



**GENERAL SERVICES ADMINISTRATION  
Federal Acquisition Service  
Authorized Federal Supply Schedule Pricelist (Catalog)**

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:

<https://GSAAdvantage.gov>

**MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)  
FSC GROUP 874**

**APPROVED SPECIAL ITEMS NUMBERS**

874-1: Consultation Services

874-2: Facilitation Services

874-4: Training Services

874-5 Support Products

**CONTRACT NUMBER**

GS-02F-0030Y

For more information on ordering from For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://fss.gsa.gov>

**CONTRACT PERIOD:**

23 November 2011 through 22 November 2016

**Adrian Technologies Incorporated**

203 East Side Square, Suite C6

Huntsville, Al 35801

<http://www.adrian-tech.com>

**BUSINESS SIZE:**

Small Business

**SET ASIDE:**

Veteran-Owned Small Business (VOSB)

**DUNS NUMBER:**

798819442

*Prices Shown Herein are Net (discount deducted)*



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## **1 ABOUT ADRIAN TECHNOLOGIES INCORPORATED**

Since 2002 Adrian Technologies has passionately helped our clients produce the right product or service, at the right time, and at the right cost. To meet this challenge we have adopted this simple mission: "Be the world's leader in providing Lean Six Sigma services to government and private organizations". At Adrian Technologies, we understand that your success is our success. That is why we constantly pursue perfection in the services we provide, employing the very same tools and techniques we provide our clients, on the services we provide. Simply put, we practice what we preach.

Headquartered in Huntsville, Alabama, Adrian Technologies was founded to deliver Knowledge-Based Management business strategy focused on waste elimination, variation reduction, and efficiency. Our strategy of aiding our clients in quickly reaching self-sustainability with their continuous improvement programs has allowed us to leverage our team of exceptional consultants to benefit a diverse group of clients.

Whether you are just beginning the journey in continuous process improvement (CPI) or supplementing a current program to ensure a mission, we bring deep process expertise in correctly identifying performance gaps and applying best-in-class process training, techniques and tools.

Our unique, high-performance deployment roadmap quickly generates results from the classroom to the office or field. Our approach ensures efficiencies in customizing program design and course materials for your organization's unique needs.

With multi-disciplinary expertise in achieving continuous improvement for government and defense, we deliver complete solutions that make CPI an integral building block of your enterprise.

### **Services**

We recognize that there are varying levels of CPI maturity among Federal agencies, and offer Lean Six Sigma (LSS) consulting services on three levels of involvement to address the full spectrum of clients' needs.

- A complete LSS program that begins by aligning strategy with organizational objectives and establishing the roadmap for implementation, conducting essential training in all phases and deploying and mentoring identified projects.
- Support for an existing LSS implementation, including Leadership Training, Green and Black Belt training and certification as required.
- Assistance on a project-by-project basis in an enterprise that is short on resources but requires immediate process improvement needs.

### **Experience**

We are fortunate to work with a wide variety of government agencies and their support providers including NASA, U.S. Dept. of Homeland Security, U.S. Army, U.S. Coast Guard, Department of Energy and more.



## 2 CUSTOMER INFORMATION

### 1a. Awarded special item number(s):

SIN	Title	Pages
874-1	Consulting Services	7
874-2	Facilitation Services	8
874-4	Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration	9-12
874-5	Ancillary Supplies and/or Services	13

### 1b. Labor Category rates proposed in support of all SINs and are valid for all sites.

See Section 3 “Pricing” for ATI Prices.

### 1c. See Section 4 “Labor Category Descriptions” for ATI Labor Category Descriptions.

2. **Maximum order:** \$1,000,000.00

3. **Minimum order:** \$100.00

4. **Geographic coverage (delivery area):** Domestic

5. **Point of production:** 203 East Side Square – Suite C6, Huntsville, AL 35801

6. **Discount from list prices or statement of net price:** Prices shown are net prices

7. Quantity discounts.

8. **Prompt payment terms:** Payment terms are Net 30 calendar days.

9a. **Notification that Government purchase cards are accepted at or below the micro-purchase threshold:** ATI will accept Government Purchase Cards for task orders placed that are below the micro-purchase threshold.

