

Pricing

Cradle-to-Grave Pricing Advisory & Assistance

INCLUDED IN RETAINER

MARKET RESEARCH & OPPORTUNITY ANALYSIS

- Competitor/incumbent & customer research.
- Market Research response recommendations to help with positioning to increase win probability.
- Opportunity "shred" to ensure cost/price compliance, and identify ambiguities & financial execution risks (to include drafting questions).

SUBCONTRACTOR & CLIENT COLLABORATION

- Facilitate Prime &/or Subcontractors pricing requests, analysis, & recommendations for profit optimization.
- Enable cost/price and profit/fee decision-making process and finalize pricing deliverables.
- Re-engage for Evaluation Notices (EN) or Final Proposal Revision (FPR).

PRICING MODEL DEVELOPMENT & PROPOSAL PREPARATION

- Create cost/pricing model and suggest competitive price range.
- Collaboratively develop internal standard estimating templates & populate customer's cost/price deliverable format.
- Draft cost/price proposal narrative template easily tailored to specific customer deliverables.
- Assist development of basis of estimates (BOE) with client technical expert(s).

NEGOTIATION & ONGOING SUPPORT

- Support negotiation process & Engineering Change Proposals (ECP)/contract modifications/Rough Orders of Magnitude (ROM).
- Availability for consultation regarding any other pricing-related crossroads encountered.
- Capture Process Advisory (if desired).

Competitive Opportunities: How to Request A La Carte Pricing Services

(NOT INCLUDED IN RETAINER)

Subcontractor & Client Collaboration

Provide opportunity details such as a link to the solicitation, teaming arrangements, competitive environment, and the desired level of our pricing team's involvement.

Receive Your Estimate

You will receive an estimate for the proposal effort from our team within 24 hours of your inquiry.

Confirm & Begin the Process

Your written approval of the estimate confirms our pricing team's support. We will reach out to your team to begin the process promptly.

Understanding your Wrap Rate

A good wrap rate is crucial for placing contact bids as it ensures accurate and competitive pricing, leading to higher chances of winning contracts and maintaining profitability.

