**GENERAL SERVICES ADMINISTRATION**

**FEDERAL SUPPLY SCHEDULE**

**AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

*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 for GSA Advantage! is http://www.GSAAdvantage.gov.*

*FCS Group 69*
*Training Aids and Devices; Instructor-Led Training.*

**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, 2009

Price List current through Modification #1 dated 5 November 2007



*For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at http://www.fss.gsa.gov.*

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| | **Customer Information**: |
|---|---|

1a.     Awarded Special Item numbers:

    27-400:        Instructor Lead Training

1b.     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 Attachment

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 nformation 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 class if  the situation can not 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

20a.  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.

# *AUTHORIZED GSA SCHEDULE PRICELIST*

# *FOR*

# *BEACON TRAINING SERVICES, INC.*

| SIN | Course Title and Description | GSA Price | # of days |
|---|---|---|---|
| **Programming** | | | |
| 27-400 | Active Server Pages( Introduction) | $2,800.00 | 2 |
| 27-400 | Active Server Pages (Advanced) | $4,200.00 | 3 |
| 27-400 | Building ASP.NET Web Applications | $7,000.00 | 5 |
| 27-400 | C Programming | $7,000.00 | 5 |
| 27-400 | C Programming (Advanced) | $7,000.00 | 5 |
| 27-400 | C++ Fast Track Programming | $7,000.00 | 5 |
| 27-400 | C++ Object-Oriented Programming | $7,000.00 | 5 |
| 27-400 | Enterprise JavaBeans | $4,200.00 | 3 |
| 27-400 | Java Enterprise (J2EE) Development including EJB | $4,200.00 | 3 |
| 27-400 | Introduction to C++ for Non C Programmers | $7,000.00 | 5 |
| 27-400 | Introduction to Java for C/C++ Programmer | $7,000.00 | 5 |
| 27-400 | Introduction to Java Using Visual J++ | $7,000.00 | 5 |
| 27-400 | Java and XML | $7,000.00 | 5 |
| 27-400 | Java Application Development for Non-C/C++ Programmers | $7,000.00 | 5 |
| 27-400 | Java Design Patterns (For J2EE Applications) | $4,200.00 | 3 |
| 27-400 | Java Introduction | $7,000.00 | 5 |
| 27-400 | Advanced Java | $5,600.00 | 4 |
| 27-400 | Java Server Pages (JSP) and Servlets | $7,000.00 | 5 |
| 27-400 | Server Side Java Programming with JSP and Servlets | $7,000.00 | 5 |
| 27-400 | Java SWING | $4,200.00 | 3 |
| 27-400 | The Micro Focus COBOL Programming for UNIX | $7,000.00 | 5 |
| 27-400 | Network Programming with PERL | $5,600.00 | 4 |
| 27-400 | Object-Oriented Analysis and Design with UML | $5,600.00 | 4 |
| 27-400 | Object-Oriented C++ Programming | $5,600.00 | 4 |
| 27-400 | Object-Oriented Development Using Visual Basic | $5,600.00 | 4 |
| 27-400 | Object-Oriented Programming using Java | $5,600.00 | 4 |
| 27-400 | Oracle8i Architecture and Database Administration | $7,000.00 | 5 |
| 27-400 | ORACLE Boot Camp (SQL & PL/SQL Programming) | $7,000.00 | 5 |
| 27-400 | Oracle:  Advanced Programming Techniques | $7,000.00 | 5 |
| 27-400 | Oracle Application Developers Workshop | $7,000.00 | 5 |

