Effective, immediate actionable information on contract pricing techniques for contractor and Government personnel involved in contract or subcontract pricing.

Cost and Price Analysis in Government Contracts

A step-by-step guide to all phases of price and cost analysis—from the initial contract solicitation to the final contract award

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Cost and Price Analysis in Government Contracts

Experience... skill... determination... innovation — these virtues alone will not earn you a Government contract. To a large extent, it boils down to: Pricing the contract. For being able to transform a contract's requirements into sharply focused prices is the key to receiving the contract award — and to successfully performing and completing the work. As an offeror, you must prepare proposals that convince buyers that your price is fair and reasonable. As a buyer, the prices you pay can mean the difference between success and failure.

Contract pricing is a delicate exercise — taking into account a wide range of tangible and sometimes intangible price and cost analysis information. All the while, contractors and Government contracting officers must maintain compliance with a growing number of applicable laws and regulations. In short: Contract pricing is an integral, vital part of the procurement process. It can be where success begins... or where ambitions end.

This specially developed program will provide contractor and Government personnel with effective, immediate, actionable information regarding contract pricing techniques. In addition to detailed lectures, a review and analysis of actual cases will provide a solid opportunity to apply cost and price analysis techniques to the information you are given.

You will be taken through all phases of price and cost analysis, from the receipt of the purchase request to the award of the contract or subcontract. Further, the program examines the methods for identifying and considering relevant costs to the buyer, quantitative techniques for analysis, key elements needed for documentation, direct material and labor costs analysis matters, and more.

Course Faculty

Joseph Higgins, is a Principal at JTH Consulting in the Washington DC metropolitan area.

Mr. Higgins has extensive financial management experience in government contracting, specifically in the development and implementation of cost allocation systems to ensure cost recovery on government contracts. He has assisted clients with completion of CASB Disclosure Statements and related issues with compliance with the Cost Accounting Standards. Mr. Higgins has expertise in all required government contracting management systems, including cost estimating and earned value management systems (EVMS). He has extensive knowledge in the areas of contract claims, particularly claims in connection with terminations for the convenience of the government.

Mr. Higgins brings a diversity of experience to his consulting tasks, after working 15 years as a Vice President Finance/Chief Financial Officer with A&D companies and slightly more time performing auditing and consulting work within the federal government as well as the private sector. Mr. Higgins has a current operating-level perspective on the challenges that face today's government contractor. Not only does he have the technical competence to deal with the regulatory/compliance aspects of an issue, he also has the practical insight to appreciate the business and organizational implications that may be involved. Having worked at various levels in the Defense Contract Audit Agency, Mr. Higgins has the background necessary to bring clarity to potentially volatile audit situations. And his experience as a consultant and auditor with major international accounting firms gives him additional qualification and perspective.

Mr. Higgins also has experience in the construction and manufacturing industries.
1. **THE CONTRACT PRICING ENVIRONMENT**
   a. Objectives of Government Contract Pricing
   b. Methods of Contract Pricing

2. **THE FOUNDATIONS OF PRICE ANALYSIS**
   a. Preparing for Price Analysis
   b. Maximizing Price Competition

3. **PRICE RELATED DATA FROM OFFERORS**
   a. Determining Certified Cost or Pricing Data Requirements
   b. Determining Applicability of Exemptions from Certified Cost or Pricing Data Requirements
   c. Identifying Additional Data Needed From the Offeror

4. **PRICE RELATED FACTORS FOR AWARD**
   a. Selecting Price Related Factors for Award
   b. Applying Price Related Factors for Award

5. **QUANTITATIVE TECHNIQUES FOR PRICE ANALYSIS**
   a. Index Numbers
   b. Cost-Volume Analysis
   c. Cost Estimating Relationships

6. **PRICE ANALYSIS RELATED DECISIONS**
   a. Sealed Bidding
   b. Negotiation

7. **DOCUMENTING PRICE ANALYSIS**
   a. Required Documents
   b. Recordkeeping

8. **OVERVIEW OF COST ANALYSIS**
   a. Costs & Cost Analysis
   b. Cost or Pricing Data
   c. Cost Allowability
   d. Data Collection for Analysis
   e. Work Design and Analysis

9. **QUANTITATIVE TECHNIQUES FOR COST ANALYSIS**
   a. Sampling
   b. Regression
   c. Moving Averages
   d. Improvement Curves

10. **DIRECT MATERIAL COSTS ANALYSIS**
    a. Analyzing Summary Cost Estimates
    b. Analyzing Detailed Cost Estimates
    c. Considering Major Subcontractor Pricing Requirements

11. **DIRECT LABOR COST ANALYSIS**
    a. Analyzing Labor Hour Estimates
    b. Analyzing Wage Rate Estimates

12. **OTHER DIRECT COST ANALYSIS**
    a. Identifying Other Direct Costs
    b. Considering Special Estimating Concerns

13. **INDIRECT COST ANALYSIS**
    a. Importance and Composition of Indirect Costs
    b. Developing Recovery Rates
    c. Considering the Allocation Cycle

14. **FACILITIES CAPITAL COST OF MONEY**
    a. Fundamentals
    b. Developing Factors
    c. Applying Factors

15. **PROFIT/FEE ANALYSIS**
    a. General Factors Affecting Profit/Fee Analysis
    b. DOD Weighted Guidelines
    c. Other Agency Approaches to Profit/Fee Analysis

16. **PREPARING FOR NEGOTIATION**
    a. Performing Trade-Off Analysis
    b. Documenting Rationale and Factual Support

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