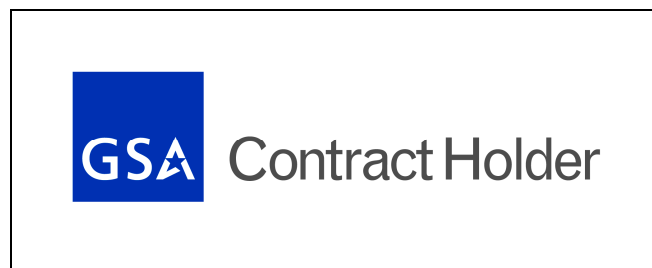


GSA CONTRACT INFORMATION PACKET



The Mathis Group, Inc.
Micah Mathis, PMP
106 Lakeview Woods
Eureka, MO 63025
GSA Schedule 874-4
GSA# GS-10F-0383M
CAGE 3C1N9
DUNS 007722098
EIN 43-1948379
1-800-773-8089
(636) 938-5292 voice/fax
micah@themathisgroup.com
www.themathisgroup.com
www.pmexpertlive.com

TABLE OF CONTENTS

GSA CONTRACT INFORMATION PACKET..... 1

TABLE OF CONTENTS 2

ABOUT THE MATHIS GROUP 3

CAPABILITY STATEMENT..... 4

GSA VS. COMMERCIAL PRICING..... 5

GSA COURSE OVERVIEWS 6

CONTACT INFORMATION 19

ABOUT THE MATHIS GROUP

The Mathis Group has been providing superior training and seminars for over 14 years. We are a Project Management Institute (PMI®) Registered Global Educational Provider (R.E.P.). We are committed to enhancing the ongoing education of project management stakeholders through appropriate project management and professional development learning activities and products.

As a Global Education Provider with PMI®, we have over 30 courses which provide Professional Development Units (PDUs) for individuals who are seeking to earn and/or maintain their PMI® Project Management Professional (PMP®) certification. All of these courses are customizable to specific organizations and training needs.

The Mathis Group also has a GSA contract with the federal government and has conducted project management training for numerous agencies such as FCC, Consumer Products Safety Commission, NIMA, as well as non-government organizations such as PPL Corporation, and Centex Homes. We presently have a multi-year contract with the state of Missouri to provide a 90-hour project management course which aligns with the State of Missouri certification.

Each course taken by The Mathis Group will be high in content, activity driven, participant interaction and fun. All participants will leave with course materials and numerous ideas for driving their projects forward in a faster, more precise manner.

The Mathis Group has extensive experience and success in both the Project Management and Organizational Behavior field. Our education, credentials, references, and experience all vouch for our high level of corporate experience, qualifications, and past performance, as you will see in the evidence below.

CAPABILITY STATEMENT

Since 1993, The Mathis Group has been helping organizations change worker productivity and behavior.

The Mathis Group Mission: The Mathis Group provides quality, customized training and consulting services that inspire, educate, and equip companies to be better tomorrow than they are today.

Company Mandate: The Mathis Group will provide high training and consulting that will impact the organization and individual while maintaining an outstanding reputation for success and integrity.

Values Statement: Every person has worth and should be treated with respect.

Professional Association

- **Project Management Institute** – Registered Global Education Provider (32 Courses)
- **Project Management Institute** – Project Management Professional Certification

GSA VS. COMMERCIAL PRICING

GSA Pricing

Service	Price
1-Day Customized Seminar	\$3,675.00
2-Day Customized Seminar Consecutive Days	\$6,475.00
3-Day Customized Seminar Consecutive Days	\$8,000.00
4.5-Day Seminar Consecutive Days	\$10,500.00
35 Hour PMP® Prep Boot Camp	\$1,450.00 Per person

Commercial Pricing

Service	Price
1-Day Customized Seminar	\$5,500.00 Plus Expenses
2-Day Customized Seminar Consecutive Days	\$9,300.00 Plus Expenses
3-Day Customized Seminar Consecutive Days	\$10,500.00 Plus Expenses
4.5-Day Seminar Consecutive Days	\$15,000.00 Plus Expenses
35 Hour PMP® Prep Boot Camp	\$2,450.00 Per person

What Is Not Included In This Price?