| SIN | Course Title and Description | GSA Price | # of days |
|---|---|---|---|
| 27-400 | Oracle Database - Performance & Tuning | $7,000.00 | 5 |
| 27-400 | Oracle Developer | $5,600.00 | 4 |
| 27-400 | ORACLE – Complex Queries & Advanced PL/SQL | $5,600.00 | 4 |
| 27-400 | Oracle - Complex Queries and Performance Tuning | $4,200.00 | 3 |
| 27-400 | Oracle Database Administration | $7,000.00 | 5 |
| 27-400 | Oracle Developer Forms | $5,600.00 | 4 |
| 27-400 | Introduction to PERL Programming | $5,600.00 | 4 |
| 27-400 | Advanced PERL Programming | $5,600.00 | 4 |
| 27-400 | CGI Programming with PERL | $7,000.00 | 5 |
| 27-400 | Perl for UNIX System Administrators | $7,000.00 | 5 |
| 27-400 | Introduction to Rational Rose & UML | $5,600.00 | 4 |
| 27-400 | REXX Programming | $7,000.00 | 5 |
| 27-400 | Introduction to SAS | $7,000.00 | 5 |
| 27-400 | Advanced SAS Programming | $7,000.00 | 5 |
| 27-400 | Complex SQL/Performance & Tuning with PRO*C PL/SQL | $7,000.00 | 5 |
| 27-400 | Introduction to Visual C# .NET | $7,000.00 | 5 |
| 27-400 | Visual Basic .NET Programming | $7,000.00 | 5 |
| 27-400 | Introduction to XML (Extensible Markup Language) | $2,800.00 | 2 |
| 27-400 | Advanced XML | $2,800.00 | 2 |
| 27-400 | UNIX Fundamentals | $4,200.00 | 3 |
| 27-400 | UNIX Fundamentals & Korn Shell Programming | $7,000.00 | 5 |
| 27-400 | UNIX Power Users | $7,000.00 | 5 |
| 27-400 | Advanced UNIX Programming (using C) | $7,000.00 | 5 |
| 27-400 | Korn Shell Programming with sed and awk | $7,000.00 | 5 |
| **Networks/Operating Systems/System Administration** | | | |
| 27-400 | AIX System Administration | $8,500.00 | 5 |
| 27-400 | MQSeries Programming Introduction | $8,500.00 | 5 |
| 27-400 | MQSeries Technical Overview | $3,400.00 | 2 |
| 27-400 | System Administration for Microsoft SQL Server 7.0 | $8,500.00 | 5 |
| **MainFrame** | | | |
| 27-400 | Advanced CICS Application Programming | $7,500.00 | 5 |
| 27-400 | CICS for Application Programmers | $7,500.00 | 5 |
| 27-400 | DB2/SQL Application Programming and Design | $7,500.00 | 5 |
| 27-400 | Advanced DB2 for Programmers | $7,500.00 | 5 |
| 27-400 | DB2 Performance and Tuning | $7,500.00 | 5 |
| 27-400 | MVS/JCL Introduction | $4,500.00 | 3 |
| 27-400 | MVS Overview | $4,500.00 | 3 |
| 27-400 | MVS TSO CList | $3,000.00 | 2 |
| 27-400 | TSO/ISPF | $3,000.00 | 2 |
| 27-400 | MVS Utilities | $4,500.00 | 3 |

| SIN | Course Title and Description | GSA Price | # of days |
|---|---|---|---|
| 27-400 | NATURAL 2 Introduction | $6,000.00 | 4 |
| 27-400 | NATURAL 2 Intermediate | $6,000.00 | 4 |
| 27-400 | NATURAL 2 Advanced Programming | $4,500.00 | 3 |
| 27-400 | PL/1 Programming | $7,500.00 | 5 |
| 27-400 | PREDICT | $3,000.00 | 2 |
| 27-400 | QMF – Query Management Facility | $3,000.00 | 2 |
| 27-400 | Advanced QMF – Query Management Facility | $3,000.00 | 2 |
| 27-400 | REXX Programming (MainFrame) | $7,500.00 | 5 |
| 27-400 | SyncSort | $3,000.00 | 2 |
| 27-400 | XPEDITER | $1,500.00 | 1 |
| | **Web-Based** | | |
| 27-400 | Macromedia Flash MX:  Level 1 (Fast Track to Flash MX) | $500.00 | 3 |
| 27-400 | Macromedia Flash MX:  Level 2 (Flash MX ActionScript) | $4,500.00 | 3 |
| 27-400 | Macromedia Flash MX:  Level 2 (Design Techniques) | $4,500.00 | 3 |
| 27-400 | Macromedia Flash MX:  Level 3 (Advanced ActionScript) | $4,500.00 | 3 |
| 27-400 | HTML Introduction | $3,000.00 | 2 |
| 27-400 | Advanced HTML | $3,000.00 | 2 |
| 27-400 | Introduction to DHTML | $3,000.00 | 2 |
| 27-400 | Advanced DHTML | $3,000.00 | 2 |
| 27-400 | Introduction to Web Dev Using  HTML, DHTML& JavaScript | $7,500.00 | 5 |
| 27-400 | JavaScript | $3,000.00 | 2 |
| 27-400 | Mastering Web App Development using Visual InterDev | $3,000.00 | 2 |
| 27-400 | EJB Development for WebLogic | $3,000.00 | 2 |
| 27-400 | VBScript Introduction | $4,500.00 | 3 |
| 27-400 | WebSphere Application Server Development | $7,500.00 | 5 |
| 27-400 | WebSphere Programming | $7,500.00 | 5 |
| | **Professional Development/Human Resources** | | |
| 27-400 | Applied Constructive & Creative Thinking Methods | $1,500.00 | 1 |
| 27-400 | The Art of Skillful Listening | $1,500.00 | 1 |
| 27-400 | Business Analysis And Requirements Gathering | $4,500.00 | 3 |
| 27-400 | Business Etiquette | $1,500.00 | 1 |
| 27-400 | Business Writing for Results | $3,000.00 | 2 |
| 27-400 | Business Writing Series | $7,500.00 | 5 |
| 27-400 | Coaching for Improved Workplace Performance | $3,000.00 | 2 |
| 27-400 | Negotiations and Advanced Interpersonal Communications | $3,000.00 | 2 |
| 27-400 | Constructive Conflict Management The Key To Helping Relationships Work | $3,000.00 | 2 |
| 27-400 | Consulting with Clients | $1,500.00 | 1 |
| 27-400 | Cost-Benefit Analysis | $3,000.00 | 2 |
| **SIN** | **Course Title and Description** | **GSA** | **# of** |

