AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

Multiple Award Schedule (MAS)

Federal Supply Group: Professional Services

Price list current as of effective 23 November 2011

Adrian Technologies Incorporated
Mooresville Road, Suite 200
Tanner, AL 35671
Phone: 256 350 4433
Fax: 256 350 4434

CONTRACT NUMBER
GS-02F-0030Y

CONTRACT PERIOD:
23 November 2011 through 22 November 2026

Adrian Technologies Incorporated
Mooresville Road, Suite 200
Tanner, AL 35671
http://www.adrian-tech.com

Contract Administrator:
Mark Adrian
President/CEO
Office: 256 350 4433
Fax 256 350 4434

BUSINESS SIZE:
Small Business

SET ASIDE:
Veteran-Owned Small Business (VOSB)
Table of Contents

Executive Summary ........................................................................................................................................... 3

Authorized Federal Supply Schedule Price List ............................................................................................ 4

Customer Information ................................................................................................................................... 5

Services And Pricing .................................................................................................................................... 8

SIN 541611: ................................................................................................................................................. 8

Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services .................................................................................................................. 8

Labor Category Descriptions ............................................................................................................................ 9

SIN 611430: .................................................................................................................................................. 10

Services include Training Services, Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration, Learning Management, Internships ....... 10

SIN Ancillary: Ancillary Supplies and Services .................................................................................................... 13

Ancillary Supply Description ............................................................................................................................ 14
EXECUTIVE SUMMARY

Since 2006 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, VA, U.S. EPA, U.S. Air Force, Department of Energy and more.
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

Online access to contract ordering information, terms and conditions, up-to-date pricing and the option to create an electronic delivery order is available through GSA Advantage™, a menu-driven database system.

The Internet address for GSA Advantage™ is

https://GSAAdvantage.gov

Contract Award Date:

23 November 2011

DUNS Number:

798819442

Approved Special Item Numbers:

541611: Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

611430: Professional and Management Development Training

ANCILLARY: Ancillary Supplies and Services

OLM: Order-Level Materials as appropriate
CUSTOMER INFORMATION

1a. Awarded special item number(s):

541611:
Business Program and Project Management Services

611430:
Professional and Management Development Training

ANCILLARY:
Ancillary Supplies and Services

OLM:
Order-Level Materials as appropriate

1b. Identification of the Lowest Priced Item/Service and Lowest Unit Price for That Item/Service for Each Special Item Number Awarded. Prices shown in the price list are valid for Domestic support. Travel costs will be expensed in accordance with Joint Travel Regulations.

1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. The Labor Category Descriptions Table provides information on commercial job titles and potential roles, education and experience requirements, and job descriptions and areas of functional responsibility.

2. Maximum order:
541611, 611430: $1,000,000.00
ANCILLARY: $250,000
OLM $250,000

3. Minimum order: $100.00

4. Geographic coverage (delivery area): Domestic

5. Point of production: 6805 Mooresville Road, Tanner, AL 35671

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:** YES, Government Purchase Cards are accepted below the micro-purchase threshold per I-FSS-600.

**9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold.** YES, Government Purchase Cards are accepted above the micro-purchase threshold per I-FSS-600.

**10. Foreign items:** None

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

**11b. Expedited Delivery.** To be determined at the time of task order/delivery.

**11c. Overnight and second day delivery:** To be determined at the time of task order/delivery.

**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  
6805 Mooresville Road  
Tanner, AL 35671

Phone: (256) 350-4433  
Fax: (256) 350-4434  
Email: mark.adrian@adrian-tech.com

**13b. Ordering procedures:** 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 per I-FSS-600.

**14. Payment address:**

Adrian Technologies Incorporated  
Attn: Mark Adrian  
6805 Mooresville Road  
Tanner, AL 35671

**15. Warranty provision:** N/A

**16. Export packing charges:** N/A

**17. Terms and conditions of Government Commercial Credit Card Acceptance:** Contact Contractor
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): None.

24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov/. N/A

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.
SERVICES AND PRICING

SIN 541611:

MANAGEMENT AND FINANCIAL CONSULTING, ACQUISITION AND GRANTS MANAGEMENT SUPPORT, AND BUSINESS PROGRAM AND PROJECT MANAGEMENT SERVICES

Under this SIN ATI provides the below array of services:

- expert advice, assistance, guidance or counseling in support of agencies' critical 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; organizational assessments; cycle time; performance measures and indicators; program audits, evaluations, and customized training.

- professional support services for acquiring equipment and services both domestically and overseas. Services have included but are not limited to: acquisition planning assistance, including market research and recommending procurement strategy; acquisition document development, including cost/price estimates; statements of work, synopses and price negotiation memoranda. We also provide expert assistance in support of proposal evaluations, including price/cost analysis or technical proposal analysis: contract administration support services, including assistance with reviewing contractor performance, developing contract modifications, and investigating reports of contract discrepancies.

