



DEPARTMENT OF DEFENSE

DEFENSE ACQUISITION UNIVERSITY
OFFICE OF THE PRESIDENT
9820 BELVOIR ROAD
FORT BELVOIR, VA 22060-5565

MEMORANDUM OF UNDERSTANDING BETWEEN DEFENSE ACQUISITION UNIVERSITY AND AMERICAN PUBLIC UNIVERSITY SYSTEM

I. Parties, Purpose and Term.

- A. **Parties.** This Memorandum of Understanding (MOU), effective as of the date executed by both parties below (the "Effective Date"), is made by and between American Public University System, Inc. (hereafter APUS) and the Defense Acquisition University, a best in class corporate university for the Defense Acquisition Workforce located at 9820 Belvoir Road Fort Belvoir, VA 22060 (hereafter DAU) – hereafter "the Parties".
- B. **Purpose.** The Parties Strategic and Excelerate partnership is intended to increase exposure and accessibility to educational opportunities among the Department of Defense (DoD) Acquisition, Technology, and Logistics (AT&L) workforce through APUS's educational services in accordance with this MOU and the terms set forth in EXHIBITS A-C (collectively, the "Service Terms"), which is incorporated herein by reference. In the event of any conflict or inconsistency between the MOU and the Service Terms, the provisions of the MOU shall govern.
- C. **Term and Terminations.** The term of this MOU shall commence on the Effective Date and shall continue unless terminated earlier by either party as set forth below. Either party may terminate the MOU, with or without cause, by providing sixty (60) days prior written notice to the other party. In addition, either party may terminate this MOU if the other party materially breaches the MOU and fails to cure such breach within thirty (30) days of written notice thereof. Notwithstanding any provisions herein to the contrary, in the event that APUS, any governmental agency or authority, or any entity that has regulatory authority over APUS (for the avoidance of doubt, including any accreditation bodies), determines that any of the Service Terms or provisions of the MOU are in violation of, or conflicts with, applicable laws, regulations or rules, then APUS may immediately cease to comply with such terms/provisions or to provide related services.

Effect of Termination. Following any termination or expiration of this MOU, (i) the Parties agree to take commercially reasonable efforts to ensure that existing students of APUS are not adversely impacted in completing their programs of study by such expiration or termination, and (ii) upon either party's request, the other party shall promptly return or destroy all Confidential Information (as defined below) of the other party in its possession and any copies thereof. The provisions of sections I-C, VI, VII, VIII, IX, X and XII shall survive termination of the MOU.

II. Background.

The DAU is a best-in-class corporate university for the Defense Acquisition Workforce located at 9820 Belvoir Road Fort Belvoir, VA 22060. Its mission is to provide a global learning environment to develop qualified acquisition, requirements and contingency professionals who deliver and sustain effective and affordable warfighting capabilities.

American Public University System's mission is to expand access to quality higher education with emphasis on educating the nation's military and public service communities by providing respected, relevant, affordable, and student-focused online programs, which prepare them for service and leadership in a diverse, global society. American Public University System is comprised of American Military University ("AMU") and American Public University ("APU") and is accredited by the Higher Learning Commission (HLC).

III. Roles and Responsibilities of the University and DAU.

A. The Role of APUS:

1. APUS agrees to accept transferred credits for DAU Participants (defined below) in accordance with APUS' current transfer policies, which may be modified in APUS's sole discretion without notice to DAU. APUS

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shall have the right to review the content and curriculum of DAU's programs to ensure that they comply with APUS's academic standards and requirements for granting of transfer credit. Promptly notify DAU of any material changes in program or course requirements which may affect transfer credit of any of the DAU approved courses, defined as the courses which APUS will accept as equivalent to one or more APUS courses if, upon evaluation of the organization's materials and standards, they adequately address the APUS course learning outcomes. For purposes of this MOU, approved courses shall initially be those set forth in Exhibits A, B and C. Notwithstanding the foregoing, in APUS's sole discretion, APUS may at any time make changes in its curriculum as it deems appropriate and necessary.

