

**General Services Administration  
Federal Supply Service  
Authorized Federal Supply Schedule Pricelist (Catalog)**

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Federal Supply Service  
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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>.

**October 1, 2007  
through  
September 30, 2012**



**Management, Organizational and Business  
Improvement Services (MOBIS)**

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# General Services Administration

## Information for Ordering Activities

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### Management, Organizational, and Business Improvement Services (MOBIS)

Industrial Group: 874  
Industrial Class: 8742  
Contract Number: GS-23F-8148H  
Contract Period: October 1, 2007 through  
September 30, 2012

#### Contractor Name, Address, and Phone Number:

Atlantic Management Center, Inc. (AMCI)  
6066 Leesburg Pike Suite 700  
Falls Church VA 22041  
(703)245-2480

Business Size: Woman-Owned Business

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### Customer Information

- 1a. Awarded Special Item Numbers (see Table of Contents)
  - SIN 874-1 Consultation Services
  - SIN 874-2 Facilitation Services
  - SIN 874-4 Training Services
2. The types of services provided by this schedule include management, organizational, and business improvement services.
3. The maximum delivery order limitation is \$1,000,000
4. The minimum delivery order limitation is \$300
5. Geographic coverage area: worldwide
6. Points of production: Falls Church, VA
7. All prices listed reflect the net price for the service in question
8. Prompt payment terms: 0%, net 30 days
- 9a. Government commercial credit card is accepted
- 9b. No discount for payment by government commercial credit card
10. Foreign items: none
11. Time of delivery: negotiable
12. Delivery shall be F.O.B. destination on all deliverable products ordered

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### Customer Information (continued)

13. Ordering address is as follows:
  - Atlantic Management Center, Inc.
  - 6066 Leesburg Pike Suite 700
  - Falls Church VA 22041
  - Attention: Anne Marie Chester
  - (703) 245-2480
14. Payment address is as follows:
  - Payment via Check/U.S. Mail
  - Atlantic Management Center, Inc.
  - 6066 Leesburg Pike Suite 700
  - Falls Church VA 22041
  - Attention: Accounts Receivable
  - (703)245-2462
  - (703)256-7052 (fax)
15. Warranty provision: N/A
16. Export packing charges: N/A
17. Terms and conditions of government commercial credit card acceptance: Atlantic Management Center, Inc. (AMCI), will accept payment under the IMPAC (International Merchant Purchase Authorization Card) program. The IMPAC program was established in 1989 by the General Services Administration, under a program initiated by the Department of Commerce. Under it, any Federal government agency, bureau, military institution, or activity can purchase goods and services.

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### Supplemental Information

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

- Contractor Establishment Code (DUNS): 153903802
- Contractor Taxpayer Identification Number (TIN): 541-26-0528
- CAGE Number: 1CR21

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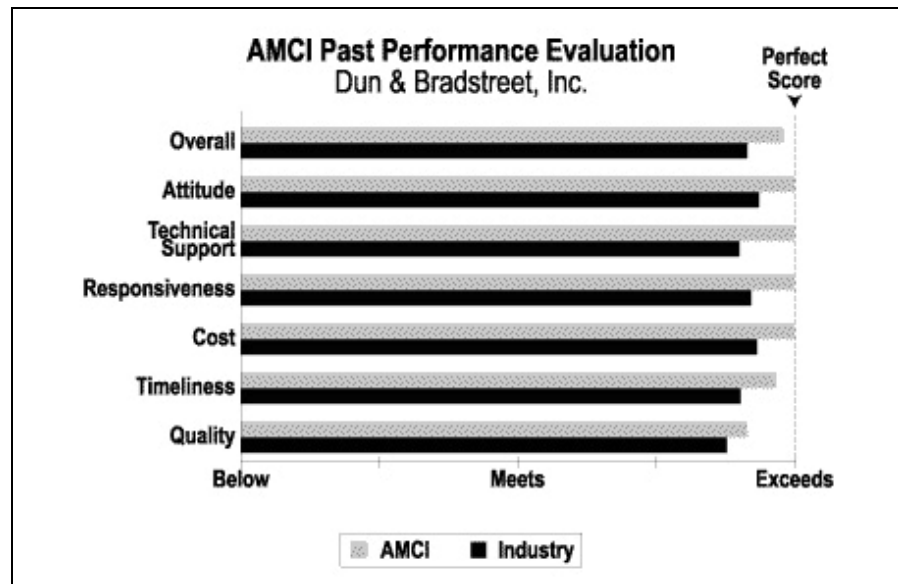
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## About AMCI

