



**Schedule**  
Contract GS-02F-0222S

**General Services Administration  
Federal Acquisition Service  
Authorized Federal Supply Schedule Pricelist  
GSA FSS 69 Contract No. GS-02F-0222S**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through GSA Advantage, a menu-driven database system. The INTERNET address for GSA Advantage is <http://www.gsa.gov>. Free training on the GSA Schedules Program is available at: [www.fsstraining.gsa.gov](http://www.fsstraining.gsa.gov)



Contract Period  
September 22, 2006 - September 21, 2011

6066 Leesburg Pike • Suite 700  
Falls Church VA 22041  
Phone: 703-256-0509 • Fax: 703-256-7052

## TABLE OF CONTENTS

Table of Contents .....	1
About AMCI's FSS 69 .....	2
About AMCI .....	3
Special Item Number Descriptions.....	4
Instructor-Led Training Courses (SIN 27-400) .....	4
Course Development (SIN 27-500) .....	6
Core Contracting Curriculum Courses (SIN 27-600) .....	7

## About AMCI's FSS 69

---

### General Services Administration • Information for Ordering Activities

---

---

#### Federal Supply Schedule 69

Contract No: GS-02F-0222S  
Solicitation Number: 2FYA-AR-060001-B  
Date of Award: 22 Sep 06  
Contractor Name, Address, and Phone Number:  
Atlantic Management Center, Inc. (AMCI)  
6066 Leesburg Pike Suite 700  
Falls Church, VA 22041  
(703)256-0509

---

#### Customer Information

1. **Special Item Numbers SINs Awarded:**  
27-400 Instructor Led Training  
27-500 Course Development & Test Admin.  
27-600 Contracting Curriculum – Core GS-1102
2. **Awarded Pricing:** See Attached  
**Basic Discount:** 13% - SIN 27-500  
10% - SIN 27-400 &  
SIN 27-600  
**Quantity Discount:** See attached pricing  
**Industrial Funding Fee:** The Industrial Funding Fee (IFF) is included in prices provided.  
**Minimum Order:** \$100  
**Maximum Order:** \$1,000,000  
**Delivery Terms:** FOB Destination
3. **Documents:** The following documents are incorporated by reference and made a material part of this contract:
  - a. Solicitation 2FYA-AR-060001-B issued August 11, 2006
  - b. Atlantic Management Center, Inc. Final Proposal Revision dated September 8, 2006
4. **Price Reduction Clause 552.238-75 (Sep 1999):** All terms under the Price Reduction Clause 552.238-75 (Sep 1999) are applicable. This clause will be predicated on the MFC category of customers: Commercial Clients.

---

#### Customer Information (Continued)

5. **Scope:** Domestic
  6. **Contract Period:** Date of Award through five years, with three five year option periods.
  7. **Economic Price Adjustment:** Clause 552.216-70 Economic Price Adjustment-FSS Multiple Award Schedule Contract (Sep 1999) will apply to this contract, since this award is predicated on Atlantic Management Center, Inc.'s commercial catalog/pricelist.
  8. **Government Commercial Purchase Card:** Atlantic Management Center, Inc. will accept the Government commercial Credit Card below the micro purchase threshold.
- 

