

**General Services Administration  
Federal Supply Service  
Authorized Federal Supply Schedule Price List**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!<sup>TM</sup>, a menu-driven database system. The Internet address for GSA Advantage!<sup>TM</sup> is: <http://www.GSAAdvantage.gov>.

**Mission Oriented Business Integration Services  
(MOBIS)**

**Federal Supply Group 87      Class: 874**

**FSC CLASS(ES)/PRODUCT CODE(S): 6910/6930**

**STANDARD INDUSTRY GROUP: 2020**

**SERVICE: Training**

**Special Item No. 874-4: Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration**

**Contract Number: GS-02F-0141V**

For more information on ordering from Federal Supply Services Schedules click on the FSS Schedules button at <http://www.fss.gsa.gov>

**Contract Period: June 30, 2009 – June 29, 2014**

**CACI, INC.-FEDERAL**

**Attn: GSA Sales**

**14151 Park Meadow Drive**

**Chantilly VA 20151**

**Phone: (703) 679-4177      Fax: (703) 679-3402**

**E-Mail: [tbuford@caci.com](mailto:tbuford@caci.com)**

**Contractor Administrator: Amy Bezdek**

**Phone: (703) 679-53520      Fax: (703) 679-3402**

**E-Mail: [abezdek@caci.com](mailto:abezdek@caci.com)**

**[www.caci.com](http://www.caci.com)**

**Business Size: Large Business**

**Pricelist Effective 12/7/2009**

**Supplement 2 including modification PO-0001, dated 12/7/2009**

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**CUSTOMER INFORMATION**

**1a. Table of awarded special item numbers**

Special Item Numbers (SINs)	SIN Description	Page
SIN 874-4	Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration	5

**1b. Lowest Priced Model Number and Lowest Unit Price**

Not Applicable

**1c. Hourly Rates, Commercial Job Title Descriptions, Experience, Functional Responsibility and Education**

See SIN 874-4 Labor Category Descriptions and Pricing on page 11.

**2. Maximum order.**

Maximum order limitation is \$1,000,000

**3. Minimum order.**

The minimum order accepted is \$100

**4. Geographic coverage (delivery area).**

CACI will provide worldwide delivery

**5. Point(s) of production (city, county, and State or foreign country).**

Not Applicable

**6. Discount from list prices or statement of net price.**

Prices contained in this pricelist are net prices (discount deducted).

**7. Quantity discounts.**

CACI offers the following earned discount to be applied to the total labor amount on each order invoice based on the initial funding level for each delivery order issued (i.e., the discount is not cumulative across the delivery order or a BPA). When a Task Order is awarded, the initial funded amount will establish the earned discount percentage for that order. The earned discount based on the initial funded amount is applied to the Order and any subsequent modification, including those providing increments of funding. The discount will be reflected in invoices for work performed under the order and will be taken at the bottom line labor price (i.e., travel and other direct costs are excluded from any discounts). The discounts are applied individually to each funded Order based on the initial funded amount and are not cumulative across the Order for earning a different discount.

<b>Initial Funded Amount of Order</b>	<b>Discount %</b>
Up to \$200,000	0%
\$200,001 - \$400,000	2%
\$400,001 - \$750,000	3%
\$750,001 or more	4%

**8. Prompt payment terms.**

NET 30 - None

**9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold.**

Government purchase cards are accepted at or below the micro-purchase threshold

**9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold.**

Government purchase cards are not accepted at or below the micro-purchase threshold

**10. Foreign items (list items by country of origin).**

None

**11 Time of delivery**

- a. Time of delivery: As specified in individual orders.
- b. Expedited delivery: Not applicable.
- c. Overnight and 2-day delivery: Not applicable.
- d. Urgent Requirements: When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering agency, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

**12. F.O.B. point(s).**

Destination

**13a. Ordering address(es).**

CACI, INC.-FEDERAL  
Attn: GSA Sales  
14151 Park Meadow Drive  
Chantilly, VA 20151  
Phone: (703) 679-4177 Fax: (703) 679-3402  
E-Mail: [tbuford@caci.com](mailto:tbuford@caci.com)

**13b. Ordering procedures:**

For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.