Atlantic Management Center, Inc., (AMCI) is a woman-owned and operated business with over 20 years experience in designing and delivering innovative services and products for federal agencies. Since 1992, AMCI has been awarded over \$45 million in firm-fixed price contracts to provide performance improvement and training services, primarily to federal organizations. During this time, we have satisfied 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 20 of our customers. The survey responses displayed consist of a comparison of performance between AMCI and over 1,000 companies that provide services and products to federal organizations.



## Professional Staff

AMCI has assembled a highly skilled and experienced staff of professional management consultants, analysts, facilitators, instructors, and technicians to design and deliver the most challenging management, organizational, and business improvement efforts that Federal agencies face today in the areas of consultation, facilitation, training, and support products.

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## About AMCI's MOBIS Services

Under the MOBIS contract, AMCI will deliver services and products designed to support change and transformation and the system-wide model of management excellence and performance improvement embodied in current Federal initiatives. These services and products are organized under three MOBIS program categories:

- Specific Item Number (SIN) 874-1: Consulting Services
- Specific Item Number (SIN) 874-2: Facilitation Services
- Specific Item Number (SIN) 874-4: Training Services

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# MOBIS Labor Category Descriptions

(SIN 874-1 and SIN 874-2)

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## Nationally Recognized Expert

### Typical Education and Experience:

Ph.D in a related academic field plus at least 10 years experience or

MA/MS plus at least 20 years experience or

BA/BS plus at least 24 years experience

Nationally recognized as an expert and leader in a given academic or business-related field applicable in MOBIS projects. Demonstrated excellence in speaking, presenting, writing, and consulting on said topic. Proven experience in designing and executing programs to meet customer needs. Demonstrated capability serving customer and teams as the leader or subject matter expert. The “go-to” person for professional advice in said area of accomplishment. Facilitates, attends, and leads strategic level client meetings. Writes manuals, books, procedures related to said expertise.

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## Principal Management Consultant

### Typical Education and Experience:

Ph.D in a related academic field plus at least 5 years experience or

MA/MS plus at least 15 years experience or

BA/BS plus at least 20 years experience

Demonstrated ability in program management for MOBIS projects. Documented experience in planning, initiating, and implementing government contracts, programs and projects. Capable of designing the processes to keep projects on schedule and under budget while meeting client’s scope requirements. Can implement complex organizational change initiatives that address structure, process and behavioral factors. Develops the business processes, implementation structures to affect behaviors and achieve organizational needs. Directs the personnel, coordinates all tasks, reviews work products for completeness and adherence to customer’s requirements. Creates management plans, performs risk analyses. Facilitates, attends, and leads strategic level client meetings.

#### Senior Management Consultant

##### Typical Education and Experience:

Ph.D in a related academic field plus at least 3 years experience or  
MA/MS plus at least 10 years experience or  
BA/BS plus at least 15 years experience

Progressive experience in MOBIS Projects. Demonstrated ability to provide guidance and direction for specific projects or sub-tasks overseeing personnel and tasks, checking for completeness, and accuracy in meeting customer needs. Capability to multi-task projects of high complexity. Increasing responsibility in design, implementation, business process alignment and engineering. Interfaces with clients on project specific issues. Directs the completion of projects within schedule and project requirements. Delivers presentations, attends strategic and non-strategic meetings with customers and represents customer needs when asked.

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#### Management Analyst

##### Typical Education and Experience:

MA/MS plus at least 3 years experience or  
BA/BS plus at least 7 years experience

Analyzes business or operating procedures to devise most efficient methods of accomplishing work: Gathers and organizes information on problem or procedures including present operating procedures. Analyzes data gathered, develops information and considers available solutions or alternate methods of proceeding. Organizes and documents findings of studies and prepares recommendations for implementation. May develop or update functional or operational manuals outlining established methods of performing work in accordance with organizational policy.

