



DEPARTMENT OF MANAGEMENT
SERVICES

Governor Charlie Crist
Secretary Linda H. South

Office of the Secretary
4050 Esplanade Way
Tallahassee, Florida 32399-0950

850.488.2786: TEL
850.922.6149: FAX
<http://dms.myflorida.com>

June 28, 2007

MEMORANDUM NO: (908-660-07-1) -4

TO: User Agencies

FROM: Director, State Purchasing

SUBJECT: Contract No. 908-660-07-1

Title: [Training for Public Purchasing Professionals](#)

The following change has been made to the subject contract:

- **ESI International, Inc. through a request from the Department of Management Services, Purchasing Division and has accepted the addition of the following courses under the authority of the ITN, Section 3.4.2 Additional Services and Section 5.2 Addition and Deletion of Courses - Effective Date of Service: June 28, 2007 through June 27, 2012. Effective Courses:**

- **Project Management**
 1. Managing Projects - 3 Days \$810.00 per student
 2. Project Leadership, Management and Communications - 3 Days \$810.00 per student
 3. Quality for Project Managers - 3 Days \$810.00 per student
 4. Scheduling and Cost Controls - 4 Days \$950.00 per student
 5. Risk Management - 4 days \$950.00 per student
 6. Contract Management Principles and Practices - 3 Days \$810.00 per student

- **IT Project Management Courses**
 7. Managing IT Projects* - 3 Days \$810.00 per student
 8. IT Risk Management - 3 Days \$810.00 per student
 9. Network and Telecom Principles for Project Managers - 3 Days \$810.00 per student
 10. Software Testing for Better Project Management - 3 Days \$810.00 per student
 11. Systems Integration Project Management - 3 Days \$810.00 per student

- **Project Management Elective Courses**
- **Electives**
 - 12. Business Process Analysis, Innovation and Redesign - 4 Days \$950.00 per student
 - 13. Establishing the Project Management Office - 2 Days \$750.00 per student
 - 14. Financial Management for Project and Contract Managers - 3 Days \$810.00 per student
 - 15. Making Effective Presentations: Fundamentals - 2 Days \$750.00 per student
 - 16. Negotiation Skills for Project Managers - 3 Days \$810.00 per student
 - 17. Vendor Selection: A Collaborative Approach - 3 Days \$810.00 per student
 - 18. Writing Statements of Work: The Heart of Any Contract - 3 Days \$810.00 per student

- **Courses for the Experienced Project Managers**
- **Courses**
- **Advanced Knowledge**
 - 19. Leading Complex Projects - 3 Days \$810.00 per student
 - 20. Managing Global Projects - 3 Days \$810.00 per student
 - 21. Rapid Assessment and Recovery of Troubled Projects - 3 Days \$810.00 per student
 - 22. Requirements Management: A Key to Project Success - 3 Days \$810.00 per student
 - 23. Unlocking the Power of Earned Value Management - 2 Days \$750.00 per student

- **Contract Management**
- **Government Contracting**
 - 24. Federal Contracting Basics - 5 Days \$1,110.00 per student
 - 25. Contract Pricing - 5 Days \$1,110.00 per student
 - 26. Source Selection: The Best-Value Process - 5 Days \$1,110.00 per student
 - 27. Operating Practices in Contract Administration - 5 Days \$1,110.00 per student