- Room to conduct all scheduled training
- Screen and projector to use with trainer's laptop
- Meals or transportation of participants

GSA COURSE OVERVIEWS

Project Management Training Courses

Course Name	Course Price	Length	Min Participants	Max Participants
PMP® Exam Prep Boot Camp	\$1,450.00 Per Person	4 Day	15	50

Course Description: This fast paced boot camp prepares each participant with all the core competencies to pass the PMP® the first time. We teach you the terms, processes and skills to pass the course with minimal post course study. Also, learn methodologies for taking national tests. This course will follow the Project Management Institute’s nine knowledge areas of *PMBOK® Guide*. 35 Hrs/PDUs

The Mathis Group PMP® Exam Guarantee: In the unlikely event you do not pass the PMP® exam the first time, The Mathis Group will pay for your second attempt within 30 days. If you do not pass the PMP® exam the second time, we will pay for the third attempt within 30 days. If you do not pass the PMP® exam after three attempts, we will refund the balance of the seminar price to you!!

Course Name	Course Price	Length	Min Participants	Max Participants
Project Management Fundamentals	\$3,675.00	1 Day	5	25

Course Description: This one-day course focuses on ways employees can run projects faster and more effectively. This course recommends a six-phase process as well as numerous preventative actions to efficiently speed up a project. Participants will learn how to successfully create, monitor, and guide the project’s scope and critical path as well as how to manage multiple projects. Participants will diagnose and prevent problems such as scope creep, time slippage, and team conflicts. This course will follow the Project Management Institute’s nine knowledge areas of *PMBOK® Guide*. 6.5 Hrs/PDUs

The Mathis Group, Inc.

Presentations That Educate, Motivate, and Inspire

1-800-224-3731

www.themathisgroup.com
www.pmexpertlive.com

Course Name	Course Price	Length	Min Participants	Max Participants
Comprehensive Project Management	\$6,475.00	2 Day	5	25
<p>Course Description: This intensive two-day course focuses on ways employees can run projects faster and more effectively. This course recommends a six-phase process as well as numerous preventative actions to efficiently speed up a project. Participants will learn how to successfully create, monitor, and guide the project's scope and critical path as well as how to manage multiple projects. Participants will diagnose and prevent problems such as scope creep, time slippage, and team conflicts. This course will follow the Project Management Institute's nine knowledge areas of <i>PMBOK® Guide</i>. 13 Hrs/PDUs</p>				

Course Name	Course Price	Length	Min Participants	Max Participants
Mastering Project Management	\$8,000.00	3 Day	5	25
<p>Course Description: This intensive three-day course includes applicable hands-on activities and team exercises which will reinforce project management core competencies. This will provide the participants with the ability to move their project management knowledge and skill level higher with techniques to run projects faster and more effectively. This course will follow the Project Management Institute's nine knowledge areas of <i>PMBOK® Guide</i>. 19.5 Hrs/PDUs</p>				

Course Name	Course Price	Length	Min Participants	Max Participants
Creating A Successful Project Business Case	\$3,675.00	1 Day	5	25
<p>Course Description: This intensive one-day course will focus on the business case. Learn what a business case is, what it includes, why it is necessary for successful project management and how to develop a business case for every project. Learn how to conduct a business case review to ensure your project's success. This course will follow the Project Management Institute's nine knowledge areas of <i>PMBOK® Guide</i>. 6.5 Hrs/PDUs</p>				

The Mathis Group, Inc.

Presentations That Educate, Motivate, and Inspire

1-800-224-3731

www.themathisgroup.com
www.pmexpertlive.com

Course Name	Course Price	Length	Min Participants	Max Participants
Creating A Successful Project Business Case	\$6,475.00	2 Day	5	25

Course Description: This intensive two-day course will focus on the business case. Learn what a business case is, what it includes, why it is necessary for successful project management and how to develop a business case for every project. Learn how to conduct a business case review to ensure your project's success. This course will follow the Project Management Institute's nine knowledge areas of *PMBOK® Guide*. 13 Hrs/PDUs

Course Name	Course Price	Length	Min Participants	Max Participants
Proactive Communication and Interview Skills for Gathering Business Requirements	\$3,675.00	1 Day	5	25

Course Description: This one-day course will focus on ways to use communication as a way to gather detailed information from the customer, analyze the information, and expedite the outcomes desired by the customer. Participants will understand how to focus a message and incorporate means to gain information using effective communication skills. This course will recommend ways of building stronger communication skills and will provide insight to different communication styles. Participants will learn new power by using certain words to impact the message and by asking questions that get noticed. This course will follow the Project Management Institute's nine knowledge areas of *PMBOK® Guide*. 6.5 Hrs/PDUs

Course Name	Course Price	Length	Min Participants	Max Participants
Project Change Management: How To Implement, Track, and Control Project Changes	\$6,475.00	2 Day	5	25

Course Description: This two-day seminar will show you how to implement, track and control changes to your project. This seminar focuses on ways to reduce the uncertainty of project changes. Learn how to analyze each change while developing processes, tools and techniques which can be used immediately. This course will follow the Project Management Institute's nine knowledge areas of *PMBOK® Guide*. 13 PDUs

The Mathis Group, Inc.