Increasing responsibilities in design, implementation, and management. Demonstrated ability to support implementation teams, take direction, and complete tasks as assigned accurately and on schedule. Capable of managing the day to day activities supporting government contract work. A knowledge worker, dependable, reliable, and organized in implementing tasks. Capable of multitasking; works with attention to detail. Speaks to customers and exercises a customer-focus in all transactions

## Senior Instructor

### Typical Education and Experience:

Ph.D in a related academic field plus at least 5 years teaching experience  
or

MA/MS plus at least 10 years teaching experience or

BA/BS plus at least 15 years teaching experience

An expert in an academic, technical or related field, and in communicating content using adult learning theory. Knows how to engage participants by diversifying the teaching approach while expertly achieving the course objectives. Understands and utilizes interactive approaches to increase participants' retention. Proven instructor with evaluation scores higher than 90%.

In addition, a Senior Instructor interfaces with agency personnel to analyze performance needs and recommend appropriate training solutions. Has a demonstrated capability in analyzing, designing, developing, implementing, and evaluate training materials and programs using the systematic approach to training.

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## Training Instructor/Facilitator

### Typical Education and Experience:

Ph.D in a related academic field plus at least 3 years teaching/facilitating experience or

MA/MS plus at least 5 years teaching/facilitating experience or

BA/BS plus at least 5 years teaching /facilitating experience and a certificate as a trained facilitator

An expert in an academic, technical or related field and in communicating content using adult learning theory. Knows how to engage participants by diversifying the teaching/facilitating approach while expertly achieving the course/session objectives. Understands and utilizes interactive approaches to increase participants' retention. Proven instructor with evaluation scores higher than 90%.

Interfaces with agency personnel to analyze performance needs and recommend appropriate training/facilitation solutions. Has a demonstrated capability in analyzing, designing, developing, implementing, and evaluate training materials and programs using the systematic approach to training.

#### Instructional Systems Design Technologist

##### Typical Education and Experience:

MA/MS plus at least 5 years in instructional design, or

BA/BS plus at least 7 years in instructional design and delivery

Interacts with customer and technical subject-matter experts to designs, and develop training programs using proven instructional design theory and practices. Understands and incorporates adult learning theory and brain science to create training programs, curricula, and courses that engage participants, increase retention times and change behaviors as prescribed per the customer. Conducts analysis of training products and programs. Identifies training requirements. Develops learning objectives, learning strategies, interactive learning events, designs storyboards for multimedia development, designs lesson plans and student handouts, designs technology-based learning solutions.

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#### Performance Measurement Analyst

##### Typical Education and Experience:

BA/BS plus at least 5 years experience

Manages and coordinates data analysis to improve organizational performance. Defines and evaluates performance data, identifies and tracks statistical trends, and establishes collaborative processes for the management of data.

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#### Research Associate

##### Typical Education and Experience:

BA/BS plus at least 1 year experience in data collection

Conducts complex data and documentation processing, using various software packages to include Excel and Access. Creates and maintains various databases and creates products as output from those databases; assists in the review and testing of survey instruments and provides thorough documentation for the data and the data processing operations; responds to requests for routine data for reporting needs and customer requirements. Responds to questions related to data quality; and assists in the creation of Technical Reports.

#### Computer Programmer/Analyst

##### Typical Education and Experience:

BA/BS in a related field plus 1 year experience or holder of qualifying certificate

Expertly converts project specifications and statements of problems and procedures into comprehensive programs and network systems for MOBIS-related projects. Provides analytical support and writes specifications to effectively maintain enhance and develop systems consistent with clients' needs; analyzes, designs, tests and evaluates programs and network systems for Government clients.

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#### Graphic Editor/Artist

##### Typical Education and Experience:

3 years experience and technical training

Prepare design layouts, specifications and mechanicals for books, journals, posters, booklets, brochures and other printed and graphic materials. Meet with clients as needed to develop design concepts, gather information, discuss alternatives, gain approval and review publications. Paste up camera-ready layout boards including color overlays; select and specify size and position of photographs and illustrations; check printer proofs. Analyze and select proper paper, ink, type, illustrations and printing techniques to be used in total production.

Monitor scheduling and overall job production; coordinate interrelated activities with others to promote efficient workflow. Maintain liaison with clients and other staff members, as well as vendors (e.g., illustrators, photographers, printers and writers), to communicate job specifications and ensure deadlines are met. Keep abreast of recent developments and technologies in the graphic arts field. Perform other related duties incidental to the work described herein.

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#### Clerical Support

##### Typical Education and Experience:

2 years experience with similar duties

High school or trade school graduate

Provides support for higher-level individuals and teams. Must be detail-oriented, organized and capable of multi-tasking, and reliable. Microsoft Office and general office skills required.