**14. Payment address(es).**

CACI, INC. - FEDERAL  
P.O. Box 630967  
Lockbox #630967  
Baltimore MD 21263-0967

**15. Warranty provision.**

As stipulated by Inspection and Acceptance requirements of individual orders

**16. Export packing charges, if applicable.**

Not Applicable

**17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level).**

Government purchase cards are not accepted above the micro-purchase level.

**18. Terms and conditions of rental, maintenance, and repair (if applicable).**

Not Applicable

**19. Terms and conditions of installation (if applicable).**

Not Applicable

**20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable).**

Not Applicable

**20a. Terms and conditions for any other services (if applicable).**

None

**21. List of service and distribution points (if applicable).**

Not Applicable

**22. List of participating dealers (if applicable).**

Not Applicable

**23. Preventive maintenance (if applicable).**

Not Applicable

**24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants).**

Not Applicable

**24b. Section 508**

If applicable, compliance information is available on Electronic and Information Technology (EIT) supplies and services at <http://www.caci.com/Contracts/508.shtml>. The EIT standards can be found at: [www.Section508.gov/](http://www.Section508.gov/).

**25. Data Universal Number System (DUNS) number.**

11-489-6066

**26. Notification regarding registration in Central Contractor Registration (CCR) database.**

CACI Inc. – Federal is registered in the CCR.

## SIN 874-4 Course Descriptions

### **Course Title: KIV 7M Link Encryptor Training**

#### **Course Number: 3139-04**

The KIV-7M course offering is designed to equip students with the knowledge and ability to successfully install, configure, operate, and maintain the encryption device within DOD SIPRNET leased line WAN circuit environment. The course consists of lecture in addition to hands-on configuration, operation, maintenance and troubleshooting exercises. This combination includes KIV-7M setup, configuration, and communication with KG-194A, KIV-19, KIV-19A and KIV-7HSB. Additional troubleshooting exercises introduce faults into working student generated networks in order to experience real-world, real-time problem resolution. Each student will meet CACI KIV-7M specific certification standards.

Candidates must have a U.S. Government issued security clearance, no less than SECRET and COMSEC AWARENESS Briefing (FORM DD2625)

A complete course overview can be viewed at: <http://www.caci.com/webapp/Training/Courses.aspx>

Length of Course: 4 days

Prerequisite: U.S. Government issued security clearance, no less than SECRET and COMSEC AWARENESS Briefing (FORM DD2625)

Number of Students per Class: Min. 3; Max. 6

Course Location(s): CACI Training Center at Ashburn Virginia and Customer Location

Class Schedules: Published quarterly at: <http://www.caci.com/webapp/Training/Classes.aspx> or contact Andrea Kelley (571) 291-7408 for assistance.

### **Course Title: ICND 1 Cisco Interconnecting Network Devices - Part 1 (CCENT)**

#### **Course Number: 3139-19**

The Cisco CCENT (Cisco Certified Entry Networking Technician) certification validates the skills required for entry-level network support positions, the starting point for many successful careers in networking. CCENT certification is the first step toward achieving CCNA, which covers medium size enterprise branch networks with more complex connections. The 640-822 Interconnecting Cisco Networking Devices Part 1 (ICND1) is the exam associated with the Cisco Certified Entry Network Technician certification and a tangible first step in achieving the Cisco Certified Network Associate certification. Candidates can prepare for this exam by taking the Interconnecting Cisco Networking Devices Part 1 (ICND1) v1.0 course.

Candidates should have the knowledge and skill to install, operate and troubleshoot a small enterprise branch network, including basic network security.

This course covers topics on networking fundamentals; connecting to a WAN; basic security and wireless concepts; routing and switching fundamentals; the TCP/IP and OSI models; IP addressing; WAN technologies; operating and configuring IOS devices; configuring RIPv2, static and default routing; implementing NAT and DHCP; and configuring simple networks.

