



**Training Aids & Devices**  
**Schedule 69**  
**FSC Class 6930**

General Services Administration  
Federal Supply Service  
*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!<sup>TM</sup>, a menu-driven database system. The INTERNET address for GSA Advantage!<sup>TM</sup> is: <http://www.gsaadvantage.gov>.

**Federal Supply Group: 69**

**Contract Number: GS-02F-0036S**

For more information on ordering from Federal Supply Schedules, go to the GSA Schedules home page at: <http://www.gsa.gov/schedules>.

**Contract Period:** 12-07-05 through 12-06-10 (Base)

**For more information, please contact :**  
[Tony DeMarinis](#) (Program Manager): 703/984-0091  
[Bill Barton](#) (Contracts Administrator): 703/377-1553

**Booz Allen Hamilton Inc.**  
8283 Greensboro Drive  
McLean, VA 22102-3838  
888/224-7041 phone  
703/902-3200 facsimile  
[trainingschedule@bah.com](mailto:trainingschedule@bah.com) Email  
<http://gsatrainingschedule.bah.com> Web Address

**Business Size:** Large

Pricelist current through Modification #FX-51, dated 02/14/08

# Table of Contents

<b>SECTION</b>	<b>PAGE</b>
Customer Information	3
Booz Allen Advantage	6
Booz Allen’s Training Service Offerings	7
<b>SIN 27-500</b> Course Development; Training Services	
Terms and Conditions	8
<b>APPENDICES</b>	
<i>Appendix A: Contractor Site Labor Rates</i>	9
<i>Appendix B: Government Site Labor Rates</i>	10
<i>Appendix C: Labor Category Descriptions</i>	11

## Customer Information

**1a. Awarded Special Item Numbers:**

**SIN 27-500:** Course Development and Test Administration

**1b.** Please see Appendices A and B for Price List.

**1c.** Please see Appendix C for a list of Labor Category Descriptions.

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

**3. Minimum Order:** \$100

**4. Geographic Coverage (Delivery Area):** Worldwide.

**5. Point of Production:** The primary point of production is the Booz Allen corporate headquarters location in McLean, Virginia.

**6. Discount from List Prices:** All prices listed are net prices.

**7. Quantity Discounts:** Booz Allen Hamilton is offering GSA discounts on its technical training services as follows:

- Orders exceeding \$1 million receive a .5% discount.
- Orders exceeding \$5 million receive a 1% discount.
- Orders exceeding \$10 million receive a 2% discount.

(These discounts apply to awards fully funded at these dollar levels only.)

Booz Allen will consider offering spot discounts on a task order basis.

**8. Prompt Payment Terms:** Net 30 days.

**9. Acceptance of Government Credit Cards:** Government credit cards will be accepted for orders above and below the micro-purchase threshold.

**10. Foreign Items:** Not applicable.

**11a. Time of Delivery:** Specified on the task order.

**11b. Expedited Delivery:** None.

**11c. Overnight and 2-day Delivery:** None.

**11d. Urgent Requirements:** Not available.

**12. F.O.B. Points(s):** Destination.

**13a. Ordering Address:**

Booz Allen Hamilton, Inc.  
Attention: Contracts\*  
8283 Greensboro Drive  
McLean, VA 22102-3838  
888/224-7041 phone  
703/902-3200 facsimile  
[trainingschedule@bah.com](mailto:trainingschedule@bah.com)

\* Please mail to the attention of the Contract Administrator identified in the task order proposal.

**13b. Ordering Procedures:** The ordering procedures for supplies and services, information on Blanket Purchase Agreements (BPA), and a sample BPA can be found at the GSA Schedule homepage (<http://www.gsa.gov/schedules>).

