

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)
Back-to-Basics							
1	CON 1100v	Contract Foundational Skills (19-Day)	19	46		\$	25,000.00
2	CON 1100v	Contract Foundational Skills (8-Day) Compressed Schedule	8	46		\$	12,000.00
3	CON 1200v	Contract Pre-Award (19-Day)	19	60		\$	25,000.00
4	CON 1200v	Contract Pre-Award (8-Day) Compressed Schedule	8	60		\$	12,000.00
5	CON 1300v	Contract Award (19-Day)	19	41		\$	25,000.00
6	CON 1300v	Contract Award (8-Day) Compressed Schedule	8	41		\$	12,000.00
7	CON 1400v	Contract Post-Award (19-Day)	19	54		\$	25,000.00
8	CON 1400v	Contract Post-Award (8-Day) Compressed Schedule	8	54		\$	25,000.00
9	CON 2420v	Architect-Engineering Indirect Rates	5	21		\$	8,000.00
10	CON 2430v	Architect-Engineering Contracting	4	37		\$	6,000.00
11	CON 2440v	Construction Contracting	4	36		\$	6,000.00
12	CON 2450v	Construction Modification Proposal Analysis	5	27		\$	8,000.00
13	ACQ 3700v	Acquisition Law	5	51		\$	8,000.00
Contracting Courses for Defense Acquisition Workforce Improvement Act (DAWIA) and Federal Acquisition Certification in Contracting (FAC-C)							
12	ACQ 265v	Mission-Focused Services Acquisition	4	30	32	\$	6,000.00
13	ACQ 370v	Acquisitions Law	5	51	51	\$	8,000.00
14	ACQ 315v	Understanding Industry 1 Day Workshop	1	8	8	\$	2,000.00
15	ACQ 315v	Understanding Industry 1 Day Workshop	1	8	8	\$	2,000.00
16	CON 091v	Contract Fundamentals	13	75	104	\$	18,170.00
17	CON 100v	Shaping Smart Business Arrangements	4	32	32	\$	6,000.00
18	CON 121v	Contract Planning	2	16	16	\$	3,000.00
19	CON 124v	Contract Execution	2	9	16	\$	3,000.00
20	CON 127v	Contract Management	2	8	16	\$	3,000.00
21	CON 170v	Fundamentals of Cost and Price Analysis	5	57	64	\$	12,000.00
22	CON 200v	Business Decisions for Contracting	3	25	24	\$	4,500.00
23	CON 216v	Legal Considerations in Contracting	2	23	40	\$	3,000.00
24	CON 237v	Simplified Acquisition Procedures	2	16	16	\$	3,000.00
25	CON 243v	Architect-Engineering Contracting	5	36	40	\$	7,500.00
26	CON 244v	Construction Contracting	5	33	40	\$	7,500.00
27	CON 270v	Intermediate Cost and Price Analysis	10	75	80	\$	14,500.00
28	CON 280v	Source Selection and the Administration of Service Contracts	10	97	80	\$	14,500.00
29	CON 290v	Contract Administration and Negotiation Techniques in a Supply Environment	10	67	80	\$	14,500.00
30	CON 360v	Contracting for Decision Makers	8	55	64	\$	12,000.00
31	GRT 201v	Introduction to Grants	5	40	40	\$	8,000.00
Federal Acquisition Certification for Contracting Officer's Representatives (FAC-COR) and Contracting Officer's Representative Certification for Department of Defense (DoD-COR)							
32	COR 206v	Contracting Officer's Representatives in a Contingency Environment	0.5	3	n/a	\$	2,000.00
33	COR 222 (DoD or Civilian)v Focus	Contracting Officers Representative Course	5	40	n/a	\$	7,500.00
34	FCR 110v	COR Level I	1	8		\$	2,000.00
35	FCR 201v	COR Level II	5	40		\$	7,500.00
36	FCR 400v	COR Level III: Advanced Workshop	5	40		\$	7,500.00
37	Intermediate COR Refresher v	Intermediate Contracting Officers Representative Refresher Course	5	40		\$	7,500.00
38	Advanced COR Refresher v	Advanced Contracting Officers Representative Refresher Course	5	40		\$	7,500.00
39	COR Refresher (1-Day)v	Contracting Officers Representative Refresher Course	1	8		\$	2,000.00
40	COR Refresher (2-Day)v	Contracting Officers Representative Refresher Course	2	16		\$	3,000.00
41	COR Refresher (3-Day)v	Contracting Officers Representative Refresher Course	3	24		\$	4,500.00