2. Provide standard education fairs and events to students who want to enroll in the APUS programs covered by this MOU. These services will be provided by telephone, email, and/or onsite as appropriate.
3. Offer all DAU eligible participants ("DAU Participants"), defined as DAU students who are members of its Defense Acquisition Workforce, with a tuition grant, creditable solely against payment of APUS tuition, equal to 5% of the then-current published tuition charged by APUS to students at the time of their enrollment who are not military-affiliated members. The preferred pricing shall not be offered, and may not be used, in conjunction with any other scholarship, grant, or discount programs that may be made available by APUS or to APUS students. During the Term, APUS will also waive its transfer credit evaluation and technology fees for eligible non-military affiliated DAU Participants ("TCE and Technology Fee Waivers").
4. Starting July 1, 2015, military-affiliated DAU Participants, defined as U.S. active-duty service members, Guard, Reserve, military spouses and dependents, and veterans, will receive a tuition grant which caps the APUS undergraduate tuition at \$250/credit hour and graduate tuition at \$325/credit hour. Transfer credit evaluation and technology fees will be covered by grants for U.S. active-duty military service members, Guard, Reserve, military spouses and dependents, and veterans.
5. Make the DAU TCE and Technology Fee Waivers available to DAU Participants who (i) self-verify as eligible DAU Participants during the course registration process, and (ii) satisfy all of APUS' then-current standard policies, rules, procedures, criteria, and requirements for admission and enrollment applicable to such Participant.
6. The anticipated start date for the Partner Grant is July 7, 2015 (the "Start Date"). The Parties will make all commercially reasonable efforts to begin offering the Partner Grant by the Start Date.
7. In the event the Parties are unable to meet the target Start Date, the Parties will work together to determine and agree upon a new target date.
8. Create, in cooperation with DAU, a co-branded landing page dedicated for use by DAU Participants.
9. Collaborate with DAU to develop a co-branded joint press release to announce the relationship, subject to Section V below.
10. Agree to use commercially reasonable efforts to work with DAU to create and implement a promotional and messaging plan to promote APUS programs through mutually agreed distribution channels (including, for example: print, electronic, audio and in-person formats) to include DAU regional campuses and other individuals/organizations, as appropriate and at mutually agreed times and frequencies.
11. Provide DAU with informational and support materials to share with interested students.
12. Effective October 15, 2015, provide monthly reporting in the form of Exhibit D.

B. The Role of DAU:

1. Use commercially reasonable efforts to work with APUS to create and implement a promotional and messaging plan to promote APUS programs through mutually agreed distribution channels (including, for example: print, electronic, audio and in-person formats) to include DAU regional campuses and other individuals/organizations, as appropriate and at mutually agreed times and frequencies.
2. Display of APUS' logo, website address, and program information will be highlighted on DAU's strategic partnership online landing page(s) which will be accessible to the DAU Participants.
3. Distribute APUS' printed materials as approved by DAU.
4. Highlight APUS via system announcements as mutually agreed to between the Parties. Collaborate with APUS to develop a co-branded joint press release to announce the relationship, subject to Section V below.
5. Provide copies of student transcripts of DAU courses and assist, if required, in obtaining proof of Defense Acquisition Work Force Improvement Act (DAWIA) level of certification for students applying for advanced standing at APUS. For the purpose of this MOU, advanced standing shall be granted to APUS students who

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have attained Level II and/or Level III Defense Acquisition Workforce Improvement Act (DAWIA) certification pursuant to Exhibit C attached hereto.

6. Promptly notify APUS of any material changes in the curriculum, syllabus or content of any Approved Course, defined as the courses which DAU will accept as equivalent to one or more DAU courses if, upon evaluation of the organization's materials and standards, they adequately address the DAU course learning outcomes
7. Provide suggestions for adjusting course content and/or degree programs to further meet the changing needs of the DoD AT&L workforce.

C. The Role of Both Parties:

1. Both Parties to the MOU intend to hold periodic reviews to ensure that the partnership is meeting the mutual needs of both institutions.
2. Since APUS and DAU are leaders in the field of distance education and online learning, further opportunities for collaboration will be explored. Any future collaboration is subject to an agreement agreed to and signed by both Parties.
3. Each party will designate an individual who will coordinate and manage the activities under this Agreement. Representatives from APUS and DAU will meet on an annual basis, at a mutually agreed upon time and location to discuss the program under this MOU, any changes, programs, and credential requirements that could affect this MOU and any other areas of interest to one or both Parties.

For good and valuable consideration, the Parties agree as follows:

- IV. **APUS Policies.** The admission, enrollment, and graduation of DAU Participants in APUS is subject to APUS's then-current requirements and policies. Except as may be otherwise specifically set forth in the Service Terms, DAU Participants will be subject to the then-current, usual financial obligations, policies and fees of APUS, as determined by APUS.
- V. **Trademarks.** Each party grants to the other a royalty-free, nonexclusive, non-transferable revocable license during the Term to use its trademarks, name, logos, and other identifying symbols (collectively, the "Marks") for the limited purpose of fulfilling its promotional and marketing obligations set for in the Service Terms; provided, however, that each such use of the Marks and the content of all such marketing and promotional materials shall (i) be subject to the other party's prior written approval except as may be set forth in the Service Terms, and (ii) be subject to any trademark usage guidelines provided by a party in writing from time to time. The licenses granted in the foregoing sentence are personal and shall not include the right to grant sublicenses. Each party will retain all goodwill in its respective Marks and all other rights thereto. Upon termination of this MOU, each party will promptly cease and desist its use of the other party's Marks.
- VI. **Confidential Information.** The Parties acknowledge that they may receive non-public information (both oral and in writing) belonging to the other party which may be marked as confidential or that should reasonably be understood to be confidential, including, but not limited to, information regarding APUS's programs, the MOU terms and each party's business ("Confidential Information"). Each party agrees to hold all such Confidential Information in strict confidence and to not disclose Confidential Information to others or use it in any way, except in carrying out its obligations hereunder or in order to comply with applicable law, regulation or rule. Each Party acknowledges and agrees that it is subject to and shall comply with the requirements of the Family Educational Rights and Privacy Act, 20 USC 1232g, and its implementing regulations, 34 CFR pt. 99, as each may be amended from time to time.
- VII. **Statements; Compensation.** DAU shall not make any false, erroneous or misleading statements, representations, warranties or guarantees to DAU Participants or any other third parties with respect to APUS or its programs or services. In addition, DAU shall not pay any of its employees or agents engaged in any APUS student recruitment or admissions activities or in any decisions regarding awarding student financial assistance to any APUS student, any bonus, commission, or other incentive payment that is based in any part, directly or indirectly, on success in securing enrollments or the award of financial aid where such payment would be a violation of the requirements of 20 U.S.C. § 1094(a)(20) or 34 C.F.R. § 668.14(b)(22) or any other law or accreditation requirements, regardless of whether those requirements apply directly to DAU.

