



**GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST
MISSION ORIENTED BUSINESS INTEGRATED SERVICES
MOBIS**

*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!, a menu-driven database system. The INTERNET address GSA Advantage!
is: GSAAdvantage.gov*

FSC Group U006, NAICS Code 611430

*874-4 Instructor Led Training, Web Based Training and Education Course, Course Development and
Test Administration*

**BEACON TRAINING SERVICES, INC.
6757 Arapaho, Ste 711-250
Dallas, Texas 75248-4005
Phone: 972.404.0069
Fax: 972.404.0059
www.beacontraining.com**

Small Business

GSA Contract Number: GS-02F-0185P
GSA Contract Period: May 21, 2004 – May 20, 2014
Price List current through Modification #2 dated 26 March 2009



B E A C O N

Training Services, Inc.

For more information on ordering from Federal Supply Schedules click on the FSS
Schedules button at fss.gsa.gov.

TABLE OF CONTENTS

INFORMATION FOR ORDERING OFFICES3
BEACON TRAINING SERVICES, INC. GSA AUTHORIZED SCHEDULE PRICELIST6

Information for Ordering Offices

1a. Awarded Special Item numbers:

874-4 Instructor Led Training

1b. Lowest Price Item:

Sin	Product Name And Description	Max No Students	No. Of Days	GSA Price
874-4	Food Safety	20	4 hrs	\$917.88

1c. Hourly Rates: Not applicable

2. Maximum Order: \$1,000,000

3. Minimum Order: \$100.00

4. Geographic Coverage: United States and International

5. Points of Production: Dallas, Texas

6. Statement of net price: N/A

7. Quantity Discounts: See Below

8. Prompt Payment Terms: Net 15 Days

9a. All government purchase cards are accepted.

9b. All government purchase cards are accepted.

10. Foreign Items: Not applicable

11a. Time of Delivery: Not Applicable

11b. Expedited delivery: Not Applicable

11c. Overnight and 2-day delivery: Not applicable

11d. Urgent Requirements: Not applicable

12: F.O.B. Points: Destination

13a. Ordering Address:
Beacon Training Services, Inc.
6757 Arapaho, Ste 711-250
Dallas, Texas 75248-4005

13b. Ordering Procedures:

For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs) are found in Federal Acquisition Regulation (FAR) 8.405-3. Please see the following site for more information: www.gsa.gov

Prospective students should contact the Beacon Training Services, Inc. office at: (972) 404-0069 to enroll. Prospective students whose federal employer is paying for the course should contact their Training Officer or HR Representative to coordinate payment authorization.

Training Officers and HR Representatives should contact the Beacon Training Review, **GSA Account Manager** to provide enrollment and payment authorization. Contact information is listed below:

GSA Account Manager

Ph: 972.404.0069

Fax: 972.404.0059

14. Payment Address:
Beacon Training Services, Inc.
6757 Arapaho, Ste 711-250
Dallas, Texas 75248-4005

15. Warranty Provision: Beacon Training Services, Inc. will not charge an individual for a public class if the situation cannot be remedied by lunch time break.

16. Export Packaging Charges: Not applicable.

17. Terms and conditions of government purchase card acceptance: Government Purchase Cards are only accepted from authorized personnel. Authorized personnel should contact the GSA Account Manager directly (please refer to 13b. for contact information).

18. Terms and conditions of rental, maintenance, and repair: Not applicable

19. Terms and conditions of installation: Materials and software are nontransferable.

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: Not applicable

- 20b. Terms and conditions for any other services: Not applicable
- 21. List of services and distribution points:
Beacon Training Services, Inc. (972-404-0069)
- 22. List of participating dealers: Not applicable
- 23. Preventative maintenance: Not applicable
- 24a. Special attributes such as environmental attributes: Not applicable
- 24b. Section 508 compliance information: Beacon Training Service Inc.'s services are in compliance with Section 508.
- 25. DUNS Number: 628116055
- 26. Notification regarding registration in Central Contractor Registration (CCR) database: Beacon Training Service Inc is registered with CCR.

