

Management, Organizational and Business Improvement Services (MOBIS)

**General Services Administration
Federal Supply Service**

Authorized Federal Supply Schedule Price List

GSA Contract Number: GS-23F-9768H

On-line 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!**TM, a menu-driven database system. The INTERNET address for **GSA Advantage!**TM is: <http://www.gsaAdvantage.gov> .

Business Size:	Small
Industrial Group:	874, Industrial Class 8742
Contract Period:	October 1, 2002 - September 30, 2012
Contractor:	American Supplier Institute

American Supplier Institute
GSA
FSS Contractor

World Headquarters
30200 Telegraph Road, Suite 100
Bingham Farms, MI 48025
(800) 462-4500
(248) 530-1395
(248) 530-1399 Fax
www.amsup.com
www.asiusa.com





ASI has established partnerships with several high-performing consulting firms. Through those partnerships, ASI can offer consulting support and training, on the latest program and quality management issues facing Federal managers today. The combined experience of ASI and its partners cuts across many different Federal agencies and includes support in implementing executive and legislative initiatives such as the Government Performance and Results Act (GPIRA), the Chief Financial Officers (CFO) Act, and the Federal Acquisitions Streamlining (FASA) Act. In addition, we can provide support related to government privatization and conversion to performance-based organizations.

Description of Training & Services

SIN 874.1-. Consultation Services

Quality Management is an **approach to** managing organizations for continuous improvement of services and products. Integrating new strategic and cultural techniques, quality management is based on a top-to-bottom mindset that mobilizes an organization around:

- An intense customer focus and bias toward customer satisfaction
- Dedication to providing quality goods and services, as defined by the customer
- An integrated program for continuous improvement
- An understanding that an organization's greatest asset is its people

ASI provides a broad range of consulting services to help Federal Agencies chart their course for change and improvement. We have proven technical tools for your use in improving processes and documenting accomplishment. Some specific services we provide include:

- Improvement Strategies
- Business Process Reengineering
- Performance Measurement
- Benchmarking for Best-in-Government
- Data Collection and Analysis
- Quality Function Deployment
- Taguchi Methods
- Statistical Process Control
- Process improvement
- Customer Surveys
- Statistical Methods



Consulting Services Pricelist
(Prices include .75% IFF)

Labor Category	Unit of Issue	Proposed GSA Price (with IFF of .75%)	Country of Origin	Warranty
Senior Expert	Hour	\$ 414.59	USA	N/A
Expert & Sr. Consultant	Hour	\$ 213.22	USA	N/A
Consultant	Hour	\$ 165.84	USA	N/A
Program Manager	Hour	\$ 68.92	USA	N/A
Senior Analyst	Hour	\$ 48.97	USA	N/A
Associate Analyst	Hour	\$ 29.57	USA	N/A
Administrative Support	Hour	\$ 23.38	USA	N/A
Course Developer	Hour	\$ 246.38	USA	N/A
Senior Writer	Hour	\$ 94.76	USA	N/A
Copy Writer	Hour	\$ 33.17	USA	N/A
Desktop Publishing	Hour	\$ 42.64	USA	N/A
Graphic design Illustrations	Hour	\$ 47.38	USA	N/A
Keyboard Entry	Hour	\$ 23.69	USA	N/A

SIN 874-2 Facilitation Services

Facilitation and decision support services are an integral part of implementing management, organizational and business improvement interventions. As agencies engage in collaborative efforts, working groups, integrated product teams, and self-directed teams; ASI provides facilitation assistance to help them resolve disputes and disagreements, select and use appropriate problem solving techniques, convene and lead group briefings and discussions, debrief team progress and results, and conduct overall planning.

