



Cost & Pricing Regional 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

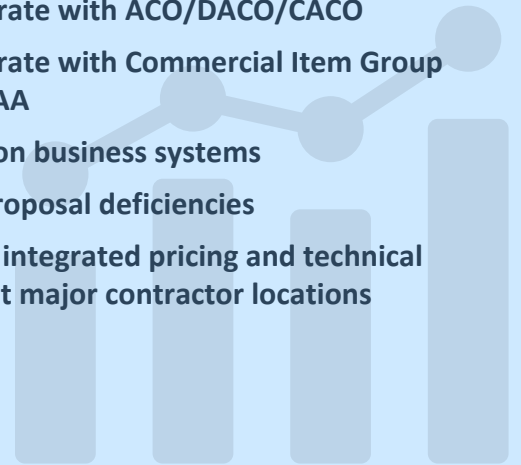
CUSTOMER FOCUS

- 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)