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- VIII. Indemnification.** Each party (the “**Indemnifying Party**”) agrees to indemnify, defend and hold the other party, including its officers, directors, employees, and other agents (each, an “**Indemnified Party**”) harmless from and against all claims, costs, liabilities, judgments, expenses, and damages incurred by an Indemnified Party as a result of any claim, demand, or action against such Indemnified Party asserted by a third party arising out of or in connection with the Indemnifying Party’s misrepresentation or breach of any covenants, warranties or representations made herein. Notwithstanding the foregoing, APUS’s obligation to indemnify DAU employee/workforce is only applicable in such individual’s official capacity as a DAU employee, and not in his or her capacity as a student enrolled with APUS.
- IX. Representations.** Each party represents, warrants, and covenants that (i) it has the right and authority to enter into this MOU, and (ii) it shall comply with all applicable local, state, and federal laws and regulations governing its business and the subject matter of this MOU. EXCEPT AS OTHERWISE EXPRESSLY STATED HEREIN, APUS MAKES NO WARRANTIES OF ANY KIND, WHETHER EXPRESS OR IMPLIED AND DOES NOT GUARANTEE THAT USE OF ITS PROGRAMS AND SERVICES WILL BE UNINTERRUPTED OR ERROR-FREE. IN NO EVENT SHALL EITHER PARTY BE LIABLE FOR ANY SPECIAL, INCIDENTAL, INDIRECT OR CONSEQUENTIAL DAMAGES OF ANY KIND IN CONNECTION WITH THIS MOU, EVEN IF SUCH PARTY HAS BEEN INFORMED IN ADVANCE OF THE POSSIBILITY OF SUCH DAMAGES. IN NO EVENT SHALL THE TOTAL AGGREGATE LIABILITY OF APUS EXCEED THE AMOUNT OF FEES RECEIVED BY APUS FOR COURSES TAKEN BY DAU PARTICIPANTS DURING THE SIX (6) MONTH PERIOD PRECEDING THE EVENT GIVING FIRST RISE TO A CLAIM.
- X. Notice.** All notices shall be in writing and delivered (i) personally, (ii) by certified mail, (iii) by overnight carrier service, or (iv) delivered by confirmed electronic or digital means, to the persons set forth below in this Section X. All notices shall be deemed received (1) if personally delivered, on the date personally delivered, (2) if mailed, upon the date specified in the return receipt, (3) if sent by overnight carrier, on the day delivered or (4) if sent electronically or digitally, when electronic or digital confirmation is received. All notices sent in hard copy (as set forth in this Section X(i), (ii), or (iii)) to APUS must be sent with a copy to “Attention: Legal Affairs” and all notices sent to APUS by electronic or digital means (as set forth in this Section X(iv)) must also be sent to legal@apus.edu.
- XI. American Public University System’s Contact:**

Questions or concerns regarding this agreement shall be directed to the following person(s):

DeAnn Wandler
Corporate & Strategic Relationships
American Public University System
10110 Battleview Parkway, Suite 114,
Manassas, VA 20109
Phone: 571.358.3109
Cell: 540.529.0385
dwandler@apus.edu

Secondary University Point of Contact:
Michelle L. Maldonado
AVP, Corporate and Strategic Relationships
American Public University System 10110
Battleview Parkway, Suite 114,
Manassas, VA 20109
Phone: 703.334.3870
mmaldonado@apus.edu

With Legal Notice to:
Thomas Beckett, Esq.
Vice President, Legal Affairs
111 West Congress Street
Charles Town WV 25414
tbeckett@apus.edu

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Defense Acquisition University Contact:

Wayne E. Glass
Professor, Program Management and Logistics
And, Program Director for Strategic Partnerships
Defense Acquisition University
9820 Belvoir Road
Fort Belvoir, VA 22060
Phone: 703.805.4480
Wayne.Glass@dau.mil

