

# COMMERCIAL PRICING AND RATE SHEET

## SG PROCUREMENT SOLUTIONS, LLC

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DATES VALID: 01/01/2024-12/31/2024



## SG PROCUREMENT SOLUTIONS

Expert Acquisition Consulting

SERVICE	ID NUMBER	SERVICE DESCRIPTION	NUMBER OF DAYS (FOR COURSES)	PRICE PER HOUR/CLASS
CON 1100 Contract Foundational Skills (Full ILT/VILT)	CON1100_ILT_15	This 8-day Instructor-Led Training (ILT) course addresses those skills and competencies most basic and fundamental to the Contracting Functional Area/Career Field. These include general principles, such as an overview of the acquisition process and how to research the regulations, as well as an introduction to fundamental soft skills and professional skills that will serve these acquisitions professional at almost any point in their career.	8	\$ 22,500.00
CON 1100 Contract Foundational Skills (Full ILT/VILT)	CON1100_ILT_30	This 8-day Instructor-Led Training (ILT) course addresses those skills and competencies most basic and fundamental to the Contracting Functional Area/Career Field. These include general principles, such as an overview of the acquisition process and how to research the regulations, as well as an introduction to fundamental soft skills and professional skills that will serve these acquisitions professional at almost any point in their career.	8	\$ 19,500.00
CON 1100 Contract Foundational Skills (Hybrid/Self Paced)	CON1100_HYBRID	This version is a hybrid Virtual Instructor-Led Training (VILT)/self-paced course that addresses those skills and competencies most basic and fundamental to the Contracting Functional Area/Career Field. These include general principles, such as an overview of the acquisition process and how to research the regulations, as well as an introduction to fundamental soft skills and professional skills that will serve these acquisitions professional at almost any point in their career.	19	\$ 15,500.00
CON 1200 Contract Pre-Award (Hybrid/Self Paced)	CON1200_HYBRID	This version is a hybrid Virtual Instructor-Led Training (VILT)/self-paced course that focuses on understanding the common, foundational pre-award contracting competency model job tasks and principles. The course describes the overarching business relationship between government and industry. Students develop skills and initial acumen in: defining, describing and shaping customer requirements, developing a contract strategy and acquisition plan, and executing the solicitation development and release process to successfully meet customer needs.	19	\$ 15,500.00
CON 1200 Contract Pre-Award Full (ILT/VILT)	CON1200_ILT_15	This 8-day Instructor-Led Training (ILT) course focuses on understanding the common, foundational pre-award contracting competency model job tasks and principles. The course describes the overarching business relationship between government and industry. Students develop skills and initial acumen in: defining, describing and shaping customer requirements, developing a contract strategy and acquisition plan, and executing the solicitation development and release process to successfully meet customer needs.	8	\$ 22,500.00