A complete course overview can be viewed at: <http://www.caci.com/webapp/Training/Courses.aspx>

Length of Course: 5 days

Prerequisite: None

Number of Students per Class: Min. 4; Max. 12

Course Location(s): CACI Training Center at Ashburn Virginia and Customer Location

Class Schedules: Published quarterly at: <http://www.caci.com/webapp/Training/Classes.aspx>, or contact Andrea Kelley (571) 291-7408 for assistance.

**Course Title: Cisco Interconnecting Network Devices - Part 2 (ICND 2)**

**Course Number: 3139-20**

This training program is geared toward IT and help-desk professionals who want to get recognized for their skills or individuals who want to get ahead in the IT career path. Having proof of your skills and knowledge gives you the edge.

A CCNA certification shows that you have a basic, apprentice-level knowledge of networking in the small office/home office arena. You can install, configure, and operate a local area network (LAN), wide area network (WAN), and dial access services for small (up to 100-node) networks using a variety of protocols. Students who are new to networking are strongly encouraged to attend ICND1 (CCENT) before attending ICND2.

This hands-on Authorized Cisco course builds on the foundation provided by INTRO (Introduction to Cisco Networking Technologies), providing a technical foundation for the rest of the Authorized Cisco curriculum. Whether your goal is to familiarize yourself with Cisco technology or to become a Cisco Certified Internetworking Expert, INTRO and ICND are the place to start. This course not only delivers essential information needed to pass the CCNA certification exams, but it also includes comprehensive hands-on reinforcement to ensure that you add skills and not just knowledge. If you are new to Cisco, ICND prepares you for the tasks you will face on the job.

New CCNA Requirements: The CCNA certification requirements are covered in two courses: ICND1 (CCENT) and ICND2. Certification is obtained by passing the ICND1 (CCENT) and the ICND2 tests or by passing a combined CCNA test 640-802. (Available 8/1/2007)

A complete course overview can be viewed at: <http://www.caci.com/webapp/Training/Courses.aspx>

Length of Course: 5 days

Prerequisite: None

Number of Students per Class: Min. 4; Max. 12

Course Location(s): CACI Training Center at Ashburn Virginia and Customer Location

Class Schedules: Published quarterly at: <http://www.caci.com/webapp/Training/Classes.aspx>, or contact Andrea Kelley (571) 291-7408 for assistance.

**Course Title: Juniper Circuit to Packet (CTP)**

**Course Number: 3139-29**

This course is recommended for those that will use the Juniper Circuit Through Packet (CTP) to integrate legacy serial communications onto an IP Backbone.

The student will learn how to configure and support the CTP through lecture combined with hands-on exercises.

The course objectives are to:

Explain the functionality of the CTP.

Identify the hardware components of the CTP.

Understand the relationship between the CTP and IP.

Be able to configure Network and Port side parameters.

Understand and implement various Port side timing options.

Perform Operational and Maintenance functions using the Menu system and the GUI.

A complete course overview can be viewed at: <http://www.caci.com/webapp/Training/Courses.aspx>

Length of Course: 4 days

Prerequisite: None

Number of Students per Class: Min. 4; Max. 8

Course Location(s): CACI Training Center at Ashburn Virginia and Customer Location

Class Schedules: Published quarterly at: <http://www.caci.com/webapp/Training/Classes.aspx>, or contact Andrea Kelley (571) 291-7408 for assistance.

**Course Title: KG-75 / 175 FASTLANE TACLANE Combo Training**

**Course Number: 3139-41**

This course is recommended for individuals who will be installing and or operating TACLANes and/or FASTLANEs on the DISN network, who will be designated as FASTLANE/TACLANE Security Administrators (SA) or DISA Node Site Coordinators.

Candidates must have a U.S. Government issued security clearance, no less than SECRET and COMSEC AWARENESS Briefing (FORM DD2625)

Candidates should have a fundamental understanding of ATM theory, subnetting, IP addressing, and DISA cryptographic units.