**14. Payment Address is as Follows:**

**Payment via Wire Transfer**

Financial Institution: Wachovia Bank  
9-Digit ABA routing number: see invoice  
Telegraphic abbreviation: PNB  
Account number: see invoice

**Payment via Check/U.S. Mail**

Booz Allen Hamilton Inc.  
Wachovia Bank  
P.O. Box 8500 (S-2725)  
Philadelphia, PA 19178-2725

**ACH Payments**

Booz Allen Hamilton Inc.  
Wachovia Bank  
ABA routing number: see invoice  
Account number: see invoice

**International Funds**

Booz Allen Hamilton Inc.  
CHIPS participant number: 0509  
SWIFT TID: PNBPUS33

**15. Warranty Provision:** Not applicable.

**16. Export Packing Charges:** Not applicable.

**17. Terms and Conditions of Government Purchase Card Acceptance:** None.

18. **Terms and Conditions of Rental, Maintenance, and Repair:** Not applicable.
19. **Terms and Conditions of Installation:** Not applicable.
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 Service and Distribution Points:** Not applicable.
22. **List of Participating Dealers:** Not applicable.
23. **Preventive Maintenance:** Not applicable.
- 24a. **Environmental Attributes:** Not applicable.
- 24b. **Section 508:** If applicable, Section 508 compliance information on Electronic and Information Technology (EIT) supplies and services will be addressed on a task order basis. The EIT standards can be found at [www.Section508.gov](http://www.Section508.gov).
25. **Data Universal Numbering System (DUNS) Number:** 00-692-8857
26. **Central Contractor Registration (CCR) Database:** Booz Allen is registered in the Central Contractor Registration (CCR) Database.

## **The Booz Allen Advantage**

Why choose Booz Allen for training aids and devices? Booz Allen brings unparalleled resources to its clients.

Booz Allen has extensive experience providing learning solutions tailored to client requirements and objectives. These solutions consist of a wide range of offerings to include development of enterprise-wide learning plans/strategies, development and conduct of workshops, group facilitation of formal classroom training, design and implementation of all forms of advanced distributed learning products and services, design, development and integration of learning technology (e.g., Learning Management System, etc.) and a host of evaluation capabilities.

Booz Allen has extensive experience in all facets of the training design, development, implementation and evaluation process and vast institutional knowledge in potential technologies that can be leveraged to enhance the client's training and educational needs. With its breadth and depth of experience in training and education, Booz Allen offers a rich consulting skill base and management commitment to apply its world-recognized capability to innovatively resolve and support program objectives, delivering results that endure.

**Quality**—Booz Allen is globally recognized as a quality provider of training services. We have won numerous awards across the government for our innovative solutions, and, for many years, the firm has been recognized inside and outside the government as the training consultant of choice. A majority of our clients engage us for follow-on work, offering further testament to our strong reputation and the value we provide to our customers.

**Experience**—With its breadth and depth of experience, Booz Allen offers a rich training development skill base and management commitment to apply its world-recognized capability to innovatively resolve program objectives. Our insights and understanding of requirements regularly translate into cost savings and performance efficiencies measurable in terms of reduced learning curves, quality of service, and effective use of leading-edge training technologies. We strive to hire and maintain professional training staff, allowing Booz Allen to be a premier provider of quality services to our customers. We have served civilian, military, and intelligence agencies, state and local governments, and commercial concerns in projects covering a wide range of training services. These services are described in more detail in the following sections.

**Well-Defined Management Practices**—Booz Allen has spent years refining our management practices with the goal of developing a quality product that meets or exceeds client expectations, delivered on time and within budget. Our efforts have not gone without reward: a majority of our business is follow-on tasks for existing clients, proving that Booz Allen delivers what we promise and achieves superior customer satisfaction. Our management approach is to provide a single point of responsibility, the task manager, with the charter of delivering the final product. That is not to say that the manager works alone but rather that the manager has the full complement of Booz Allen resources available to assemble the right team to deliver the right results. Attention is paid to quality at Booz Allen, with defined standards and processes used throughout the firm.

## **Booz Allen Training Service Offerings**

Booz Allen offers the full range of course development and testing administration services needed by government agencies to improve agency mission performance and support federal clients' goals now and in the future. Our services span the full Training lifecycle represented by Special Item Number (SIN) 27-500.

