

- b. PM Skills Application [4 days] – This session begins by addressing questions and reinforcing the online training previously provided. Session is structured as a ‘practicum’ and enables trainees to apply all the knowledge attained through the previous instructor-led (Deliverable 2,3,4) and online (Deliverable 5) training. Case studies address PM basics and incorporate PM COP, online materials, and state process material.
- c. IT Project Management Training Review and ‘final’ certification test [.5 day] - Training review and certification test encompasses all knowledge and skills development work from Deliverables 2, 3, 4, 5, 6, and 7. A review guide for the test is prepared by the vendor for delivery to the students. The Vendor develops, conducts, and scores the test. The test is not scored on-site and test results will be communicated to agreed upon personnel.

8. Certification Test and PMKAP

The Vendor administers the PMKAP Pre-test as an in-class exercise to the students immediately following the introductory remarks on the first day of training. The Post-test is made available to students for them to take during the week following the end of the PM Practicum. The State of Ohio PM Certification Test will include all material covered as a result of Deliverables 2 through 7, above. The test incorporates: 1) PM principles and practices in all nine PM knowledge areas and all phases of the project life cycle, 2) the State of Ohio PM methodology, PM COP, 3) Microsoft Project material, 4) material delivered in the online training, 5) State of Ohio policy and processes related to State of Ohio Project Management—acquisition, planning and IT policy and standards, and 6) material covered in the skills application session delivered in Class II. Included in this deliverable is the preparation of State of Ohio Project Management Certification certificates, to be designed in coordination with the State. Certificates shall be delivered to the State within one week of successful exam completion.

Fee for Project Management Training and Certification

The following are PM College’s fees for onsite delivery of our courses. For courses, fees include all participant materials, associated texts, our instructor’s time both in preparation and in delivery of the course, post course reports provided and course completion certificates provided to the participants by PM College.

Deliverable	Total Fee Per session (up to 21 students)	Additional Students 22-25 (max)
Deliverable 1	No charge	
Deliverable 2* PME – 3 day, includes course materials	\$25,250	\$1,200 per student for next 4 (25 max)

Deliverable 3* MS Project – 1/2 day, includes course materials		
Deliverable 4* PM COP – 2 hours, includes course materials		
Deliverable 5 PM Professional Coach	\$ 4,200	\$200 per student for next 4 (25 max)
Deliverable 6** State Policy & Process Training – ½ day	\$4,100	\$200 per student for next 4 (25 max)
Deliverable 7** PM Practicum Course Delivery – 4 day	\$21,000	\$1,000 per student for next 4 (25 max)
Deliverable 8 Certification Test, PMKAP (includes pre & post test)	\$ 2,100	\$100 per student for next 4 (25 max)
Total	\$56,650 fixed fee per session (up to 21 students)	\$2,700 per student for next 4 (25 students max)

* Deliverables 2, 3, and 4 to be delivered within the same calendar week.

** Deliverables 6 and 7 to be delivered within the same calendar week

MASTER’S CERTIFICATE PROGRAM: The Master’s Certificate Program is comprised of 6 courses. This program is designed to provide project managers with all of the skills they need to effectively deploy a project, and to prepare them to sit for the PMI Project Management Professional (PMP) exam:

The Master’s Certificate is designed for:

- Those managing large complex projects
- Those preparing for the PMP exam

Those for whom project management is a key component of their career path

Master's Certificates denote high-level achievement in professional disciplines. PM College offers two Certificate programs to designate such achievement: The Master's Certificate in Project Management and the Associate Certification in Project Management. The following summarizes each program.

The PM College has created a Master's Certification program that gives you both the foundation and the broad understanding you need to manage projects and to help your company incorporate project management as a discipline. A Master's Certificate in Project Management can be earned by successfully completing a prescribed curriculum of six courses. A candidate for the Master's Certificate has two options for choosing a curriculum:

Select all six core courses for your curriculum

Select five of the six core courses and one of the three elective courses for your curriculum.

