

# Training Seminar Price List

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Offering Title	Offering Type	Price	Availability	Overview - Please Call for Additional Information
<b><i>Business Development Training With A Focus On Winning Complex, Competitive Opportunities:</i></b>				
The “Puzzle Pieces” Seminar - How To DO: Competitive Analysis, Price To Win (PTW) & Strategic Pricing	<b>Private</b> 1-day, 5-Segment Seminar	US\$10,000 or UK £7,500 + T&L expenses & travel time*, if any	10 working days	The “Puzzle Pieces” Seminar covers all 3 of the neglected Capture Process elements that, once mastered, will markedly improve win rates. For business developers, capture managers, solution developers, and bid pricing personnel. Includes 12 sets of hard & soft copy handouts, class problems and models. <b>Outside the NCR + \$1,000.</b>
How to DO Price To Win (PTW)	<b>Private</b> 1-day, 4-Segment Seminar	US\$7,500 or UK £4,995 + T&L expenses & travel time*, if any	10 working days	For business developers, capture managers, solution developers, and bid pricing personnel. Includes 12 sets of hard & soft copy handouts, class problems and models. <b>Outside NCR + \$1,000.</b>
	<b>Private</b> 2-day, 6-Segment Seminar	US\$12,500 + T&L expenses & travel time*, if any.		For business developers, capture managers, solutioners, and bid pricing personnel. Includes 12 sets of hard & soft copy handouts, extensive class problems and models. <b>Outside NCR + \$1,750.</b>
Strategic Bid Pricing	<b>Private</b> 4-hour Seminar	\$7,500 + T&L expenses & travel time*, if any.	10 working days	For capture, technical and pricing personnel, involved with bid preparation. Includes 12 sets of handouts. <b>*Outside NCR + \$1,000.</b>
How To DO Effective Black Hat Reviews	<b>Private</b> 4-hour Seminar	\$5,000 + T&L expenses & travel time*, if any.	10 working days	For executive management and capture personnel, involved with bid preparation. Includes 12 sets of handouts. <b>*Add \$750 if outside NCR.</b>
Proposal Creation: Best Practices Workshop	<b>Private</b> 1-day Seminar	\$7,500 + T&L expenses & travel time*, if any.	10 working days	For proposal developers & contributors responsible for pursuing major government acquisitions. Includes hard & soft copy handouts. <b>*Add \$1,000 if outside NCR.</b>
The Bidder’s Guide To Competitive Intelligence	<b>Private</b> 1-day Seminar	\$9,500 + T&L expenses & travel time*, if any.	10 working days	For team members responsible for pursuing major government acquisitions. Includes hard & soft copy handouts. <b>*Add \$1,000 if outside of the NCR.</b>
Positioning To Win: The 4 Cs of Capture	<b>Private</b> 1-day Seminar	From \$7,995 + T&L expenses & travel time*, if any - <b>NCR only</b>	10 working days	For team members responsible for pursuing major government acquisitions. Includes hard & soft copy handouts. <b>*Add \$2,000 if outside of the NCR.</b>
	<b>Private</b> 2-day Seminar	\$14,995 + T&L expenses, <b>NCR only</b>		For team members responsible for pursuing major government acquisitions. Includes workshops and in-depth class problems. Includes hard & soft copy handouts.

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