Facilitation Services Price List
(Prices include .75% IFF)

Labor Category	Unit of Issue	Proposed GSA Price (with IFF of .75%)	Country of Origin	Warranty
Senior Expert	Hour	\$ 414.59	USA	N/A
Expert & Senior Consultant	Hour	\$ 213.22	USA	N/A
Consultant	Hour	\$ 165.84	USA	N/A
Program Manager	Hour	\$ 68.92	USA	N/A
Senior Analyst	Hour	\$ 48.97	USA	N/A
Associate Analyst	Hour	\$ 29.57	USA	N/A
Administrative Support	Hour	\$ 23.38	USA	N/A

SIN 874-4: Training Services

For any quality management process, managers and staff must be given the knowledge and the tools to succeed. Toward this end, we offer clients customized training services and off-the-shelf training programs that transfer knowledge and provide opportunity for hands on application of tools and techniques. We can deliver our courses at your site or other convenient locations. Numerous public courses are also available through our delivery system:



Training Services Price list

(Prices are for on-site delivery and include discounts).

All prices based on a minimum of 20 participants. Maximum number of participants is 30.

Add-On Per Student indicates pricing for additional participants in excess of the minimum.

Course Title	Unit of Issue	Proposed GSA Price (with IFF of .75%)	Add-On Per Student
TRIZ Executive Briefing	1 Day Class	\$ 2,653.37	\$ 49.88
TRIZ Concept Generation Workshop	3 Day Class	\$ 14,214.46	\$ 99.75
TRIZ Algorithm for Inventive Problem Solving Workshop	3 Day Class	\$ 14,214.46	\$ 99.75
QFD Executive Briefing (Quality Function Deployment)	1 Day Class	\$ 2,653.37	\$ 49.88
QFD Workshop (Products or Services)	2 Day Class	\$ 7,107.23	\$ 99.75
QFD Workshop (Products or Services)	3 Day Class	\$ 9,476.31	\$ 99.75
Taguchi Methods for Problem Solving Executive Briefing	1 Day Class	\$ 2,842.89	\$ 49.88
Taguchi Methods for Problem Solving Workshop	3 Day Class	\$ 9,950.12	\$ 149.63
Taguchi Methods for Problem Solving Workshop	4 Day Class	\$ 12,793.02	\$ 149.63
Robust Design using Taguchi Methods Executive Briefing	1 Day Class	\$ 2,842.89	\$ 49.88
Robust Design using Taguchi Methods Workshop	3 Day Class	\$ 9,950.12	\$ 149.63
Robust Design using Taguchi Methods Workshop	4 Day Class	\$ 12,793.02	\$ 149.63
Taguchi Methods for Manufacturing Process Control Workshop	2 Day Class	\$ 7,107.23	\$ 99.75
Policy Management Workshop	1 Day Class	\$ 2,369.08	\$ 49.88
Seven Basic tools for Quality	1 Day Class	\$ 2,369.08	\$ 49.88
Process Improvement Workshop	2 Day Class	\$ 4,738.15	\$ 99.75
Failure Mode and Effects Analysis Workshop (FMEA)	1 Day Class	\$ 2,653.37	\$ 49.88
Failure Mode and Effects Analysis Workshop (FMEA)	2 Day Class	\$ 2,369.08	\$ 49.88
Failure Mode and Effects Analysis Workshop (FMEA)	2 Day Class	\$ 6,159.60	\$ 99.75
Value Analysis/Value Engineering Workshop (VA/VE)	2 Day Class	\$ 6,159.60	\$ 99.75
Advanced Product Quality Planning Workshop (APQP)	2 Day Class	\$ 6,159.60	\$ 99.75
Statistical Process Control Workshop	1 Day Class	\$ 2,084.79	\$ 49.88
Statistical Process Control Workshop	3 Day Class	\$ 6,254.36	\$ 99.75
Statistical Process Control Workshop	4 Day Class	\$ 8,339.15	\$ 99.75
Statistical Process Control Workshop	5 Day Class	\$ 10,423.94	\$ 99.75
Geometric dimensioning & Tolerancing Upgrade (to 1994 Standard)	1 Day Class	\$ 2,842.89	\$ 49.88
Geometric dimensioning & Tolerancing Workshop (including 1994 Standard)	3 Day Class	\$ 7,107.23	\$ 99.75



SIN 874-5: Support Products

ASI has an extensive catalog of off-the-shelf products available for your needs. Our off-the-shelf products include a variety of textbooks, workshop manuals, software, case studies, and presentations for Quality Function Deployment (QFD) Taguchi Methods, and Theory of Inventive Problem Solving. In addition, we offer quality/measurement tools, including control charts and reference cards for various measurement and problem solving methods.