### **SIN 27-500 Course Development; Test Administration**

Booz Allen Hamilton's approach to course development begins with the Instructional System Design (ISD) process with a front-end analysis that provides a comprehensive evaluation of the client's training needs. We determine the learning objectives for which training strategies and methods are developed.

Booz Allen Hamilton develops engineering simulations, models, and databases for a wide range of training applications. We manage, maintain, and provide systems engineering and integration support which includes state-of-the-art modeling and simulation facilities. We integrate innovative visualization technologies with simulation sites worldwide. Services include data modeling/analysis services; system dynamics simulations; models/database development and application; object-oriented design; satellite simulation/analysis and wireless communications simulation/analysis. Booz Allen has domain expertise in the development of Learning Management Systems and in the use of Service Oriented Architectures to integrate training Enterprise Architectures

Booz Allen provides this service across the classified spectrum (e.g., Unclassified through TS/SCI/ISSA)

## **Terms and Conditions**

The terms and conditions of Booz Allen Hamilton's Training Aids & Devices contract are current through Refresh 4 to Solicitation Number 2FYA-AR-060001-B. An electronic version of the Training Aids & Devices solicitation may be found at FedBizOpps by following this link:

<http://www.fbo.gov/spg/GSA/FSS/2FY/2FYA%2DAR%2D060001%2DB/listing.html>

## Appendix A

### Booz Allen Contractor Site Labor Rates—SIN: 27-500 Course Development and Test Administration

<b>Training Aids and Devices Labor Categories</b>	12/07/05–12/06/06	12/07/06–12/06/07	12/07/07–12/06/08	12/07/08–12/06/09	12/07/09–12/06/10
Senior Program Manager	\$196.00	\$199.00	\$207.00	\$214.00	\$221.00
Junior Program Manager	\$164.00	\$170.00	\$176.00	\$182.00	\$188.00
Instructional Systems Designer—III	\$134.00	\$138.00	\$143.00	\$148.00	\$153.00
Instructional Systems Designer—II	\$99.00	\$102.00	\$106.00	\$109.00	\$113.00
Instructional Systems Designer—I	\$77.00	\$79.00	\$82.00	\$85.00	\$88.00
Programmer/Multimedia Developer—III	\$134.00	\$138.00	\$143.00	\$148.00	\$153.00
Programmer/Multimedia Developer—II	\$99.00	\$102.00	\$106.00	\$109.00	\$113.00
Programmer/Multimedia Developer—I	\$77.00	\$79.00	\$82.00	\$85.00	\$88.00
Graphics Artist—III	\$115.00	\$119.00	\$123.00	\$127.00	\$132.00
Graphics Artist—II	\$92.00	\$95.00	\$99.00	\$102.00	\$106.00
Graphics Artist—I	\$77.00	\$79.00	\$82.00	\$85.00	\$88.00
Quality Assurance Specialist—III	\$126.00	\$130.00	\$135.00	\$139.00	\$144.00
Quality Assurance Specialist—II	\$92.00	\$95.00	\$99.00	\$102.00	\$106.00
Quality Assurance Specialist—I	\$68.00	\$70.00	\$72.00	\$75.00	\$77.00
Content Subject Matter Expert/Instructor—III	\$182.00	\$188.00	\$194.00	\$202.00	\$209.00
Content Subject Matter Expert/Instructor—II	\$134.00	\$138.00	\$143.00	\$148.00	\$153.00
Content Subject Matter Expert/Instructor—I	\$100.00	\$104.00	\$107.00	\$111.00	\$115.00
Training Software Architect—III	\$171.00	\$177.00	\$183.00	\$189.00	\$196.00
Training Software Architect—II	\$129.00	\$134.00	\$139.00	\$143.00	\$148.00
Training Software Architect—I	\$91.00	\$94.00	\$97.00	\$101.00	\$104.00
Training Data Engineer—III	\$136.00	\$141.00	\$146.00	\$151.00	\$156.00
Training Data Engineer—II	\$97.00	\$100.00	\$104.00	\$107.00	\$111.00
Training Data Engineer—I	\$71.00	\$74.00	\$76.00	\$79.00	\$82.00
Administrative/Clerical	\$67.00	\$69.00	\$71.00	\$74.00	\$76.00