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## Consulting Services (SIN 874-1)

AMCI will provide expert advice, assistance, guidance, or counseling in support of agencies' management, organizational, and business improvement efforts. This may also include studies, analyses and reports documenting any proposed developmental, consultative or implementation efforts. Examples of consultation include but are not limited to: strategic, business and action planning; systems alignment; cycle time; high performance work; leadership systems; performance measures and indicators; process and productivity improvement; organizational assessments, program audits, and evaluations.

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### About AMCI's Consulting Services

AMCI provides consultation services to its clients, including expert advice, assistance, and guidance in support of management, organizational, and business improvement efforts. Our consultants understand that organizational change and transition take time and commitment, and that the role of the consultant continually evolves. During our engagements, we conduct up-front assessments and analyses in the development and delivery of reports that document and support recommendations and implementation plans. This up-front activity is particularly important for determining precisely where Federal agencies are on the road to transformation.

Some agencies will be more advanced than others in their accomplishments and may require less comprehensive and intensive services. We follow our initial assessment activities with technical assistance services such as strategic, business, and action planning; workforce planning and restructuring; function realignment; process reengineering; leadership development; performance measurement; and process improvement. Our main objective in the delivery of our consultation services is to prepare the client organization to assume direction and control as we gradually withdraw from the engagement.

AMCI's consultants have strong technical and functional expertise as well as the ability to build trust and confidence with the customer—a skill essential to successfully providing consultation services today. We tailor our consultation services so they are: (1) episodic and just-in-time; (2) easily and quickly turned over to internal organization resources; and, (3) integrated with other AMCI management improvement services, e.g., facilitation, training, and support products.

**Atlantic Management Center Inc.**  
**Price List for the Option Periods**  
**Contract GS-23F-8148H SIN 874-1**  
**CONSULTING SERVICES**

**Consulting Services Pricing**

See supplemental information for comprehensive description of each position. Typical credentials are noted below.  
 These prices include an Industrial Funding Fee (IFF) of 0.75%.