The Core and Elective Courses offered are as follows:

Core Courses

- Project Management Essentials (3 days)
- Project Cost and Schedule Management (3 days)
- Leadership in a Project Environment (3 days)
- Project Risk Management (3 days)
- Managing Multiple Projects (2 days)
- Project Management Practicum (4 days)

Elective Courses

- Contracting and Negotiations for Project Managers (2 days)

The courses do not have to be taken in a particular order. However, we require that Project Management Essentials be the initial course and Project Management Practicum, our capstone course, be the final course. The Project Management Master's Certificate is endorsed by The Heinz School of Carnegie Mellon University.

IT MASTER'S CERTIFICATE: The Heinz School of Carnegie Mellon University has also endorsed PM College's Project Management Master's Certificate Program. Recognizing the strategic role that project management increasingly plays in IT success, the partnership combines the schools' respective project management and IT expertise to yield an unparalleled project management curriculum for Global 2000 organizations.

Those individuals successfully completing all six courses can earn a Master's Certificate in Project Management Information Technology. This program is designed to provide IT project managers with the essential skills needed to effectively manage IT projects. Students who successfully complete the curriculum outlined below will be awarded a PM Information

Technology Master’s Certificate from both PM College and The Heinz School of Carnegie Mellon University.

Start with: ***Managing Technology Projects (3 days)***

Then take: ***Identifying and Managing IT Requirements (3 days)***

Then continue with the following courses in any order:

IT Project Cost & Schedule Management (3 days)

IT Risk Management (3 days)

Leadership in a Project Environment (3 days)

Then complete the certificate program with:

IT Project Practicum (4 days)

PRICE: See chart

The following are PM College’s fees for onsite delivery of our courses.

The per student fee includes all participant materials, associated texts, our instructor’s time both in preparation and in delivery of the course, post course reports provided and course completion certificates provided to the participants by PM College.

Class Length	Flat Rate Minimum Fee (up to 15 students)	Additional Students (16-25) Individual Cost	Flat Rate (25 students)
2 - day	\$11,800	\$ 720 per student	\$16,120 (Over Max \$900)
3 – day	\$14,700	\$ 900 per student	\$20,100 (Over Max \$1,125)
4 - day	\$18,050	\$1,110 per student	\$24,710 (Over Max \$1,385)

ADVANCED SPECIALTY PROGRAMS:

<u>Flight School (min 12- max 20 Students) (two instructors)</u>	\$3,200 plus \$1995 per student
<u>Intelligent Disobedience Course (2 instructors)</u>	
2 day Course – up to 15 students	\$14,000
- up to 25 students	\$18,000
<u>Complex IT Project Management Course NEW!</u>	
3 day Course – up to 15 students	\$15,400
- up to 25 students	\$19,400
<u>Managing Integration Projects Course NEW!</u>	
<u>Recovering Troubled Projects NEW!</u>	
2 day Course – up to 15 students	\$12,200
- up to 25 student	\$15,200

SOFTWARE LICENSING – Upon delivery and acceptance of any of PM Solutions’ and/or web-based to the State of Ohio or any department within the State of Ohio, PM Solutions’ transfers title and rights of the and/or web-based products and source code to the State of Ohio. The State of Ohio shall have the right to create, maintain and implement current copies of the *and/or web-based products* for back-up, operational and archival purposes. The State of Ohio shall also have the right to create and maintain copies of the Documentation for internal use.

MAINTENANCE BEYOND INITIAL 12 MONTHS – Not to exceed 10% of base price of product for years 2, 3 and beyond. Fees will be for user manual updates, source code updates, version updates, and upgrades to the software product.

WARRANTY – PM Solutions’ represents and warrants that its and/or web-based products shall perform on the computer(s) for which the and/or web-based products is intended in the manner described in the relevant and/or web-based products documentation. The and/or web-based products will be free of any material defects and PM Solutions will deliver relevant and complete and/or web-based products documentation, commentary, and source code. PM Solutions shall correct any failure of the And/or web-based products to perform in accordance with the and/or web-based products documentation. PM Solutions represents and warrants that the use of its and/or web-based products by the State of Ohio shall not infringe upon or violate any patent, copyright, trade secret or other right of any third party. The PM Solutions’ warranty on material defects is good for a period of up to 12 months after acceptance.

