



## GENERAL SERVICES ADMINISTRATION

Federal Acquisition Service

### Authorized Federal Supply Schedule FSS 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 GSA *Advantage!*® is: [GSAAdvantage.gov](http://GSAAdvantage.gov).

## Multiple Award Schedule

**FSC Group:** Professional Services

**Class:** U006

**Contract Number:** 47QRAA19D0029

**Contract Period:** December 18, 2018 - December 17, 2028

EFFICIENCY GROUP, LLC, THE  
4649 S 4TH ST  
ARLINGTON, VA22204  
Telephone: 703-328-1615  
FAX Number: (703) 328-1615

Web Site: [www.encygroup.com](http://www.encygroup.com)

Contract Administration  
FRANK VEGA  
E-mail: [Frank.Vega@get-efficient.com](mailto:Frank.Vega@get-efficient.com)

**Business Size:** SBA 8(a) Certified Small Disadvantaged Business

Price list current as of Modification # PS-0036 Effective May 1, 2025

**For more information on ordering go to the following website:**  
<https://www.gsa.gov/schedules>.

## **CUSTOMER INFORMATION:**

1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

SIN	Recovery	SIN Description
OLM	OLM	Order Level Materials
541611	541611RC	541611 Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
611430	611430RC	611430 Professional and Management Development Training
541614	541614RC	541614 Deployment, Distribution and Transportation Logistics Services
541990	541990RC	541990 All Other Professional, Scientific, and Technical Services (Non-IT)
541690	541690RC	541690 Technical Consulting Services

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply. See Page 4

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. If hourly rates are not applicable, indicate "Not applicable" for this item. See Page 4

2. Maximum Order: \$1,000,000.00
3. Minimum Order: \$100.00
4. Geographic Coverage (delivery Area): Domestic
5. Point(s) of production (city, county, and state or foreign country): Same as company address
6. Discount from list prices or statement of net price: Government net prices (discounts already deducted).
7. Quantity discounts: Yes

Tier	Threshold Amount	Additional Discount
1	Over \$50,000	2.00%
2	between \$100,000.00 and \$250,000.00	3.00%
3	over \$250,000.00	5.00%

8. Prompt payment terms. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions. Net 30 days
9. Foreign items (list items by country of origin). Not Applicable
- 10a. Time of delivery. (Contractor insert number of days.) To Be Determined at the Task Order level.
- 10b. Expedited Delivery. Items available for expedited delivery are noted in this price list. Contact Contractor
- 10c. Overnight and 2-day delivery. Contact Contractor
- 10d. Urgent Requirements. Contact Contractor
11. F.O.B. point(s). Destination
- 12a. Ordering address(es). EFFICIENCY GROUP, LLC, THE, 4649 S 4TH ST, ARLINGTON, VA 22204, Telephone: 703-328-1615, Web Site: [www.encygroup.com](http://www.encygroup.com), Contract Administration: FRANK VEGA; E-mail: [Frank.Vega@get-efficient.com](mailto:Frank.Vega@get-efficient.com).
- 12b. Ordering procedures: See Federal Acquisition Regulation (FAR) 8.405-3.
13. Payment address(es). EFFICIENCY GROUP, LLC, THE, 4649 S 4TH ST, ARLINGTON, VA 22204
14. Warranty provision. Standard Commercial Warranty Terms & Conditions
15. Export packing charges, if applicable. Not Applicable
16. Terms and conditions of rental, maintenance, and repair (if applicable). Not Applicable
17. Terms and conditions of installation (if applicable). Not Applicable
- 18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). Not Applicable
- 18b. Terms and conditions for any other services (if applicable). Not Applicable
19. List of service and distribution points (if applicable). Not Applicable
20. List of participating dealers (if applicable). Not Applicable
21. Preventive maintenance (if applicable). Not Applicable
- 22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). Not Applicable
- 22b. If applicable, indicate that Section 508 compliance information is available for the information and communications technology (ICT) products and services and show where full details can be found (e.g. contractor's website or other location.) ICT accessibility standards can be found at: <https://www.Section508.gov/>.  
Not Applicable
23. Unique Entity Identifier (UEI) number. GWUKV742LAE6

24. Notification regarding registration in System for Award Management (SAM) database. Contractor registered and active in SAM.