XII. **General.** This MOU contains the entire and complete understanding and intent of the Parties as to its subject matter and supersedes any and all prior or contemporaneous understandings, agreements, discussions or offers, whether written or oral. This MOU may not be modified, altered or amended except by a written instrument signed by both Parties. The failure of either Party to partially or fully exercise any right or the waiver by either Party of any breach shall not prevent a subsequent exercise of such right or be deemed a waiver of any subsequent breach of the same or any other term of this MOU. Any provision of this MOU, which is found to be illegal or invalid shall be severed and removed from this MOU and shall not affect the legality or validity of the remaining provisions. This MOU will be construed and interpreted according to the laws of the State of West Virginia, without regard to its conflict of laws provisions. Neither party may assign this MOU or any of its rights or obligations under this MOU, whether by operation of law or otherwise, without the prior written consent of the other party, except that APUS may assign this MOU to any of its affiliates. Any attempted assignment or other transfer in violation of the foregoing shall be void and of no force or effect. The relationship established under this MOU shall be that of independent contractors and neither party shall be, nor hold itself out to the public as being an employee, agent, joint venturer or DAU of the other. Neither Party shall have authority to contract for or bind the other Party in any manner. Nothing in this MOU shall be construed as creating rights in favor of or enforceable by any third party. Neither party shall issue any press release or other public statement regarding this Agreement without the express written consent of the other party. The Agreement may be executed in counterparts, which shall constitute one and the same instrument.

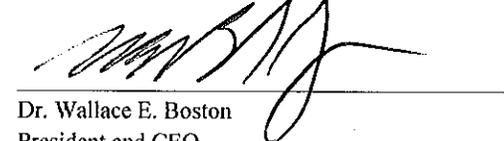
DEFENSE ACQUISITION UNIVERSITY



Roy L. Wood, Ph.D.
Acting Vice President
Defense Acquisition University

Date: July 7, 2015

AMERICAN PUBLIC UNIVERSITY SYSTEM, INC.



Dr. Wallace E. Boston
President and CEO
American Public University System

Date: 7/7/15

DAU Course Number	Strategic Partnership equivalencies - Undergraduate		APUS Hours Awarded
	DAU Course Title	APUS Course - Undergraduate	
ACQ101	Fundamentals of Systems Acquisition	DEFM200 - Fundamentals of Contracting & Acquisition	3 SH
ACQ201B	Intermediate Systems Acquisition, Part B	DEFM310 - Program and Acquisition Management I	3 SH
BCF103	Fundamentals of Business Financial Management	Elective	1 SH
BCF204	Intermediate Cost Analysis	DEFM420 - Cost Analysis & Negotiation Techniques	3 SH
BCF209	Acquisition Reporting for MDAPs and MAIS	Elective	3 SH
BCF215	Operating and Support Cost Analysis	Elective	2 SH
BCF225	Acquisition Business Management Applications	DEFM305 - Acquisition Business Management	3 SH
BCF301	Business, Cost Estimating, and Financial Management Workshop	DEFM305 - Acquisition Business Management	3 SH
BCF392	Advanced Concepts in Cost Analysis	DEFM423 - Mission Support Contracting II	3 SH
CON170	Fundamentals of Cost & Price Analysis	Omnibus* - BA Military Management & Program Acquisition - all concentrations - BA Government Contracting & Acquisition - all concentrations	3 SH
CON232	Overhead Management of Defense Contracts	DEFM424 - Overhead Management of Defense Contracts	3 SH
CON234	Joint Contingency Contracting Course	DEFM421 - Joint Contingency Contracting	3 SH
CON252	Fundamentals of Cost Accounting Standards	Omnibus* - BA Military Management & Program Acquisition - all concentrations - BA Government Contracting & Acquisition - all concentrations	3 SH
CON270	Intermediate Cost & Price Analysis	DEFM420 - Cost Analysis & Negotiation Techniques	3 SH
CON280	Source Selection & Administration of Service Contracts	DEFM311 - Program & Acquisition Management II	3 SH
CON290	Contract Administration & Negotiation Techniques in a Supply Environment	DEFM423 - Mission Support Contracting II	3 SH
EVM201	Intermediate Earned Value Management	Omnibus* - BA Military Management & Program Acquisition - all concentrations - BA Government Contracting & Acquisition - all concentrations	3 SH
EVM262	EVMS Validation & Surveillance	Omnibus* - BA Military Management & Program Acquisition - all concentrations - BA Government Contracting & Acquisition - all concentrations	3 SH
IND105	Contract Property Fundamentals	Electives	4 SH
IND205	Contract Government Property Management Systems & Auditing Concepts	Omnibus* - BA Military Management & Program Acquisition - all concentrations - BA Government Contracting & Acquisition - all concentrations	3 SH
IRM202	Intermediate Information Systems Acquisition	Omnibus* - BBA - General Concentration - BA Management - general concentration - BA Military Management & Program Acquisition - all concentrations - BA Government Contracting & Acquisition - all concentrations	3 SH
LOG101	Acquisition Logistics Fundamentals (DL)	Elective	1 SH
LOG102	Fundamentals of Systems Sustainment Management (DL)	Elective	1 SH
LOG235	Performance-Based Logistics (DL)	Elective	1 SH
PMT304	Advanced International Management Workshop	Omnibus* - BBA - General - BBA - Government Contracting & Acquisition - BA Management - General - BA Management - Defense Management - BA Military Management & Program Acquisition - all concentrations - BA Government Contracting & Acquisition - all concentrations	3 SH
PMT352B	Program Management Office Course, Part B	MGMT310 - Principles & Theory of Management Omnibus* - BBA - General Concentration - BA Management - General concentration - BA Military Management & Program Acquisition - all concentrations - BA Government Contracting & Acquisition - all concentrations	3 SH
PQM302	Advanced Production, Quality, & Manufacturing	ENTD412** - Systems Engineering	3 SH
SAM301	Advanced Software Acquisition Management	INFO331 ** - Management Information Systems	3 SH
TST102	Fundamentals of Test & Evaluation (DL)	Elective	1 SH
TST204	Intermediate Test & Evaluation	DEFM415 - Acquisition Test & Evaluation	3 SH