CON 1200 Contract Pre-Award Full (ILT/VILT)	CON1200_ILT_30	This 8-day Instructor-Led Training (ILT) course focuses on understanding the common, foundational pre-award contracting competency model job tasks and principles. The course describes the overarching business relationship between government and industry. Students develop skills and initial acumen in: defining, describing and shaping customer requirements, developing a contract strategy and acquisition plan, and executing the solicitation development and release process to successfully meet customer needs.	8	\$	19,500.00
CON 1300 Contract Award (Full ILT/VILT)	CON1300_ILT_15	This 8-day Instructor-Led Training (ILT) course addresses those skills and competencies most basic and fundamental to the contracting professional. These include general principles, such as conducting price or cost analysis, planning negotiations, selecting a course and understanding protests.	8	\$	22,500.00
CON 1300 Contract Award (Full ILT/VILT)	CON1300_ILT_30	This 8-day Instructor-Led Training (ILT) course addresses those skills and competencies most basic and fundamental to the contracting professional. These include general principles, such as conducting price or cost analysis, planning negotiations, selecting a course and understanding protests.	8	\$	19,500.00
CON 1300 Contract Award (Hybrid/Self Paced)	CON1300_HYBRID	This version is a hybrid Virtual Instructor-Led Training (VILT)/self-paced course that addresses those skills and competencies most basic and fundamental to the contracting professional. These include general principles, such as conducting price or cost analysis, planning negotiations, selecting a course and understanding protests.	19	\$	15,500.00
FCN 165: Protests, Claims, and Disputes	FCN165	This course provides the skills needed to identify the appropriate actions during a contract protest and effectively settle disputes. You will explore the various laws and regulations that govern these topics. This course takes it a step further and discusses the consequences of a dispute that cannot be resolved or is resolved not in favor of the contractor. In this course, you will also discuss termination of the contract and how to use the tools of mediation and dispute resolution to reach an amicable and professional separation agreement.	1	\$	3,750.00
FCN 170: Procurement Innovation	FCN170	Understand the use of long-recognized but underutilized strategies described in the Federal Acquisition Regulation (FAR) as well as new strategies currently being used by federal agencies. Gain the confidence and competence to successfully use the flexibility provided in FAR 1.102-5 to apply good judgment to make the best business decisions to support customers and provide innovative solutions to acquisition requirements.	2	\$	4,625.00
FCN 195: FAR Refresher	FCN195	This course will review basic concepts of government regulatory guidance and practices with a brief background of the FAR through the growth from federal laws that led to where we are today; it addresses the three major areas of acquisition: supplies, services, and construction. The course reviews terminology and provides context related to specific FAR parts. Practical exercises improve participants' abilities to identify and interpret the FAR in a variety of scenarios.	3	\$	7,850.00
FCN 3910: Contracting Certification Exam Preparation (Instructor Led)	FCN3910_ILT_15	Prepare for the closed book Contracting Certification exam through a baseline pre-assessment, relevant content review, discussions, practice quizzes, and a post-assessment which emulates the Contracting Certification exam itself. This course is conducted as Instructor Led/Virtual Instructor Led.	5	\$	13,750.00
FCN 3910: Contracting Certification Exam Preparation (Instructor Led)	FCN3910_ILT_30	Prepare for the closed book Contracting Certification exam through a baseline pre-assessment, relevant content review, discussions, practice quizzes, and a post-assessment which emulates the Contracting Certification exam itself. This course is conducted as Instructor Led/Virtual Instructor Led.	5	\$	12,500.00

FCN 3910: Contracting Certification Exam Preparation (self paced)	FCN_3910_SP	Prepare for the closed book Contracting Certification exam through a baseline pre-assessment, relevant content review, discussions, practice quizzes, and a post-assessment which emulates the Contracting Certification exam itself. This version is entirely asynchronous/self-paced online but provides downloadable student materials and resources.	15	\$	12,500.00
FCN 421 Contract Closeout	FCN421	This course addresses the proper close out and disposal procedures specific to a wide range of contracts, including Research & Development (R&D) contracts, Cost Reimbursement contracts, Fixed Price, Time & Materials IDIQ/BPAs, and GSA Schedule orders.	2	\$	4,625.00
FCN 425: Task and Delivery Order Contracting	FCN425	Learn how task and delivery order contracts are adaptable and can be beneficial when an agency is unsure of its requirements. Choosing this contract instrument still requires the planning and other considerations associated with any contract type. You will gain an understanding of the planning, use, and administration of task and delivery orders, the variety of available contract vehicles, and the process for developing new task and delivery order contracts.	2	\$	4,625.00
FCN 502: Effective Writing for Acquisition Personnel	FCN502	This course will build the knowledge and skills to confidently communicate to various audiences efficiently and effectively. It is designed for professionals who understand the basics of grammar and writing and who wish to make their writing more effective in achieving results. This course is designed to strengthen skills in the professional competency of Written Communication identified in the FAI/DoD Contracting Competency Model.	2	\$	4,625.00
FCR 110: Contracting Officer's Representative (COR) Level I	FCR110	This course is specifically designed to provide contracting professionals with the basic knowledge required to perform the tasks required of a FAC-COR Level 1 Certification. The Contracting Officer's Representative (COR) is essential to the efficient and effective management of acquisitions and acts as the eyes and ears of the Contracting Officer. Students will learn the basic knowledge and skills needed to perform your duties as a Level I COR, such as proper communication, documentation, contract monitoring, payments, and ethics. You will attain a better understanding of the overall acquisition process.	1	\$	3,750.00
FCR 201: Contracting Officer's Representative (COR) Level II	FCR201_15	This course provides first-time COR personnel with the fundamental knowledge and skills necessary to perform their duties as a COR. Upon completion of the course, learners will know and understand the duties and responsibilities of a COR, learn from COR best practices, and have an appreciation of combining professional business skills with effectively administering a contract. This comprehensive course will well-equip the prospective COR with everything they need to know how to fully perform their responsibilities. This course can be offered as classroom or Virtual Instructor Led training.	5	\$	13,750.00
FCR 201: Contracting Officer's Representative (COR) Level II	FCR201_30	This course provides first-time COR personnel with the fundamental knowledge and skills necessary to perform their duties as a COR. Upon completion of the course, learners will know and understand the duties and responsibilities of a COR, learn from COR best practices, and have an appreciation of combining professional business skills with effectively administering a contract. This comprehensive course will well-equip the prospective COR with everything they need to know how to fully perform their responsibilities. This course can be offered as classroom or Virtual Instructor Led training.	5	\$	12,500.00

