

MASTER AGREEMENT E194-73092-MA2186

BETWEEN

THE COMMONWEALTH OF VIRGINIA

AND

ROAD MAP CONSULTING, LLC

PRICING SCHEDULE

Reference Attachment B Section 2.

1. PRICING SCHEDULE

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, a stand-alone class or a program of classes, number of students, and course customization. Prices shown in the table include the items below; however, do not include travel and travel-related expenses:

- a. Training instructor salary and fees;
- b. Cost of exams; and
- c. 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+
		Cost and Price Analysis	\$495.00	\$495.00	\$395.00	\$295.00	\$195.00
2	Asynchronous Online Course	Name of Course	# Contact Hours	1 - 19 seats	20+ seats	50+ seats	100+ seats
		Cost and Price Analysis	8	\$395.00	\$295.00	\$195.00	\$95.00
3	Synchronous Online Course	Name of Course	# Contact Hours	12 - 19 seats	20+ seats	50+ seats	100+ seats
		Cost and Price Analysis	8	\$445.00	\$345.00	\$195.00	\$95.00
4	Asynchronous	Name of Webinar	One Contact Hour	1 -19 seats	20+ seats	50+ seats	100+ seats
		Cost and Price Analysis	\$49.00	\$49.00	\$49.00	\$24.00	\$24.00
5	Synchronous	Name of Webinar	One Contact Hour	12 - 19 seats	20+ seats	50+ seats	100+ seats
		Cost and Price Analysis	\$49.00	\$49.00	\$49.00	\$24.00	\$24.00

- 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.
- Participating Entities may purchase seats in advance for a specified period of time. Prices may be negotiated.

**GEORGE MASON UNIVERSITY (GMU)
AND ROAD MAP CONSULTING (RMC)
FULL COURSE LIST WITH PRICING AND DISCOUNT
COURSES ARE NOT SUBJECT TO THE PRICING TABLE & NO OTHER DISCOUNTS APPLY**

COURSE NAME	CATALOG PRICE	10% RMC DISCOUNT	DISCOUNTED PRICE	GMU OR RMC OFFERED COURSE
PROJECT MANAGEMENT				
Advanced Risk Management with @Risk - 2days	\$1,910.00	\$191.00	\$1,719.00	GMU
Applied Earned Value Management - 2 days	\$1,770.00	\$177.00	\$1,593.00	GMU
Business Planning and Strategy Development - 2 days	\$1,770.00	\$177.00	\$1,593.00	GMU
Emotional Intelligence for Leaders - 2 days	\$1,770.00	\$177.00	\$1,593.00	GMU
Essentials of Project Management - 3 days	\$2,050.00	\$205.00	\$1,845.00	GMU
Finance for Non-Financial Managers - 2 days	\$1,630.00	\$163.00	\$1,467.00	GMU
Leading Change - 2 days	\$1,630.00	\$163.00	\$1,467.00	GMU
Leading Matrix Teams - 2 days	\$1,770.00	\$177.00	\$1,593.00	GMU
Managing and Leading Teams - 2 days	\$1,630.00	\$163.00	\$1,467.00	GMU
Managing Project Risk - 2 days	\$1,630.00	\$163.00	\$1,467.00	GMU
Negotiation and Conflict Resolution - 2 days	\$1,630.00	\$163.00	\$1,467.00	GMU
Project Estimating, Measures and Control - 2 days	\$1,630.00	\$163.00	\$1,467.00	GMU
Project Management Integration w/ Microsoft Project - 2 days	\$1,770.00	\$177.00	\$1,593.00	GMU
Solving Complex Problems - 2 days	\$1,770.00	\$177.00	\$1,593.00	GMU
Project Management Certification: PMP Exam Prep - 4 days	\$2,460.00	\$246.00	\$2,214.00	GMU
LEGAL ASPECTS OF PROCUREMENT:				
State and Local Procurement One Day	\$1,200.00	\$120.00	\$1,080.00	RMC
State and Local Procurement Two Days	\$2,100.00	\$210.00	\$1,890.00	RMC