Support Products Price List

Prices include discounts for 1-24 copies of the same product. Additional quantity discounts are: 10% for 25-99 copies, 15% for 100- 299 copies, 20% for 300+ copies.

Product Title	Unit of Issue	Proposed GSA Price (with IFF of .75%)	Country of Origin
TRIZ Publications			
Creativity as an Exact Science	1 - 24 Copies	\$126.98	USA
The Science of Innovation	1 - 24 Copies	\$25.59	USA
And Suddenly the Inventor Appeared	1 - 24 Copies	\$37.91	USA
QFD Publications			
The Customer-Driven Company	1 - 24 Copies	\$23.69	USA
Quality Function Deployment: Linking a Company with its Customers	1 - 24 Copies	\$40.75	USA
Quality Function Deployment: How we Make QFD Work for You	1 - 24 Copies	\$39.75	USA
Quality Up Costs Down	1 - 24 Copies	\$23.69	USA
Quality Function Deployment: Integrating Customer Requirements into Product Design	1 - 24 Copies	\$80.55	USA
Quality Function Deployment for Products Workshop Manual	1 - 24 Copies	\$94.76	USA
Quality Function Deployment for Services Workshop Manual	1 - 24 Copies	\$94.76	USA
Quality Function Deployment for Batch Processes Workshop Manual	1 - 24 Copies	\$94.76	USA
Quality Function Deployment Executive Briefing Workshop Manual	1 - 24 Copies	\$47.38	USA
The Executive's Handbook on Quality Function Deployment	1 - 24 Copies	\$28.38	USA
QFD Worksheets			
Taguchi Methods Publications	1 - 24 Copies	\$21.70	USA
Taguchi on Robust Technology Development	1 - 24 Copies	\$28.38	USA
Quality Engineering in Production Systems	1 - 24 Copies	\$45.02	USA
Taguchi Techniques for Quality Engineering	1 - 24 Copies	\$46.43	USA
Tolerance Design	1 - 24 Copies	\$55.01	USA



Product Title	Unit of Issue	Proposed GSA Price (with IFF of .75%)	Country of Origin
Engineering Methods for Robust Product Design	1 - 24 Copies	\$58.07	USA
Company-wide Implementations of Robust-Technology Development	1 - 24 Copies	\$37.86	USA
Taguchi Methods:- On-Line Production	1 - 24 Copies	\$52.12	USA
Taguchi Methods: Research & Development	1 - 24 Copies	\$42.64	USA
Taguchi Methods: Design of Experiments	1 - 24 Copies	\$42.64	USA
12th Annual Taguchi Symposium Proceeding: Case Studies and Tutorials	1 - 24 Copies	\$61.60	USA
Taguchi Methods for Problem Solving Workshop Manual	1 - 24 Copies	\$94.76	USA
Robust Design Workshop Manual	1 - 24 Copies	\$94.76	USA
Quality Engineering Using Robust Design	1 - 24 Copies	\$61.60	USA
Orthogonal Arrays & Linear Graphs	1 - 24 Copies	\$9.01	USA
ISO 9000/QS-9000 Publications			
QS-9000 Pioneers	1 - 24 Copies	\$47.38	USA
QS-9000 Implementation; and Registration	1 - 24 Copies	\$47.14	USA
How to Achieve ISO 9000 Registration Economically and Efficiently	1 - 24 Copies	\$42.64	USA
Understanding and Applying ISO 9000	1 - 24 Copies	\$23.69	USA
SPC-Publications			
Statistical Quality Control	1 - 24 Copies	\$79.15	USA
Four Days with Dr. Deming: A Strategy for Modern Methods of Management	1 - 24 Copies	\$31.56	USA
SPC Pocket Cards	1 - 24 Copies	\$8.48	USA
Control Charts	1 - 24 Copies	\$18.95	USA
FMEA Publications			
Failure Mode and Effect Analysis	1 - 24 Copies	\$66.33	USA
Design and Process FME	1 - 24 Copies	\$346.63	USA
Additional Publications	1 - 24 Copies		USA
A Field Guide to Focused Planning	1 - 24 Copies	\$56.81	USA
From Concept to Customer	1 - 24 Copies	\$42.59	USA
The Process-Driven Business	1 - 24 Copies	\$18.48	USA
Taguchi Methods & QFD	1 - 24 Copies	\$15.64	USA
The Culture of Success	1 - 24 Copies	\$6.63	USA
Beyond Strategic Vision	1 - 24 Copies	\$17.01	USA
Software			
Invention Machine: Software that Invents (TRIZ)	1 - 24 Copies	\$1,890.52	USA
IM-Tech Optimizer Software	1 - 24 Copies	\$2,838.15	USA