MOBIS Year Fiscal Year	Option Period 2					Option Period 3				
	11 2008	12 2009	13 2010	14 2011	15 2012	16 2013	17 2014	18 2015	19 2016	20 2017
Nationally Recognized Expert (per day)	\$ 2,207.63	\$ 2,295.93	\$ 2,387.77	\$ 2,483.28	\$ 2,582.61	\$ 2,685.92	\$ 2,793.35	\$ 2,905.09	\$ 3,021.29	\$ 3,142.14
per hour	\$ 275.95	\$ 286.99	\$ 298.47	\$ 310.41	\$ 322.83	\$ 335.74	\$ 349.17	\$ 363.14	\$ 377.66	\$ 392.77
Masters Degree + 20 years experience										
Principal Management Consultant	\$ 2,016.68	\$ 2,097.35	\$ 2,181.25	\$ 2,268.50	\$ 2,359.24	\$ 2,453.61	\$ 2,551.75	\$ 2,653.82	\$ 2,759.97	\$ 2,870.37
per hour	\$ 252.09	\$ 262.17	\$ 272.66	\$ 283.56	\$ 294.90	\$ 306.70	\$ 318.97	\$ 331.73	\$ 345.00	\$ 358.80
Masters Degree + 15 years experience										
Senior Management Consultant (per day)	\$ 1,651.52	\$ 1,717.58	\$ 1,786.28	\$ 1,857.74	\$ 1,932.04	\$ 2,009.33	\$ 2,089.70	\$ 2,173.29	\$ 2,260.22	\$ 2,350.63
per hour	\$ 206.44	\$ 214.70	\$ 223.29	\$ 232.22	\$ 241.51	\$ 251.17	\$ 261.21	\$ 271.66	\$ 282.53	\$ 293.83
Masters Degree + 10 years experience										
Management Analyst (per day)	\$ 1,307.12	\$ 1,359.40	\$ 1,413.78	\$ 1,470.33	\$ 1,529.15	\$ 1,590.31	\$ 1,653.92	\$ 1,720.08	\$ 1,788.88	\$ 1,860.44
per hour	\$ 163.39	\$ 169.93	\$ 176.72	\$ 183.79	\$ 191.14	\$ 198.79	\$ 206.74	\$ 215.01	\$ 223.61	\$ 232.55
Bachelor Degree + 7 years experience										
Senior Instructor (per day)	\$ 1,394.27	\$ 1,450.04	\$ 1,508.04	\$ 1,568.36	\$ 1,631.09	\$ 1,696.34	\$ 1,764.19	\$ 1,834.76	\$ 1,908.15	\$ 1,984.47
per hour	\$ 174.28	\$ 181.25	\$ 188.50	\$ 196.04	\$ 203.89	\$ 212.04	\$ 220.52	\$ 229.34	\$ 238.52	\$ 248.06
Masters Degree + 10 years experience										
Training Instructor/Facilitator (per day)	\$ 1,127.84	\$ 1,172.95	\$ 1,219.87	\$ 1,268.67	\$ 1,319.41	\$ 1,372.19	\$ 1,427.08	\$ 1,484.16	\$ 1,543.53	\$ 1,605.27
per hour	\$ 140.98	\$ 146.62	\$ 152.48	\$ 158.58	\$ 164.93	\$ 171.52	\$ 178.38	\$ 185.52	\$ 192.94	\$ 200.66
Bachelor Degree + 5 years experience										
Instructional Systems Design Tech. (per day)	\$ 1,112.13	\$ 1,156.62	\$ 1,202.88	\$ 1,251.00	\$ 1,301.04	\$ 1,353.08	\$ 1,407.20	\$ 1,463.49	\$ 1,522.03	\$ 1,582.91
per hour	\$ 139.02	\$ 144.58	\$ 150.36	\$ 156.37	\$ 162.63	\$ 169.14	\$ 175.90	\$ 182.94	\$ 190.25	\$ 197.86
Bachelors Degree + 7 years experience										
Performance Measurement Analyst (per day)	\$ 921.19	\$ 958.04	\$ 996.36	\$ 1,036.21	\$ 1,077.66	\$ 1,120.77	\$ 1,165.60	\$ 1,212.22	\$ 1,260.71	\$ 1,311.14
per hour	\$ 115.15	\$ 119.75	\$ 124.54	\$ 129.53	\$ 134.71	\$ 140.10	\$ 145.70	\$ 151.53	\$ 157.59	\$ 163.89
Bachelors Degree + 5 years experience										
Research Associate (per day)	\$ 784.32	\$ 815.69	\$ 848.32	\$ 882.25	\$ 917.54	\$ 954.25	\$ 992.42	\$ 1,032.11	\$ 1,073.40	\$ 1,116.33
per hour	\$ 98.04	\$ 101.96	\$ 106.04	\$ 110.28	\$ 114.69	\$ 119.28	\$ 124.05	\$ 129.01	\$ 134.17	\$ 139.54
Bachelors Degree + 1 year experience										
Computer Programmer/Analyst (per day)	\$ 663.94	\$ 690.49	\$ 718.11	\$ 746.84	\$ 776.71	\$ 807.78	\$ 840.09	\$ 873.69	\$ 908.64	\$ 944.99
per hour	\$ 82.99	\$ 86.31	\$ 89.76	\$ 93.35	\$ 97.09	\$ 100.97	\$ 105.01	\$ 109.21	\$ 113.58	\$ 118.12
Bachelors Degree + 1 year experience										
Graphic editor/Artist (per day)	\$ 507.92	\$ 528.24	\$ 549.37	\$ 571.34	\$ 594.19	\$ 617.96	\$ 642.68	\$ 668.39	\$ 695.12	\$ 722.93
per hour	\$ 63.49	\$ 66.03	\$ 68.67	\$ 71.42	\$ 74.27	\$ 77.25	\$ 80.34	\$ 83.55	\$ 86.89	\$ 90.37
Technical training + 3 years experience										
Clerical Support (per day)	\$ 352.80	\$ 366.91	\$ 381.59	\$ 396.85	\$ 412.73	\$ 429.24	\$ 446.40	\$ 464.26	\$ 482.83	\$ 502.14
per hour	\$ 44.10	\$ 45.86	\$ 47.70	\$ 49.61	\$ 51.59	\$ 53.65	\$ 55.80	\$ 58.03	\$ 60.35	\$ 62.77
2 years experience										

Atlantic Management Center, Inc. • Point of Contact: Anne Marie Chester • (703)245-2480 • achester@amcweb.com

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## Facilitation Services (SIN 874-2)

AMCI will provide facilitation and related decision support services to agencies engaging in collaboration efforts, working groups, or integrated product, process, or self-directed teams. Agencies bringing together diverse teams and/or groups with common and divergent interests may require a neutral party to assist them in: the use of problem solving techniques; defining and refining the agenda; convening and leading large and small group briefings and discussions; resolving disputes, disagreements, and divergent views; recording discussion content and focusing decision-making; providing a draft for the permanent record; debriefing and in overall planning.