Volume Discounts:

For public classes:

3+ students enrolled in same class = 12% discount

6+ students enrolled in same class = 17% discount

9+ students enrolled in same class = 22% discount

3 onsite within 6 months = 13% discount

6+ onsite classes within 9 months = 17% discount

9+ onsite classes within 12 months = 25% discount

For awards of \$50,000- \$99,000 = 10% discount (for same client within same year)

For awards of \$100,000+ = 15% discount (for same client within same year)

**AUTHORIZED GSA MOBIS SCHEDULE PRICELIST
FOR
BEACON TRAINING SERVICES, INC.**

Sin	Product Name And Description	Max No Students	No. Of Days	GSA Price
	CLASS NAME			
874-4	Active Server Pages (Introduction)	15	2	\$ 3,246.54
874-4	Active Server Pages (Advanced)	15	3	\$4,682.30
874-4	Aix System Admin	15	5	\$7,553.84
874-4	Ajax on Java	15	3	\$4,682.30
874-4	ASP.Net, Introduction	15	3	\$4,682.30
874-4	Building ASP.NET Web Applications	15	5	\$7,553.84
874-4	Business Analysis And Requirements Gathering	15	3	\$4,682.30
874-4	C Programming	15	5	\$7,553.84
874-4	C Programming (Advanced)	15	5	\$7,553.84
874-4	C++ Object-Oriented Programming	15	5	\$7,553.84
874-4	C#, introduction	15	5	\$7,553.84
874-4	DB2 Admin	15	5	\$7,553.84
874-4	DB2 Performance & Tuning	15	5	\$7,553.84
874-4	Enterprise JavaBeans	15	3	\$4,682.30
874-4	Java Enterprise (J2EE) Development including EJB	15	3	\$4,682.30
874-4	Introduction to Java for C/C++ Programmer	15	5	\$7,553.84
874-4	EJB Development using Weblogic	15	4	\$6118.07
874-4	Hibernate, introduction	15	4	\$6118.07
874-4	Java and XML	15	5	\$7,553.84
874-4	Java Design Patterns (For J2EE Applications)	15	3	\$4,682.30
874-4	J2EE Web Applications - Adv topics	15	3	\$4,682.30
874-4	Java Introduction	15	5	\$7,553.84
874-4	Java Advanced	15	4	\$6118.07
874-4	Java Server Pages (JSP) and Servlets	15	5	\$7,553.84
874-4	Java SWING	15	3	\$4,682.30
874-4	JSP Applications, Building Secure (OWASP)	15	2	\$3,246.54
874-4	JSP, STRUTS, Servlets, Intro	15	4	\$6118.07
874-4	Web Application Development Using Java (JSP and Servlets)	15	5	\$7,553.84
874-4	MFC Windows Programming for C++	15	5	\$7,553.84
874-4	Object-Oriented Analysis and Design with UML	15	4	\$6118.07
874-4	Object-Oriented Programming using Java	15	4	\$6118.07
874-4	Oracle Architecture and Database Administration	15	5	\$7,628.00
874-4	ORACLE Boot Camp (SQL & PL/SQL Programming)	15	5	\$7,553.84

Sin	Product Name And Description	Max No Students	No. Of Days	GSA Price
874-4	Oracle: Advanced Programming Techniques	15	5	\$7,553.84
874-4	Oracle Application Developers Workshop	15	5	\$7,553.84
874-4	Oracle Database - Performance & Tuning	15	5	\$7,553.84
874-4	Introduction to Oracle SQL and SQL*Plus Programming	15	4	\$6118.07
874-4	Oracle Database Administration	15	5	\$7,553.84
874-4	Oracle Developer Forms	15	4	\$6118.07
874-4	OWASP - ASP	15	2	\$3,246.54
874-4	PCI Compliance for Developers - OWASP Building Secure JSP Applications	15	2	\$3,246.54
874-4	PERL Programming, Introduction to	15	4	\$6118.07
874-4	PERL Programming, Advanced	15	4	\$6118.07
874-4	REXX Programming	15	5	\$7,553.84
874-4	CGI Programming with PERL	15	5	\$7,553.84
874-4	SQL, Intro	15	2	\$3,246.54
874-4	SQL, Adv.	15	2	\$3,246.54
874-4	Visual C# .NET, Introduction to	15	5	\$7,553.84
874-4	Visual Basic .NET Programming	15	5	\$7,553.84
874-4	Visual InterDev Fundamentals	15	5	\$7,553.84
874-4	Windows Communication Foundation	15	3	\$4,682.30
874-4	XML Introduction to	15	2	\$3,246.54
874-4	XML Advanced	15	2	\$3,246.54
874-4	UNIX Fundamentals & Korn Shell Prog	15	5	\$7,553.84
874-4	UNIX Power Users	15	5	\$7,553.84
874-4	UNIX Programming (using C) Advanced	15	5	\$7,553.84
874-4	Korn Shell Programming with sed and awk	15	5	\$7,553.84
874-4	Assembler Language Coding, Beginning	15	5	\$7,553.84
874-4	Assembler Language Coding, Adv.	15	5	\$7,553.84
874-4	CICS for Application Programmers	15	5	\$7,553.84
874-4	CICS Application Programming, Advanced	15	5	\$7,553.84
874-4	DB2/SQL Application Programming and Design	15	5	\$7,553.84
874-4	DB2 for Programmers, Advanced	15	5	\$7,553.84
874-4	DB2 Performance and Tuning	15	5	\$7,553.84
874-4	DL/I Programming	15	5	\$7,553.84
874-4	MVS/JCL Introduction	15	3	\$4,682.30
874-4	MVS TSO CList	15	2	\$3,246.54
874-4	TSO/ISPF	15	2	\$3,246.54
874-4	MVS Utilities	15	3	\$4,682.30
874-4	Powerbuilder, Intro	15	5	\$7,553.84
874-4	Powerbuilder, Adv.	15	5	\$7,553.84