This course covers Equipment Overview, Theory of Operation, FASTLANE/TACLANE in the DATMS, CYZ-10 (DTD) Operation, Key Management, Initialization and Configuration, Loading Preplaced/Firefly Keys, Operation, Troubleshooting, and Doctrine.

A complete course overview can be viewed at: <http://www.caci.com/webapp/Training/Courses.aspx>

Length of Course: 5 days

Prerequisite: US Government issued Security Clearance, no less than Secret and COMSEC Awareness briefing (DD Form 2625).

Number of Students per Class: Min. 3; Max. 4

Course Location(s): CACI Training Center at Ashburn Virginia and Customer Location

Class Schedules: Published quarterly at: <http://www.caci.com/webapp/Training/Classes.aspx>, or contact Andrea Kelley (571) 291-7408 for assistance.

**Course Title: ITIL Foundation v.3**

**Course Number: 3139-44**

This hands on, instructor led, ITSM Version 3 Foundation certification training program introduces the student to the fundamentals of IT Service Management as described in version 3 of the IT Infrastructure Library. Accredited by ISEB, the course helps students prepare for the certification exam along with acquiring valuable insights from instructors who have actually managed IT operations and ITSM

programs.

Delivered over three days the course features lectures, discussion, team exercises and quizzes. It culminates with an optional, one-hour certification examination

A complete course overview can be viewed at: <http://www.caci.com/webapp/Training/Courses.aspx>

Length of Course: 3 days

Prerequisite: None

Number of Students per Class: Min. 4; Max. 15

Course Location(s): CACI Training Center at Ashburn Virginia and Customer Location

Class Schedules: Published quarterly at: <http://www.caci.com/webapp/Training/Classes.aspx>, or contact Andrea Kelley (571) 291-7408 for assistance.

### **Course Title: Backfit Reliability Centered Maintenance for Practitioners**

#### **Course Number: RCM-BF**

The course is 1.5 working days in duration and taught by U. S. Navy (Naval Sea Systems Command) certified instructors. This course provides training in the fundamentals of Backfit Reliability Centered Maintenance methodologies to be employed when performing an engineering review of existing maintenance tasks. Application of the Backfit RCM process is a low investment, high impact activity suited to organizations with an existing portfolio of scheduled or planned maintenance tasks. Upon completing training and an examination, individuals will understand how to properly apply this RCM methodology to maintenance assessments they perform. Students receive a laminated tri-fold copy of the Backfit RCM process (roadmap) as a course takeaway. Note: The course can be specifically tailored, at no extra charge, to the customer's needs to include developing practical examples for customer-owned systems or equipment. This course adheres to the requirements of Department of Defense Instruction (DoDI) 4151.22 (Condition Based Maintenance Plus (CBM+) for Material Maintenance). It fulfills the intent of the Society of Automotive Engineers (SAE) JA 1011 (Evaluation Criteria for Reliability Centered Maintenance (RCM) Processes) and JA 1012 (A Guide to the Reliability Centered Maintenance (RCM) Standard) in establishing a "Living RCM Program" and in providing for periodic review of maintenance programs.

A complete course overview can be viewed at: <http://www.caci.com/fcc/lmr/rcm.shtml>

Length of Course: 1.5 days

Prerequisite: None

Number of Students per Class: Min. 1; Max. 20

Course Location(s): CACI Conference Center Fairfax, Virginia and Customer Location

Class Schedules: Contact Steve Cushmanick (703) 460-1353 for assistance.

### **Course Title: Classic Reliability Centered Maintenance for Maintenance Requirements Developers**

#### **Course Number: RCM-CL**

The course is 5 working days in duration and taught by U. S. Navy (Naval Sea Systems Command) certified instructors. The course is for personnel who develop or approve maintenance requirements for new systems or equipment or systems/equipment that will be used in a new application or environment. The course begins with an introduction to maintenance engineering and RCM fundamentals and leads to