COURSE NAME	CATALOG PRICE	10% RMC DISCOUNT	DISCOUNTED PRICE	GMU OR RMC OFFERED COURSE
Public and Private Partnerships - One Day	\$1,200.00	\$120.00	\$1,080.00	RMC
Public and Private Partnerships - Two days	\$2,100.00	\$210.00	\$1,890.00	RMC
Accounting and Auditing for Government Contracts - 2 days	\$1,630.00	\$163.00	\$1,467.00	GMU
Advanced Contract Administration - 2 days	\$1,630.00	\$163.00	\$1,467.00	GMU
Advanced Source Selection - 2 days	\$1,630.00	\$163.00	\$1,467.00	GMU
Best Practicing in Subcontracting - 2 days	\$1,630.00	\$163.00	\$1,467.00	GMU
CAS Cost Impacts - 2 days	\$1,630.00	\$163.00	\$1,467.00	GMU
Contract Changes and Equitable Adjustments - 2 days	\$1,630.00	\$163.00	\$1,467.00	GMU
Cost Accounting Standards - 2 days	\$1,630.00	\$163.00	\$1,467.00	GMU
Cost and Price Analysis - 2 days	\$1,630.00	\$163.00	\$1,467.00	GMU
FAR Part 31: Cost Principles - 1 day	\$1,075.00	\$107.50	\$967.50	GMU
Government Contracting Fundamentals - 3 days	\$2,190.00	\$219.00	\$1,971.00	RMC
GSA Schedule Contracting - 1 day	\$1,075.00	\$107.50	\$967.50	RMC
Leading Practices in Cost Estimating and Accounting - 2 days	\$1,630.00	\$163.00	\$1,467.00	GMU
Navigating the FAR - 2 days	\$1,770.00	\$177.00	\$1,593.00	RMC
Negotiating Strategies and Techniques - 2 days	\$1,630.00	\$163.00	\$1,467.00	GMU
Organizational Conflicts of Interest - 1 day	\$1,075.00	\$107.50	\$967.50	RMC
Preparing Compliant Proposals - 2 days	\$1,630.00	\$163.00	\$1,467.00	GMU
Protests: Process and Strategy - 1 day	\$1,075.00	\$107.50	\$967.50	GMU
Surviving a DCAA Audit - 1 day	\$1,075.00	\$107.50	\$967.50	GMU
BUSINESS COMPETENCIES:				
Leading for Optimal Employee Performance - 1 Day	\$1,700.00	\$170.00	\$1,530.00	RMC
Building High Performance Teams - DISC Workshop	\$1,700.00	\$170.00	\$1,530.00	RMC

COURSE NAME	CATALOG PRICE	10% RMC DISCOUNT	DISCOUNTED PRICE	GMU OR RMC OFFERED COURSE
Influencing Others - 1 Day	\$1,700.00	\$170.00	\$1,530.00	RMC
Business Case Analysis, Bid/No-Bid - 1 Day	\$1,900.00	\$190.00	\$1,710.00	RMC
Business Ethics	\$2,100.00	\$210.00	\$1,890.00	RMC
Generative Action Workshop	\$3,500.00	\$350.00	\$3,150.00	GMU
Positive Leadership Certificate - (4) 1/2 days	\$2,890.00	\$289.00	\$2,601.00	GMU
Coaching Your Employees - 1 day	\$520.00	\$52.00	\$468.00	GMU
Communication and Interpersonal Skills for Managers - 1 day	\$520.00	\$52.00	\$468.00	GMU
Effective Presentation Skills - 1 day	\$520.00	\$52.00	\$468.00	RMC
The Leader's Edge: People Skills - 1 day 3.5 hours online	\$800.00	\$80.00	\$720.00	GMU
The Writer's Edge: Strategic Proposal Writing - 1 day 3.5 hour online	\$520.00	\$52.00	\$468.00	GMU
Professional Business Writing - 1/2 day 3.5 hour online	\$520.00	\$52.00	\$468.00	GMU
High Octane Writing - 3 hours online	\$520.00	\$52.00	\$468.00	GMU

2. DISCOUNT STRUCTURE

- A. Contractor will provide a 1% discount when annual sales volume exceeds \$100,000, 2% when annual sales volume exceeds \$200,000 and 3% when annual sales volume exceeds \$500,000.
- B. Invoice payment discount: Contractor payment terms are 1%, 10 days, net 30; therefore, a discount of 1% will apply if the invoice payment is received within 10 days of the invoice date.