

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.

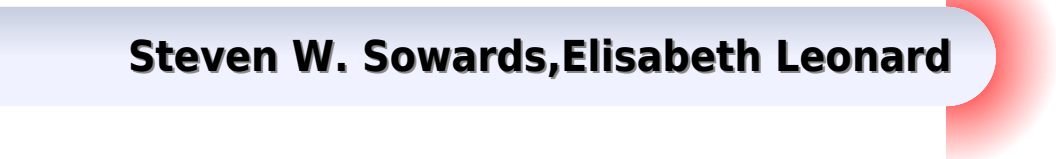
Both definitions of price are important. Primarily, price is defined as the amount the buyer pays for a product or service. However, it is important to remember that, if prices do not cover supplier costs and provide a profit, losses will occur. When a contract is priced below cost, performance risk 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

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Steven W. Sowards, Elisabeth Leonard



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