42	COR Refresher (5-Day)v	Contracting Officers Representative Refresher Plus	5	40		\$	7,500.00
43	Basic COR Essentials I v	Basic COR Essentials I	1	8		\$	2,000.00
44	Basic COR Essentials I v	Basic COR Essentials I	1	8		\$	2,000.00
45	Basic COR Essentials II v	Basic COR Essentials II	5	40		\$	7,500.00
Stafford Consulting Company, Inc. Developed Courses							
46	FAR Overview v1	FAR Overview/Intro to Contracting (1 Day)	1	8		\$	2,000.00
47	FAR Overview v2	FAR Overview/Intro to Contracting (2 Day)	2	16		\$	3,000.00
48	v	Types of Contracts	3	24		\$	4,500.00
49	v	Risk Management in Acquisitions	1	8		\$	2,000.00
50	v	SCC Source Selection Workshop 2 Day	2	16		\$	3,000.00
51	v	SCC Source Selection Workshop 3 Day	3	24		\$	4,500.00
52	v	SCC Source Selection Workshop 5 Day	5	40		\$	7,500.00
53	v	FAR Part 8: Government Acquisition Contracts and Source Selection	2	16		\$	3,000.00
54	v	Ethics Compliance and Enforcement	1	8		\$	2,000.00
55	PBSOW Workshop v	Performance Based Statements of Work WORKSHOP	2	16		\$	3,000.00
56	PBA Workshop v	Performance Based Acquisitions WORKSHOP	3	24		\$	4,500.00
57	v	Conflict of Interest, Ethics, and Integrity	1	8		\$	2,000.00
58	v	Statement Of Work WORKSHOP	2	16		\$	3,000.00
59	v	Statement Of Work WORKSHOP	3	24		\$	4,500.00
60	v	Statement Of Work WORKSHOP	5	40		\$	7,500.00
61	SAP Workshop v	Simplified Acquisition Procedures (SAP)	3	24		\$	4,500.00
62	v	Simplified Acquisition Procedures (SAP)	3	24		\$	3,000.00
63	v	Simplified Acquisition Procedures (SAP)	2	16		\$	3,000.00
64	v	Developing Independent Government Cost Estimate (IGCE)	3	24		\$	4,500.00
65	v	Developing Independent Government Cost Estimate (IGCE)	2	16		\$	3,000.00
66	v	Negotiation Skills WORKSHOP	3	24		\$	4,500.00
67	EBS Workshop v	Effective Briefing Skills WORKSHOP	3	24		\$	4,500.00
68	FFM 406 v	Federal Budget Process	2	16		\$	3,000.00
69	v	Federal Appropriations Law 5 Day	5	40		\$	7,500.00
70	v	Federal Appropriations Law 4 Day	4	32		\$	6,000.00
71	v	Federal Appropriations Law 3 Day	3	24		\$	4,500.00
72	v	Federal Appropriations Law 2 Day	2	16		\$	3,000.00
73	FFM 403 v	Federal Appropriations Law 1 Day	1	8		\$	2,000.00
74	v	Cost and Price Analysis	3	24		\$	4,500.00
75	v	Financial Management of Business Operations in Government	3	24		\$	4,500.00
76	v	Annual FAR Update	1	8		\$	2,000.00
77	v	Basic Simplified Acquisition Procedures	5	40		\$	7,500.00
78	v	Simplified Acquisition Procedures (SAP)	3	24		\$	4,500.00
79	v	Advanced Simplified Acquisition Procedures	5	40		\$	7,500.00
80	v	Source Selection-Best Value	2	16		\$	3,000.00
81	v	Market Research (0.5-Day)	0.5	4		\$	2,000.00
82	v	Market Research (1-Day)	1	8		\$	2,000.00
83	v	Contractor Performance Evaluation	3	24		\$	4,500.00
84	v	Contract Closeouts Procedures	1	8		\$	2,000.00
85	v	Contract Closeout	2	16		\$	3,000.00
86	v	Commercial Item Determination	2	16		\$	3,000.00
87	v	Intellectual Property Law	2	16		\$	3,000.00
88	v	ID/IO Contracts	2	16		\$	3,000.00
89	v	Performance Based Contracts	2	16		\$	3,000.00
90	v	Source Selection for CORs	2	16		\$	3,000.00
91	v	Risk Management in Acquisitions	2	16		\$	3,000.00
92	FCN 400v	Emergency Contracting Basics	2	16		\$	3,000.00
93	FCN 198v	Commercial Item Contracting	2	16		\$	3,000.00
94	v	SCC Acquisition of Commercial Items Workshop	5	40		\$	7,500.00
95	FPM 165v	Protests, Disputes and Terminations	3	24		\$	4,500.00
96	v	Integrated Product Teams	2	16		\$	3,000.00
97	v	FAR Provision and Clauses	2	16		\$	3,000.00
98	v	Evaluation Methodologies	2	16		\$	3,000.00
99	v	Task Order Contracting	3	24		\$	4,500.00
