General Services Administration
FEDERAL SUPPLY SERVICE

AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST
On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!™, a menu-driven database system. The INTERNET address for GSA Advantage! is www.GSAAdvantage.gov
Get quotes FAST with GSA e-Buy. To learn more about e-Buy, visit https://www.ebuy.gsa.gov/ebuy/

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedules

Multiple Award Schedule
FSC Group: Professional Services
Per MAS Mod: A812

Avior Group LLC
1736 N. Chestnut Circle
Mesa, AZ 85213
Telephone: (480) 216-0330
Fax: (480) 216-0330, prefer email to b.boyette@aviorgroup.com
www.aviorgroup.com

Contract Administrator: Brian Boyette
Contract Number: GS-00F-002GA
Period Covered by Contract: October 1, 2016 through September 30, 2021

GSA Schedule

Effective as of Sept 29, 2020. Modification PS-0001
Business Size: Small Business
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</tr>
</tbody>
</table>
EXECUTIVE OVERVIEW, AVIOR GROUP

What we do best at Avior Group is establishing a partnership with our clients and developing a process improvement plan specifically to meet the needs and objectives of the organization. We have a high client satisfaction rating and have a proven record of delivering or exceeding our client’s ROI expectations. We leverage our lessons learned based on the readiness of the organization and recognize the difficulties and challenges leaders face to embrace or use the Lean or other process improvement methodologies within the services they provide. We leverage our Liberating Structures facilitation capabilities to manage change and have modified our training to enhance the adaptation of process improvement within many different applications and systems. For projects or specific task’s, we are referred to as project/program execution artists who achieve measurable results.

https://www.aviorgroup.com/
CUSTOMER INFORMATION FOR “MULTIPLE AWARD SCHEDULE”:

1a. Table of awarded special item numbers for MAS Services:

- **541611**: 
  - Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
- **611430**: 
  - Professional and Management Development Training
- **611512**: 
  - Professional Services, Training
- **OLM**: 
  - OLM Miscellaneous - Complementary Special Item Numbers (SINs)/ Order-Level Materials (OLM)

Contract Period: October 1, 2016 thru Sept 30, 2021
Pricing for All MAS SINS *including* GSA IFF, rates in US $

<table>
<thead>
<tr>
<th>GSA Contractor Site Labor Category</th>
<th>GSA Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Strategic Executive</td>
<td>$339.80</td>
</tr>
<tr>
<td>Solution Provider Level 3</td>
<td>$246.95</td>
</tr>
<tr>
<td>Solution Provider Level 2</td>
<td>$196.22</td>
</tr>
<tr>
<td>Solution Provider Level 1</td>
<td>$192.39</td>
</tr>
<tr>
<td>Consultant</td>
<td>$220.96</td>
</tr>
<tr>
<td>Program Manager</td>
<td>$241.81</td>
</tr>
<tr>
<td>Program Administrator</td>
<td>$93.80</td>
</tr>
</tbody>
</table>

Pricing for MAS SINS *including* GSA IFF, rates in US $

*Except as noted “per session” ... all prices are per day rates*
Negotiated rates for derivative or customized works will follow GSA pricing requirements & categories

<table>
<thead>
<tr>
<th>Course Titles SIN: 541611, 611430, 611512, OLM</th>
<th>Course Length</th>
<th>Max participants per training event</th>
<th>GSA Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leadership Overview (per session)</td>
<td>2 hours</td>
<td>35</td>
<td>$1,033.75</td>
</tr>
<tr>
<td>Executive Workshop</td>
<td>1 Day</td>
<td>20</td>
<td>$4,785.89</td>
</tr>
<tr>
<td>Champion Training (Deployment / Project)</td>
<td>3 days</td>
<td>20</td>
<td>$3,589.42</td>
</tr>
<tr>
<td>Customized Black Belt Training</td>
<td>1-20 days</td>
<td>25</td>
<td>$3,589.42</td>
</tr>
<tr>
<td>Customized Green Belt Training</td>
<td>1-10 days</td>
<td>25</td>
<td>$3,589.42</td>
</tr>
<tr>
<td>Lean (Kaizen) Event Facilitation</td>
<td>2-5 days</td>
<td>25</td>
<td>$3,637.28</td>
</tr>
<tr>
<td>Design for Six Sigma Training</td>
<td>4 Sessions</td>
<td>25</td>
<td>$4,307.30</td>
</tr>
<tr>
<td>Customized White Belt Training (per session)</td>
<td>2 hours</td>
<td>35</td>
<td>$1,033.75</td>
</tr>
</tbody>
</table>
# Training session details for SIN 541611, 611430, 611512, OLM