**Labor category rates:**

No.	Labor Category	Years	Year6	Year7	Year8	Year9	Year 10
1	Lean Six Sigma Master Black Belt	\$189.69	\$193.67	\$197.74	\$201.89	\$206.13	\$210.46
2	Business Analyst	\$113.28	\$115.65	\$118.08	\$120.56	\$123.09	\$125.68
3	Functional Analyst	\$113.28	\$115.65	\$118.08	\$120.56	\$123.09	\$125.68
4	Process Analyst	\$113.28	\$115.65	\$118.08	\$120.56	\$123.09	\$125.68
5	Lean Six Sigma Green Belt	\$113.28	\$115.65	\$118.08	\$120.56	\$123.09	\$125.68
6	Program Manager	\$239.89	\$244.92	\$250.07	\$255.32	\$260.68	\$266.15
7	LSS Black Belt	\$194.52	\$198.60	\$202.77	\$207.03	\$211.38	\$215.82
8	Senior LSS Green Belt	\$158.37	\$151.54	\$154.72	\$157.96	\$161.28	\$164.66
9	Project Manager	\$197.83	\$201.99	\$206.23	\$210.56	\$214.98	\$219.49
10	Senior Business Analyst	\$146.13	\$149.19	\$152.33	\$155.53	\$158.79	\$162.13
11	Senior Functional Analyst	\$146.13	\$149.19	\$152.33	\$155.53	\$158.79	\$162.13
12	Senior Process Analyst	\$146.13	\$149.19	\$152.33	\$155.53	\$158.79	\$162.13
13	Junior Analyst	\$82.95	\$84.69	\$86.47	\$88.28	\$90.14	\$92.03

Course Title	Course Length	Price Offered to GSA (including IFF)
Lean Six Sigma Green Belt	Eight Hours	\$249.37

## Labor Category Descriptions

S No	Labor Category	Labor Category Description	Minimum Education	Minimum Years of Experience
1	Lean Six Sigma Master Black Belt	<p>Serve as Strategic Lead for business process/lean/six sigma process improvement efforts. Work with organization senior, Executive leadership to define a process improvement program and execute it enterprise wide. Serve as the lead Kaizen event facilitator and provide first-hand support to process owners, subject matter experts, and process improvement team members to capture the current business state. Identify, categorize and articulate issues and challenges with the current state. Lead development and modeling of to-be processes. Define and support implementation of effective to-be process deployment strategies featuring communications, change management, functions and roles assessment, and training requirements. Support or lead multiple process improvement teams in support of wide-range process improvement efforts across an enterprise. Engage in active problem solving and solution defining for existing business processes. Brief senior leadership on progress toward efficiency, challenges to progress and mitigation strategies. Provide mentoring improvement tools and techniques across the enterprise and to process improvement teams specifically. Serve as the expert in LSS techniques as well as the tailoring of those techniques to meet unique needs of an organization. Conduct and leads Lean Six Sigma trainings both in person and via TEG online course - A Practical Approach to Lean Six Sigma Utilization. Leads content development and delivery, and responds to student questions on LSS tools and techniques. Serves as a mentor to students and work to ensure students can implement the taught techniques within their specific organizational environments and help them utilize LSS to improve everyday functions.</p>	Masters	7
2	Business Analyst	<p>Provides general business support and analysis to process improvement and general organizational improvement/definition projects including developing an overall understanding of client organizational business, roles, functions, goals, etc. Support project execution through research, logistics support, agenda development, meeting support, etc. Support development of key project deliverables including but not limited to process models, training plans, meeting minutes, status reports, briefings, project-specific reports/documents, etc. Support basic project management needs including schedule generation and milestone identification. Be able to work independently or in a team environment to identify, execute and meet project needs/goals. Be capable of supporting multiple ongoing efforts and to interact with customer subject matter experts, contracting officer representative (COR) and other individuals in achievement of project needs.</p>	Bachelors	4

3	Functional Analyst	<p>Provides functional support and analysis to process improvement projects including developing an in-depth understanding of specific client organizational functions and aligning those functions to organizational processes, goals, systems, and data, etc. From a functional perspective, research and understand client organizational responsibilities, expectations, resource needs, customers, inputs, outputs, etc. in support of improving organizational functions and enhancing organizational performance. As necessary, support tactical project execution through necessary research, logistics support, agenda development, meeting support, etc. Support development of key project deliverables including but not limited to functional flow diagrams, training plans, process narratives, meeting minutes, status reports, briefings, project-specific reports/documents, etc. Support basic project management needs including schedule generation and milestone identification. Be able to work independently or in a team environment to identify, execute and meet project needs/goals. Be capable of supporting multiple ongoing efforts and to interact with customer subject matter experts, contracting officer representative (COR) and other individuals in achievement of project needs.</p>	Bachelors	4
4	Process Analyst	<p>Provides process-specific support and analysis to process improvement and related projects including developing a detailed understanding of a client's individual business processes, supporting process analysis and related efforts, supporting process modeling exercises, etc. Supports the examination of individual processes for improvement and efficiency opportunities. As appropriate, support assorted LSS techniques including Kaizen events and process modeling. Support project execution through necessary research, logistics support, agenda development, meeting support, etc. Support development of key project deliverables including but not limited to functional flow diagrams, training plans, process narratives, meeting minutes, status reports, briefings, project-specific reports/documents, etc. Support basic project management needs including schedule generation and milestone identification. Be able to work independently or in a team environment to identify, execute and meet project needs/goals. Be capable of supporting multiple ongoing efforts and to interact with customer subject matter experts, contracting officer representative (COR) and other individuals in achievement of project needs.</p>	Bachelors	4