9b. **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold.** ATI will accept Government Purchase Cards for task orders placed that are below the micro-purchase threshold.

10. **Foreign items:** None

11a. **Time of delivery.** Specified on the Task Order

11b. **Expedited Delivery.** The items available for expedited delivery are noted in this price list:  
 For all SINs – negotiated on a task order basis.



- 11c. Overnight and 2-day delivery:** Same as Expedited Delivery above.
- 11d. Urgent Requirements:** ATI will negotiate with the contracting agencies on an ad hoc basis in an effort to meet accelerated delivery for rush requirements
- 12. F.O.B. point(s):** Destination
- 13a. Ordering address(es):**
- Attn: Mark Adrian  
Adrian Technologies Incorporated  
203 East Side Square, Suite C6  
Huntsville, AL 35801
- Phone: (256) 532-4676  
Fax: (256) 532-4677  
Email: [mark.adrian@adrian-tech.com](mailto:mark.adrian@adrian-tech.com)
- 13b. Ordering procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.
- 14. Payment address:**
- Adrian Technologies Incorporated  
Attn: Mark Adrian  
203 East Side Square, Suite C6  
Huntsville, AL 35801
- 15. Warranty provision:** N/A
- 16. Export packing charges:** N/A
- 17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** N/A
- 18. Terms and conditions of rental, maintenance, and repair (if applicable):** N/A
- 19. Terms and conditions of installation (if applicable):** N/A
- 20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A
- 20a. Terms and conditions for any other services (if applicable):** N/A
- 21. List of service and distribution points (if applicable):** N/A
- 22. List of participating dealers (if applicable):** N/A



**23. Preventive maintenance (if applicable):** N/A

**24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):** ATI will comply with all applicable environmental guidelines/regulations associated with the production and distribution of products and services under this GSA Schedule

**24b. Section 508 compliance:** If applicable, Section 508 compliance information on the supplies and services in this contract can be found at: [www.Section508.gov](http://www.Section508.gov) .

**25. Data Universal Number System (DUNS) number:** 798819442

**26. Notification regarding registration in Central Contractor Registration (CCR) Database:** ATI has registered with the Central Contractor Registration (CCR) Database.



### 3 PRICING

#### SIN 874-1: CONSULTING SERVICES

ATI provides expert advice, assistance, guidance or counseling in support of agencies' mission oriented business functions. This includes studies, analyses and reports documenting any proposed developmental, consultative or implementation efforts. Examples of consultation include but are not limited to: strategic, business and action planning; high performance work; process and productivity improvement; systems alignment; leadership systems; lean six sigma deployment; organizational assessments; cycle time; performance measures and indicators; program audits, evaluations, and customized training.

Labor Category	GSA Labor Rates
Staff Business Consultant I	\$204.85
Senior Business Consultant I	\$157.70
Administrative Specialist I*	\$38.76*

A 10% discount for all orders over \$50,000 and a 15% discount for orders over \$100,000

#### \*SCA Labor Category -SCA MATRIX

SCA Eligible Contract Labor Category	SCA Equivalent Code	WD Number
Administrative Assistant	01020-Administrative Assistant	05-2007

The Service Contract Act (SCA) is applicable to this contract and it includes SCA applicable labor categories. The prices for the indicated SCA labor categories are based on the U.S. Department of Labor Wage Determination Number(s) identified in the matrix. The prices offered are based on the preponderance of where work is performed and should the contractor perform in an area with lower SCA rates, resulting in lower wages being paid, the task order prices will be discounted accordingly.

*Note: All Labor Rates are inclusive of the IFF (Industrial Funding Fee) of 0.75%.*



**SIN 874-2: FACILITATION SERVICES**

ATI provides facilitation and related decision support services for agencies engaged in collaboration efforts, working groups, or integrated product, process, or self-directed teams. We assist in: the use of problem solving techniques; defining and refining the agenda; debriefing and overall meeting planning; resolving disputes, disagreements, and divergent views; logistical meeting/conference support when performing technical facilitation; convening and leading large and small group briefings and discussions; providing a draft for the permanent record; recording discussion content and enabling focused decision-making; and preparing draft and final reports for dissemination.

