

MASTER AGREEMENT E194-73092-MA2191

BETWEEN

THE COMMONWEALTH OF VIRGINIA

AND

MATERIAL AND CONTRACT SERVICES, INC.

PRICING SCHEDULE

Reference Attachment B Section 2.

1. PRICING SCHEDULE

Course Library: The Contractor's training course catalog is accessible at www.macservices.us. Participating Entities will have full access to the catalog.

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			
Classroom	Name of Course	One Day	12-19 Students	20 + Students	50+** ***	100+** ***
	MACS Catalog Courses		\$350.00	\$297.00	\$280.00	\$265.00
Asynchronous Online Course	Name of Course	# Contact Hours	1–19 seats	20+ seats	50+ seats	100+ seats
	All MACS Online Courses		\$160.00	\$135.00	\$130.00(e)	\$125.00(f)
Synchronous Online Course	Name of Course	# Contact Hours	12–19 seats	20+ seats	50+ seats	100+ seats
	All MACS Online Courses		\$175.00	\$150.00	\$142.00(e)	\$133.00(f)
Asynchronous	Name of Webinar	One Contact Hour	1-19 seats	20+ seats	50+ seats	100+ seats
	All MACS Online Courses		\$175.00	\$150.00	\$142.00(e)	\$133.00(f)
Synchronous	Name of Webinar	One Contact Hour	12–19 seats	20+ seats	50+ seats	100+ seats
	All MACS Online Courses		\$175.00	\$150.00	\$142.00(e)	\$133.00(f)

- a. Asynchronous means learners are engaged in an online course on their own schedule.
- b. Synchronous means learners and instructors are engaged in an online course at the same time.
- c. ** Multiple classes for a set time period could occur to accommodate larger number of students.
- d. ***A participant may elect to extend the course days or training course hours. An additional one-day fee may apply. ISM and APICS Certification Training Programs: Cost per module per student - \$500.00
- e. Current classroom training programs conversion to on-line course is a one-time fee of \$1500.00. Not all MACS classroom courses may be available as on-line classes.

2. DISCOUNT STRUCTURE

- A. 10% discount for course attendees above 75 for the same course schedule.
- B. 15% discount for course attendees above 125 for the same course schedule.
- C. Contractor will provide a 5% discount on the per hour rate when the dollar value of the contract exceeds \$300,000 in a 12 month period or contract year.
- D. Invoice payment discount: Contractor payment terms are 1%, 20, net 30; therefore, a discount of 1% will apply if the invoice payment is received within 20 days of the invoice date.