Presentations That Educate, Motivate, and Inspire

1-800-224-3731

www.themathisgroup.com
www.pmexpertlive.com

Course Name	Course Price	Length	Min Participants	Max Participants
Project Communication Management	\$6,475.00	2 Day	5	25
Course Description: This two-day course will focus on ways to use project communication and communication theories as a way to influence others within and outside of the project team. Participants will learn how to focus on framing the data and information in a correct manner as well as proper usage of words and language for influencing project stakeholders. This course will follow the Project Management Institute's nine knowledge areas of <i>PMBOK® Guide</i> . 13 Hrs/PDUs				

Course Name	Course Price	Length	Min Participants	Max Participants
Project Cost Management	\$3,675.00	1 Day	5	25
Course Description: This one-day course focuses on basic cost management theories and techniques. Learn how to give value to the customer beyond cost. Discuss ways to get the project back on track and how to adjust budgeting issues during over expenditures. This course will follow the Project Management Institute's nine knowledge areas of <i>PMBOK® Guide</i> . 6.5 Hrs/PDUs				

Course Name	Course Price	Length	Min Participants	Max Participants
Project Human Resource Management: How To Staff A Project Team	\$6,475.00	2 Day	5	25
Course Description: This two-day course will focus on planning for human resource needs. It is filled with behavioral skills that will help motivate, equip, and keep project team members accountable and on task. This course will also include issues such as conflict. This course will follow the Project Management Institute's nine knowledge areas of <i>PMBOK® Guide</i> . 13 Hrs/PDUs				

Course Name	Course Price	Length	Min Participants	Max Participants
Project Integration Management	\$8,000.00	3 Day	5	25
<p>Course Description: This intensive three-day course focuses on ways employees can run projects faster and more effectively. This course recommends a six-phase process as well as numerous preventative actions to efficiently speed up a project. Participants will learn how to successfully create, monitor, and guide the project's scope and critical path as well as how to manage multiple projects. Participants will diagnose and prevent problems such as scope creep, time slippage, and team conflicts. Lastly, this course will examine the entire process of project planning and how to create successful practices in the future. This course will follow the Project Management Institute's nine knowledge areas of <i>PMBOK® Guide</i>. 19.5 Hrs/PDUs</p>				

Course Name	Course Price	Length	Min Participants	Max Participants
Project Monitoring, Evaluation and Oversight	\$6,475.00	2 Day	5	25
<p>Course Description: This two-day course examines how to establish processes and evaluation techniques for auditing project solutions. You will learn data collection techniques and how to convert soft data to monetary values which can be measured and evaluated. Discover various audits and how to measure project components such as performance, resources, planning, customer relationships, and vendor-contractor relationships. This course also focuses on establishing process improvements in the maintaining of oversight procedures. You are able to apply widely accepted standards and preferred evaluation and oversight principles, as well as provide means to compile, analyze and optimize project performance. Explore ways to deliver feedback and make recommendations to the appropriate individuals in the organization. This course will follow the Project Management Institute's nine knowledge areas of <i>PMBOK® Guide</i>. 13 Hrs/PDUs</p>				

Course Name	Course Price	Length	Min Participants	Max Participants
Project Performance Management	\$6,475.00	2 Day	5	25
<p>Course Description: This two-day course focuses on developing strategies for tracking performance in project teams. This course examines issues such as benchmarking, performance, and establishing a gap between desired project performance and preferred performance. This course will follow the Project Management Institute's nine knowledge areas of <i>PMBOK® Guide</i>. 13 Hrs/PDUs</p>				

The Mathis Group, Inc.