5	Lean Six Sigma Green Belt	Provides Lean Six Sigma support to improvement projects including following the DMAIC methodology, introducing/utilizing Lean techniques in support of process improvement efforts, leading or assisting with Kaizen event facilitation, leading and/or supporting process modeling efforts (as-is and to-be), etc. Engages in enterprise level analysis of processes, organizational functions and roles, goals, etc. in support of enhancing organizational efficiency and improving organizational operations. Support problem identification and solution generation, support document (report, narrative, charter, schedule, etc.) generation and submission, support project budget tracking, etc. Be able to work independently or in a team environment to identify, execute and meet project needs/goals. Be capable of supporting multiple ongoing efforts and to interact with customer subject matter experts, contracting officer representative (COR) and other individuals in achievement of project needs. Support the conduct of company Lean Six Sigma training, both in person and via online course. Answer student questions, provide background materials to students and support solving any technical or content questions	Bachelors	2
6	Program Manager	Provides overall leadership to a range of projects, programs and initiatives, company-wide. Apply advanced levels of project and program management knowledge to solve a variety of complex technical, organizational, process, and client issues and challenges. Provide leadership to program teams to maintain project/program cost, schedule, and technical performance while exceeding client expectations. Possess and provide clear technical vision and prioritization of all program-related initiatives to ensure outstanding customer delivery. Serve as a liaison between senior customer leadership, internal management and the program team. Provide leadership and guidance on Lean Six Sigma, BPR, and related process techniques to clients and project teams, support understand of the TEG approach to process improvement and analysis. Understand and be able to support all contract types - CFF, T&M, FFP, etc.	Bachelors	8
7	LSS Black Belt	Provide process improvement project leadership by applying Lean Six Sigma tools and techniques to solve customer process related challenges. Technically organize and execute the entire project - from scoping and charter development to to-be process implementation and continuous process improvement. Apply both DMAIC and Lean tools and techniques to solve complex process-related challenges. Serve as the primary LSS liaison to customer project-related leadership. Lead development of all LSS project related deliverables and materials. Support development of staff through mentorship of junior LSS belts seeking to develop LSS Black Belt skills and capabilities. Be able to work independently or in a team environment to identify, execute and meet project needs/goals. Be capable of leading multiple ongoing efforts and to interact with customer subject matter experts, contracting officer representative (COR) and other individuals in achievement of project needs. Support the conduct of company Lean Six Sigma training, both in person and via online course. Answer student questions, provide background materials to students and support solving any technical or content questions.	Bachelors	5

8	Senior LSS Green Belt	Provides advanced Lean Six Sigma (LSS) support to improvement projects including following the DMAIC methodology, introducing/utilizing Lean techniques in support of process improvement efforts, leading or assisting with Kaizen event facilitation, leading and/or supporting process modeling efforts (as-is and to-be), etc. Engages in enterprise level analysis of processes, organizational functions and roles, goals, etc. in support of enhancing organizational efficiency and improving organizational operations. Lead problem identification and solution generation, deliverable (report, narrative, charter, schedule, etc.) generation and submission, project budget tracking, etc. Be able to work independently or in a team environment to identify, execute and meet project needs/goals. Be capable of supporting or leading multiple ongoing efforts and to interact with customer subject matter experts, contracting officer representative (COR) and other individuals in achievement of project needs. Support the conduct of company Lean Six Sigma training, both in person and via online course. Answer student questions, provide background materials to students and support solving any technical or content questions.	Bachelors	3
9	Project Manager	Provide project leadership - operational, management, and financial - for all contract types (T&M, FP, CP, Award/Incentive Fee, etc.). Provide project team leadership to understand client requirements and exceed client expectations, and ensure the success of project team members through mentorship, professional development, communication, and accountability. Use project management skills and techniques to understand client requirements, and deploy the project lifecycle to meet those requirements. Maintain regular communications with client/project leadership to ensure open lines of communications, clarity of needs and expectations, project schedules and other requirements. Support client understanding of process improvement, LSS, Kaizen events, and related Lean Six Sigma tools and techniques. Manage training related project by tracking student enrollment, course completion, etc. and providing regular updates to appropriate client personnel.	Bachelors	8
10	Senior Business Analyst	Provides more advanced business support and analysis to process improvement and organizational improvement/definition projects including developing and interpreting overall understanding of client organizational business, roles, functions, goals, etc. Support or lead project execution through research, logistics support, agenda development, meeting support, etc. Support or lead development of key project deliverables including but not limited to process models, training plans, meeting minutes, status reports, briefings, project-specific reports/documents, etc. Support or lead basic project management needs including schedule generation and milestone identification. Be able to work independently or in a team environment to identify, execute and meet project needs/goals. Be capable of supporting or leading multiple ongoing efforts and to interact with customer subject matter experts, contracting officer representative (COR) and other individuals in achievement of project needs.	Bachelors	6