Labor Category	GSA Labor Rates
<b>Staff Business Consultant I</b>	<b>\$204.85</b>
<b>Senior Business Consultant I</b>	<b>\$157.70</b>
<b>Administrative Specialist I*</b>	<b>\$38.76*</b>

*A 10% discount for all orders over \$50,000 15% discount for orders over \$100,000*

**\*SCA Labor Category -SCA MATRIX**

SCA Eligible Contract Labor Category	SCA Equivalent Code	WD Number
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*Note: All Labor Rates are inclusive of the IFF (Industrial Funding Fee) of 0.75%.*



**SIN 874-4: TRAINING SERVICES**

ATI provides off-the-shelf, or customized off-the-shelf training packages under this SIN to meet specific agency needs related to business services.

Course Name	Minimum # Students	Maximum # Students	GSA Prices Per Class
<b>Lean Six Sigma Champions Training</b> Length of Course – 2.5 Days Course Supplies Included	<b>6</b>	<b>25</b>	<b>\$3457.74*</b>
<b>Lean Six Sigma Green Belt Training</b> Length of Course – 5 Days Course Supplies Included	<b>6</b>	<b>25</b>	<b>\$8917.42*</b>
<b>Lean Six Sigma Black Belt Training</b> Length of Course – 10 Days Course Supplies Included	<b>6</b>	<b>25</b>	<b>\$17,834.85*</b>

\* A 6% discount for 2-4 sessions, a 12% discount for 5 or more sessions.

Course handbooks are not included in above costs

- ✓ Champions and Green Belt training handbooks \$57.63 each
- ✓ Black Belt training week 1 and 2 handbooks \$101.96 for both

- Mentoring and material customization is available at additional costs charged at hourly rate.
- Any travel and postage will be additional to above costs.
- If training is done at a facility other than yours, there is added cost.

*Note: All course rates are inclusive of the IFF Industrial Funding Fee) of 0.75%.*



## LEAN SIX SIGMA CHAMPIONS CLASS DESCRIPTION

**Title of Course:**  
**Lean Six Sigma Champions Training**

**Length of Course:**  
**2.5 Days**

**Class Description:** This course describes what Lean Six Sigma is, why it is needed and what it can do to improve an organization's performance from the perspective of its customers, its leaders, and its employees. It describes Lean Six Sigma as a business strategy, its phasing and methodologies. The nature of variability is presented in detail and how variability adversely affects an enterprise's products, processes, services and relationships. The roles and responsibilities of a Champion, Sponsor, Team Leader, and Team Member are described. Project prioritization, selection, chartering, execution and benefit delivery are described in detail. Participants will develop draft project charters which serve as the starting point for sponsorship of real process improvement projects to achieve financial and operational results.

**Participants will learn how to:** define a project, participate in project reviews, support project teams, quantify benefits and sustain the process improvement program.

### Topics Include

- ▶ What is Lean Six Sigma
- ▶ DMAIC (Define-Measure-Analyze-Improve-Control) Problem Solving Roadmap
- ▶ Enterprise view of Lean Six Sigma
- ▶ Selecting Improvement Projects
- ▶ Change Management
- ▶ Project Types and Approaches
- ▶ Roles and Responsibilities
- ▶ Team Member Selection
- ▶ Roadmap for Sustaining Improvements

*Quantity or other applicable discounts: No cost for additional students above minimum. A 6% discount for 2-4 sessions, a 12% discount for 5 or more sessions.*



## LEAN SIX SIGMA GREEN BELT CLASS DESCRIPTION

**Title of Course:**  
**Lean Six Sigma Green Belt Training**

**Length of Course:**  
**5 Days**

**Class Description:** The Lean Six Sigma (LSS) Green Belt course covers the basic LSS methodologies, facilitation skills, and Kaizen event management. This session is designed to flow like an actual Kaizen event and places students on competing teams using exercise tools to visually and analytically demonstrate the key differences between Lean and Six Sigma methodologies as they strive to deliver the right product, at the right time, and at the right cost.

**Participants will learn how to:** apply the crucial observational, analytic and interpersonal skills of a successful Lean Six Sigma Green Belt, execute Green Belt projects, analyze data and present meaningful results to management. These skills are developed in the environment of a simulated Kaizen event created for the classroom.