Presentations That Educate, Motivate, and Inspire

1-800-224-3731

www.themathisgroup.com
www.pmexpertlive.com

Course Name	Course Price	Length	Min Participants	Max Participants
Project Procurement Management	\$3,675.00	1 Day	5	25
<p>Course Description: This one-day course is structured to lay the proper foundation for procurement principles and processes. The emphasis of this program is to help teams or individuals learn how to function in the procurement world in day to day operations. This course will follow the Project Management Institute's nine knowledge areas of <i>PMBOK® Guide</i>. 6.5 Hrs/PDUs</p>				

Course Name	Course Price	Length	Min Participants	Max Participants
Project Quality Assurance Monitoring and Auditing	\$6,475.00	2 Day	5	25
<p>Course Description: In this two-day course participants will focus on issues such as how to maintain quality by using audits and evaluations for monitoring purposes. Quality theories taught by Drs. Deming and Juran are included as foundations for implementing new quality initiatives. In addition, several types of project audits will be explored as a means of controlling the project with more efficiency. This course will follow the Project Management Institute's nine knowledge areas of <i>PMBOK® Guide</i>. 13 Hrs/PDUs</p>				

Course Name	Course Price	Length	Min Participants	Max Participants
Project Quality Management	\$6,475.00	2 Day	5	25
<p>Course Description: In this two-day course, participants focus on additional planning of the project while examining issues such as how to keep continuous improvement, symptoms of quality concerns, and how to maintain quality throughout the project. In addition, study techniques and theories taught by Drs. Deming and Juran as foundations for implementing new quality plans. Specifically, this course will focus on conducting risk analysis, problem solving, handling conflict, and maintaining quality throughout the entire project. This course will follow the Project Management Institute's nine knowledge areas of <i>PMBOK® Guide</i>. 13 Hrs/PDUs</p>				

Course Name	Course Price	Length	Min Participants	Max Participants
Project Risk Management	\$6,475.00	2 Day	5	25
<p>Course Description: This two-day course teaches participants how to examine and measure objectives within cost, schedule, and cultural issues. Risk for this program is examined as defining the probability of the project. This course examines risk identification, risk communication, and risk planning. This course will follow the Project Management Institute's nine knowledge areas of <i>PMBOK® Guide</i>. 13 Hrs/PDUs</p>				

Course Name	Course Price	Length	Min Participants	Max Participants
Project Scope Management	\$6,475.00	2 Day	5	25
<p>Course Description: In this two-day course, participants focus on successful ways to control project scope. Organizations struggle with projects due to ineffective scope development and tracking. This course insures the ability to detail the scope, and deliverables, as well as how to handle changes to the scope. This course also includes project life cycle, project definition, project baselines, and using the work breakdown structure. This course will follow the Project Management Institute's nine knowledge areas of <i>PMBOK® Guide</i>. 13 Hrs/PDUs</p>				

Course Name	Course Price	Length	Min Participants	Max Participants
Project Time Management	\$6,475.00	2 Day	5	25
<p>Course Description: This two-day course will take into account ways to plan and schedule time as well as individual issues that affect productivity. Learn how to wisely confront procrastination and explore ways to better manage time issues and constraints. This course will follow the Project Management Institute's nine knowledge areas of <i>PMBOK® Guide</i>. 13 Hrs/PDUs</p>				

The Mathis Group, Inc.

Presentations That Educate, Motivate, and Inspire

1-800-224-3731

www.themathisgroup.com
www.pmexpertlive.com

Course Name	Course Price	Length	Min Participants	Max Participants
Successful Negotiation in a Project Management Environment	\$6,475.00	2 Day	5	25
<p>Course Description: This highly interactive 2-day course examines the strategies of successful negotiation throughout the project's life cycle. Participants will learn the value of successful negotiation, the negotiation process, and different negotiation models. This course will include examples in negotiation over scope, deadlines, change, and getting the best price from your vendor. This course will follow the Project Management Institute's nine knowledge areas of <i>PMBOK® Guide</i>. 13 PDU's</p>				

Course Name	Course Price	Length	Min Participants	Max Participants
Project Management I Initiating, Planning, Integrating and Staffing	\$10,500.00	4.5 Days	5	25
<p>Course Description: Part 1 of 3 part series: Participants will begin their journey into project management concepts, theories, and foundational processes. The focus in this course is on scheduling, creating a work breakdown structure and planning for human resource needs. In planning for human resource needs, participants will study behavioral skills that will help motivate, equip, and keep project team members accountable and on task. This is the foundational course specifically designed to align with the Project Management Institute's nine knowledge areas of PMBOK. 30. Hrs/PDU's</p>				

