



ICP International management
consultants



Federal Supply Service Authorized Federal Supply Schedule Price List

MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)

FSC 874

Contract Number: GS-10F-0145S

Contract Period: February 09, 2006 through February 08, 2011

Awarded Special Item Numbers:

(See Pages 4-6 for descriptions of Services and Labor Categories)

SIN 874-1 Consulting Service

SIN 874-2 Facilitation Services

SIN 874-3 Survey Services

I Cubed Partners Intl LLC dba ICP International

4520 N. 25th Road

Arlington, VA 22207 4102

Tel: 703-528-1759

FAX: 615-676-1890

www.icpinternational.net

Business Size: Small Disadvantaged

CUSTOMER INFORMATION:

1a. Table of Awarded Special Item Number(s): 874-1, 874-2 and 874-3

1b. Professional Labor Rates

MOBIS SIN	Professional Labor Category	GSA Hourly Rate
SIN 874-1, 2, 3	Senior Executive Consultant	\$257.40
SIN 874-1, 2, 3	Executive Consultant	\$244.33
SIN 874-1, 2, 3	Strategic Management Consultant	\$211.00

1c. Labor Category Descriptions (See Below)

2. Maximum Order: \$1,000,000.00

3. Minimum Order: \$300.00

4. Geographic Coverage: Domestic and Overseas

5. Point(s) of production: **I Cubed Partners Intl LLC**
4520 N. 25th Road
Arlington, VA 22207-4102

6. Prices are net. Discounts have been applied.

7. Quantity discounts: None Offered

8. Prompt payment terms: Net 30 days

9. Government purchase cards are accepted at or below the micro-purchase threshold: Yes

10. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: will accept over \$2,500

10. Foreign items (list items by country of origin): None

11. Time of Delivery : Specified on the Task Order

12. Expedited Delivery. Contact Contractor

Overnight and 2-day delivery: Contact Contractor

Urgent Requirements: Contact Contractor

12. **F.O.B Points(s):** Destination

13a. **Ordering Address(es):** I Cubed Partners Intl LLC
4520 N. 25th Road
Arlington, VA 22207-4102

13b. **Ordering procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).

14. **Payment address(es):** I Cubed Partners Intl LLC
4520 N. 25th Road
Arlington, VA 22207-4102

15. **Warranty provision:** Contractor's standard commercial warranty

16. **Export Packing Charges (if applicable):** N/A

17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):**
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):** N/A

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. contactor's website or other location.) The EIT standards can be found at: www.Section508.gov/. N/A**

25. **Data Universal Numbering System (DUNS) number:** 08-3585377

26. **Notification regarding registration in Central Contractor Registration (CCR) database:** Registered

ICP International Company Overview and Executive Summary

ICP International (ICP) is a management consultancy providing a broad range of enterprise level performance improvement and measurement services to major commercial domestic and international firms since 1997. Working directly and through alliances with strategic partners, the company has provided management advisory services to a diverse range of businesses across the globe.

ICP, a **minority-owned small business**, has professional relationships with IBM Business Consulting Services, Deloitte Consulting and PricewaterhouseCoopers and is guided by an Advisory Board consisting of senior business leaders. We also regularly partner with 8(a) and SDVOSB firms to deliver outstanding value to clients.

The company leverages its LEAD Methodology to help agencies deliver better mission and mission support by “finding” money (e.g. through efficiency gains, better integration of existing technology and process, and simplification of redundant processes); and by utilizing the budget more effectively by creating greater transparency in the purchase-to-pay cycle. We deploy a range of approaches, including Lean Management, Lean Six Sigma, 5s, and Kaizen; all of which we have successfully taught and applied at Government Printing Office, Defense Logistics Agency, GE Capital, Johnson & Johnson, Goldman Sachs, Allied Signal, Microsoft, Dow Chemical, and Caterpillar Inc. These and other organizations have saved billions of dollars through the implementation of Lean Six Sigma. ICP has worked closely with the leadership of many of these enterprises, providing them with strategic and operational guidance to improve execution of strategy. Clients of ICP include: GE Capital, Dow Chemical, The Vanguard Group, TRW Systems, Caterpillar Inc., Siemens Westinghouse Power Company, and JP Morgan Chase. ICI also offers consulting services in the areas of Customer Analytics, Process Management Systems, Measurement Systems Design and Organization Transformation.

ICP distinguishes itself by regularly deploying experienced consultants (who also happen to be seasoned practitioners) whose experience spans an impressive range of functions, industries and sectors. ICP is able to consistently exceed our clients' expectations with tailored solutions that add immediate and tangible value to their organizations.