detailed instruction in the process for developing maintenance tasks. The Classic RCM methodology is a lynchpin analytical process of any organization's reliability, availability, and maintainability program, and a necessary element to develop maintenance tasks that minimize a system's overall lifecycle costs. The Classic process is readily adaptable to any maintenance... from buildings to anything mechanical or electronic. The student is guided through multiple practical application examples to further illustrate the RCM process and to prepare for the four hour examination. Note: The course can be specifically tailored, at no extra charge, to the customer's needs to include developing practical examples for customer-owned systems or equipment. Students receive a Student Guide and the Classic RCM Logic Tree as a course takeaway. This course adheres to the requirements of Department of Defense Instruction (DoDI) 4151.22 (Condition Based Maintenance Plus (CBM+) for Material Maintenance). It fulfills the requirements of the Society of Automotive Engineers (SAE) JA 1011 (Evaluation Criteria for Reliability Centered Maintenance (RCM) Processes) and JA 1012 (A Guide to the Reliability Centered Maintenance (RCM) Standard).

A complete course overview can be viewed at: <http://www.caci.com/fcc/lmr/rcm.shtml>

Length of Course: 5 days

Prerequisite: None

Number of Students per Class: Min. 1; Max. 20

Course Location(s): CACI Conference Center Fairfax, Virginia and Customer Location

Class Schedules: Contact Steve Cushmanick (703) 460-1353 for assistance.

### **Course Title: Reliability Centered Maintenance: Train the Trainer**

#### **Course Number: RCM-TT**

The course is 10 working days in duration and taught by U.S. Navy (Naval Sea Systems Command) certified instructors. The course is designed for individuals who have recognized in-depth knowledge of and high proficiency in using both Backfit and Classic RCM processes. The student is guided through a refresher in both the Backfit and Classic RCM methodologies followed by an introduction to Adult Learning Theory. The end goal of the course is for the student to be able to instruct others in the Backfit RCM methodology and facilitate RCM development. Students receive a Student Guide and the Classic RCM Logic Tree and a laminated tri-fold copy of the Backfit RCM process (roadmap) as a course takeaway. Note: The course can be specifically tailored, at no extra charge, to the customer's needs to include developing practical examples for customer-owned systems or equipment. This course adheres to the requirements of Department of Defense Instruction (DoDI) 4151.22 (Condition Based Maintenance Plus (CBM) for Material Maintenance). It fulfills the intent of the Society of Automotive Engineers (SAE) JA 1011 (Evaluation Criteria for Reliability Centered Maintenance (RCM) Processes) and JA 1012 (A Guide to the Reliability Centered Maintenance (RCM) Standard) in training personnel who will facilitate a "Living RCM Program" and provide for periodic review of maintenance requirements.

A complete course overview can be viewed at: <http://www.caci.com/fcc/lmr/rcm.shtml>

Length of Course: 10 days

Prerequisite: Current Backfit and Classic RCM training and use

Number of Students per Class: Min. 1; Max. 6

Course Location(s): Conference Center Fairfax, Virginia and Customer Location

Class Schedules: Contact Steve Cushmanick (703) 460-1353 for assistance.

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**Course Title: Reliability Centered Maintenance: Basis for Creation and Sustainment of a Maintenance Program**

**Course Number: RCM-CC**

The course is 5 working days in duration and taught by U. S. Navy (Naval Sea Systems Command) certified instructors. This course covers the Backfit and Classic methodologies to give the student an understanding of both. This course provides training in how to apply RCM techniques to identify applicable and effective preventive maintenance task(s). Students will develop and document rationale and justifications for preventive maintenance task recommendations in an interactive learning environment. The student will be guided through practical application examples in the Classic and Backfit methods to further illustrate the RCM process and prepare the student for the four hour examination on the last day. Students receive a Student Guide and the Classic RCM Logic Tree and a laminated tri-fold copy of the Backfit RCM process (roadmap) as a course takeaway. Note: The course can be specifically tailored, at no extra charge, to the customer's needs to include developing practical examples for customer-owned systems or equipment. This course adheres to the requirements of Department of Defense Instruction (DoDI) 4151.22 (Condition Based Maintenance Plus (CBM+) for Material Maintenance). It fulfills the requirements of the Society of Automotive Engineers (SAE) JA 1011 (Evaluation Criteria for Reliability Centered Maintenance (RCM) Processes) and JA 1012 (A Guide to the Reliability Centered Maintenance (RCM) Standard) in establishing a "Living RCM Program" and in providing for periodic review of maintenance programs.