Sin	Product Name And Description	Max No Students	No. Of Days	GSA Price
874-4	PL/1 Programming	15	5	\$7,553.84
874-4	PREDICT	15	2	\$3,246.54
874-4	QMF – Query Management Facility	15	2	\$3,246.54
874-4	Advanced QMF – Query Management Facility	15	2	\$3,246.54
874-4	Requirements and Process Modeling	15	2	\$3,246.54
874-4	REXX Programming	15	5	\$7,553.84
874-4	SyncSort	15	2	\$3,246.54
874-4	HTML Introduction	15	2	\$3,246.54
874-4	Advanced HTML	15	2	\$3,246.54
874-4	Introduction to DHTML	15	2	\$3,246.54
874-4	Advanced DHTML	15	2	\$3,246.54
874-4	Introduction to Web Dev Using HTML, DHTML& JavaScript	15	5	\$7,553.84
874-4	JavaScript	15	2	\$3,246.54
874-4	Mastering Web App Development using Visual InterDev	15	2	\$3,246.54
874-4	EJB Development for WebLogic	15	2	\$3,246.54
874-4	MQSeries Programming Introduction	15	5	\$7,553.84
874-4	MQSeries Technical Overview	15	2	\$3,246.54
874-4	MQ Introduction and Application Programming	15	5	\$7,553.84
874-4	VBScript Introduction	15	3	\$4,682.30
874-4	Visual Basic Programming	15	5	\$7,553.84
874-4	Weblogic Application Programming	15	5	\$7,553.84
874-4	Websphere MQ Administration	15	5	\$7,553.84
874-4	WebSphere Application Server Development	15	5	\$7,553.84
874-4	WebSphere MQ Technical Overview	15	2	\$3,246.54
874-4	Websphere MQ Programming	15	3	\$4,682.30
874-4	Business Analysis And Requirements Gathering	20	3	\$4,682.30
874-4	Business Case Development	20	2	\$3,246.54
874-4	Consulting Skills for Business Analysts	20	2	\$3,246.54
874-4	Cost-Benefit Analysis	20	2	\$3,246.54
874-4	Earned Value Analysis	20	2	\$3,246.54
874-4	Gathering, and Analyzing User Requirements	20	2	\$3,246.54
874-4	Estimating Projects	20	3	\$4,682.30
874-4	Microsoft Project" Intro and Adv.	20	2	\$3,246.54
874-4	Project Management Advanced Topics	20	3	\$4,682.30
874-4	Project Management Fundamentals	20	3	\$4,682.30
874-4	Project Management – An Overview	20	3	\$4,682.30
874-4	Use Case Development	20	2	\$3,246.54

