



SOUTHERN CALIFORNIA SAFETY INSTITUTE (SCSI)

SCHEDULE 874 PRICE LIST

GSA CONTRACT NUMBER GS-02F-0006P

Modification: PS0005

2 October 2003 through 1 October 2013

**Southern California Safety Institute
24325 Crenshaw Blvd. #226
Torrance, CA 90505-5016**

**Tel: 800 545-3766 (US and Canada) or
310 517-8844**

FAX: 310 540-0532

Website: www.scsi-inc.com

SOUTHERN CALIFORNIA SAFETY INSTITUTE (SCSI) OVERVIEW:

Now in its third decade, SCSI (Southern California Safety Institute) is an established center of excellence in aviation safety training, specializing in Accident Investigation training and Safety Management Systems. Over the years, we have trained over 10,000 individuals from government and civil organizations around the world, including the United States military, the FAA, the NTSB, and a host of commercial airline operations. With expert faculty; our own accident crash laboratory complete with fixed wing, gas turbine and helicopter wreckage; and distance learning courses, we are able to offer students a comprehensive learning experience available nowhere else. We strive to ensure that every student of our courses understands not only the basics of safety but also how to become the standard by which others are measured.

CONTACT INFORMATION:

CORPORATE ADDRESS:

Southern California Safety Institute
24325 Crenshaw Blvd. #226
Torrance, CA 90505-5016

Tel: 800 545-3766 (US and Canada only)
310 517-8844

FAX: 310 540-0532

Website: www.scsi-inc.com

GSA Primary Contact:

Marlene Foulk, Director of Administration
800 545-3766 or 310 517-8844 extension 102
e-mail: marlene.foulk@scsi-inc.com

Aircraft Accident Investigation and Military Courses:

Geoffrey K. Henry, Manager
800 545-3766 or 310 517-8844 extension 114
e-mail: geoff.henry@scsi-inc.com

Other Contacts:

Christine Schmitz, Acting President, SCSI
e-mail: christine.schmitz@scsi-inc.com

Jeffrey Gardiner, Chief Operating Officer, SCSI
e-mail: jeff.gardiner@scsi-inc.com

CONTRACT TERMS: GS02F0006P

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create and electronic delivery order are available through GSA Advantage™, a menu-driven database system. The internet address for GSA Advantage™ is: <http://www.gsaadvantage.com/>

Schedule: 874 [MISSION ORIENTED BUSINESS INTEGRATED SERVICES \(MOBIS\)](#) - NOTE: Schedule 69, TRAINING AIDS & DEVICES INSTRUCTOR-LED TRAINING; COURSE DEVELOPMENT; TEST ADMINISTRATION has been incorporated in SINS 4,5,8&9

Contract Number: GS-02F0006P
Modification: A087

Contract period: 2 October 2003 through 1 October 2013

Contractor: SOUTHERN CALIFORNIA SAFETY INSTITUTE
24325 Crenshaw Blvd, #226
TORRANCE, CA 90505-5016

Telephone: 800-545-3766 (US & Canada only)
310-517-8844
FAX: 310-540-0532

Website: www.scsi-inc.com

Business size: Small Business, Women-Owned

Service Offerings: Awarded Special Item Numbers (SIN): [MISSION ORIENTED BUSINESS INTEGRATED SERVICES \(MOBIS\)](#) - NOTE: Schedule 69, TRAINING AIDS & DEVICES INSTRUCTOR-LED TRAINING; COURSE DEVELOPMENT; TEST ADMINISTRATION has been incorporated in SINS 4,5,8&9

SIN Number	SIN Title and description
874-4	Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration - Proposed courses shall be commercially-available off-the-shelf training and/or educational courses that are delivered via an Instructor-led (i.e. traditional classroom setting or conference/seminar) and/or web-based (i.e. Internet/Intranet, software packages and computer applications) system. Courses shall have a defined course title, length of time (i.e. hours, days, semesters, etc.), description of material to be taught (i.e. syllabi, table of contents, etc.), and whether materials are included (i.e. books, pamphlets, software, etc.). Support materials not included may be offered on SIN 874-