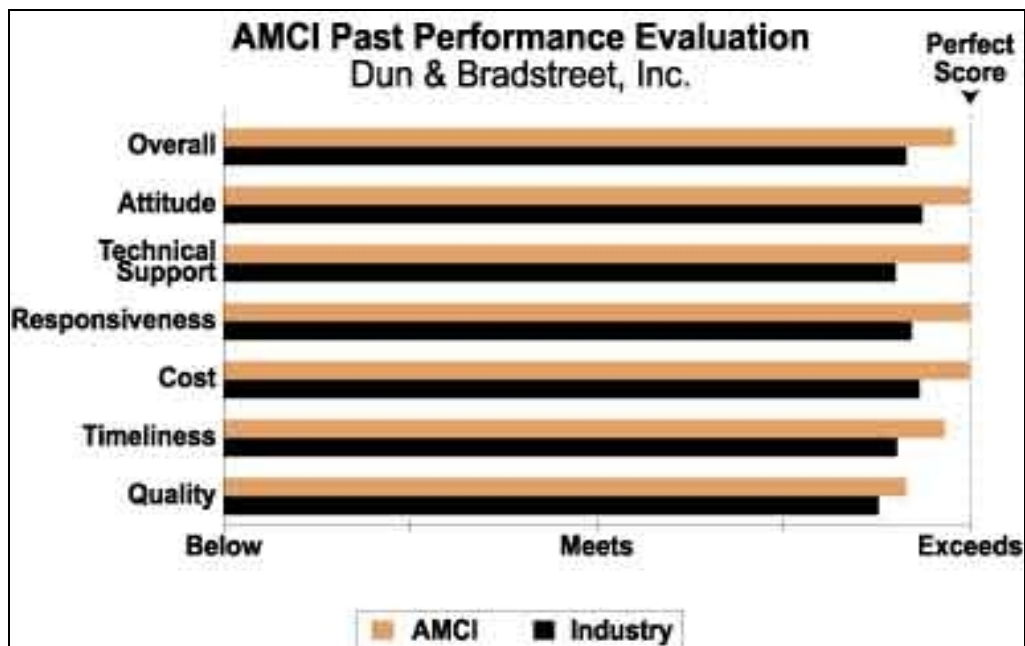
#### Supplemental Information

The following information on AMCI is provided to assist ordering offices in completing standard forms:

- Payment address is as follows:  
Wachovia Bank, NA  
401 Linden St  
Winston Salem, NC 27101  
Routing #: 051400549  
Deposit Account #: 2000025182163  
Payment via Check/U.S. Mail  
Atlantic Management Center, Inc.  
6066 Leesburg Pike, Suite 700  
Falls Church, VA 22041  
(703)256-0509  
(703)256-7052 (fax)
- Contractor Establishment Code (DUNS):  
153903802
- Contractor Taxpayer Identification Number (TIN):  
541-26-0528
- CAGE Number: 1CR21

## About AMCI

Atlantic Management Center, Inc., (AMCI) is a woman-owned and operated business with over 20 years of experience in designing and delivering innovative services and products for federal agencies. Since 1992, AMCI has been awarded over \$35 million in firm-fixed price contracts to provide customer-oriented improvement and training services, primarily to federal organizations. During this time, we have fully satisfied our many customers who can speak to the quality, timeliness, and effectiveness of our services and products. As an example, we have included a chart summarizing the outcome of an independent Dun and Bradstreet survey of twenty (20) of our customers. The survey responses displayed below consist of a comparison of performance between AMCI and over 1,000 companies that provide similar training products to federal organizations.



AMCI's past performance attests to the quality of the overall training curriculum provided to our customers. The effectiveness of our quality service starts with the use of proven, practical, and efficient capability to tailor each course with focus on training solutions for each customer's unique business objectives. The AMCI staff includes exceptionally qualified personnel that are subject matter experts (SME) in the specific course of training, plus are gifted classroom facilitators. These SMEs are surrounded by talented administrative personnel ensuring the highest quality of course material and timely delivery.

## Special Item Number Descriptions

### Instructor-Led Training Courses (SIN 27-400)

AMCI is a company experienced in providing high quality, tailored training to meet our customer's needs. This approach has resulted in best value awards by our many customers, plus exceptional student evaluations of both the course material and the instructors. We specialize in providing senior-level acquisition/contracting, system engineering, and project management experts to deliver training in innovative formats that are relevant and current to the present policy laws, regulations and needs of our customers. Our focus is on Performance! This focus is reflective in all of the courses available under this SIN and is beneficial to all members of the acquisition team responsible for requirements development, pre and post contractual actions. Each course provides the most current insight for enhancing functional knowledge and technical performance.