11	Senior Functional Analyst	Provides more sophisticated and advanced functional support and analysis to process improvement projects including leading development of an in-depth understanding of specific client organizational functions and aligning those functions to organizational processes, goals, systems, and data, etc. From a functional perspective, identify and lead research into understanding client organizational responsibilities, expectations, resource needs, customers, inputs, outputs, etc. in support of improving organizational functions and enhancing organizational performance. As necessary, support or lead tactical project execution through necessary research, logistics support, agenda development, meeting support, etc. Support or lead development of key project deliverables including but not limited to functional flow diagrams, training plans, process narratives, meeting minutes, status reports, briefings, project-specific reports/documents, etc. Support or lead basic project management needs including schedule generation and milestone identification. Be able to work independently or in a team environment to identify, execute and meet project needs/goals. Be capable of supporting or leading multiple ongoing efforts and to interact with customer subject matter experts, contracting officer representative (COR) and other individuals in achievement of project needs.	Bachelors	6
12	Senior Process Analyst	Provides more advanced and in-depth process-specific support and analysis to process improvement and related projects including developing a detailed understanding of a client's individual business processes, supporting process analysis and related efforts, supporting process modeling exercises, etc. Support or lead the examination of individual processes for improvement and efficiency opportunities. As appropriate, support or lead the utilization of assorted LSS techniques including Kaizen events and process modeling. Support or lead project execution through necessary research, logistics support, agenda development, meeting support, etc. Support or lead development of key project deliverables including but not limited to functional flow diagrams, training plans, process narratives, meeting minutes, status reports, briefings, project-specific reports/documents, etc. Support or lead basic project management needs including schedule generation and milestone identification. Be able to work independently or in a team environment to identify, execute and meet project needs/goals. Be capable of supporting or leading multiple ongoing efforts and to interact with customer subject matter experts, contracting officer representative (COR) and other individuals in achievement of project needs.	Bachelors	6
13	Junior Analyst	Provides general, wide-ranging support and analysis to assorted process improvement and related project. Support project execution through logistical support, agenda development, meeting support, meeting minute generation, etc. Support development of assorted project deliverables including but not limited to process models, training plans, meeting minutes, status reports, briefings, project-specific reports/documents, etc. Support basic project management needs including schedule generation and milestone identification. Be able to work independently or in a team environment to identify,	Bachelors	1

		execute and meet project needs/goals. Be capable of supporting multiple, diverse, ongoing efforts.		
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**Service Contract Labor Standards:** The Service Contract Labor Standards (SCLS), formerly known as the Service Contract Act (SCA), 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/SCA 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/SCA eligible labor categories. If and / or when the contractor adds SCLS/SCA labor categories to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS/SCA matrix identifying the GSA labor category titles, the occupational code, SCLS/SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

## **Lean Six Sigma Green Belt Course Description**

In this eight-hour online course, participants learn a range of Lean Six Sigma (LSS) strategies, tools, and techniques with an emphasis on their practical utilization. The goal of this course is to help anyone become proficient in LSS techniques so that they can put them to work within their organizations.

Unique from traditional Lean Six Sigma Green Belt trainings, this course takes the LSS jargon out and replaces it with plain-English explanations of LSS methodologies, tools, and techniques. This course is designed to help individuals in government and non-manufacturing environments take advantage of LSS to improve everyday operations, without having to become proficient in Japanese terms (Lean) or data analytics (Six Sigma).

The course is designed to teach LSS from a "single voice" perspective, showing individuals how to work collectively from a common perspective to implement LSS techniques and improve business functions across their organization. Upon completion individuals will have the knowledge and understanding to actively participate in LSS efforts. Moreover, their advanced knowledge will enable them to lead small LSS projects under the supervision of a Lean Six Sigma Black Belt.

The course covers:

- History of Lean Six Sigma
- The DMAIC Method
- How to Organize and execute a Lean Six Sigma Effort
- The Current State, as-is
- Process Improvement Analysis
- Modelling your "To-Be" state
- Deploying your "To-Be" process
- Maintaining your new process
- Lean Six Sigma data analysis
- Course Summary

Individuals completing this course will receive a certificate indicating they are Lean Six Sigma Green Belt Trained and will earn 8 Professional Development Units (PDUs).

### **Course Delivery Options**

This course is available as an online training course.