## Appendix B

### Booz Allen Government Site Labor Rates—SIN: 27-500 Course Development and Test Administration

<b>Training Aids and Devices Labor Categories</b>	12/07/05–12/06/06	12/07/06–12/06/07	12/07/07–12/06/08	12/07/08–12/06/09	12/07/09–12/06/10
Senior Program Manager	\$145.00	\$149.00	\$155.00	\$160.00	\$165.00
Junior Program Manager	\$124.00	\$128.00	\$132.00	\$137.00	\$141.00
Instructional Systems Designer—III	\$104.00	\$107.00	\$111.00	\$115.00	\$119.00
Instructional Systems Designer—II	\$76.00	\$79.00	\$82.00	\$84.00	\$87.00
Instructional Systems Designer—I	\$63.00	\$65.00	\$68.00	\$ 70.00	\$73.00
Programmer/Multimedia Developer—III	\$104.00	\$107.00	\$111.00	\$115.00	\$119.00
Programmer/Multimedia Developer—II	\$76.00	\$79.00	\$82.00	\$84.00	\$87.00
Programmer/Multimedia Developer—I	\$63.00	\$65.00	\$68.00	\$70.00	\$73.00
Graphics Artist—III	\$89.00	\$92.00	\$96.00	\$99.00	\$102.00
Graphics Artist—II	\$72.00	\$75.00	\$77.00	\$80.00	\$82.00
Graphics Artist—I	\$63.00	\$65.00	\$68.00	\$70.00	\$73.00
Quality Assurance Specialist—III	\$98.00	\$101.00	\$105.00	\$108.00	\$112.00
Quality Assurance Specialist—II	\$72.00	\$75.00	\$77.00	\$80.00	\$82.00
Quality Assurance Specialist—I	\$57.00	\$59.00	\$61.00	\$63.00	\$65.00
Content Subject Matter Expert/Instructor—III	\$136.00	\$140.00	\$145.00	\$150.00	\$155.00
Content Subject Matter Expert/Instructor—II	\$104.00	\$107.00	\$111.00	\$115.00	\$119.00
Content Subject Matter Expert/Instructor—I	\$78.00	\$80.00	\$83.00	\$86.00	\$89.00
Training Software Architect—III	\$128.00	\$133.00	\$137.00	\$142.00	\$147.00
Training Software Architect—II	\$101.00	\$104.00	\$108.00	\$112.00	\$115.00
Training Software Architect—I	\$71.00	\$74.00	\$76.00	\$79.00	\$82.00
Training Data Engineer—III	\$105.00	\$109.00	\$113.00	\$117.00	\$121.00
Training Data Engineer—II	\$75.00	\$77.00	\$80.00	\$83.00	\$86.00
Training Data Engineer—I	\$60.00	\$62.00	\$64.00	\$67.00	\$69.00
Administrative/Clerical	\$49.00	\$51.00	\$53.00	\$ 55.00	\$56.00

Government site labor rates are provided based upon the assumption that the Government provides suitable office facilities and related equipment (e.g., telephone, copier, parking, furniture, desktop computer, and other standard equipment and office supplies) for a period of no less than ninety (90) continuous calendar days at a Government site. Booz Allen’s Government site labor rates are offered as long as these, or similar facilities are provided on a continuing basis throughout the task period. Use of the government site labor rates requires sufficient tasking to perform assignments on a full-time basis at these work sites. If this assumption is not met, then contractor site rates apply.

## **Appendix C: Labor Category Descriptions**

Each Training labor category is defined with regard to education, general experience, specialized experience requirements and duties. Training and certification requirements for a labor category are identified in the specialized experience description. The duties normally performed by a person assigned to a labor category position are defined.

Booz Allen recognizes that successful performance depends on having the right skills and experience. These skills and experience, in turn, are acquired through the proper mix of education and professional experience. Increasingly, we find that the skills needed to support advanced technology efforts, and to meet today's problems and tomorrow's challenges, are not always supported by a traditional education and work experience combination.