<table>
<thead>
<tr>
<th>Course</th>
<th>Course Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leadership Overview</td>
<td>2 hour session to convey compelling reason for continuous improvement within the organization and experimental basic understanding of waste and unnecessary variation impact. Rate is per 2 hour session.</td>
</tr>
<tr>
<td>Executive Workshop</td>
<td>Provide overview of LSS, demonstrate how methods help attain breakthrough performance, secure commitment and resources, develop plan, guidelines, and goals for the deployment. Recommended session be set 1 as two ½ days.</td>
</tr>
<tr>
<td>Champion Training (Deployment / Project)</td>
<td>Program designed to build relevant, experiential, practical and results focused skills for any agency or military environment, identify resource needs and project objectives. Requires 2 trainers and typically 3 days in total.</td>
</tr>
<tr>
<td>Customized Black Belt Training</td>
<td>Course can run anywhere from 1-20 days For Green Belts who need the additional 2-week Black Belt course that follows the DMAIC model with curricula customization based on participant work environment One week per month for 2 consecutive months. Designed for full time continuous improvement practitioners &amp; or a 4-week Black Belt course that follows the DMAIC model with curricula customization based on participant work environment One week per month for 4 consecutive months. Designed for full time continuous improvement practitioners.</td>
</tr>
<tr>
<td>Customized Green Belt Training</td>
<td>1 - 10 day Green Belt course that follows the DMAIC model with curricula customization based on participant work environment. Two 5-day sessions with 4-6 weeks between sessions to work projects. Designed for part time continuous Or 1-8 training day. Green Belt course that follows the DMAIC model with curricula customization based on participant work environment Two 4-day sessions with 4-6 weeks between sessions to work projects. Designed for part time continuous improvement practitioners.</td>
</tr>
<tr>
<td>Lean (Kaizen) Event facilitation</td>
<td>A 2-5 day highly facilitated and managed rapid improvement event focused on accelerating process improvements in specific work areas</td>
</tr>
<tr>
<td>Design for Six Sigma Training</td>
<td>Design for Six Sigma training represents a practitioner level development in the use of the DFSS toolset and how Innovation connects with changing customer needs and wants. The classes are customized to reflect specific agency or organization goals 4 sessions. One session per month for four consecutive months to allow for application of the tools between sessions.</td>
</tr>
<tr>
<td>Customized White Belt Training</td>
<td>A 2 hour classroom led interactive session aligned with mission or agency objectives to convey compelling reason for continuous improvement for the organization and experimental basic understanding of waste and unnecessary variation impact. Certification requirements from participants is encouraged and can be integrated with materials. Rate is per 2 hour session</td>
</tr>
</tbody>
</table>
# MAS Labor Category Descriptions

