



# Cost & Pricing Command Pricing Division



Connect With a Pricing Team Here!



General Questions? Email Us!

## WHAT WE DO



### Proposal Review

- Price/Cost and Technical Evaluations
- Labor, Material, Subcontracts, Other Direct Costs (ODCs)
- Cost Estimating Relationships (CERs)
- Direct/Indirect Rates
- Cost Modeling



### Overhead Should Cost Review

- In-depth evaluations of indirect cost elements and overhead rates
- Identify inefficient and uneconomical practices and incorporate impacts of cost reduction initiatives
- Collaborate with Contracting Officers to provide DoD-wide impacts via quality forward pricing rates



### Negotiation Support

- Real-time pricing/cost model updates
- Supportable/actionable input
- Prime and Subcontractor insight and analysis
- Active participation at the table

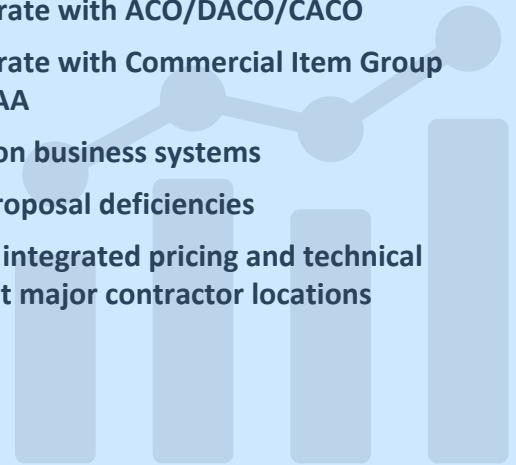
## CUSTOMER FOCUS

- Full proposal evaluation or tailored to customer specific needs / risk areas
- Integrated Prime and Subcontractor reviews
- Reports and products customized to meet customer needs
- Low \$2M minimum threshold and no maximum ceiling
- Turnaround times focused on reducing Procurement Action Lead Time (PALT)
- Acquisition Partner from RFP to Award



# CONTRACTOR EXPERTISE

- Evaluate direct and indirect costs
- Analyze historical data
- Validate Cost Estimating Relationships (CERs)
- Review Independent Research & Development (IR&D) costs
- Provide subcontractor insights and coordination
- Leverage access to contractor systems
- Participate in proposal walk-throughs
- Collaborate with ACO/DACO/CACO
- Collaborate with Commercial Item Group and DCAA
- Advise on business systems
- Track proposal deficiencies
- Employ integrated pricing and technical teams at major contractor locations



## VALUE WE PROVIDE

**Cost Evaluation:** We thoroughly assess proposal costs, identifying potential discrepancies and areas for negotiation.

**Technical Evaluation:** We thoroughly assess proposal Basis of Estimates (BOEs) for correct kinds and quantities of material and labor hours.

**Subcontractor Assessment:** We coordinate, execute, and consolidate supply chain proposal pricing.

**Market Comparisons:** Our Analysts compare proposal costs to industry standards and indices to ensure they are in line with market trends.

**Risk Mitigation:** We identify potential cost and technical risks and offer strategies to mitigate them.

**Value Optimization:** Our analysis highlights opportunities for cost reduction while maintaining the quality and effectiveness of projects.

## WHO WE ARE

**Vision:** A team of trusted professionals delivering value to our Warfighters throughout the acquisition lifecycle.

**Mission:** Deliver superior cost and pricing insight supporting affordability and readiness for the DoD and its partners.

### Pricing Division – DCMAP-A:

- Pricing Group 1 (DCMAP-AA)
  - RTX Team (AAA)
  - Northrop Grumman Team (AAB)
  - West Geographic Team (AAC)
  - West OHSCR Team (AAD)
- Pricing Group 2 (DCMAP-AB)
  - Lockheed Martin Team (ABA)
  - Bell & Central Geographic Team (ABB)
  - Central OHSCR Team (ABC)
- Pricing Group 3 (DCMAP-AC)
  - Boeing Team (ACA)
  - BAE & East Geographic Team (ACB)
  - G.E. & East Geographic Team (ACC)
  - East OHSCR Team (ACD)