	<p>5. Proposed professional services shall be in support of planning, creating, and/or executing test administration, learning management, customized subject matter specific training and/or educational courses that are delivered via an instructor-led (i.e. traditional classroom setting or conference/seminar) and/or web-based (i.e. Internet/Intranet, software packages and computer applications) system. At minimum, proposed professional services in support of planning, creating, and/or executing a customized course(s) shall include labor categories (i.e. Subject Matter Experts (SMEs), Program Managers, Project Managers, Research Assistant, Technical Specialist, etc.), subject matter(s), and methodology(ies) to be used.</p>
874-5	<p>Ancillary Supplies and/or Services - Ancillary supplies and/or services are support supplies and/or services which are not within the scope of any other SIN on this schedule. These supplies and/or services are necessary to compliment a contractor's offerings to provide a solution to a customer requirement. This SIN may be used for orders and blanket purchase agreements that involve work or a project that is solely associated with the supplies and/or services purchased under this schedule. This SIN EXCLUDES purchases that are exclusively for supplies and/or services already available under another schedule.</p>
874-9	<p>Off-the-Shelf and Customizable Print, Audio, and Visual Instructional Training Devices - Off-the-Shelf Training Devices: Proposed training devices shall be commercially-available off-the-shelf training devices available as stand alone or ancillary to other services being offered on this schedule. They can include software programs, teaching machines and devices, simulators such as driving simulators, flight simulators, etc., prepared printed instructional material, medical models and simulators, prepared audio and visual instruction material and multimedia program kits.</p>

1. Maximum order: \$1,000,000.00

2. Minimum Order: \$100.00

3. Geographic coverage: Domestic and Overseas

4. Points of Production: Torrance, CA, USA

5. Prices: Items as annotated on Southern California Safety Institute's current Commercial Price List dated April 1, 2008. See attached price list. GSA discounts and prices from SCSI's Commercial Price List are noted below on SCSI's GSA price list but are also explained as follows:

6. Quantity Discounts: For individual student enrollments, GSA is offered discounts of 6% for 1-2 students, 16% for 3-5 students and 21% for 6 or more students and at all times and all quantities are equal to or better than those offered commercial customers. For Distance Learning courses, GSA is offered discounts of 1% for 1-2 students, 2% for 3-5 students and 2% for 6 or more students and at all times all quantities are equal to or better than those offered commercial customers. For ordering an entire course with space for up to 30 enrollments at a client-selected location, discounts range from 6% for 1 course, 11% for 2-5 courses and 16% for 6 courses and above and at all times and all quantities are better than those offered commercial customers. For Maintenance Resource Management (MRM) courses, GSA is offered discounts of 0% for 1-2 courses, 11% for 3-5 courses, and 16% for 6 courses and above and at all times and all quantities are at least as good (1-2 courses) or better (more than 2 courses) than those offered commercial customers. Discounts offered to the government are inclusive of the .75% Industrial Funding Fee. See Price List.

6a. Additional Discounts: Dollar Volume Discounts: SCSI will offer a 3% additional dollar volume discount from the already discounted GSA price orders of \$100,000.00-\$350,000.00 within a 12 month period. Discount begins when required volume is reached and ends within one year of customer's first order within that 12 month period. SCSI will offer an additional 3% dollar volume discount from the previous volume discounted GSA price for orders that exceed \$350,001 with same terms applying.

7. Prompt Payment Terms: Net 30

8. Government Purchase Cards are accepted Below the Micro-purchase threshold: YES

9. Government purchase Cards are above the micro purchase threshold: YES

10. Foreign Items: None

11. Time of Delivery: Individual tuition-please see published schedule at www.scsi-inc.com; contracted course- 7-30 days after order depending upon shipping or specified in task order.

12. Expedited Delivery: Contact Contractor

13. Overnight and 2-day Delivery: Contact Contractor

14. Urgent Requirements: Contact the SCSI representative at marlene.foulk@scsi-inc.com

15. F.O.B Point: Destination

16. Ordering Address: SOUTHERN CALIFORNIA SAFETY INSTITUTE
24325 Crenshaw Blvd, #226
TORRANCE, CA 90505-5016

17. Ordering Procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) and a sample BPA can be found at the GSA/FSS Schedule homepage (www.fss.gsa.gov/schedules)