<table>
<thead>
<tr>
<th>Job Title/Grade</th>
<th>Experience Level</th>
<th>Education Level</th>
<th>Brief Job Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Strategic Executive</td>
<td>✓ 12 years of significant experience in multiple domains across a broad range of clients. ✓ Held consulting or leadership positions in major private or public organizations in areas such as Business Strategy, Operations, Manufacturing, Supply Chain, or IT Architecture. ✓ Many are Certified Master Black Belts in Lean Six Sigma</td>
<td>MBA</td>
<td>Works directly with senior level clients to set the project strategic agenda. Generates strategic approaches to address business problems. Drives project teams toward desired outcomes to achieve results for clients. Ensures project objectives are delivered in the context of industry best practices. Ensures that appropriate structure is in place to support real and lasting change. Develops new knowledge and capabilities derived from a broad range of cross industry/functional experiences within commercial clients.</td>
</tr>
<tr>
<td>Solution Provider Level 3</td>
<td>Minimum of 9 years’ experience</td>
<td>Bachelor’s Degree</td>
<td>Possesses demonstrated knowledge, extensive experience in the development of solutions, recommendations, or outcomes across multiple complex tasks in multiple organizations. Defines project objectives and strategic direction. Implements actions in support of defined agenda and project objectives. Develops integrated conclusions and insights. Documents sources and assumptions while communicating linkages of work modules to the larger assignment objectives. Generates key hypotheses and identifies data requirements. Gathers and leverages required facts and information. Responsible for providing leadership and vision to client and project teams and serves as a key facilitator between multiple teams to achieve objectives of complex efforts. Trains personnel, as required, to meet desired performance requirements. Directs the activities of other Solution Providers or staff, as necessary, and works directly with the Program Manager.</td>
</tr>
<tr>
<td>Solution Provider Level 2</td>
<td>Minimum of 7 years’ experience</td>
<td>Bachelor’s Degree</td>
<td>Possesses demonstrated knowledge, extensive experience in the development of solutions, recommendations, or outcomes across multiple complex tasks in multiple organizations. Implements actions in support of defined agenda and project objectives. Develops integrated conclusions and insights. Documents sources and assumptions while communicating linkages of work modules to the larger assignment objectives. Generates key hypotheses and identifies data requirements. Gathers and leverages required facts and information. Responsible for providing leadership and vision to client and project teams and serves as a key facilitator between multiple teams to achieve objectives of complex efforts. Trains personnel, as required, to meet desired performance requirements. Directs the activities of other Solution Providers or staff, as necessary, and works directly with the Program Manager.</td>
</tr>
<tr>
<td>Solution Provider Level 1</td>
<td>Minimum of 5 years’ experience</td>
<td>Bachelor’s Degree</td>
<td>Possesses demonstrated knowledge, extensive experience in the development of solutions, recommendations, or outcomes across multiple complex tasks in multiple organizations. Implements actions in support of defined agenda and project objectives. Develops integrated conclusions and insights. Documents sources and assumptions while communicating linkages of work modules to the larger assignment objectives. Generates key hypotheses and identifies data requirements. Gathers and leverages required facts and information. Responsible for providing leadership and guidance to client and project teams. Works closely with other Solution Providers, staff and Program Manager.</td>
</tr>
<tr>
<td>Job Title/Grade</td>
<td>Experience Level</td>
<td>Education Level</td>
<td>Brief Job Description</td>
</tr>
<tr>
<td>-----------------</td>
<td>------------------------</td>
<td>-----------------</td>
<td>------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>Consultant</td>
<td>Minimum of 3 years’ experience</td>
<td>Bachelor’s Degree</td>
<td>Resource is recognized authority across multiple areas of expertise. Provides leadership and advice to leadership at the highest technical and programmatic levels for various level teams and/or organizations to accomplish customer-sponsored projects, including new program development. Leadership and advice comprise problem definition, identification of avenues of approach, identification of applicable resources, and execution of tasks within the project. Works closely with other Solution Providers, staff and Program Manager.</td>
</tr>
<tr>
<td>Program Manager</td>
<td>Minimum of 10 years’ experience</td>
<td>Bachelor’s Degree</td>
<td>Provides oversight and executive level management to overall contract operations often involving multiple projects/tasks and groups of personnel at multiple locations. Responsible for product delivery and financial management of client engagement. The Program Manager maintains and manages relationships with senior level management within the client organization. Responsible for ensuring senior level management within the client organization is aware of overall program status, including all relevant projects and their potential impact on higher-level organizational strategic vision. Responsible for managing multiple contract operations, ensure quality standards and work performance on all task orders and projects. Plans, organizes and oversees work efforts, assigns resources, manages personnel. Coordinates and directs the activities of other consultants Provide direct consulting and facilitation expertise to clients, including the resolution of project issues and the presentation of project findings and results to client management. Provides risk management. Ensures quality control of deliverables. Monitors overall project and contract performance.</td>
</tr>
<tr>
<td>Program Administrator</td>
<td>Two years of experience in a relevant professional position.</td>
<td>Associate Degree</td>
<td>Assists project team members with data gathering and research. Organizes data and project documents. Assists Program Manager in the development of deliverables through general computer, financial, editing, word processing, graphics, and administrative activities</td>
</tr>
</tbody>
</table>
Customer Information:

1. Customer information:
   a. Special Item Numbers (SINs): 541611, 611430, 611512, OLM
   b. Lowest Price Model Number/Lowest Unit Price: N/A
   c. Labor Category Descriptions: See Page 6, 7

2. Maximum order: $1,000,000
3. Minimum order: $100
4. Geographic coverage: FOB Domestic
5. Point(s) of production: Same as contractor’s address
6. Discount from list prices or statement of net price:
   - 2% for orders between $100,000 and $249,999.99, 3% for orders between $250,000 and $499,999.99, and 5% for orders over $500,000
7. Quantity discounts: See item 6 above
8. Prompt payment terms: 1% - 10 days; Net. 30
   a. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.
9. Government Purchase Cards:
   a. Government Purchase Cards are accepted at or below the micro-purchase threshold.
   b. Government Purchase Cards are accepted above the micro-purchase threshold.
10. Foreign items: Not Applicable.
11. Delivery:
    a. Time of delivery: As specified on the task order
    b. Expedited Delivery: Contact Contractor
    c. Overnight and 2-day Delivery: Contact Contractor
    d. Urgent Requirements: Contact Contractor
12. F.O.B. point: Destination, Location to be negotiated with the ordering agency on each task order
13. Ordering
    a. Ordering address:
       Avior Group LLC
       1736 N. Chestnut Circle
       Mesa, AZ 85213
       Telephone: (480) 216-0330
       Fax: email b.boyette@aviorgroup.com
    b. Ordering procedures: Contact Contractor, see FAR 8.405-3.
14. Payment address:
    Avior Group LLC
    1736 N. Chestnut Circle
    Mesa, AZ 85213
    Telephone: (480) 216-0330
    Fax: email b.boyette@aviorgroup.com
15. Warranty provision: Commercial terms
16. Export packing charges: N/A
17. Terms and conditions of Government purchase card acceptance: YES, Government purchase cards are accepted above the micro-purchase threshold
18. Terms and conditions of rental, maintenance, and repair: N/A
19. Terms and conditions of installation: N/A
20. Terms and conditions (repair parts or other services)
    a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: N/A
    b. Terms and conditions for other services: N/A
21. List of service and distribution points: N/A
22. List of participating dealers: N/A
23. Preventive maintenance: N/A
24. Environmental attributes: N/A
   a. Special Attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): N/A
   b. Section 508 Compliance: Avior Group will provide agencies with all information available regarding compliance with accessibility standards, partial compliance or what accessibility features are offered on products and services provided by Avior Group. The EIT standard can be found at: www.Section508.gov
25. Data Universal Number System (DUNS) number: 192616543
26. Registered in System for Award Management (SAM.gov) Database: YES
27. Service Contract Labor Standards:
   a. The Service Contract Labor Standards (SCLS) is applicable to this contract as it applies to the entire Multiple Award Schedule and all services provided. While no specific labor categories have been identified as being subject to SCLS due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCLS eligible labor categories. If and/or when SCLS labor categories/employees are added to the contract through the modification process, the Contracting Officer will be informed and a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable wage determination number will be established. Failure to do so may result in cancellation of the contract.
PAST PERFORMANCE AND CERTIFICATIONS:

SDB: Small Disadvantaged Business
by the U. S. Small Business
Administration

Seaport-e contract, N00178-06-D-4694

Center for Medicare and Medicaid (CMS) contract, GS-00F-002GA:75FCMC19F0071
COMMITMENT TO PROMOTE
SMALL BUSINESS PARTICIPATION

PREAMBLE

AVIOR GROUP provides services to the Federal Government. We are committed to promoting participation of small, small disadvantaged and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

COMMITMENT

As a small business, we will actively seek and partner with other small businesses.

To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.