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### About AMCI's Facilitation Services

AMCI uses structured and disciplined techniques in assisting our clients to plan strategically, identify and resolve problems, gain consensus, and develop implementation plans to improve management and operations. As unbiased outsiders, our facilitators help client teams reach consensus rapidly. They build accountability into the process and help define roles of key staff. Our facilitation services support all aspects of change: technical, cultural, and behavioral.

In our view, facilitation serves to make group decision-making easier by eliminating barriers to agreement. Facilitation helps create consensus, allowing everyone to participate in decision-making. Using AMCI's facilitation services, participants construct solutions most appropriate for meeting objectives. AMCI facilitators are able to unite groups of disparate participants, focus their discussion, and mobilize them to resolution and action.

Under MOBIS, AMCI will provide facilitation and related decision support services for clients, working groups, integrated product teams, process improvement teams, and self-directed work teams. We work with client agencies to bring together diverse teams or groups with common and divergent interests to assist them in the use of problem solving techniques; defining and refining the agenda; convening and leading large and small group briefings and discussions; resolving disputes and disagreements; recording discussion content; providing drafts for permanent records; and debriefing.

**Atlantic Management Center Inc.**  
**Price List for the Option Periods**  
**Contract GS-23F-8148H SIN 874-2**  
**FACILITATION SERVICES**

**Facilitation Services Pricing**

See supplemental information for comprehensive description of each position. Typical credentials are noted below.  
 These prices include an Industrial Funding Fee (IFF) of 0.75%.

