

€ TRAINING

Contract Cost and Price Analysis





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Introduction:

This training program is designed to equip participants with the essential skills and knowledge needed to analyze costs and prices in contract management effectively. It empowers them to make informed financial decisions and optimize contract value for their organizations.

Program Objectives:

At the end of this program, participants will be able to:

- Understand the principles and methodologies of cost and price analysis.
- Develop proficiency in evaluating and analyzing contract costs.
- Learn techniques for negotiating fair and reasonable prices.
- Gain insights into regulatory requirements and compliance in cost and price analysis.
- Enhance capabilities in applying cost and price analysis to procurement and contract management.

Targeted Audience:

- Contract Managers.
- Procurement Specialists.
- Financial Analysts.
- Project Managers.
- Supply Chain Managers.
- Business Executives.

Program Outline:

Unit 1:

Fundamentals of Cost and Price Analysis:

- Introduction to cost and price analysis principles.
- Key differences between cost analysis and price analysis.

- Understanding cost elements: direct costs, indirect costs, overheads, and profit.
- Importance of cost and price analysis in contract management.
- Case studies on successful cost and price analysis.

Unit 2:

Cost Analysis Techniques:

- Methods for collecting and analyzing cost data.
- Techniques for evaluating contractor cost proposals.
- Understanding cost estimation methods and their applications.
- Practical exercises on cost breakdown and analysis.
- Tools and software for cost analysis.

Unit 3:

Price Analysis Techniques:

- Approaches to price analysis and determining fair prices.
- Comparing competitive bids and market prices.
- Techniques for conducting market research and benchmarking.
- Practical exercises on price comparison and analysis.
- Strategies for negotiating prices based on analysis.

Unit 4:

Regulatory Compliance in Cost and Price Analysis:

- Overview of regulatory requirements and standards FAR, DFARS.
- Ensuring compliance with government regulations in cost and price analysis.
- Understanding audit requirements and documentation practices.
- Techniques for preparing for and responding to audits.
- Real-world examples of regulatory compliance issues and solutions.

Unit 5:

Application of Cost and Price Analysis in Procurement

- Integrating cost and price analysis into procurement processes.
- Developing cost-effective procurement strategies.
- Techniques for continuous cost monitoring and control.
- Case studies on applying cost and price analysis to procurement.
- Practical exercises on optimizing contract value through cost and price analysis.