100	v	FAR Part 8: Advanced Issues in Multiple Award Contracting	2	16		\$	3,000.00
101	v	Construction Claims and Contract Administration	3	24		\$	4,500.00
102	v	Procurement Innovations 1 day Workshop	1	8		\$	2,000.00
103	v	Procurement Innovations 2 day Workshop	2	16		\$	3,000.00
104	v	IT Acquisitions	2	16		\$	3,000.00
105	v	Federal Contract Law	3	24		\$	4,500.00
106	FCN 190	FAR Fundamentals	5	40		\$	7,500.00
107	v	Contract Changes	3	24		\$	4,500.00
108	v	Introduction to Grants	2	16		\$	3,000.00
109	v	Customer Service for Acquisition Professionals	1	8		\$	2,000.00
110	v	FAR Part 16	2	16		\$	3,000.00

111	FPM 120Av	Program Management Basics	5	40	\$	8,000.00	\$	250.00
112	FPM 120Bv	Project Management and the Project Lifecycle	5	40	\$	8,000.00	\$	250.00
113	FPM 121v	Fundamentals of Project and Program Management II	5	40	\$	8,000.00	\$	250.00
114	FPM 131v	Fundamentals of Project and Program Management	4	32	\$	6,000.00	\$	200.00
115	FPM 132v	Fundamentals of Contracting	3	24	\$	5,000.00	\$	150.00
116	FPM 133v	Fundamentals of Business Cost and Financial	3	24	\$	5,000.00	\$	150.00
117	FPM 134v	Fundamentals of Leading Projects and Programs	2	16	\$	3,500.00	\$	100.00
118	FPM 231v	Applications in Project and Program Management	4	32	\$	6,000.00	\$	200.00
119	FPM 232v	Applications in Contracting	3	24	\$	5,000.00	\$	150.00
120	FPM 233v	Applications in Business Cost and Financial Management	3	24	\$	5,000.00	\$	150.00
121	FPM 234v	Applied Leadership in Projects and Programs	2	16	\$	3,500.00	\$	100.00
122	FPM 331v	Progressive Concepts in Program Management	4	32	\$	6,000.00	\$	200.00
123	FPM 332v	Progressive Contracting Strategies for Programs	3	24	\$	5,000.00	\$	150.00
124	FPM 333v	Progressive Business Cost Financial Management	3	24	\$	5,000.00	\$	150.00
125	FPM 334v	Progressive Leadership in Program Management	2	16	\$	3,500.00	\$	100.00
126	FPM 511v	Management Competencies: Managing IT Projects	4	32	\$	6,000.00	\$	200.00
127	FPM 512v	IT Management, Security, & Performance Assurance	4	32	\$	6,000.00	\$	200.00
128	FPM 513v	IT Infrastructure & Architectural Design	4	32	\$	6,000.00	\$	200.00
Stafford Consulting Company, Inc. Developed Courses (IT/Project Management)								
129	v	Agile Project Management Overview	3	24	\$	5,000.00	\$	150.00
130	v	Agile Project Management Overview	3	40	\$	8,000.00	\$	250.00
131	v	Introduction to Acquisition Agile Services	5	40	\$	8,000.00	\$	250.00
132	v	A Hands On Approach to Project Management	3	24	\$	5,000.00	\$	150.00
Stafford Consulting Company, Inc. Developed Courses (Leadership and Coaching, Soft Skills)								
133	v	Leadership Skills	1	8	\$	2,000.00	\$	50.00
134	v	Leadership Training Supervisors and Managers	1	8	\$	2,000.00	\$	50.00
135	v	Leadership Training for Team Leaders	1	8	\$	2,000.00	\$	50.00
136	v	Training for Leaders of Distanced Teams	1	8	\$	2,000.00	\$	50.00
137	v	Interpersonal Skills	1	8	\$	2,000.00	\$	50.00
138	v	Presentation Best Practices	1	8	\$	2,000.00	\$	50.00
139	v	Communication	1	8	\$	2,000.00	\$	50.00
140	v	Communicating with Tact, Diplomacy, and Professionalism	1	8	\$	2,000.00	\$	50.00
141	v	Effective Writing	1	8	\$	2,000.00	\$	50.00
142	v	Critical Thinking	1	8	\$	2,000.00	\$	50.00
143	v	Customer Service	1	8	\$	2,000.00	\$	50.00
144	v	Leadership Coaching Services	Hourly	1 CLP per hour		\$250.00 per hour		

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 (Quotes for in-person classes are given upon request).

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.