

Contract Pricing Reference Guides

Volume 1 – Price Analysis

February 21, 2012

1.0 Chapter Introduction

Contract Pricing Environment. An important part of your job as a contract specialist is to conduct the price analyses necessary to ensure that the Government purchases supplies and services from responsible sources at fair and reasonable prices. To begin your study of contract pricing, we will examine the pricing environment, including:

- Definitions of price;
- Seller pricing objectives and approaches;
- The Government pricing objective;
- Government approaches to contract pricing; and
- Potential participants in the acquisition process

Definitions of Price. From both work and personal business dealings, most people think of price as the amount of money that a buyer pays a seller for the delivery of a product or the performance of a service. The FAR definition of price (FAR 15.401) emphasizes its components: Cost plus any fee or profit applicable to the contract type.

Both definitions of price are important. Primarily, price is defined as the amount the buyer pays for a product or service. However, it is important to remember that, if prices do not cover supplier costs and provide a profit, losses will occur. When a contract is priced below cost, performance risk increases. The contractor must finance contract performance with funds from other sources (e.g., profits from other contracts, financial reserves, or overpriced contract modifications). If contractor efforts to control costs result in unsatisfactory performance, contractor default is a real possibility.

1.1 - Identifying The Seller's Pricing Objectives And Approaches This section covers the following topics:

- 1.1.1 - Identify Seller's Pricing Objectives
- 1.1.2 - Identify Seller's Approaches To Pricing
- 1.1.3 - Review Seller's Cost-Based Pricing Strategies
- 1.1.4 - Review Seller's Market-Based Strategies

Guide Price Reference

V B Johnson



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Guide to Reference in Business and Economics Steven W. Sowards, Elisabeth Leonard, 2014-07-22 Focusing on print and electronic sources that are key to business and economics reference this work is a must have for every reference desk. Readers will find sources of information on such topics as Business law, E-commerce, International business, Management of information systems, Occupations and careers, Market research. Guide to Reference is used internationally as the source of first resort for identifying information and training reference professionals and this book will help connect librarians and researchers to the most relevant sources of information on business and economics. Guide to the study and use of

reference books Alice Bertha Kroeger, 1917 *Guide to the Study and Use of Reference Books*, 1917 **A Reference**

Guide for English Studies Michael J. Marcuse, 1990-01-01 This text is an introduction to the full range of standard reference tools in all branches of English studies. More than 10 000 titles are included. The Reference Guide covers all the areas traditionally defined as English studies and all the field of inquiry more recently associated with English studies. British and Irish, American and world literatures written in English are included. Other fields covered are folklore, film, literary theory, general and comparative literature, language and linguistics, rhetoric and composition, bibliography and textual criticism, and women's studies. *Census Catalog and Guide* United States. Bureau of the Census, 1996 Includes subject area sections that describe all pertinent census data products available i.e. Business, trade and services, Geography, Transportation etc.

The Collectibles Market Guide and Price Index Collectors' Information Bureau, 1997 This encyclopedia of collectibles includes feature articles on over 85 of the leading manufacturers plus the latest detailed information and pricing on over 50 000 collectibles. Profiles of more than 200 artists are included as well as 32 pages of beautiful full color photography showcasing over 250 products. **The British Printer**, 1897 *Commercial Library Program, Publications List* United States.

Department of State. Library, 1978 *Commercial library program, publications list* United States. Dept. of State.

Library, 1979 **Directives, Publications and Reports Index** United States. Coast Guard, 1971 **Distribution Data**

Guide, 1954 **A Practical Introduction to Index Numbers** Jeff Ralph, Rob O'Neill, Joe Winton, 2015-06-17 This book provides an introduction to index numbers for statisticians, economists and numerate members of the public. It covers the essential basics, mixing theoretical aspects with practical techniques to give a balanced and accessible introduction to the subject. The concepts are illustrated by exploring the construction and use of the Consumer Prices Index which is arguably the most important of all official statistics in the UK. The book also considers current issues and developments in the field including the use of large scale price transaction data. *A Practical Introduction to Index Numbers* will be the ideal accompaniment for students taking the index number components of the Royal Statistical Society Ordinary and Higher Certificate exams. It provides suggested routes through the book for students and sets of exercises with solutions.

Canadian Reference Sources Mary E. Bond, Martine M. Caron, 1996 This bibliography cites those Canadian and foreign

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