Lean Six Sigma Process Integration

Our Associates have experience in every facet of LSS deployment, from readying the organization to adopt the management philosophy to preparing Master Black Belts, Black Belts, Green Belts, and Yellow Belts to apply process thinking and statistical rigor to problem solving. From the Office of the CFO to the operating level, our service includes Executive Facilitation and Coaching, Champions training, Black Belt and Green Belt training, and project coaching.

Executive Facilitation & Coaching

Leadership commitment is a critical success factor for any organizational transformation initiative. Without it, the road to *performance excellence* will be jammed with organizational resistance. ICP works with an organization's leadership team to create the Strategic Vision and guide them in communicating that vision across the enterprise. Our experience working with hundreds of executives across a range of diverse industries gives us practical insights

into the personal and professional challenges leaders face when embarking on dramatic change.

Champions Development

An integral component of any successful Lean Six Sigma deployment is the push provided by deployment champions. These are the mid- and upper-level leaders who provide the ongoing impetus for process change. We work with clients to develop Champions through formal instruction and informal coaching. Rather than simply exposing Champions to the rudiments of DMAIC (Six Sigma methodology), we provide the additional coaching necessary to help them become effective leaders of Six Sigma deployment.

Master Black, Black Belt & Green Belt Development

ICP works with clients to tailor formal instructional tools and techniques to suit the client's unique environment and industry. Tailoring instruction ensures that Black Belts and Green Belts acquire the most relevant knowledge and skills in the least amount of time. This rapid acquisition of skills enables them to make quantitative contributions to improving the organization in a very short period of time, dramatically improving Six Sigma's ROI for the client.

Formal instruction is supplemented with aggressive coaching of Black Belts and Green Belts to ensure projects are completed in the shortest amount of time with substantial benefit for the organization. Our experience has shown that formal instruction without coaching needlessly delays benefits capture. Companies that forgo aggressive coaching of their novice Black and Green belts can expect projects to drag on indefinitely, demoralizing participants and postponing benefits capture.

Proposed ICP International Labor Category Descriptions

1) **Senior Executive Consultant - Minimum/General Experience:** Managing consultant with a minimum of 15 years of experience* leading large and complex engagements, client relationships, and/or work segments. Typically has deep technical knowledge of Six Sigma DMAIC and/or DFSS methodologies. Also has functional or industry expertise related to complex six sigma deployments. Demonstrates expertise or thought leadership in a given market area or service line, and has organizational responsibility for client service delivery and performance. Functional Responsibility: Provides executive experience and guidance to an engagement. Functional service delivery roles include Program Director, Program Manager, Engagement Director, Technology Practice Leader, Lead Solution Architect, and Content. Education: Advanced degree (e.g. in statistics, business, organizational design, social science). Equivalent technical training and/or experience may be substituted for education using the relationship of one year of training and/or experience for each year of education.

2) **Executive Consultant - Minimum/General Experience:** Managing consultant with a minimum of 14 years of experience* leading large and complex engagements, client relationships, and/or work segments. Typically has deep technical knowledge of Six Sigma DMAIC and/or DFSS methodologies. Also has functional or industry expertise related to complex six sigma deployments. Demonstrates expertise or thought leadership in a given market area or service line, and has organizational responsibility for client service delivery

and performance. Functional Responsibility: Provides executive experience and guidance to an engagement. Functional service delivery roles include Program Director, Program Manager, Engagement Director, and Content Expert. Education: Advanced degree (e.g. in statistics, business, organizational design, social science). Equivalent technical training and/or experience may be substituted for education using the relationship of one year of training and/or experience for each year of education.

3) Strategic Management Consultant - Minimum/General Experience: Managing consultant with a minimum of 10 years of experience leading large and complex engagements, client relationships, and/or work segments. Typically has deep technical knowledge of Six Sigma DMAIC and/or DFSS methodologies. Also has functional or industry expertise related to complex six sigma deployments. Demonstrates expertise or thought leadership in a given market area or service line, and has organizational responsibility for client service delivery and performance. Functional Responsibility: Provides executive experience and guidance to an engagement. Functional service delivery roles include Program Director, Program Manager, Engagement Director. Education: BS/BA. Equivalent technical training and/or experience may be substituted for education using the relationship of one year of training and/or experience for each year of education.

* There may be exceptions to the minimum amount of work experience for professionals within these labor categories based on, specific knowledge and/or professional recognition within the field of expertise, outstanding academic achievement, or exceptional performance.