<u>Product Title</u>	Unit of Issue	Proposed GSA Price (with IFF of .75%)	Country of Origin
QFD Designer QS: Version 3.1	1 - 24 Copies	\$923.94	USA
QFD Designer. Version 3.15	1 - 24 Copies	\$923.94	USA
ANOVA-FM for Windows: Version. 2.0 (Taguchi Methods)	1 - 24 Copies	\$923.94	USA
TQM Tool School	1 - 24 Copies	\$93.82	USA
FMEA Plus for Windows: Version. 4.0	1 - 24 Copies	\$658.60	USA



1. Contract Special Item Numbers

SIN 874-1 Consultation Services
SIN 874-2 Facilitation Services
SIN 874-4 Training Services
SIN 874-5 Support Services

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|------|--|--------------------|
| 2. | Maximum Order: | \$1,000,000.00 |
| 3. | Minimum Order: | \$300.00 |
| 4. | Geographic Coverage: | Worldwide |
| 5. | Point of Production: | Livonia, MI |
| 6. | Discount from list prices or statement of net price- | (see price lists) |
| 7. | Quantity discounts: | (see price list\$) |
| 8. | Prompt payment terms- | Net 30 days |
| 9. | Government commercial credit card: | Not accepted |
| 10. | Foreign items: | None |
| 11a. | Time of delivery: | 15 days |
| 11b. | Expedited delivery | 5 days |
| 11c. | Overnight and 2-day delivery: | Call for quote |
| 11d. | Urgent requirements: | Call for quote |
| 12. | FOB point: | Destination |

13. Ordering address:

American Supplier Institute
World Headquarters
30200 Telegraph Road, Suite 100
Bingham Farms, MI 48025
(800) 462-4500

14. Payment address:

American Supplier Institute
30200 Telegraph Road, Suite 100
Bingham Farms, MI 48025
(800) 462-4500

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|-----|---|----------------|
| 15. | Warranty provision: | none |
| 16. | Export packing charges: | Call for quote |
| 17. | Terms and Conditions of Government commercial credit card acceptance: | N/A |



The American Supplier Institute (ASI), a non-profit, employee-owned company, mission is to help organizations meet the needs of customers through research, training, implementation, and publications on quality improvement techniques.

Since its founding more than 15 years ago, ASI has been working with business, industry, and the Federal Government to bring the latest in management and quality improvement techniques, methods, and philosophies to organizations worldwide. In fact, we pioneered the implementation of Quality Function Deployment (QFD) and Taguchi Methods™ in the United States, and our experts are world-class. With Dr. Genichi Taguchi as our Executive Director, we have unequaled access to the latest developments of his philosophy and methods.

ASI provides on-site consulting, implementation, and problem-solving for all of our methods. We also offer off-the-shelf or customized training sessions. Companies and Federal agencies seeking to train teams, or entire areas of their organizations, in these quality methods can benefit from our competitive pricing. You can gain additional benefits from working on real problems during the training.

ASI, as The World Center for Taguchi Methods and a leader in bringing QFD to North America, has annually sponsored events for government and industry to share their successes and learn from each other's experiences in implementing the latest quality methods.