**Senior Program Manager:** Responsible for the oversight and management aspects of training development, including project budgets, delivery schedules, staff management, deliverables, etc.  
**Experience:** 10–15 years

**Program Manager:** Responsible for the oversight and management aspects of training development, including project budgets, delivery schedules, staff management, deliverables, etc.  
**Experience:** 4–9 years

**Instructional Systems Designer III:** Conducts training analysis, designs and develops training curricula, designs and develop multimedia/web storyboards and training, and measures and evaluates effectiveness of training.  
**Experience:** 10–15 years

**Instructional Systems Designer II:** Conducts training analysis, designs and develops training curricula, designs and develop multimedia/web story boards and training, and measures and evaluates effectiveness of training.  
**Experience:** 4–9 years

**Instructional Systems Designer I:** Conducts training analysis, designs and develops training curricula, designs and develop multimedia/web storyboards and training, and measures and evaluates effectiveness of training.  
**Experience:** 1–3 years

**Multimedia Developer III:** Provides programming and multimedia support for training projects, including authoring content in various authoring languages.  
**Experience:** 10–15 years

**Multimedia Developer II:** Provides programming and multimedia support for training projects, including authoring content in various authoring languages.  
**Experience:** 4–9 years

**Multimedia Developer I:** Provides programming and multimedia support for training projects, including authoring content in various authoring languages.

**Experience:** 1–3 years

**Multimedia Graphic Artist III:** Designs and produces graphics in support of training development projects. Provides technical knowledge and expertise on computer graphics, digital photography, videography, Flash animations, etc.

**Experience:** 10–15 years

**Multimedia Graphic Artist II:** Designs and produces graphics in support of training development projects. Provides technical knowledge and expertise on computer graphics, digital photography, videography, Flash animations, etc.

**Experience:** 4–9 years

**Multimedia Graphic Artist I:** Designs and produces graphics in support of training development projects. Provides technical knowledge and expertise on computer graphics, digital photography, videography, Flash animations, etc.

**Experience:** 1–3 years

**Training Quality Assurance Specialist III:** Performs quality assurance reviews of all the types of training products, including instructional material, storyboards, multimedia products, etc.

**Experience:** 10–15 years

**Training Quality Assurance Specialist II:** Performs quality assurance reviews of all the types of training products, including instructional material, storyboards, multimedia products, etc.

**Experience:** 4–9 years

**Training Quality Assurance Specialist I:** Performs quality assurance reviews of all the types of training products, including instructional material, storyboards, multimedia products, etc.

**Experience:** 1–3 years

**Content Subject Matter Expert/Instructor III:** Provides subject matter expertise support to all types of training development projects, including content review and feedback to development staff, as well as delivery of the training.

**Experience:** 10–15 years

**Content Subject Matter Expert/Instructor II:** Provides subject matter expertise support to all types of training development projects, including content review and feedback to development staff, as well as delivery of the training.

**Experience:** 4–9 years

**Training Software Architect III:** Provides subject matter expertise to support all types of training development projects, including systems design, selection, development, integration, and support.

**Experience:** 7–10 years

**Training Software Architect II:** Provides subject matter expertise to support all types of training development projects, including systems design, selection, development, integration, and support.

**Experience:** 4–6 years

**Training Software Architect I:** Provides subject matter expertise to support all types of training development projects, including systems design, selection, development, integration, and support.

**Experience:** 1–3 years

**Training Data Engineer III:** Provides subject matter expertise and data engineering to support all types of training development projects, including systems design, selection, development, integration, and support.

**Experience:** 7–10 years

**Training Data Engineer II:** Provides subject matter expertise and data engineering to support all types of training development projects, including systems design, selection, development, integration, and support.

**Experience:** 4–6 years

**Training Data Engineer I:** Provides subject matter expertise and data engineering to support all types of training development projects, including systems design, selection, development, integration, and support.

**Experience:** 1–3 years

**Administrative/Clerical I:** Provides general-purpose administrative and clerical support for project tasks. May include secretarial, word processing, graphics, desktop publishing, editing, and coordination.

**Experience:** 1–5 years