FCR 400: Contracting Officer's Representative (COR) Level III: Advanced Contracting Officer Representative Workshop	FCR400_15	This course is specifically designed for the experienced COR who has held a FAC-COR certification for a year or more. FAC-COR certified professionals will increase their mastery of the FAC-COR competencies by applying them in an in-depth case study for a performance-based service acquisition. Students will navigate complex acquisition situations ranging from acquisition planning to contract management. This course will help students develop critical thinking, procurement strategy, requirements definition, and contract management skills necessary for successful contract performance.	5	\$	13,750.00
FCR 400: Contracting Officer's Representative (COR) Level III: Advanced Contracting Officer Representative Workshop	FCR400_30	This course is specifically designed for the experienced COR who has held a FAC-COR certification for a year or more. FAC-COR certified professionals will increase their mastery of the FAC-COR competencies by applying them in an in-depth case study for a performance-based service acquisition. Students will navigate complex acquisition situations ranging from acquisition planning to contract management. This course will help students develop critical thinking, procurement strategy, requirements definition, and contract management skills necessary for successful contract performance.	5	\$	12,500.00
FFM 403: Appropriations Law	FFM403	This course provides agency personnel with the legal aspects of Federal Appropriations Law. The course is based on the Principles of Federal Appropriations Law (the Red Book) published by the Government Accountability Office. These materials are designed to provide the student with insight and information on compliant use of appropriated funds and incorporates Comptroller General Decisions highlighting key spending considerations.	3	\$	7,850.00
FFM 403R: Appropriations Law-Refresher	FFM403R	This course provides a periodic refresher and update on federal appropriations law due to new legislation, new federal court or Comptroller General decisions, or revised agency or governmentwide policy on matters related to appropriations law. This course brings you up-to-date on recent changes to federal appropriations law. Participants will learn to apply appropriations law concepts by completing case studies based on Comptroller General decisions.	1	\$	3,750.00
FFM 406: Federal Budget Process: Formulation, Execution, and Closeout	FFM406	Understand the process of how federal funds are planned for, authorized, appropriated, apportioned, allocated, and executed each year. Through examination of current events, you will learn the formulation, enactment, and execution phases of the federal budget process through to budget closeout and audit requirements.	2	\$	4,625.00
FPM 131: Fundamentals of Project and Program Management	FPM131	This course explores the fundamentals of project and program management in the Federal domain, how to initiate, plan, implement, monitor and report, and close out federal government projects. FPM-131 is based on four competencies: (1) Requirements Development and Management Processes, (2) Systems Engineering, (3) Life Cycle Logistics, and (4) Test and Evaluation competencies and performance outcomes, as defined by the FAC-P/PM policy and competency model. During the course each competency will be presented, and students will apply the knowledge in Case Study to gain hands on experience with the principles and practices of successfully managing a project.	4	\$	10,450.00
FPM 132: Fundamentals of Contracting	FPM132	This course provides the foundation for basic concepts and fundamentals needed to effectively manage Federal contracts and acquisitions and satisfies the contracting performance outcomes necessary for the Federal Acquisition Certification for Program and Project Managers (FAC-P/PM) at the entry level.	3	\$	7,850.00