All prices are based on a class size of 30 maximum students, with the exception of CON 100 which is a class size of 20 maximum students. All prices contained in this document are FOB destination. Travel and per diem for instructor/consultant is separately priced at JTR rates.

### SIN 27-400: Instructor-Led Training Course Pricing

Course Title	# of Days	Standard GSA Prices <sup>i</sup>		GSA Prices with Quantity Discount (5-9 courses or students) <sup>ii</sup>		GSA Prices with Quantity Discount (10 or more courses or students) <sup>iii</sup>	
		Per Course	Per Course	Per Course	Per Student	Per Course	Per Student
Contracting Officer's Representative (COR)	3	\$11,143.44	\$927.90	\$10,524.36	\$876.35	\$9,905.28	\$824.80
COR Refresher	1	\$5,400.00	\$445.50	\$5,100.00	\$420.75	\$4,800.00	\$396.00
Performance-Based Services Acquisition	2	\$9,632.70	\$802.80	\$9,097.55	\$758.20	\$8,562.40	\$713.60
EVM	2	\$7,428.96	\$619.20	\$7,016.24	\$584.80	\$6,603.52	\$550.40
Systems Engineering	3	\$11,143.44	\$927.90	\$10,524.36	\$876.35	\$9,905.28	\$824.80
Configuration Management	3	\$11,143.44	\$927.90	\$10,524.36	\$876.35	\$9,905.28	\$824.80
Skills for Acq Mgr for 21st Century	3	\$11,143.44	\$927.90	\$10,524.36	\$876.35	\$9,905.28	\$824.80
Project Management Framework, Integration, Scope and Quality Management	3	\$12,585.60	\$1,048.50	\$11,886.40	\$990.25	\$11,187.20	\$932.00
Project Time and Cost Management	3	\$12,585.60	\$1,048.50	\$11,886.40	\$990.25	\$11,187.20	\$932.00
Project Human Resources and Communication Management	2	\$10,383.12	\$864.90	\$9,806.28	\$816.85	\$9,229.44	\$768.80
Project Risk, Opportunity, and Procurement Management	3	\$12,585.60	\$1,048.50	\$11,886.40	\$990.25	\$11,187.20	\$932.00
Project Management Curriculum Capstone and PMP® Exam Preparation	4	\$14,788.08	\$1,232.10	\$13,966.52	\$1,163.65	\$13,144.96	\$1,095.20
Integrated Project Team Dev.	2	\$7,428.96	\$619.20	\$7,016.24	\$584.80	\$6,603.52	\$550.40
Formal Mentoring Programs	1	\$5,400.00	\$445.50	\$5,100.00	\$420.75	\$4,800.00	\$396.00
Difficult Conversations	1	\$5,400.00	\$445.50	\$5,100.00	\$420.75	\$4,800.00	\$396.00
Effective Briefing Techniques	1	\$5,400.00	\$445.50	\$5,100.00	\$420.75	\$4,800.00	\$396.00
Dynamic Mentoring Training	1	\$5,400.00	\$445.50	\$5,100.00	\$420.75	\$4,800.00	\$396.00
Core Skills for Advancement	1	\$5,400.00	\$445.50	\$5,100.00	\$420.75	\$4,800.00	\$396.00
Synergistic Decision-making and Planning	1	\$5,400.00	\$445.50	\$5,100.00	\$420.75	\$4,800.00	\$396.00
DISC Behavior Styles	1	\$5,400.00	\$445.50	\$5,100.00	\$420.75	\$4,800.00	\$396.00

GSA, Federal Acquisition Service Authorized Federal Supply Schedule Pricelist  
 GSA FSS 69 Contract No. GS-02F-0222S

Course Title	# of Days	Standard GSA Prices <sup>i</sup>		GSA Prices with Quantity Discount (5-9 courses or students) <sup>ii</sup>		GSA Prices with Quantity Discount (10 or more courses or students) <sup>iii</sup>	
		Per Course	Per Course	Per Course	Per Student	Per Course	Per Student
Emotional Intelligence	1	\$5,400.00	\$445.50	\$5,100.00	\$420.75	\$4,800.00	\$396.00
Executive Acquisition Seminar	5	\$16,465.68	\$1,371.60	\$15,550.92	\$1,295.40	\$14,636.16	\$1,219.20

<sup>1</sup> GSA list prices reflect a discount of 10% off of AMCI's commercial list prices.