Course Name	Course Price	Length	Min Participants	Max Participants
Project Management II Budgeting, Quality, Change, Risk and Start-Up	\$10,500.00	4.5 Days	5	25
<p>Course Description: Part 2 of 3 part series: Participants focus on additional planning of the project while examining issues such as risk, budgeting, and how to maintain quality throughout the project. Specifically, this course will focus on conducting risk analysis, problem solving, handling conflict, and maintaining quality throughout the entire project. In Phase II, when planning the budget, quality and risk are aligned with the Project Management Institute's nine knowledge areas of PMBOK. 30. Hrs/PDU's</p>				

Course Name	Course Price	Length	Min Participants	Max Participants
Project Management III Project Execution, Monitoring and Close Down	\$10,500.00	4.5 Days	5	25

Course Description: Part 3 of 3 part series: Participants will focus on monitoring and executing the project while moving into the close down phase of the project. Additional focus will be on delivering quality customer service and value, regardless if the customer is internal or external. Participants will discuss and participate in analysis of measuring the individual performance of team members. This section also focuses on how to properly hand the project off to the customer for effective transition. Phase III is aligned with the Project Management Institute's nine knowledge areas of PMBOK. 30. Hrs/PDUs

Professional Development Training Courses

Course Name	Course Price	Length	Min Participants	Max Participants
Advanced Sales Skills	\$3,675.00	1 Day	5	25

Course Description: This one-day course is designed for sales professionals who already have foundational sales skills. This course focuses on using the foundational skills in a new way with additional techniques for higher close rates. Learn how to build a sales model full of return sales and repeat business. Examine the psychology of selling as well as ways to increase your own personal magnetism. This course focuses on behavior and performance skills that will make positive changes and create higher results.

Course Name	Course Price	Length	Min Participants	Max Participants
Coaching, Counseling and Mentoring	\$6,475.00	2 Days	5	25

Course Description: This two-day course will give each participant the skills to increase performance and reduce behavioral concerns through coaching and counseling. This course will include practical, focused techniques to increase productivity of staff as well as real world advice for changing behaviors. Skills such as equipping, nurturing, and confronting will be examined with numerous examples for application. The participant will be able to identify the coaching methods, as well as understand numerous ways to approach a person for the purpose of turning around the employee.

Course Name	Course Price	Length	Min Participants	Max Participants
Conducting Effective Performance Appraisals	\$6,475.00	2 Days	5	25
<p>Course Description: This two-day course will give each participant the skills to increase performance and reduce behavioral concerns through conducting performance appraisals. Techniques on confronting employees and developing an action plan to change behavior are included. The course has numerous examples and hands-on application to make sure participants are walking out with desired core competencies. At the end of the course, the participant will be able to identify the coaching methods, as well as understand numerous ways to approach a worker for the purpose of turning them around. The participant will also learn ways to document performance and behaviors which can be used as leverage with the employee and justification for performance evaluation.</p>				

Course Name	Course Price	Length	Min Participants	Max Participants
Consultative Selling Skills	\$3,675.00	1 Day	5	25
<p>Course Description: This one-day course will give participants the skills to increase their sales. Techniques on listening, building strong relationships, and closing skills are specially designed for the consultative style. Focus on areas for capturing key customers while discovering customer's buying habits and desires. This course also gives approaches a sales professional can use to lead the client or customer through the buying process in the least offensive way.</p>				

Course Name	Course Price	Length	Min Participants	Max Participants
Creating Superior Customer Value	\$3,675.00	1 Day	5	25
<p>Course Description: This one-day course focuses on how to create value for your customer base whether you have a product or service industry. This seminar focuses on the practical way of searching out the areas that affect customers the most in meeting and exceeding their expectations. Special focus is given in examining ways to be customer focused and detailing the process for shifting your organization to a more value orientation. Issues such as quality, price, customer service, and follow-up as well as customer bonding and retention are all included.</p>				

Course Name	Course Price	Length	Min Participants	Max Participants
Delivering Superior Customer Service	\$3,675.00	1 Day	5	25

Course Description: This one-day course is designed to teach workers the skills to impact customers with higher quality service. This course focuses on the behavioral side of customer service. You will learn how to handle agitated customers in a quality manner as well as reduce potential problems. Learn techniques that communicate a caring attitude as well as change a customer's perception of the service being received.