A complete course overview can be viewed at: <http://www.caci.com/fcc/lmr/rcm.shtml>

Length of Course: 5 days

Prerequisite: None

Number of Students per Class: Min. 1; Max. 20

Course Location(s): Conference Center Fairfax, Virginia and Customer Location

Class Schedules: Contact Steve Cushmanick (703) 460-1353 for assistance.

### SIN 874-4 Course Prices

Course #	Courses Title	Days	Min Seats	Max Seats	GSA Price
3139-04	KIV-7M Link Encryptor	4	3	6	\$1,849.17
3139-19	ICND 1	5	4	12	\$2,409.94
3139-20	ICND 2	5	4	12	\$2,409.94
3139-29	Juniper Circuit-Through-Packet (CTP)	4	4	8	\$1,483.04
3139-41	KG 75 & KG 175 Combo	5	3	4	\$2,317.25
3139-44	ITIL Foundation v.3	3	4	15	\$1,390.35
RCM-BF	Backfit RCM for Practitioners	1.5	1	20	\$3,575.62
RCM-CL	Classic RCM for Maintenance Requirements Developers	5	1	20	\$11,918.73
RCM-TT	RCM Train the Trainer	10	1	6	\$19,464.90
RCM-CC	RCM: Basis for Creation and Sustainment of a Maintenance Program	5	1	20	\$11,918.73

## SIN 874-4 Labor Category Descriptions and Pricing

### 1. Technical Trainer 1

**Functional Description:** Under close supervision presents basic training programs for customers. Tests trainees to measure their learning progress and to evaluate effectiveness of training presentations. Conducts training classes involving basic topics.

**Education/Experience:** HS or equivalent, 0-2 yrs exp.

### 2. Technical Trainer 2

**Functional Description:** Under very general direction develops and presents training programs for customers. Searches source materials to develop instructor training curriculum and participates in writing course documents. Works with outside vendors to schedule programs and to determine the training support materials required. Conducts training programs on topics and designs and helps to develop training program elements/modules.

**Education/Experience:** Typically BA/BS or equivalent, 2-4 yrs exp

### 3. Technical Trainer 3

**Functional Description:** With wide range of knowledge develops and presents complex training programs for customers. Tests trainees to measure their learning progress and to evaluate effectiveness of training presentations. Conducts training programs on complex topics and designs and develops training program elements/modules. Provides guidance and direction to less experienced trainers utilizing areas of expertise and training skills.

**Education/Experience:** Typically BA/BS or equivalent, 5-7 yrs exp.

### 4. Technical Trainer, Lead

**Functional Description:** Develops, oversees work of more junior trainers and presents complex training programs for customers. Conducts training programs on all topics and designs and develops training program elements/modules. Formulates training policies and schedules. Utilizes knowledge of identified training needs, company production processes, business systems or changes in products, procedures or services. Oversees and reviews the development of teaching aids including training manuals, demonstration models, reference materials and visual aids. Provides guidance and direction to less experienced trainers utilizing strong technical and training skills.

**Education/Experience:** Typically BA/BS or equivalent, 7-9 yrs exp.

### 5. Functional Analyst 1

**Functional Description:** Under close supervision, analyzes factors and components of systems to recommend and institute changes to increase efficiency. Assists in planning studies of work problems and procedures such as organizational changes, communication, information flow, integrated production methods or cost analysis. Provides expertise in one or more functional areas such as financial, logistics, operations, human resources or medical. Typically interfaces with development personnel or teams. Identifies and resolves conflicting requirements. Provides system information for incorporation into training materials. May conduct training classes involving basic topics.