*Omnibus credit is transfer credit which applies to a student's specific area of study within their Major/Concentration requirements, but for which APUS does not offer an equivalent course. Students for whom this credit does not directly apply may have the same number of semester hours applied as Elective credit depending on their specific program requirements.

** Credits may be awarded undergraduate-level credit to fulfill General Elective area requirements if the course exceeds 7 years in age and will not be considered equivalent to any APUS course offering.

DAU Course Number	Strategic Partnership equivalencies - Graduate		APUS Hours Awarded
	DAU Course Title	APUS Course - Graduate	
ACQ401	Senior Acquisition Course	Omnibus* - MBA - General - MBA - Government Contraction & Acquisition - MA Management - General - MA Management - Defense Management	6 SH
CMM100	Surveillance Implications of Manufacturing and Subcontract Management	Omnibus* - MBA - General - MBA - Government Contraction & Acquisition - MA Management - General - MA Management - Defense Management	3 SH
CON090	Federal Acquisition Regulations (FAR) Fundamentals	DEFM540 - Program & Acquisition Management	3 SH
		Omnibus* - MBA - General - MBA - Government Contraction & Acquisition - MA Management - General - MA Management - Defense Management	3 SH
CON360	Contracting for Decision Makers	Omnibus* - MBA - General - MBA - Government Contraction & Acquisition - MA Management - General - MA Management - Defense Management	3 SH
CON370	Advanced Contract Pricing	Elective	3 SH
IRM304	Advanced Information Systems Acquisition	INFO531 ** - Management Information Systems	3 SH
LOG350	Enterprise Life Cycle Logistics Management	Omnibus* - MBA - General - MBA - Government Contraction & Acquisition - MA Management - General - MA Management - Defense Management - MA Transportation & Logistics Management - General	3 SH
LOG365	Executive Product Support Manager's Course	Omnibus* - MBA - General - MBA - Government Contraction & Acquisition - MA Management - General - MA Management - Defense Management - MA Transportation & Logistics Management - General	3 SH
PMT313	Advanced Technology Security/Control Workshop	Omnibus* - MBA - General - MBA - Government Contraction & Acquisition - MA Management - General - MA Management - Defense Management	3 SH
PMT352B	Program Management Office Course, Part B	DEFM540 - Program & Acquisition Management	3 SH
PMT400	Program Manager's Skills Course	DEFM551 - Executive Program Manager's Decision Making Skills	3 SH
		Omnibus* - MBA - General - MBA - Government Contraction & Acquisition - MA Management - General - MA Management - Defense Management	6 SH
PMT401	Program Manager's Course	Elective	3 SH
		DEFM551 - Executive Program Manager's Decision Making Skills Omnibus* - MBA - General - MBA - Government Contraction & Acquisition - MA Management - General - MA Management - Defense Management	6 SH
PMT402	Executive Program Manager's Course	Omnibus* - MBA - General - MBA - Government Contraction & Acquisition - MA Management - General - MA Management - Defense Management	3 SH
		Elective	3 SH
SYS302	Technical Leadership in Systems Engineering	ENTD640** - Enterprise Software Development Methodologies	3 SH

*Omnibus credit is transfer credit which applies to a student's specific area of study within their Major/Concentration requirements, but for which APUS does not offer an equivalent course. Students for whom this credit does not directly apply may have the same number of semester hours applied as Elective credit depending on their specific program requirements.

** Credits may be awarded graduate-level credit to fulfill General Elective area requirements if the course exceeds 7 years in age and will not be considered equivalent to any APUS course offering.

