

MASTER AGREEMENT E194-73092-MA2185
BETWEEN
THE COMMONWEALTH OF VIRGINIA
AND
CENTER FOR APPLIED INNOVATION, LLC.

PRICING SCHEDULE

Reference Attachment B Section 2.

The pricing schedule is a model with multiple delivery platforms, course names, lengths of training time, and number ranges of students. Services outside of the model will require negotiations between the Participating Entity and the Contractor because of the diversity of an entity's needs such as delivery method, single or multiple classes, number of students, and course customization and development. Prices shown in the table include the items below; however, do not include travel and travel-related expenses. See Attachment B Section 4.B for information on training instructor travel and travel-related expenses.

- a. Training instructor salary and fees; and
- b. Production and preparation of any reports.

#	Type of Delivery	Course Name	Length of Time	Number of Students			
				12 – 19 Students	20 + Students	50+	100+
1	Classroom	Name of Course	One Day	12 – 19 Students	20 + Students	50+	100+
		Public Procurement Fundamentals Introduction – Basic	8	\$279.00	\$269.00	\$259.00	\$249.00
2	Asynchronous Online Course	Name of Course	# Contact Hours	1 – 19 seats	20+ seats	50+ seats	100+ seats
		Introduction to Project Management	.8	\$203.00	\$195.00	\$185.00	\$175.00
3	Synchronous Online Course	Name of Course	# Contact Hours	12 – 19 seats	20+ seats	50+ seats	100+ seats
		Procurement and Project Operational Risk Management	1.6	\$399.00	\$379.00	\$360.00	\$345.00
4	Asynchronous	Name of Webinar	One Contact Hour	1 -19 seats	20+ seats	50+ seats	100+ seats
		State Level Buyer Fundamentals	1	\$50.00	\$45.00	\$42.00	\$40.00
5	Synchronous	Name of Webinar	One Contact Hour	12 – 19 seats	20+ seats	50+ seats	100+ seats
		eProcurement Fundamentals	1	\$79.00	\$59.00	\$55.00	\$50.00

- Synchronous means learners and instructors are engaged in an online course at the same time.
- Asynchronous means learners are engaged in an online course on their own schedule.

2. DISCOUNT STRUCTURE

CAI will provide a 1% advanced discount if seats are paid in advance or a 1% prompt payment discount if paid within 10 business days of the invoice date.