- **Specialized Contracting Courses**
- **Courses**
 - 28. Administration of Commercial Contracts - 3 Days \$810.00 per student
 - 29. Advanced Contract Administration - 4 Days \$950.00 per student
 - 30. Advanced Procurement Issues Workshop - 2 Days \$750.00 per student
 - 31. Advanced Source Selection - 4 Days \$950.00 per student
 - 32. Applied Earned Value Management - 3 Days \$810.00 per student
 - 33. Business Law and the UCC: Principles and Practices - 3 Days \$810.00 per student
 - 34. Competitive Sourcing: Implementing OMB Circular A-76 - 2 Days \$750.00 per student
 - 35. Construction Contracting - 5 Days \$1,110.00 per student
 - 36. Contract Closeout - 2 Days \$750.00 per student
 - 37. Contract Disputes and Terminations - 2 Days \$750.00 per student
 - 38. Contract Purchasing System Review (CPSR): Understanding and Successfully Managing the Process - 2 Days \$750.00 per student
 - 39. Cost Estimating - 2 Days \$750.00 per student
 - 40. COTR Management of IT Service Contracts - 3 Days \$810.00 per student
 - 41. COTR Training Program - 5 Days \$1,110.00 per student
 - 42. Design-Build Contracting - 2 Days \$750.00 per student
 - 43. Earned Value Management Fundamentals (BCF 102) - 5 Days \$1,110.00 per student
 - 44. FAR Part 15: The New FAR Part 15 Rules, Policies and Procedures - 2 Days \$750.00 per student
 - 45. Federal Appropriations Law - 4 Days \$950.00 per student
 - 46. Federal Supply Schedule Contracting - 2 Days \$750.00 per student
 - 47. Government Contract Audits - 2 Days \$750.00 per student
 - 48. Government Cost Accounting - 2 Days \$750.00 per student
 - 49. GWACs, IDIQ Contracts and Schedules: Selling and Buying under Established Contracts - 2 Days \$750.00 per student

- 50. Incentive Contracts - 2 Days \$750.00 per student
- 51. International Contracting - 4 Days \$950.00 per student
- 52. IT Contracting - 2 Days \$750.00 per student
- 53. Making Effective Presentations: Fundamentals - 2 Days \$750.00 per student
- 54. Managing Outsourcing Contracts - 3 Days \$810.00 per student
- 55. Managing Performance-Based Service Awards - 3 Days \$810.00 per student
- 56. Managing Cost-Reimbursement Contracts - 4 Days \$950.00 per student
- 57. Market Research and Commercial Item Acquisition - 2 Days \$750.00 per student
- 58. Overview of Government Contracting - 2 Days \$750.00 per student
- 59. Patents, Technical Data and Computer Software - 3 Days \$810.00 per student
- 60. Performance-Based Acquisition: Preparing Work Statements - 3 Days \$810.00 per student
- 61. Project Management for Contracting Professionals - 4 Days \$950.00 per student
- 62. Simplified Acquisition - 3 Days \$810.00 per student
- 63. Subcontract Management - 3 Days \$810.00 per student
- 64. Task Order Contracting - 2 Days \$750.00 per student
- 65. Understanding the Cost Accounting Standards - 2 Days \$750.00 per student

- **Sourcing Management Core Courses**

- **Core Courses**

- 66. Administration of Commercial Contracts - 3 Days \$810.00 per student
- 67. Contract Management Principles and Practices* - 3 Days \$810.00 per student
- 68. Financial Management for Project and Contract Managers - 3 Days \$810.00 per student
- 69. Managing Outsourcing Contracts - 3 Days \$810.00 per student
- 70. Managing Projects* - 3 Days \$810.00 per student
- 71. Requirements Management: A Key to Project Success - 3 Days \$810.00 per student
- 72. Vendor Selection: A Collaborative Approach - 3 Days \$810.00 per student

- **Sourcing Management Core Courses**

- **Elective Courses**

- 73. Managing Global Projects - 3 Days \$810.00 per student
- 74. Negotiation Skills for Project Managers - 3 Days \$810.00 per student
- 75. Project Leadership, Management and Communications - 4 Days \$950.00 per student
- 76. Risk Management in the Sourcing Environment - 2 Days \$750.00 per student
- 77. Writing Statements of Work: The Heart of Any Contract - 3 Days \$810.00 per student

All 2 Day Courses = \$750.00

All 3 Day Courses = \$810.00

All 4 Day Courses = \$950.00

All 5 Day Courses = \$1,110.00

Classes pertaining to Project Management courses of approximately 10-20 participants;
other classes of approximately 20-30 participants