DAU Certification	Level	APUS Credit Recommendation <i>Excelerate</i>	APUS Hours Awarded*
Life Cycle Logistics	1	N/A	0
	2	Omnibus* - 6 SH (<i>Only applies to the programs below</i>) - MBA - General - MBA - Government Contracting - MA Management - General - MA Management - Defense Management - MA Transportation & Logistics Management - General	6
	3	DEFM540 - Program and Acquisition Management	3
		DEFM550 - Program Manager's Skills	3
		Omnibus* - 6 SH (<i>Only applies to the programs below</i>) - MBA - General - MBA - Government Contracting - MA Management - General - MA Management - Defense Management - MA Transportation & Logistics Management - General	6
	Production Control & Quality	1	N/A
2		Omnibus* - 3 SH (<i>Only applies to the programs below</i>) - MBA - General - MBA - Government Contracting - MA Management - General - MA Management - Defense Management - MS Information Technology - Enterprise Software Development	3
3		ENTD640** - Enterprise Software Development Methodologies	3
		INFO531** - Management Information Systems	3
		Omnibus* - 3 SH (<i>Only applies to the programs below</i>) - MBA - General - MBA - Government Contracting - MA Management - General - MA Management - Defense Management - MS Information Technology - Enterprise Software Development	3
Program Management		1	N/A
	2	Omnibus* - 6 SH (<i>Only applies to the programs below</i>) - MBA - Government Contracting - MA Management - General - MA Management - Defense Management	6
	3	DEFM540 - Program and Acquisition Management	3
		DEFM550 - Program Manager's Skills	3
		Omnibus* - 6 SH (<i>Only applies to the programs below</i>) - MBA - Government Contracting - MA Management - General - MA Management - Defense Management	6
	Purchasing	1	N/A
2			
3			
Science & Technology Management	1	N/A	0
	2		
	3		
Test & Evaluation	1	N/A	0
	2		
	3		
Per university policy, the certification completion date must be within ten years of the TCE request date for a student to be able to receive transfer credit.			
Student may receive transfer credit for only one level of a specific certification, but may receive transfer credit for multiple certification areas (for example: student may not receive credit for "Contracting Level 2" and "Contracting Level 3." It must be one or the other. However, students may receive credit for multiple different certifications, such as "Contracting Level 2" and "Business - Cost Estimating Level 2."			
Per the matrix above, credits can be applied toward major/concentration course requirements for those degrees listed. These credits may also be applied toward elective requirements in other degrees not listed, or as elective credit toward those degrees indicated with an "N/A" above (if available). APUS transfer credit policy limits students to a total of 15 semester hours of credit toward a 36 credit hour master's degree, with no more than 9 semester hours of credit applied toward core and/or major/concentration requirements. Of those 15 credits, no more than 9 can be non-traditional credits, such as those recognized by this agreement.			
*Omnibus credit is transfer credit which applies to a student's specific area of study within their Major/Concentration requirements, but for which APUS does not offer an equivalent course. Students for whom this credit does not directly apply may have the same number of semester hours applied as Elective credit depending on their specific program requirements.			
** Credits may be transferred into graduate-level programs to fulfill General Elective area requirements if the DAU certification exceeds 7 years in age and will not be considered equivalent to any APUS course offering.			

DAU Certification	Level	APUS Credit Recommendation <i>Excelerate</i>	APUS Hours Awarded*
Auditing	1		
	2	N/A	0
	3		
Business - Cost Estimating	1	N/A	0
	2	Omnibus* - 6 SH (<i>Only applies to the programs below</i>) - MBA - General - MBA - Government Contracting - MA Management - General - MA Management - Defense Management	6
	3	DEFMS40 - Program and Acquisition Management Omnibus* - 6 SH (<i>Only applies to the programs below</i>) - MBA - General - MBA - Government Contracting - MA Management - General - MA Management - Defense Management	3
	3		6
Business - Financial Management	1	N/A	0
	2	Omnibus* - 6 SH (<i>Only applies to the programs below</i>) - MBA - General - MBA - Government Contracting - MA Management - General - MA Management - Defense Management	6
	3	DEFMS40 - Program and Acquisition Management Omnibus* - 6 SH (<i>Only applies to the programs below</i>) - MBA - General - MBA - Government Contracting - MA Management - General - MA Management - Defense Management	3
	3		6
Contracting	1	DEFMS40 - Program and Acquisition Management Omnibus* - 3 SH (<i>Only applies to the programs below</i>) Government Contracting - MA Transportation & Logistics Management	3
	1		3
	2	DEFMS40 - Program and Acquisition Management Omnibus* - 6 SH (<i>Only applies to the programs below</i>) - MBA - General - MBA - Government Contracting - MA Management - General - MA Management - Defense Management	3
	2		6
	3	DEFMS40 - Program and Acquisition Management Omnibus* - 6 SH (<i>Only applies to the programs below</i>) - MBA - General - MBA - Government Contracting - MA Management - General - MA Management - Defense Management	3
	3		6
Engineering	1	N/A	0
	2	Omnibus* - 6 SH (<i>Only applies to the programs below</i>) - MBA - General - MBA - Government Contracting - MA Management - General - MA Management - Defense Management - MS Information Technology - Enterprise Software Development	6
	3	ENTD640** - Enterprise Software Development Methodologies INFO531** - Management Information Systems Omnibus* - 6 SH (<i>Only applies to the programs below</i>) - MBA - General - MBA - Government Contracting - MA Management - General - MA Management - Defense Management - MS Information Technology - Enterprise Software Development	3
	3		3
Facilities Engineering	1		
	2	N/A	0
	3		
Industrial/Contract Property Management	1	N/A	0
	2	Omnibus* - 6 SH (<i>Only applies to the programs below</i>) - MA Transportation & Logistics - General	6
	3	Omnibus* - 6 SH (<i>Only applies to the programs below</i>) - MA Transportation & Logistics - General	6
Information Technology	1	N/A	0
	2	Omnibus* - 6 SH (<i>Only applies to the programs below</i>) - MS Information Technology - Enterprise Software Development - MS Information Technology - All Concentrations	6
	3	INFO620** - Enterprise Database Systems Omnibus* - 6 SH (<i>Only applies to the programs below</i>) - MS Information Technology - Enterprise Software Development - MS Information Technology - All Concentrations	3
3		6	