- 18. Payment Address:** SOUTHERN CALIFORNIA SAFETY INSTITUTE
24325 Crenshaw Blvd, #226
Torrance, CA 90505-5016
- 19. Warranty Provisions:** Contractor's Standard Commercial Warranty
- 20. Export Packing Charges:** Not Applicable
- 21. Terms and Conditions of Government Purchase Card Acceptance (any Thresholds Above the Micro-purchase level). YES:** SCSI accepts Government purchase cards for any purchase under this contract.
- 22. Terms and Conditions of Rental, Maintenance and Repair:** Not applicable
- 23. Terms and Conditions of Installation:** Not applicable
- 24. Terms and Conditions of Repair Parts:** Not applicable
- 25. Terms and Conditions for any Other Services:** Not applicable
- 26. List of Service and Distribution Points:** Not applicable
- 27. Participating Dealers:** None
- 28. Preventive Maintenance:** Not Applicable
- 29. Section 508 Compliance:** Services provided under this contract will be in compliance with the Americans with Disabilities Act (ADA) by adhering to the accessibility checklist specified in Section 508
- 30. Data Universal Number System (DUNS) number:** 361902943
- 31. Central Contractor Registration (CCR) database:** SCSI is registered in the CCR database.
CAGE Code-0XBR6
- 32. Contractor is registered in the Central Contractor Registration (CCR) Database**

PRICING NOTES:

1. Prices provided for individual open enrollment traditional instructor led classroom courses held at contractor's location are for tuition only, which includes instructional material, certificate of completion and in class refreshments. Prices do not include lodging, per diem, ground transportation or air travel for individual.
2. Prices provided for contract courses held at customer's location is for tuition only. Instructor's air travel, per diem, lodging, ground transportation and shipping of materials are separate and added costs. This will be negotiated at the task order level.
3. Prices for all training include all course materials and certificate of completion.
4. Prices for Distance Learning Courses include shipping of student materials and certificate of completion.

SCSI GSA PRICE LIST APPROVED-CONTRACT #GS02F0006P 25 Nov 2008 Schedule 874			
TABLE 1: OPEN ENROLLMENT TRADITIONAL INSTRUCTOR LED CLASSROOM COURSES: SIN 874-4			
	GSA Price 1- 2 Enrollments 6% Discount Each Tuition	GSA Price 3-5 Enrollments 16% Discount Each Tuition	GSA Price 6 or more Enrollments 21% Discount Each Tuition
AIRCRAFT ACCIDENT INVESTIGATION COURSES			
Aircraft Accident Investigation (AAI) (Two Week Course)	\$2,890.50	\$2,583.00	\$2,429.25
Air Traffic Control (ATCI) and Flight Data Analysis (FDA) (3 days)	\$1,696.70	\$1,516.20	\$1,425.95
All SCSI one week Investigation Courses	\$1,903.50	\$1,701.00	\$1,599.75
SAFETY MANAGEMENT SYSTEMS COURSES			
Safety Management Systems - Essentials (SMS-E)	\$987.00	\$882.00	\$829.50
Safety Management Systems - Workshop (SMS-W)	\$2,021.00	\$1,806.00	\$1,698.50
All Other one week Courses	\$1,903.50	\$1,701.00	\$1,599.75

TABLE 2: DISTANCE LEARNING COURSES: SIN 874-4

	GSA Price 1-2 Enrollments - 1% Discount	GSA Price 3-5 Enrollments - 2% Discount	GSA Price 6 or More Enrollments- 2% Discount
All Distance Learning Courses	\$990.00	\$980.00	\$980.00

**TABLE 3: CONTRACT COURSES (Tuition Fee Only) : SIN 874-4
NEW VARIABLE TUITION RATES TO ASSIST THOSE WITH SMALLER NUMBER OF STUDENTS**