| | | Price | days |
|---|---|---|---|
| 27-400 | Creative Problem Solving | $3,000.00 | 2 |
| 27-400 | Creative Problem Solving for Teams | $3,000.00 | 2 |
| 27-400 | The Customer Service Relationship | $4,500.00 | 3 |
| 27-400 | Gathering, Defining and Testing User Requirements | $3,000.00 | 2 |
| 27-400 | Earned Value Analysis | $3,000.00 | 2 |
| 27-400 | Effective Business Writing | $3,000.00 | 2 |
| 27-400 | Effective Leadership for Team Building | $3,000.00 | 2 |
| 27-400 | Embracing Change to Breakout Performance | $3,000.00 | 2 |
| 27-400 | Let's DiSC-o: Enhancing Workplace Interaction using the DiSC Personal Profile | $3,000.00 | 2 |
| 27-400 | Expecting The Best A Management Development Program | $3,000.00 | 2 |
| 27-400 | Grammar Refresher | $3,000.00 | 2 |
| 27-400 | Effective Business Grammar | $3,000.00 | 2 |
| 27-400 | Managing Information Through High Performance Memory | $3,000.00 | 2 |
| 27-400 | Interpersonal Communication: Bridging the Gap Between Two Worlds | $1,500.00 | 1 |
| 27-400 | Interviewing Techniques: Making the Right Choice | $1,500.00 | 1 |
| 27-400 | It's About Time | $1,500.00 | 1 |
| 27-400 | Learning to Make Correct Change | $1,500.00 | 1 |
| 27-400 | Managing Emotional Intelligence | $1,500.00 | 1 |
| 27-400 | Managing Stress | $3,000.00 | 2 |
| 27-400 | Managing with Confidence: An Assertiveness Training Curriculum | $1,500.00 | 1 |
| 27-400 | Mastering Information Overload: Speed Reading And Memory Skills | $1,500.00 | 1 |
| 27-400 | The Mystery of Dealing with People | $1,500.00 | 1 |
| 27-400 | Negotiation Skills | $3,000.00 | 2 |
| 27-400 | Operation CRANIUM: Training with the Brain in Mind | $1,500.00 | 1 |
| 27-400 | Performance Consulting | $1,500.00 | 1 |
| 27-400 | Pre-"Microsoft Project" Project Management Boot-Camp | $6,000.00 | 4 |
| 27-400 | Presentation Power using PowerPoint | $3,000.00 | 2 |
| 27-400 | Project Management Basics for Medium-Large Projects | $4,500.00 | 3 |
| 27-400 | Project Management Basics for Short, Intense Projects | $4,500.00 | 3 |
| 27-400 | Project Management – An Overview | $4,500.00 | 3 |
| 27-400 | Uncommon Leadership: A Laboratory for Leaders | $3,000.00 | 2 |
| 27-400 | The Survivor's Safety Net | $3,000.00 | 2 |
| 27-400 | Take the Work Out | $3,000.00 | 2 |
| 27-400 | Time Management For Life | $1,500.00 | 1 |
| 27-400 | Valuing Differences: Creating an Environment of Respect | $1,500.00 | 1 |
| 27-400 | Welcome to the Teamwork Jungle: Creating Successful Working Relationships | $1,500.00 | 1 |

| | Course Title and Description | GSA Price | # of days |
|---|---|---|---|
| 27-400 | OWASP Training | $4,845 | 3 |
| 27-400 | Building Resilience in Turbulent Times | $2,000 | 1 |
| 27-400 | Change Management—Leading others through Change | $2,000 | 1 |
| 27-400 | Coaching upward: how to build a positive relationship with your boss | $2,000 | 1 |
| 27-400 | Delivering Effective Feedback in a Minute | $2,000 | 1 |
| 27-400 | Finance for Non Finance People | $2,000 | 1 |
| 27-400 | How to get Results without Authority | $2,000 | 1 |
| 27-400 | Influencing & Persuading | $2,000 | 1 |
| 27-400 | Leading Dynamic Meetings | $2,000 | 1 |
| 27-400 | Listening: The Silent secret of Success | $2,000 | 1 |
| 27-400 | Parallel Thinking: Applied Constructive an Creative Thinking Methods | $2,200 | 1 |
| 27-400 | Preventing Job Burnout | $2,000 | 1 |
| 27-400 | Situational Leadership | $2,000 | 1 |
| 27-400 | Business Case Development | $4,750 | 2 |
| 27-400 | Estimating Projects | $4,750 | 2 |
| 27-400 | Fund. Of Proj Mgt | $5,700 | 3 |
| 27-400 | Project Risk Development | $4,750 | 2 |