To develop and promote company policy initiatives that demonstrate our support for awarding contracts and subcontracts to small business concerns.

To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business to supply products and services to our company.

To ensure procurement opportunities are designed to permit the maximum possible participation of small, small disadvantaged, and women-owned small businesses.

To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., to identify and increase small businesses with whom to partner.

To publicize in our marketing publications our interest in meeting small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with small, small disadvantaged and women-owned small businesses to promote and increase their participation in Federal Government contracts. To accelerate potential opportunities please contact: Brian Boyette at 480-216-0330
BEST VALUE
BLANKET PURCHASE AGREEMENT
FEDERAL SUPPLY SCHEDULE
(Insert Customer Name)

In the spirit of the Federal Acquisition Streamlining Act (Agency) and AVIOR GROUP enter into a cooperative agreement to further reduce the administrative costs of acquiring commercial items from the General Services Administration (GSA) Federal Supply Schedule Contract(s) ____________________.

Federal Supply Schedule contract BPAs eliminate contracting and open market costs such as: search for sources; the development of technical documents, solicitations and the evaluation of offers. Teaming Arrangements are permitted with Federal Supply Schedule Contractors in accordance with Federal Acquisition Regulation (FAR) 9.6.

This BPA will further decrease costs, reduce paperwork, and save time by eliminating the need for repetitive, individual purchases from the schedule contract. The end result is to create a purchasing mechanism for the Government that works better and costs less.

Signatures

AGENCY DATE AVIOR GROUP DATE
Pursuant to GSA Federal Supply Schedule Contract Number(s)____________, Blanket Purchase Agreements, the Contractor agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH (Ordering Agency):

(1) The following contract items can be ordered under this BPA. All orders placed against this BPA are subject to the terms and conditions of the contract, except as noted below:

<table>
<thead>
<tr>
<th>MODEL NUMBER/PART NUMBER</th>
<th>*SPECIAL BPA DISCOUNT/PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>________________________</td>
<td>__________________________</td>
</tr>
</tbody>
</table>

(2) Delivery:

<table>
<thead>
<tr>
<th>DESTINATION</th>
<th>DELIVERY SCHEDULE/DATES</th>
</tr>
</thead>
<tbody>
<tr>
<td>___________</td>
<td>______________________</td>
</tr>
</tbody>
</table>

(3) The Government estimates, but does not guarantee, that the volume of purchases through this agreement will be ________________.

(4) This BPA does not obligate any funds.

(5) This BPA expires on ________________ or at the end of the contract period, whichever is earlier.

(6) The following office(s) is hereby authorized to place orders under this BPA:

<table>
<thead>
<tr>
<th>OFFICE</th>
<th>POINT OF CONTACT</th>
</tr>
</thead>
<tbody>
<tr>
<td>_______</td>
<td>________________</td>
</tr>
</tbody>
</table>

(7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), email, or paper.

(8) Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:

(a) Name of Contractor;
(b) Contract Number;
(c) BPA Number;
(d) Model Number or National Stock Number (NSN);
(e) Purchase Order Number;
(f) Date of Purchase;
(g) Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and

(h) Date of Shipment.

(9) The requirements of a proper invoice are specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the purchase order transmission issued against this BPA.

(10) The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take precedence.
BASIC GUIDELINES FOR USING “CONTRACTOR TEAM ARRANGEMENTS”

Federal Supply Schedule Contractors may use “Contractor Team Arrangements” (see FAR 9.6) to provide solutions when responding to a customer agency requirements.

These Team Arrangements can be included under a Blanket Purchase Agreement (BPA). BPAs are permitted under all Federal Supply Schedule contracts.

Orders under a Team Arrangement are subject to terms and conditions or the Federal Supply Schedule Contract.

Participation in a Team Arrangement is limited to Federal Supply Schedule Contractors.

Customers should refer to FAR 9.6 for specific details on Team Arrangements.

Here is a general outline on how it works:

- The customer identifies their requirements.
- Federal Supply Schedule Contractors may individually meet the customers needs, or -
  - Federal Supply Schedule Contractors may individually submit a Schedules “Team Solution” to meet the customer’s requirement.
- Customers make a best value selection.