**Education/Experience:** Typically BS or equivalent + 0-2 yrs exp.

## 6. Functional Analyst 2

**Functional Description:** Under general supervision, analyzes factors and components of systems to recommend and institute changes to increase efficiency. Plans studies of work problems and procedures such as organizational changes, communication, information flow, integrated production methods or cost analysis. Translates user requirements into system specifications, configuration management plans, lifecycle management, documentation and integrated logistics support plans and related operational summaries. Provides expertise in one or more functional areas such as financial, logistics, operations, human resources or medical. Typically interfaces with development personnel or teams. Identifies and resolves conflicting requirements. May conduct training on topics and designs and help to develop training program elements/modules.

Education/Experience: Typically BS or equivalent + 2-4 yrs. exp.

## 7. Functional Analyst 3

**Functional Description:** With a wide range of knowledge analyzes factors and components of systems to recommend and institute changes to increase efficiency. Plans studies of work problems and procedures such as organizational changes, communication, information flow, integrated production methods or cost analysis. Recommends improvements of modifications in sequence of operations, equipment utilization and related matters. Provides expertise in one or more functional areas such as financial, logistics, operations, human resources or medical. Typically interfaces with development personnel or teams. Identifies and resolves conflicting requirements. May conduct training on complex topics and designs and develop training program elements/modules. May supervise and provide technical direction to less experienced Functional Analysts.

Education/Experience: Typically BS or equivalent + 5-7 yrs. exp.

## 8. Functional Analyst, Lead

**Functional Description:** Oversees the analysis of problems in terms of management information and conceptualizes proposals that afford maximum probability of profit or effectiveness in relation to cost or risk. Performs advanced and complex systematic reviews of selected functions to determine application and design of systems or models. Develops and updates functional or operating manuals outlining established methods of performing work in accordance with organizational policy. Provides expertise in one or more functional areas such as financial, logistics, operations, human resources or medical. Typically interfaces with development personnel or teams. Identifies and resolves conflicting requirements. Oversees and reviews the development of teaching aids including training manuals, demonstration models, reference materials and visual aids. Trains clients or user personnel in the operation and capabilities of proposed models. Provides functional guidance/team leadership on more complex projects.

Education/Experience: Typically BS or equivalent + 7-9 yrs. exp.

## 9. Program Manager 1

**Functional Description:** Responsible for the performance of a relatively significant training program or multiple smaller training programs in accordance with contract requirements and company policies, procedures and guidelines. Oversees the technology development and/or application, marketing and resource allocation within program client base. Program area

typically represents more than three functional areas such as engineering, systems analysis, quality control and administration. Also responsible for acquiring follow-on business associated with assigned programs and for supporting new business development by leading proposals. Projects managed are typically of moderate technical complexity. Trains and directs employee work activities. Signs timecards, prepares performance reviews, handles discipline problems and has input to hiring and firing.

**Education/Experience:** Typically BA/BS or equivalent + 12-15 yrs, 1-2 yrs of supervisory exp.

**10. Project Manager 1**

**Functional Description:** Assists higher level program/project manager in directing the training project lifecycle by assisting in development of comprehensive project plans to include both long- and short-range goals and milestones. Identifies, acquires, and utilizes company resources to achieve project technical objectives. Directs a project team usually within a matrix organization, monitoring and encouraging functional organizations to complete milestones within specific budgets and schedules. May on occasion interface with external customers as well as top management for the purpose of communicating status of project throughout lifecycle. May supervise direct reports. Trains and directs employee work activities. Signs timecards, prepares performance reviews, handles discipline problems and has input to hiring and firing as directed.

**Education/Experience:** Typically BA/BS or equivalent + 7-9 yrs.

**SIN 874-4 Labor Hour Prices**

No.	Labor Category	Hourly Rate
1	Technical Trainer 1	\$ 43.03
2	Technical Trainer 2	\$ 64.43
3	Technical Trainer 3	\$ 74.40
4	Technical Trainer Lead	\$ 89.11
5	Functional Analyst 1	\$ 57.41
6	Functional Analyst 2	\$ 73.62
7	Functional Analyst 3	\$ 89.08
8	Functional Analyst Lead	\$ 107.30
9	Project Manager 1	\$ 96.58
10	Program Manager 1	\$ 103.45