<sup>1</sup> The quantity discount of 15% (off of commercial list prices) will be granted when an organization orders five to nine courses, or, in the case of individual enrollment in a commercial course, when an organization enrolls five to nine attendees.

<sup>1</sup> The quantity discount of 20% (off of commercial list prices) will be granted when an organization orders ten or more courses, or, in the case of individual enrollment in a commercial course, when an organization enrolls ten or more attendees.

### **Course Development (SIN 27-500)**

AMCI's course development has a stellar track record of success. AMCI developed and delivered the first executive level contracting course for DAU (CON 301). This highly successful course was an example of meeting the current and constantly changing needs of our acquisition professionals for their Level III contracting certification. AMCI also developed and delivered Contracting Officer Technical Representative (COTR) training for DoD and federal civilian agencies tailoring the training to the specific needs of the customer(s). Additionally, AMCI developed a four phase COTR Training Program that is being used by the agency for self training refresher. AMCI also developed and delivered for a federal civilian agency, the initial Performance Based Services Acquisition (PBSA) training curriculum featuring a unique desktop guide which is now being used by many agencies across the federal government.

#### ***SIN 27-500: Pricing for Course Development***

Price includes delivery of pilot course.

Standard GSA Prices <sup>1</sup>	
Development	Per Course
2 Day Course	\$31,928.98
3 Day Course	\$33,852.41
4 Day Course	\$35,775.84

### Core Contracting Curriculum Courses (SIN 27-600)

AMCI has been awarded the DAU equivalency certification for CON 100, CON 120, and CON 353. The difference of AMCI's core courses is that each are tailored to not just reflect the DoD information, but also to incorporate the Federal Civilian Agency approaches to the acquisition process. Each of the courses provides the necessary training for attaining a comprehensive understanding of the acquisition environment focused on the level of the contracting professional. All participants will develop professional skills for making sound business decisions and advising other acquisition team members toward success in meeting customer's needs.

#### *SIN 27-600: Core Contracting Curriculum Course Pricing*

Course Title	# of Days	GSA Prices <sup>1</sup>		GSA Prices with Quantity Discount (5-9 courses or students) <sup>2</sup>		GSA Prices with Quantity Discount (10 or more courses or students) <sup>3</sup>	
		Per Course	Per Student	Per Course	Per Student	Per Course	Per Student
Providing Effective Business Leadership (CON 100 Equivalent)	5	\$14,697.14	\$1,224.90	\$13,880.64	\$1,156.85	\$13,064.13	\$1,088.80
Mission-Focused Contracting for the Contracting Professional (CON 120 Equivalent)	10	\$26,250.00	\$2,187.90	\$24,791.67	\$2,066.35	\$23,333.34	\$1,944.80
Advanced Business Solutions for Mission Support (CON 353 Equivalent)	10	\$26,250.00	\$2,187.90	\$24,791.67	\$2,066.35	\$23,333.34	\$1,944.80

<sup>i</sup> GSA list prices reflect a discount of 10% off of AMCI's commercial list prices.

<sup>ii</sup> The quantity discount of 15% (off of commercial list prices) will be granted when an organization orders five to nine courses, or, in the case of individual enrollment in a commercial course, when an organization enrolls five to nine attendees.

<sup>iii</sup> The quantity discount of 20% (off of commercial list prices) will be granted when an organization orders ten or more courses, or, in the case of individual enrollment in a commercial course, when an organization enrolls ten or more attendees.