SERVICES

	Typical Standard Rate	Discounted Rate – Specialty Resource*	Discounted Rate – Local Resource	
Function				Functional Description
Program Director	\$ 225.00	\$210.00	\$180.00	This is a project management expert that has been in the industry for 20 plus years and has expertise in project management methodologies, process redesign and quality assurance. This individual is often brought in to plan major programs or oversee troubled projects.
Project Management Mentor / Professional Development Coach and Mentor	\$ 195.00	\$185.00	\$155.00	The Project Management Mentor is a project management expert that has been in the industry for 20 plus years and has expertise in project management methodologies, process redesign and quality assurance. This individual will have their PMP and will have extensive experience in coaching and mentoring other project managers
Program Manager	\$ 185.00	\$180.00	\$150.00	This is a project management specialist or mentor with over 15 years of industry expertise, a capability to manage or lead large and complex projects, effective leadership skills, and the ability to motivate project teams to bring a project in on-time and within budget.
Project Manager	\$ 175.00	\$170.00	\$140.00	This is a project management consultant who has broad experience in managing projects in a multitude of industries, has a keen understanding of the processes involved, and fully understands the project life cycle. Typically, this individual will have five to fifteen years of experience managing mid-size to large projects.
Quality Manager	\$165.00	\$160.00	\$130.00	A consultant responsible for ensuring overall quality of the product, with a focus on the test phases (from unit through integration, and user acceptance testing). Specific expertise may include developing test case procedures, test standards, issue logs and issue resolution techniques,

	Typical Standard Rate	Discounted Rate – Specialty Resource*	Discounted Rate – Local Resource	
Function				Functional Description
				status reporting, and release management processes.
Curriculum Developer / Course Customization	\$165.00	\$160.00	\$130.00	Our curriculum developers typically have a degree in Instructional Design, Industry Psychology, Organization Development or a related field required and are experts in Instructional Systems Development (ISD). They have previous experience designing instructor-led courses and PMI PMP certification or are scheduled to test for certification. They have solid experience and knowledge of PMI methodologies (specifically PMBOK) and related disciplines with 10 plus years industry experience.
Business Analyst	\$150.00	n/a	\$120.00	Business Analyst I – A management professional with information technology and product development experience in analyzing, defining and detailing business requirements for project initiatives. Specific expertise in the areas of developing cost/benefit analyses and providing work process and process improvement support to clients is required. Business Analyst I must possess strong communication skills and work well with large project teams. Five plus years experience in the Information technology arena required, in addition to a Bachelor’s degree in a business related field.
Project Controller / Planner II	\$ 140.00	n/a	\$115.00	A project management professional who has five to ten years’ experience in developing plans, schedules, cost estimates, and resource projections for large and complex projects. This individual can effectively control projects and provide status reports to executive management. This individual will typically possess experience with MS Project, Primavera, PlanView, and other leading software tools.

	Typical Standard Rate	Discounted Rate – Specialty Resource*	Discounted Rate – Local Resource	
Function				Functional Description
Planner I	\$ 130.00	n/a	\$105.00	A project management professional who has five plus years' experience using a project management tool and can effectively develop plans, schedules, cost estimates, and resource projections for large and complex projects. This individual will typically possess experience with MS Project, Primavera, PlanView, or other leading software tool.
Information Systems Principal	\$125.00	n/a	\$100.00	Information Systems Principal – An experienced Information System professional possessing the ability to provide input and perform project tasks in the areas of systems definition and development and integration engineering in support of information systems' projects. Applies technical expertise to solve problems and complete complex engineering and analysis tasks. Maintains individual task performance data, evaluates system design alternatives as required and provides reports to the Program Manager or Task Leader. An associates' degree in business, engineering or relevant technical discipline required. A Bachelor's degree may be substituted for all requirements

* Travel from outside of the region typically required and will be governed in accordance with Section 126-1-02 of the Ohio Administrative Code.

The State of Ohio will be eligible for an additional discount once our number of on-site associates exceeds 30.

These rates reflect our best commercially available rates since we have restructured effective July 2005.