | 1 CLP per hour |  | \$ | 500.00    |    | 500.00 |

#### Commercial Price List for Virtual Group Courses:

1. The following price listings for course costs DO NOT include the following items related to in-person training:

- Travel costs for students (including hotels, rentals cars, taxis, parking, mileage, per diem, etc.)
- Travel costs for instructors
- Leased or rented facilities for training
- Shipping of any materials to Alaska, Hawaii, our outside of the lower 48 states
- Rental or Leasing of Laptops or other electronic devices used by students for the course

\*\*\*Please note, prices may change to meet in-person training requirements.

2. For virtual classes, the customer will provide the Information Technology capabilities, computer hardware and other associated equipment.

All course participants must have reliable wi-fi access and laptops. Virtual classes are instructor-led. SCC will supply a link for Adobe Connect. In Adobe Connect, course participants will be able to interact with the instructor and peers via VOIP within the system and through the chat feature, collaborate in groups in breakout rooms, and give presentations through screen and document sharing. SCC will provide in-house technical support to ensure the course proceeds with minimal interruptions and will provide backup solutions should technical interference occur.

3. If the customer chooses to use a conferencing platform that SCC does not support, SCC will not incur costs associated with that system and these costs are not included in the Commercial Price List above. 4. Upon request, costs/prices for following price listings will be provided with quote, as they fluctuate based on location and time of year.

5. Stafford Consulting Company, Inc. reserves the right to offer discounts on these prices and may do so on a case-by-case basis.