FPM 133: Fundamentals of Business, Cost, and Financial Management	FPM133	Designed for individuals earning their Entry/Beginner level FAC-P/PM certification, this course introduces students to scheduling and cost control for Federal Government projects and provides participants with the information to estimate cost and time input to generate a WBS and then monitor projects using earned value management.	3	\$ 7,850.00
FPM 231: Applications in Project and Program Management	FPM231	The intent of this course is to provide further instruction on the principles of requirements development and systems management. The lessons presented are intended to help students gain a more thorough understanding of requirements development and management processes, systems engineering, test and evaluation, and lifecycle logistics performance outcomes necessary for intermediate level Program & Project Managers.	4	\$ 10,450.00
FPM 232: Applications in Contracting	FPM232	This course is designed for Program Management Professionals seeking a stronger understanding in the principles of Federal Acquisitions. This course differentiates between private & public sector contracting, discussing the mission, purpose, vision, and goals of Federal contracting, discusses the Federal Acquisition Regulation (FAR) and acquisition life cycle, and reviews the roles and responsibilities of the acquisition team.	3	\$ 7,850.00
FPM 233: Applications in Business, Cost, and Financial Management	FPM233	Designed for individuals earning their mid-level FAC-P/PM certification, this course introduces students to scheduling and cost control for Federal Government projects and provides participants with the information to estimate cost and time input to generate a WBS and then monitor projects using earned value management.	3	\$ 7,850.00
FQN 423: Simplified Acquisition Procedures (SAP)	FQN423	This course provides in-depth coverage on the full range of simplified acquisition policies and procedures, including purchases for commercial and noncommercial items. In addition to explaining the many changes in the simplified acquisition area, the course also emphasizes the well-established rules that have not changed with FASA, such as compliance with FAR Part 8, required sources of supply, the regulatory prohibition against splitting orders, and contract reporting.	3	\$ 7,850.00
FQN 427: Writing Performance-Based Work Statements	FQN427	This course provides the student with information and practical guidance on the development and use of performance-based work statements as required by the FAR. It is suitable for all personnel involved in the acquisition process, including Contracting Officers and CORs. The coverage includes an overview of the process, the linkage of sections of the contract, setting performance requirements, and the hands-on opportunity to review local problems and situations.	2	\$ 4,625.00
FQN 442: Best Value Source Selection	FQN442	This course provides the student with an understanding of changes to the Federal Acquisition Regulation (FAR) and the contract formation process. It is appropriate for contracting and program personnel involved in contract formation and award. The course covers acquisition and source selection methods and procedures, as well as evaluation of offers and quotes.	2	\$ 4,625.00
FQN 449: Service Contract Labor Standards	FQN449	This course provides participants an overview of the Department of Labor (DOL) regulations that govern the Service Contract Labor Standards statute, which determines wages federal contractors must pay their employees. You will explore how the statute applies to the acquisitions process, the role of the CO and COR in assuring compliance, and apply this knowledge in case studies highlighting the law, DOL implementing regulations, Administrative Review Board decisions, and wage determinations.	2	\$ 4,625.00