MOBIS Year Fiscal Year	Option Period 2					Option Period 3				
	11	12	13	14	15	16	17	18	19	20
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Nationally Recognized Expert (per day)	\$ 2,207.63	\$ 2,295.93	\$ 2,387.77	\$ 2,483.28	\$ 2,582.61	\$ 2,685.92	\$ 2,793.35	\$ 2,905.09	\$ 3,021.29	\$ 3,142.14
per hour	\$ 275.95	\$ 286.99	\$ 298.47	\$ 310.41	\$ 322.83	\$ 335.74	\$ 349.17	\$ 363.14	\$ 377.66	\$ 392.77
Masters Degree + 20 years experience										
Principal Management Consultant (per day)	\$ 2,016.68	\$ 2,097.35	\$ 2,181.25	\$ 2,268.50	\$ 2,359.24	\$ 2,453.61	\$ 2,551.75	\$ 2,653.82	\$ 2,759.97	\$ 2,870.37
per hour	\$ 252.09	\$ 262.17	\$ 272.66	\$ 283.56	\$ 294.90	\$ 306.70	\$ 318.97	\$ 331.73	\$ 345.00	\$ 358.80
Masters Degree + 15 years experience										
Senior Management Consultant (per day)	\$ 1,651.52	\$ 1,717.58	\$ 1,786.28	\$ 1,857.74	\$ 1,932.04	\$ 2,009.33	\$ 2,089.70	\$ 2,173.29	\$ 2,260.22	\$ 2,350.63
per hour	\$ 206.44	\$ 214.70	\$ 223.29	\$ 232.22	\$ 241.51	\$ 251.17	\$ 261.21	\$ 271.66	\$ 282.53	\$ 293.83
Masters Degree + 10 years experience										
Management Analyst (per day)	\$ 1,307.12	\$ 1,359.40	\$ 1,413.78	\$ 1,470.33	\$ 1,529.15	\$ 1,590.31	\$ 1,653.92	\$ 1,720.08	\$ 1,788.88	\$ 1,860.44
per hour	\$ 163.39	\$ 169.93	\$ 176.72	\$ 183.79	\$ 191.14	\$ 198.79	\$ 206.74	\$ 215.01	\$ 223.61	\$ 232.55
Bachelor Degree + 7 years experience										
Senior Instructor (per day)	\$ 1,394.27	\$ 1,450.04	\$ 1,508.04	\$ 1,568.36	\$ 1,631.09	\$ 1,696.34	\$ 1,764.19	\$ 1,834.76	\$ 1,908.15	\$ 1,984.47
per hour	\$ 174.28	\$ 181.25	\$ 188.50	\$ 196.04	\$ 203.89	\$ 212.04	\$ 220.52	\$ 229.34	\$ 238.52	\$ 248.06
Masters Degree + 10 years experience										
Training Instructor/Facilitator (per day)	\$ 1,127.84	\$ 1,172.95	\$ 1,219.87	\$ 1,268.67	\$ 1,319.41	\$ 1,372.19	\$ 1,427.08	\$ 1,484.16	\$ 1,543.53	\$ 1,605.27
per hour	\$ 140.98	\$ 146.62	\$ 152.48	\$ 158.58	\$ 164.93	\$ 171.52	\$ 178.38	\$ 185.52	\$ 192.94	\$ 200.66
Bachelor Degree + 5 years experience										
Instructional Systems Design Tech. (per day)	\$ 1,112.13	\$ 1,156.62	\$ 1,202.88	\$ 1,251.00	\$ 1,301.04	\$ 1,353.08	\$ 1,407.20	\$ 1,463.49	\$ 1,522.03	\$ 1,582.91
per hour	\$ 139.02	\$ 144.58	\$ 150.36	\$ 156.37	\$ 162.63	\$ 169.14	\$ 175.90	\$ 182.94	\$ 190.25	\$ 197.86
Bachelors Degree + 7 years experience										
Performance Measurement Analyst (per day)	\$ 921.19	\$ 958.04	\$ 996.36	\$ 1,036.21	\$ 1,077.66	\$ 1,120.77	\$ 1,165.60	\$ 1,212.22	\$ 1,260.71	\$ 1,311.14
per hour	\$ 115.15	\$ 119.75	\$ 124.54	\$ 129.53	\$ 134.71	\$ 140.10	\$ 145.70	\$ 151.53	\$ 157.59	\$ 163.89
Bachelors Degree + 5 years experience										
Research Associate (per day)	\$ 784.32	\$ 815.69	\$ 848.32	\$ 882.25	\$ 917.54	\$ 954.25	\$ 992.42	\$ 1,032.11	\$ 1,073.40	\$ 1,116.33
per hour	\$ 98.04	\$ 101.96	\$ 106.04	\$ 110.28	\$ 114.69	\$ 119.28	\$ 124.05	\$ 129.01	\$ 134.17	\$ 139.54
Bachelors Degree + 1 year experience										
Computer Programmer/Analyst (per day)	\$ 663.94	\$ 690.49	\$ 718.11	\$ 746.84	\$ 776.71	\$ 807.78	\$ 840.09	\$ 873.69	\$ 908.64	\$ 944.99
per hour	\$ 82.99	\$ 86.31	\$ 89.76	\$ 93.35	\$ 97.09	\$ 100.97	\$ 105.01	\$ 109.21	\$ 113.58	\$ 118.12
Bachelors Degree + 1 year experience										
Graphic editor/Artist (per day)	\$ 507.92	\$ 528.24	\$ 549.37	\$ 571.34	\$ 594.19	\$ 617.96	\$ 642.68	\$ 668.39	\$ 695.12	\$ 722.93
per hour	\$ 63.49	\$ 66.03	\$ 68.67	\$ 71.42	\$ 74.27	\$ 77.25	\$ 80.34	\$ 83.55	\$ 86.89	\$ 90.37
Technical training + 3 years experience										
Clerical Support (per day)	\$ 352.80	\$ 366.91	\$ 381.59	\$ 396.85	\$ 412.73	\$ 429.24	\$ 446.40	\$ 464.26	\$ 482.83	\$ 502.14
per hour	\$ 44.10	\$ 45.86	\$ 47.70	\$ 49.61	\$ 51.59	\$ 53.65	\$ 55.80	\$ 58.03	\$ 60.35	\$ 62.77
2 years experience										

## Training Services (SIN 874-4)

AMCI provides off-the-shelf training packages as well as training customized to the agency's specific needs related to management, organizational, and business improvement services, such as but not limited to: team building; performance measurement; business process reengineering; strategic planning; statistical process control; quality management; benchmarking; and process improvement; performance problem-solving; and change management. Customization of off-the-shelf training may include but is not limited to: workbooks; training manuals; slides; videotapes; overhead transparencies; advanced presentation media; and state-of-the-art computer based training.