Partnership Reporting

Reporting period: January 2015
Contract effective date:

Active¹ students
 # Inactive² Students
 # Graduates³
 TOTAL

Overview 2015 Data

Students	Total Active ¹ Students	Applicant stage ^{1a} Students	Completed 1 st course ^{1b} Students	Total New Applicants ⁴
Jan 2015				
Feb 2015				
Mar 2015				
Apr 2015				
May 2015				
June 2015				
July 2015				
Aug 2015				
Sep 2015				
Oct 2015				
Nov 2015				
Dec 2015				
Av/month				

Top programs for active students:

-
-
-

Top states for active students:

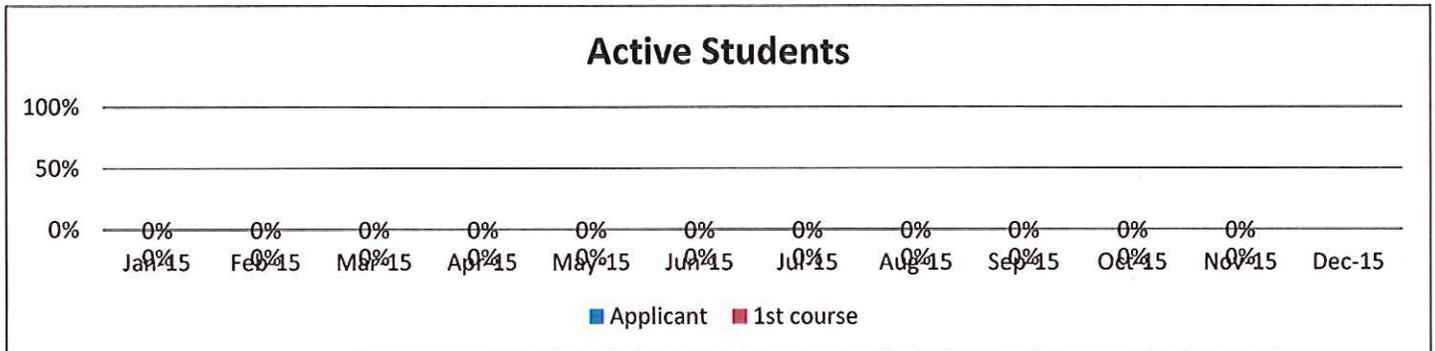
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Overall graduation number:

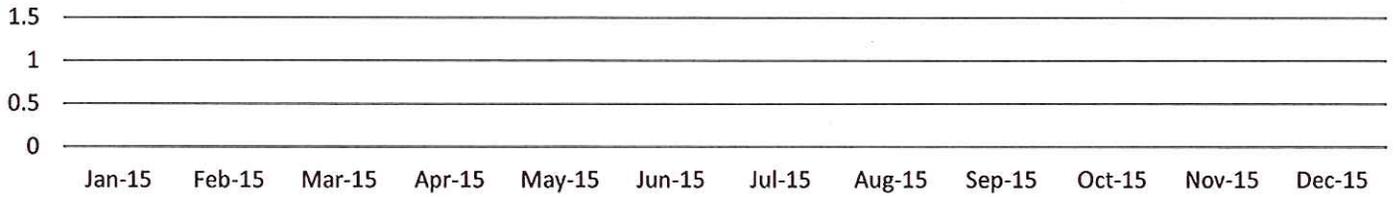
Overview	Total	Degree	Cert
Total			

Average Student GPA:
 Average Graduate GPA:

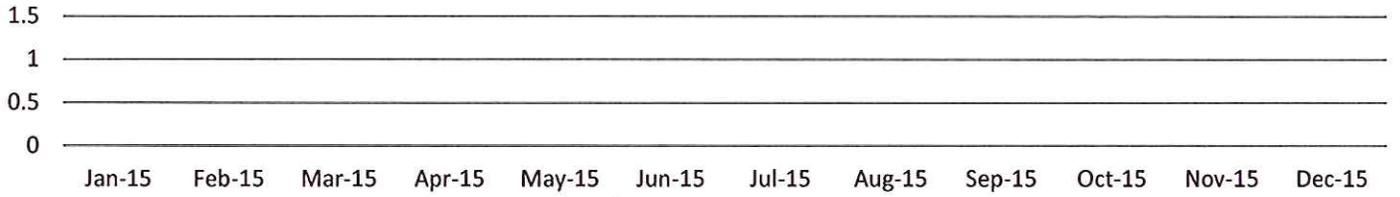
2015 Quarter Overview	Total Active ¹ Students	Applicant stage ^{1a}	Completed 1 st course ^{1b}	Total New Applicants ⁴
Av Q1 2015				
Av Q2 2015				
Av Q3 2015				
Av Q4 2015				