- management or integration of programs and projects including, but not limited to: program management, program oversight, project management, scheduling, cost controls, change management, risk management, and program integration of a limited duration. We also provide a specialized service for the emergency management sector entitled Agile Emergency Management. A variety of functions may be utilized to support program integration or project management tasks

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>GSA Labor Rates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Staff Business Consultant I</td>
<td>$204.85</td>
</tr>
<tr>
<td>Senior Business Consultant I</td>
<td>$157.70</td>
</tr>
<tr>
<td>Administrative Specialist I*</td>
<td>$38.76*</td>
</tr>
</tbody>
</table>

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

* SERVICE CONTRACT LABOR STANDARDS MATRIX

<table>
<thead>
<tr>
<th>Service Contract Labor Standards Eligible Contract Labor Category</th>
<th>Service Contract Labor Standards Equivalent Code</th>
<th>WD Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administrative Assistant</td>
<td>01020-Administrative Assistant</td>
<td>2015-5175</td>
</tr>
</tbody>
</table>
Service Contract Labor Standards (SCLS) is applicable to this contract and it includes SCLS applicable labor categories. The prices for the indicated (***) SCLS labor categories are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCLS matrix. The prices awarded are in line with the geographic scope of the contract (i.e. nationwide)

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

**Labor Category Descriptions**

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Potential Roles</th>
<th>Minimum Education</th>
<th>Minimum Training and Experience</th>
<th>Job Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Staff Business Consultant I</td>
<td>Program Director Master Black Belt TOC Jonah Program / Project Manager</td>
<td>Master’s Degree / or Bachelor’s + 15 years’ experience</td>
<td>15 years consulting experience 10 years subject matter expertise (CPI, Lean, Six Sigma, TOC, Project Management Institute – Project Management Professional)</td>
<td>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</td>
</tr>
<tr>
<td>Senior Business Consultant I</td>
<td>Master Black Belt Black Belt Lean Master/Expert TOC Master – Jonah Program / Project Manager</td>
<td>Master’s Degree / or Bachelor’s + 10 years’ experience</td>
<td>10 years consulting experience 8 years subject matter expertise (CPI, Lean, Six Sigma, TOC, Project Management Institute – Project Management Professional)</td>
<td>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</td>
</tr>
<tr>
<td>Administrative Specialist I</td>
<td>Contract Support Admin. Support Accounting Support Personnel Support</td>
<td>Bachelor’s Degree or H.S. Diploma + 5 years’ experience</td>
<td>5 years job-related experience</td>
<td>Provides administrative, accounting, contract and personnel support Assists with project matters as requested Knowledgeable with office software (word processing, spreadsheet, presentations), email and internet</td>
</tr>
</tbody>
</table>
SIN 611430:

SERVICES INCLUDE TRAINING SERVICES, INSTRUCTOR LED TRAINING, WEB BASED TRAINING AND EDUCATION COURSES, COURSE DEVELOPMENT AND TEST ADMINISTRATION, LEARNING MANAGEMENT, INTERNSHIPS

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

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

* 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**

<table>
<thead>
<tr>
<th>Title of Course:</th>
<th>Length of Course:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lean Six Sigma Champions Training</td>
<td>2.5 Days</td>
</tr>
</tbody>
</table>

**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

<table>
<thead>
<tr>
<th>Title of Course:</th>
<th>Lean Six Sigma Green Belt Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>Length of Course:</td>
<td>5 Days</td>
</tr>
</tbody>
</table>

**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

- What is Lean and what is Six Sigma?
- Lean DMAIC Roadmap
- Project Roles and Approaches
- Project Selection and Charter Writing
- Kaizen and Value Stream Event Management
- Process Documentation
- Process Measurement
- Facilitation and Team Dynamics
- Diagnosis and Intervention
- Brainstorming
- Mistake Proofing
- Failure Modes Effects Analysis
- Flow and Pull and Standard Work
- Basic Statistics
- Simple Visual and Analysis Tools
- 5S
- Project Closure

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

<table>
<thead>
<tr>
<th>Title of Course:</th>
<th>Lean Six Sigma Black Belt Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>Length of Course:</td>
<td>10 Days</td>
</tr>
</tbody>
</table>

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

### Week 1
- What is Lean?
- What is Six Sigma?
- Lean DMAIC Roadmap
- Enterprise View of Lean Six Sigma
- Facilitator Survival Skills
- Introduction to SPC Excel
- Identifying Improvement Opportunities
- Kano Analysis
- Quality Functional Deployment
- Value Stream Mapping
- Set Up Reduction
- Load Smoothing
- Total Productive Maintenance
- Product Development Kaizen
- Probability Distributions
- Advocating Operating Excellence
- Confidence Intervals and Hypothesis Testing
- Correlation and Regression Analysis
- Data Collection, Sampling, and Surveys
- Basic Design of Experiment

### Week 2
- Conflict Resolution
- Change Management
- Advanced Mistake-Proofing
- Advance Failure Modes Effects Analysis
- Measurement Systems Analysis (Gauge R&R)
- Advance Probability Distributions
- Project Management
- Capturing Return on Investment
- Advanced Design of Experiment
- Introduction to Design For Six Sigma
- Analysis of Variance (ANOVA)
- Lean Six Sigma Project Failure Modes
- Developing and Managing Program and Project Lean Six Sigma Excellence Plans
- Statistical Process Control
- Statistical Process Capability
- Control Charts
- Theory of Constraints
- 8D Problem Solving
- Rapid Plant Assessment

**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 Ancillary: Ancillary Supplies and Services**

<table>
<thead>
<tr>
<th>Course Name</th>
<th>Length of Course</th>
<th>GSA Prices Per Course Book</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lean Six Sigma Champions Handbook</td>
<td>2.5 Days</td>
<td>$57.63*</td>
</tr>
<tr>
<td>Lean Six Sigma Green Belt Handbook</td>
<td>5 Days</td>
<td>$57.63*</td>
</tr>
<tr>
<td>Lean Six Sigma Black Belt Handbook Week 1</td>
<td>5 Days</td>
<td>$57.63*</td>
</tr>
<tr>
<td>Lean Six Sigma Black Belt Handbook Week 2</td>
<td>5 Days</td>
<td>$44.33*</td>
</tr>
</tbody>
</table>

*A 7.5% discount for orders over 15.

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

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.