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### About AMCI's Training Services

**Synopsis of AMCI Training and Development Workshops and Courses.** During the past ten years, AMCI has designed and developed more than 100 workshops and courses for Federal clients. Last year alone, we delivered more than 300 offerings nationwide. We have found that management improvement training works best when it is interactive, and has minimum lecture and maximum hands-on participation, drawing on the real-life experiences of participants.

The list of workshops and courses presented on the next page highlights our MOBIS-related content designed for the Federal workforce at large. The length of each course and workshop, can be either expanded or condensed. Modifications in length may be required because of factors such as the participants' knowledge, skills, experience, and/or position level.

*Travel, lodging, and meal expenses are in addition to the rates listed on the next page and will be billed according to Public Law 99-234; FAR 31.205-46.*

*In addition to the training courses and workshops listed, AMCI will provide customized training courses, tailored to an agency's specific mission and needs. We will negotiate a price using the labor rates in SINs 874-1 and 874-2, as applicable.*

**Atlantic Management Center Inc.  
Price List for the Option Periods  
Contract GS-23F-8148H (SIN 874-4)  
TRAINING SERVICES**

These prices include an Industrial Funding Fee (IFF) of 0.75%.

**Training Services Pricing <sup>(1)</sup>**

MOBIS Year Fiscal Year	Days	Option Period 2					Option Period 3				
		11 2008	12 2009	13 2010	14 2011	15 2012	16 2013	17 2014	18 2015	19 2016	20 2017
Train-the-Trainer	4	\$ 15,900	\$ 16,536	\$ 17,197	\$ 17,885	\$ 18,601	\$ 19,345	\$ 20,119	\$ 20,923	\$ 21,760	\$ 22,631
Additional Participant		\$ 1,060	\$ 1,102	\$ 1,146	\$ 1,192	\$ 1,240	\$ 1,290	\$ 1,341	\$ 1,395	\$ 1,451	\$ 1,509
Effective Communication	2	\$ 10,340	\$ 10,754	\$ 11,184	\$ 11,631	\$ 12,096	\$ 12,580	\$ 13,083	\$ 13,607	\$ 14,151	\$ 14,717
Additional Participant		\$ 690	\$ 718	\$ 746	\$ 776	\$ 807	\$ 839	\$ 873	\$ 908	\$ 944	\$ 982
Integrated Project Team Dev.	2	\$ 10,340	\$ 10,754	\$ 11,184	\$ 11,631	\$ 12,096	\$ 12,580	\$ 13,083	\$ 13,607	\$ 14,151	\$ 14,717
Additional Participant		\$ 690	\$ 718	\$ 746	\$ 776	\$ 807	\$ 839	\$ 873	\$ 908	\$ 944	\$ 982
Developing Effective Teams	2	\$ 10,340	\$ 10,754	\$ 11,184	\$ 11,631	\$ 12,096	\$ 12,580	\$ 13,083	\$ 13,607	\$ 14,151	\$ 14,717
Additional Participant		\$ 690	\$ 718	\$ 746	\$ 776	\$ 807	\$ 839	\$ 873	\$ 908	\$ 944	\$ 982
Coaching and Mentoring	2	\$ 10,340	\$ 10,754	\$ 11,184	\$ 11,631	\$ 12,096	\$ 12,580	\$ 13,083	\$ 13,607	\$ 14,151	\$ 14,717
Additional Participant		\$ 690	\$ 718	\$ 746	\$ 776	\$ 807	\$ 839	\$ 873	\$ 908	\$ 944	\$ 982
Leading in a Team-Based Environment	3	\$ 12,540	\$ 13,042	\$ 13,563	\$ 14,106	\$ 14,670	\$ 15,257	\$ 15,867	\$ 16,502	\$ 17,162	\$ 17,848
Additional Participant		\$ 840	\$ 874	\$ 909	\$ 945	\$ 983	\$ 1,022	\$ 1,063	\$ 1,105	\$ 1,150	\$ 1,196

Notes:

<sup>(1)</sup> Minimum prices for up to 15 participants. Individual prices for up to 5 additional participants as indicated (20 maximum per course). AMCI will evaluate a request for additional participants beyond 20 on a case by case basis.