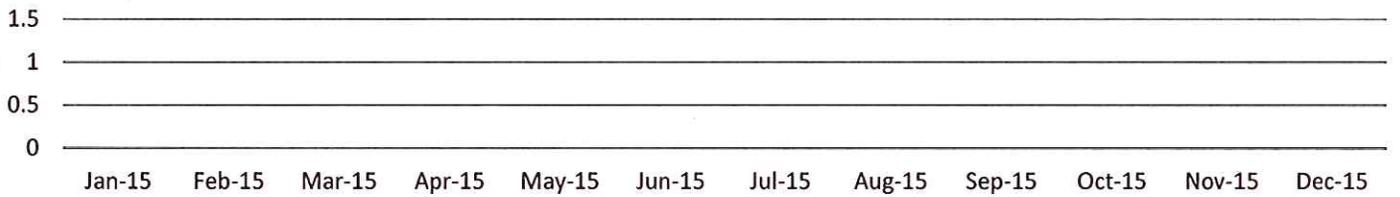
Total Courses Completed



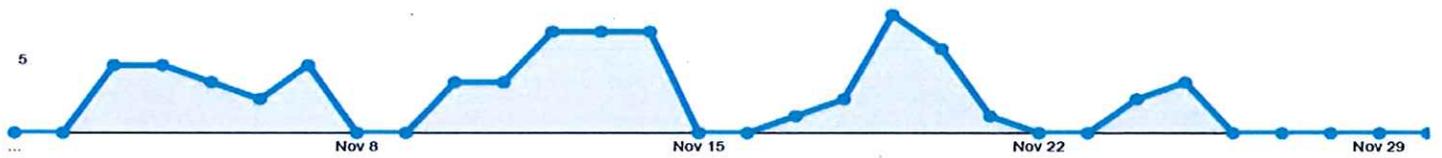
Monthly New Applicants



Graduates



Partner Portal January Daily Traffic



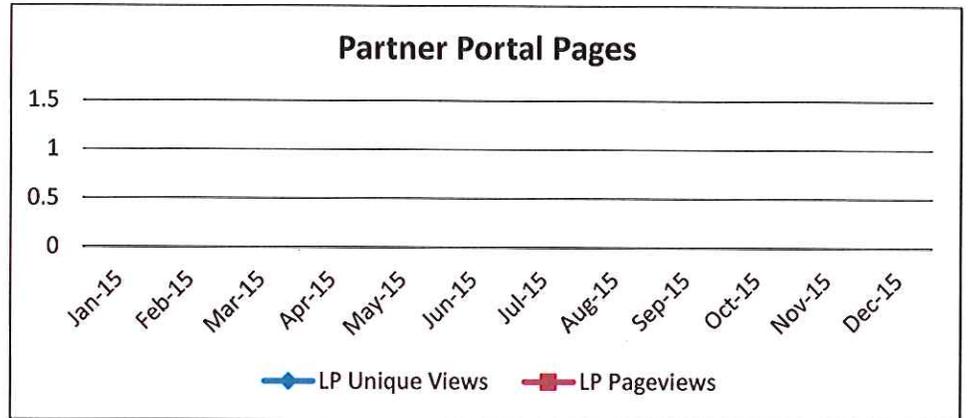
Overview 2015 Data

Visits	Unique Pageviews	Pageviews
Jan 2015		
Feb 2015		
Mar 2015		
Apr 2015		
May 2015		
June 2015		
July 2015		
Aug 2015		
Sep 2015		
Oct 2015		
Nov 2015		
Dec 2015		
Av/month		

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Unique Pageviews
Pageviews

2015 Quarter Overview	Average Unique Pageviews	Average Pageviews
Av Q1 2015		
Av Q2 2015		
Av Q3 2015		
Av Q4 2015		



Definitions

¹ **Active Student:** A student who has an active student record (with activity in the last 12 months), is in academic good standing, and has already registered for a first course.

^{1a} **Applicant stage:** is someone who has applied but not yet started/completed a course

^{1b} **Completed first course:** students who have successfully finished their 1st course in the last 12 months

² **Inactive Student:** A student who has an active student record (with activity in the last 12 months) but has never attended a first course or who is placed on probation if his/her GPA falls below a particular set of rules (see Student Handbook for requirements).

³ **Graduates:** Students who have completed a degree program or a certification program with the university.

⁴ **New Applicant:** A student who has filled in an application form in that particular month.