### Topics Include

- |   |   |
|---|---|
| <ul style="list-style-type: none"><li>▶ What is Lean and what is Six Sigma?</li><li>▶ Lean DMAIC Roadmap</li><li>▶ Project Roles and Approaches</li><li>▶ Project Selection and Charter Writing</li><li>▶ Kaizen and Value Stream Event Management</li><li>▶ Process Documentation</li><li>▶ Process Measurement</li><li>▶ Facilitation and Team Dynamics</li></ul> | <ul style="list-style-type: none"><li>▶ Diagnosis and Intervention</li><li>▶ Brainstorming</li><li>▶ Mistake Proofing</li><li>▶ Failure Modes Effects Analysis</li><li>▶ Flow and Pull and Standard Work</li><li>▶ Basic Statistics</li><li>▶ Simple Visual and Analysis Tools</li><li>▶ 5S</li><li>▶ Project Closure</li></ul> |
|---|---|

*Quantity or other applicable discounts: No cost for additional students above minimum. \* A 6% discount for 2-4 sessions, a 12% discount for 5 or more sessions.*



LEAN SIX SIGMA BLACK BELT CLASS DESCRIPTION

<b>Title of Course:</b> <b>Lean Six Sigma Black Belt Training</b>	<b>Length of Course:</b> <b>10 Days</b>
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**Class Description:** This course comprises mixed classroom training and project workshops to teach participants a broad set of change management skills and technical tools to solve an organization’s most costly problems. Each training week guides learners step-by-step through the Lean Six Sigma DMAIC project roadmap. Black Belt candidates arrive at training with a pre-selected project and apply the tools they learn to complete it and get real results. Training is tailored to the industry and the organization’s strategic needs.

**Participants will learn how to:** execute Black Belt projects and drive change in the enterprise, define process metrics and set up measurement systems that enable data-based decision-making, analyze data to solve complex, enterprise-wide issues and present meaningful results to management, use the tools to produce measurable improvements, provide assistance and mentoring to Green Belts.

Topics Include	
<p><i>Week 1</i></p> <ul style="list-style-type: none"> <li>▶ What is Lean?</li> <li>▶ What is Six Sigma?</li> <li>▶ Lean DMAIC Roadmap</li> <li>▶ Enterprise View of Lean Six Sigma</li> <li>▶ Facilitator Survival Skills</li> <li>▶ Introduction to SPC Excel</li> <li>▶ Identifying Improvement Opportunities</li> <li>▶ Kano Analysis</li> <li>▶ Quality Functional Deployment</li> <li>▶ Value Stream Mapping</li> <li>▶ Set Up Reduction</li> <li>▶ Load Smoothing</li> <li>▶ Total Productive Maintenance</li> <li>▶ Product Development Kaizen</li> <li>▶ Probability Distributions</li> <li>▶ Advocating Operating Excellence</li> <li>▶ Confidence Intervals and Hypothesis Testing</li> <li>▶ Correlation and Regression Analysis</li> <li>▶ Data Collection, Sampling, and Surveys</li> <li>▶ Basic Design of Experiment</li> </ul>	<p><i>Week 2</i></p> <ul style="list-style-type: none"> <li>▶ Conflict Resolution</li> <li>▶ Change Management</li> <li>▶ Advanced Mistake-Proofing</li> <li>▶ Advance Failure Modes Effects Analysis</li> <li>▶ Measurement Systems Analysis (Gauge R&amp;R)</li> <li>▶ Advance Probability Distributions</li> <li>▶ Project Management</li> <li>▶ Capturing Return on Investment</li> <li>▶ Advanced Design of Experiment</li> <li>▶ Introduction to Design For Six Sigma</li> <li>▶ Analysis of Variance (ANOVA)</li> <li>▶ Lean Six Sigma Project Failure Modes</li> <li>▶ Developing and Managing Program and Project Lean Six Sigma Excellence Plans</li> <li>▶ Statistical Process Control</li> <li>▶ Statistical Process Capability</li> <li>▶ Control Charts</li> <li>▶ Theory of Constraints</li> <li>▶ 8D Problem Solving</li> <li>▶ Rapid Plant Assessment</li> </ul>

*Quantity or other applicable discounts: No cost for additional students above minimum. A 6% discount for 2-4 sessions, a 12% discount for 5 or more sessions.*