	GSA Tuition for 1 Course (6% discount)	GSA Tuition per course when ordering 2 - 5 courses (11% discount)	GSA Tuition per course when ordering 6 or more courses (16% discount)
Any 3 day or one week Course except SMS-W			
Minimum tuition for 1-5 students in course	\$10,340.00	\$9,790.00	\$9,240.00
Variable Tuition			
6 students	\$11,256.50	\$10,657.75	\$10,059.00
7 students	\$13,113.00	\$12,415.50	\$11,718.00
8 students	\$14,969.50	\$14,173.25	\$13,377.00
9 students	\$16,826.00	\$15,931.00	\$15,036.00
10 students	\$18,682.50	\$17,688.75	\$16,695.00
11 students	\$20,539.00	\$19,446.50	\$18,354.00
Maximum Tuition for 12-30 students	\$21,150.00	\$20,025.00	\$18,900.00
Safety Management Systems-Workshop (SMS-W)			
Minimum tuition for 1-5 students in course	\$10,340.00	\$9,790.00	\$9,240.00
Variable Tuition			
6 students	\$11,256.50	\$10,657.75	\$10,059.00
7 students	\$13,113.00	\$12,415.50	\$11,718.00
8 students	\$14,969.50	\$14,173.25	\$13,377.00
9 students	\$16,826.00	\$15,931.00	\$15,036.00
10 students	\$18,682.50	\$17,688.75	\$16,695.00
11 students	\$20,539.00	\$19,446.50	\$18,354.00
Maximum Tuition for 12-30 students	\$23,500.00	\$22,250.00	\$21,000.00
Any SCSI two week course plus ITI			
Minimum tuition for 1-7 students in course	\$21,056.00	\$19,936.00	\$18,816.00
Variable Tuition			
8 students	\$23,852.50	\$22,583.75	\$21,315.00
9 students	\$26,649.00	\$25,231.50	\$23,814.00
10 students	\$28,599.50	\$27,078.25	\$25,557.00
11 students	\$32,242.00	\$30,527.00	\$28,812.00
12 students	\$35,038.50	\$33,174.75	\$31,311.00
13 students	\$37,835.00	\$35,822.50	\$33,810.00
14 students	\$40,631.50	\$38,470.25	\$36,309.00
Maximum Tuition for 15-30 students	\$47,000.00	\$44,500.00	\$42,000.00

**TABLE 4: MILITARY COURSES (Tuition Fee Only): SIN 874-4
NEW VARIABLE RATES TO ASSIST THOSE WITH SMALLER NUMBER OF
STUDENTS**

	GSA Tuition for 1 Course (6% discount)	GSA Tuition per course when ordering 2 - 5 courses (11% discount)	GSA Tuition per course when ordering 6 or more courses (16% discount)
UFSO (One Week Course)			
Minimum Tuition (1-5 students)	\$9,400.00	\$8,900.00	\$8,400.00
Variable Tuition			
6 students	\$11,256.50	\$10,657.75	\$10,059.00
7 students	\$13,113.00	\$12,415.50	\$11,718.00
8 students	\$14,969.50	\$14,173.25	\$13,377.00
9 students	\$16,826.00	\$15,931.00	\$15,036.00
10 students	\$18,682.50	\$17,688.75	\$16,695.00
11 students	\$20,539.00	\$19,446.50	\$18,354.00
Maximum Tuition (12-30 students)	\$21,150.00	\$20,025.00	\$18,900.00
AMIC (Two Week Course)			
Minimum Tuition (1-7 students)	\$21,056.00	\$19,936.00	\$18,816.00
Variable Tuition			
8 students	\$23,852.50	\$22,583.75	\$21,315.00
9 students	\$26,649.00	\$25,231.50	\$23,814.00
10 students	\$28,599.50	\$27,078.25	\$25,557.00
11 students	\$32,242.00	\$30,527.00	\$28,812.00
12 students	\$35,038.50	\$33,174.75	\$31,311.00
13 students	\$37,835.00	\$35,822.50	\$33,810.00
14 students	\$40,631.50	\$38,470.25	\$36,309.00
Maximum Tuition (15-30 students)	\$47,000.00	\$44,500.00	\$42,000.00
MINA, SSM, SSA and SMS-W Military			
Minimum Tuition (1-5 students)	\$18,950.40	\$17,942.40	\$16,934.40
Variable Tuition			
6 students	\$21,467.25	\$20,325.38	\$19,183.50
7 students	\$23,984.10	\$22,708.35	\$21,432.60
8 students	\$25,739.55	\$24,370.43	\$23,001.30
9 students	\$29,017.80	\$27,474.30	\$25,930.80
10 students	\$34,051.50	\$32,240.25	\$30,429.00
11 students	\$36,568.35	\$34,623.23	\$32,678.10
Maximum Tuition (12-30 students)	\$42,300.00	\$40,050.00	\$37,800.00