Course Name	Course Price	Length	Min Participants	Max Participants
Effective Problem Solving	\$3,675.00	1 Day	5	25

Course Description: This one-day course is specifically designed to give a step-by-step process for creating, solving, and implementing solutions to problems. This course will give input on process, ways to prevent failure, and who should be on the Problem Solving Team. Each participant will understand numerous ways to solve problems.

Course Name	Course Price	Length	Min Participants	Max Participants
How To Increase Communication	\$6,475.00	2 Days	5	25

Course Description: This intensive two-day course will focus on ways to use communication as a way to inform and influence others. Participants will understand how to focus a message and incorporate means to gain information using effective communication skills. This course will recommend ways of building stronger communication skills and will provide insight to different communication styles. Participants will learn new power by using certain words to impact the message and by asking questions that get noticed.

The Mathis Group, Inc.

Presentations That Educate, Motivate, and Inspire

1-800-224-3731

www.themathisgroup.com
www.pmexpertlive.com

Course Name	Course Price	Length	Min Participants	Max Participants
Leadership: The Lost Art of Leadership	\$3,675.00	1 Day	5	25
<i>Course Description:</i> Tired of working with leaders who have no vision and are lying down on the job? This one-day course will give a step-by-step process for creating leaders who will keep the organization competitive. This course gives three distinct models for leading and creating future leaders throughout the organization.				

Course Name	Course Price	Length	Min Participants	Max Participants
Marketingology	\$6,475.00	2 Days	5	25
<i>Course Description:</i> This two-day course teaches participants techniques for creating and attracting new customers as well as getting past customers to repurchase. This course is designed to begin with fundamentals of marketing and go through each of the different media types to create a successful marketing campaign. Participants will in discuss pricing, create their unique selling proposition, and examine copy which sells.				

Course Name	Course Price	Length	Min Participants	Max Participants
Negotiate Like A Pro	\$3,675.00	1 Day	5	25
<i>Course Description:</i> This one-day course teaches participants techniques for creating and achieving what they desire in negotiations. This course is designed for normal negotiations which go on between supplier, vendor, and customer. The participants will examine options for creating win-win situations, handling the hard nose negotiator, and reducing the possibility of being taken advantage of by opponents. This course is not designed to deal with labor or hostage issues.				

The Mathis Group, Inc.

Presentations That Educate, Motivate, and Inspire

1-800-224-3731

www.themathisgroup.com
www.pmexpertlive.com

Course Name	Course Price	Length	Min Participants	Max Participants
Present Like A Pro	\$6,475.00	2 Days	5	25
<p>Course Description: This two-day course focuses on proven techniques for creating powerful presentations. Understand how to arrange material and build a presentation to guide the listeners in your direction. Examine suggestions on where to get information to give credibility. Learn the hidden secrets that make the difference between a good presentation and a fantastic one. This course focuses on core competencies for each participant. Not only will the class learn the theory behind becoming a great presenter, but they will also conduct three brief presentations. To do this, the class will have a pre-class assignment and homework during the evening. This can be adjusted to fit the participants' needs or desired outcome of the course.</p>				

Course Name	Course Price	Length	Min Participants	Max Participants
Tough Minded Leadership	\$3,675.00	1 Day	5	25
<p>Course Description: This one-day course teaches leaders how to have a soft heart and a tough skin. This course focuses on how to stop being a gutless nice person who gets taken advantage of often. Spend time learning techniques that allow one to confront, hold others accountable, and lead in a tough way while maintaining the personal approach.</p>				

CONTACT INFORMATION

CONTACT INFORMATION	
COMPANY:	The Mathis Group, Inc
ADDRESS:	106 Lakeview Woods Eureka, MO
GSA #:	GS10F0383M
GSA Sch:	874-4
CAGE:	3C1N9
NAIC:	611430
SIC:	8299
DUNS:	007722098
EIN:	43-1948379
PMI #:	Global Education Provider - # 2022
FAX #:	636-938-5292
WEBSITE:	www.themathisgroup.com
	www.pmexpertlive.com
NAME:	Dr. Keith Mathis
JOB TITLE:	Owner/CEO
PHONE:	800-224-3731
EMAIL:	keith@themathisgroup.com
PMP #:	430322
NAME:	Micah Mathis
JOB TITLE:	VP of Sales and Customer Relations
PHONE:	800-773-8089
EMAIL:	micah@themathisgroup.com
PMP #:	470807