SIN 874-5: SUPPORT PRODUCTS

Course Name	Length of Course:	GSA Prices Per Course Book
<b>Lean Six Sigma Champions Handbook</b>	<b>2.5 Days</b>	<b>\$57.63*</b>
<b>Lean Six Sigma Green Belt Handbook</b>	<b>5 Days</b>	<b>\$57.63*</b>
<b>Lean Six Sigma Black Belt Handbook Week 1</b>	<b>5 Days</b>	<b>\$57.63*</b>
<b>Lean Six Sigma Black Belt Handbook Week 2</b>	<b>5 Days</b>	<b>\$44.33*</b>

\*A 7.5% discount for orders over 15.

Note: All Products Rates are inclusive of the IFF (Industrial Funding Fee) of 0.75%

SIN 874-5 SUPPORT PRODUCT DESCRIPTIONS

Lean Six Sigma Champions Training Handbook:

This handbook supports the course entitled Lean Six Sigma Champion Training. The handbook is used during the training course to guide the participants through the lectures, case examples, simulations and exercises. After completion of the training, it provides newly trained personnel with a comprehensive reference book to review and reinforce the Champion skills and concepts while practicing out in the field. The handbook is reproduced in black and white and presented in a 3-ring binder with divided sections to easily locate information.

Lean Six Sigma Green Belt Training Handbook:

Lean Six Sigma Green Belt Training Handbook is in support of the training course entitled Lean Six Sigma Green Belt Training. The handbook is used both during the training course and to help facilitate the Lean Six Sigma Green Belt projects when a participant uses the items learned in their day-to-day work strategies. The handbook is reproduced in black and white and presented in a 3-ring binder with divided sections to easily locate information.

Lean Six Sigma Black Belt Week 1 Training Handbook:

Lean Six Sigma Black Belt Training Handbook is in support of the training course entitled Lean Six Sigma Black Belt Training. The handbook is used both during the training course and to help facilitate the Lean Six Sigma Black Belt projects when a participant uses the items learned in their day-to-day work strategies. It is targeted at future leaders of the company who will learn the tools and skills to solve complex problems and improve business performance. The handbook is reproduced in black and white and presented in a 3-ring binder with divided sections to easily locate information.

Lean Six Sigma Black Belt Week 2 Training Handbook:

Lean Six Sigma Black Belt Training Handbook is in support of the training course entitled Lean Six Sigma Black Belt Training. The handbook is used both during the training course and to help facilitate the Lean Six Sigma Black Belt projects when a participant uses the items learned in their day-to-day work strategies. It is targeted at future leaders of the company who will learn the tools and skills to solve complex problems and improve business performance. The handbook is reproduced in black and white and presented in a 3-ring binder with divided sections to easily locate information.



## 4. LABOR CATEGORY DESCRIPTIONS

Labor Category	Potential Roles	Minimum Education	Minimum Training and Experience	Job Description
Staff Business Consultant I	Program Director Master Black Belt TOC Jonah Program / Project Manager	Master's Degree / or Bachelor's + 15 years' experience	15 years consulting experience 10 years subject matter expertise (CPI, Lean, Six Sigma, TOC, Project Management Institute – Project Management Professional)	Leads Technical Project Delivery Interfaces with clients' senior management Leads and mentors consulting personnel Leads consulting effort Subject matter expert in several areas Develops business process improvement strategy
Senior Business Consultant I	Master Black Belt Black Belt Lean Master/Expert TOC Master – Jonah Program / Project Manager	Master's Degree / or Bachelor's + 10 years' experience	10 years consulting experience 8 years subject matter expertise (CPI, Lean, Six Sigma, TOC, Project Management Institute – Project Management Professional)	Interfaces with senior management Leads and mentors consulting personnel Leads consulting effort in specific events Subject matter expert in one or more areas Develops strategy and plans for events
Administrative Specialist I	Contract Support Admin. Support Accounting Support Personnel Support	Bachelor's Degree or H.S. Diploma + 5 years' experience	5 years job-related experience	Provides administrative, accounting, contract and personnel support Assists with project matters as requested Knowledgeable with office software (word processing, spreadsheet, presentations), email and internet