Sin	Product Name And Description	Max No Students	No. Of Days	GSA Price
874-4	Art of Skillful Listening	20	1	\$2,435.77
874-4	Building Trust	20	1	\$2,435.77
874-4	Business Etiquette	20	1	\$2,435.77
874-4	Business Professionalism and Ethics	20	1	\$2,435.77
874-4	Business Writing for Results	15	2	\$3,246.54
874-4	Business Writing 101	15	2	\$3,246.54
874-4	Change Management - Leading other through Change	20	1	\$2,435.77
874-4	Coaching and Developing for Higher Performance	20	1	\$2,435.77
874-4	Collaboration: How to get Results Working Together	20	1	\$2,435.77
874-4	Conducting and Leading Effective meetings	20	1	\$2,435.77
874-4	Constructive Conflict Management The Key To Helping Relationships Work	20	2	\$3,246.54
874-4	Consulting with Clients	20	2	\$3,246.54
874-4	Creative Problem Solving and Decision Making	20	1	\$2,435.77
874-4	Customer Service Excellence	20	1	\$2,435.77
874-4	Dealing with Difficult People	20	1	\$2,435.77
874-4	Delegation & Empowerment	20	1	\$2,435.77
874-4	Delivering Effective Feedback in a Minute	20	1	\$2,435.77
874-4	Developing Higher Performance Teams	20	1	\$2,435.77
874-4	Embracing Change to Breakout Performance	20	1	\$2,435.77
874-4	Emotional Intelligence: Intelligent Leadership	20	1	\$2,435.77
874-4	Enhancing Office Dynamics: Building Cooperation & Effectiveness	20	1	\$2,435.77
874-4	Establishing Vendor Relationships	20	1	\$2,435.77
874-4	Finance for Non Finance people	20	1	\$2,435.77
874-4	Goals and Goal Setting	20	1	\$2,435.77
874-4	Grammar Refresher	20	1	\$2,435.77
874-4	How to Get Results without Authority	20	1	\$2,435.77
874-4	Influencing & Persuading	20	1	\$2,435.77
874-4	Interpersonal Communication:	20	1	\$2,435.77
874-4	Interviewing Techniques: Making the Right Choice	20	1	\$2,435.77
874-4	Parallel Thinking: Applied Constructive & Creative Thinking Methods	20	1	\$2,435.77
874-4	Leadership and Supervision Series	20	2	\$3246.54
874-4	Leadership Series, Adv. Topics	20	1	\$2,435.77
874-4	Leading Dynamic Meetings	20	1	\$2,435.77

Sin	Product Name And Description	Max No Students	No. Of Days	GSA Price
874-4	Life and Career Planning Strategies	20	1	\$2,435.77
874-4	Managing Chaos, Surfing the Waves of Change and Crisis	20	1	\$2,435.77
874-4	Mastering Information Overload: Speed Reading And Memory Skills	20	1	\$2,435.77
874-4	Motivating the Best: Sparking Employee Potential	20	1	\$2,435.77
874-4	Mystery of Dealing with People	20	1	\$2,435.77
874-4	Negotiation Skills, Intro	20	1	\$2,435.77
874-4	Negotiations Skills, Advanced	20	1	\$2,435.77
874-4	Overcoming Negativity in the Workplace	20	1	\$2,435.77
874-4	Presentation Skills , Intro	15	1	\$2,435.77
874-4	Presentation Skills ,Adv	15	1	\$2,435.77
874-4	Presenting Powerful Presentations using PowerPoint	15	1	\$2,435.77
874-4	Preventing Job Burnout	20	1	\$2,435.77
874-4	Resolving Conflict	20	1	\$2,435.77
874-4	Sexual Harassment	20	1	\$2,435.77
874-4	Situational Leadership	20	1	\$2,435.77
874-4	Stress Management	20	1	\$2,435.77
874-4	Strategic Planning	20	1	\$2,435.77
874-4	Strategic Thinking	20	1	\$2,435.77
874-4	Supervision 101	20	1	\$2,435.77
874-4	Team Building : Developing Higher Performance Teams	20	1	\$2,435.77
874-4	Telephone Skills, Effective	20	1	\$2,435.77
874-4	The Survivor's Safety Net	20	1	\$2,435.77
874-4	Time Management for life	20	1	\$2,435.77
874-4	Valuing Differences & Creating and Environment for Respect	20	1	\$2,435.77
874-4	Workplace Morale: Sustaining Positive Employee Behavior	20	1	\$2,435.77
874-4	First Aid/CPRAED	20	1	\$2,435.77
874-4	Professional Rescuer	20	1	\$2,435.77
874-4	Blood Borne Pathogens	20	4 hrs	\$1217.88
874-4	Food Safety	20	4 hrs	\$917.88

Note: Cost for each additional student will be \$50 dollars per student.