FQN 450: Acquisition of Commercial Products and Services	FQN450	This course uses lectures, discussions, case studies, exercises, and a quiz to train contracting personnel on commercial item contracting considerations, determinations, regulations, processes, and best practices. Extensive coverage of FAR Part 12 and its applicability and relationship to other FAR parts.	2	\$ 4,625.00
1-Day Custom or Tailored Acquisition-Related Training Course Not Listed Above	ACQ_CUST_1	Course developed or tailored for specific client needs not covered by existing courses. Price does not include course development, only delivery.	1	\$ 3,750.00
2-Day Custom or Tailored Acquisition-Related Training Course Not Listed Above	ACQ_CUST_2	Course developed or tailored for specific client needs not covered by existing courses. Price does not include course development, only delivery.	2	\$ 4,625.00
3-Day Custom or Tailored Acquisition-Related Training Course Not Listed Above	ACQ_CUST_3	Course developed or tailored for specific client needs not covered by existing courses. Price does not include course development, only delivery.	3	\$ 7,850.00
4-Day Custom or Tailored Acquisition-Related Training Course Not Listed Above	ACQ_CUST_4	Course developed or tailored for specific client needs not covered by existing courses. Price does not include course development, only delivery.	4	\$ 10,450.00
5-Day Custom or Tailored Acquisition-Related Training Course Not Listed Above	ACQ_CUST_5	Course developed or tailored for specific client needs not covered by existing courses. Price does not include course development, only delivery.	5	\$ 13,500.00
Instructor/Facilitator (Acquisition Courses)	INST_DAU	Provide in-person or virtual instruction for acquisition/contracting classes, specifically DAU-equivalent courses.	N/A	\$ 100.00
Instructor (All Other Courses)	INST	Provide in-person or virtual instruction for all courses not identified as DAU-equivalent courses.	N/A	\$ 90.00
Subject Matter Expert I	SME_1	Possesses demonstrated knowledge and expertise in designated field or discipline. Provides insight and advice concerning task or project strategic direction and outcomes. Minimum 10 years experience.	N/A	\$ 97.00
Subject Matter Expert II	SME_2	Possesses demonstrated knowledge and expertise in designated field or discipline. Provides insight and advice concerning task or project strategic direction and outcomes. Minimum 12 years experience.	N/A	\$ 120.00
Subject Matter Expert III	SME_3	Possesses demonstrated knowledge and expertise in designated field or discipline. Provides insight and advice concerning task or project strategic direction and outcomes. Minimum 15 years experience.	N/A	\$ 159.00
Courseware Developer	COURDEV	Responsible for curriculum revision and maintenance. Organizes and drafts a curriculum that breaks a complex subject into blocks or units of instruction, creates graphics, and integrates them into the curriculum. Job duties include incorporation of new subject matter in the teaching process (e.g., develops clarification or examples of application related to the subject matter), development and maintenance of classroom techniques.	N/A	\$ 70.00
Instructional Systems Designer	ISD	Designs live classroom training and/or develops e-learning courses, including needs assessments, learning objectives, and follow-up measurements. Expert-level proficiency in Articulate, Adobe Captivate, and other ISD design applications, as well as, After Effects, GoAnimate and VideoScribes. Works with subject matter experts, programmers, and graphics specialists to create engaging, interactive, instructionally sound courses. May serve as project manager. Possesses solid communication skills. Demonstrates advanced knowledge of the instructional design process (ISD/ADDIE/SAT) and fosters design innovation.	N/A	\$ 97.00

Senior Project Manager	PM_SR	Responsible for the oversight and management aspect of project development, including project budgets, delivery schedules, staff management, deliverables, contract administration and delivery of services as outlined in the contract etc. Undergraduate or graduate degree in business administration, public administration, management, or relevant technical or equivalent work experience that includes leading or managing teams. This position requires ten (10) years of general experience of which at least eight (8) years must be specialized.	N/A	\$ 198.00
Project Manager	PM	PM is responsible for the oversight and management aspect of project development, including project budgets, delivery schedules, staff management, deliverables, contract administration and delivery of services as outlined in the contract etc. Undergraduate or graduate degree in business administration, public administration, management, or relevant technical or equivalent work experience that includes leading or managing teams. This position requires seven (7) years of general experience of which at least five (5) years must be specialized.	N/A	\$ 155.00