FSO (Four Week Course)			
Minimum Tuition (1-5 students)	\$42,112.00	\$39,872.00	\$37,632.00
Variable Tuition			
6 students	\$47,705.00	\$45,167.50	\$42,630.00
7 students	\$53,298.00	\$50,463.00	\$47,628.00
8 students	\$57,199.00	\$54,156.50	\$51,114.00
9 students	\$64,484.00	\$61,054.00	\$57,624.00
10 students	\$70,077.00	\$66,349.50	\$62,622.00
11 students	\$75,670.00	\$71,645.00	\$67,620.00
12 students	\$81,263.00	\$76,940.50	\$72,618.00
Maximum Tuition (12-30 students)	\$94,000.00	\$89,000.00	\$84,000.00
IFSO (Eight Week Course)			
Minimum Tuition (1-5 students)	\$84,224.00	\$79,744.00	\$75,264.00
Variable Tuition			
6 students	\$95,410.00	\$90,335.00	\$85,260.00
7 students	\$106,596.00	\$100,926.00	\$95,256.00
8 students	\$114,398.00	\$108,313.00	\$102,228.00
9 students	\$128,968.00	\$122,108.00	\$115,248.00
10 students	\$140,154.00	\$132,699.00	\$125,244.00
11 students	\$151,340.00	\$143,290.00	\$135,240.00
12 students	\$162,526.00	\$153,881.00	\$145,236.00
Maximum Tuition (12-30 students)	\$188,000.00	\$178,000.00	\$168,000.00
TABLE 5: MAINTENANCE RESOURCE MANAGEMENT (MRM) (Tuition Fee Only): SIN 874-4			
	GSA Tuition for 1-2 Courses (2% Discount)	GSA Tuition per course when ordering 3 - 5 courses (11% discount)	GSA Tuition per course when ordering 6 or more courses (16% discount)
Courses			
MRM – Initial 2-Day Course (1-16 Students)	\$4,473.99	\$4,063.12	\$3,834.85
MRM – Initial 2-Day Course (17-20 Students)	\$5,453.99	\$4,953.12	\$4,674.85
MRM – Initial 2-Day Course (21-25 Students)	\$5,943.99	\$5,398.12	\$5,094.85
MRM - Senior Managers Overview (1-50 Attendees; add \$15 each for over 50)	\$2,237.00	\$2,031.56	\$1,917.43
MRM – Practical Hands-On Event (one day course)	\$2,237.00	\$2,031.56	\$1,917.43
MRM – Practical Hands-On Event (half day course)	\$1,176.00	\$1,068.00	\$1,008.00
MRM – Recurrent Training (One Day Refresher Course)	\$2,237.00	\$2,031.56	\$1,917.43
MRM – Train-the-Trainer (1-10 students) (trainer course only)	\$2,237.00	\$2,031.56	\$1,917.43

Table 6. Other Services: SIN 874-4			
SPANISH TRANSLATION SERVICES	GSA Price - (2% Discount)		
Simultaneous in-classroom Spanish Translation of lectures.	\$2,587.20 per week plus travel expenses for translator		
Translation of course materials only into Spanish or other translation requests.	\$98.00 per hour		
Table 7. Instructional Printed Media: SIN 874-9			
Student Materials (bound) B&W	\$0.78 per page		
Student Materials (bound) Color-when available	\$0.196 per page		
Student Materials (unbound) (B&W)	\$0.049 per page		
Student Materials (unbound) (color when available)	\$0.147 per page		
Table 8. Instructional Audio Visual/Media Kit (Videos/CD-ROM): SIN 874-9			
Safety Recommendations (SCSI 01-03)	\$222.46 per copy		
Safety Recommendations with Examples (SCSI 02-03)	\$226.46 per copy		
Student CD-ROM (when available)	\$17.64 per copy		
Table 9. Course Development: SIN 874-5			
	GSA Price (2% Discount)		
All Test Administration Services			
Regularly Scheduled Open Enrollment Courses. Per Person Tested per test	\$196.00		
Distance Learning Courses. Per Person Tested per test	\$196.00		
Contract course upon request: Cost per course per test (includes design, development, and test prep, and administering the test, grading and reporting results for all students in the course)	\$980.00		