# Fixed-Price or lump-sum contracts

- Involves fixed price for a well-defined product or service
- In this type of contract a specific price is agreed for the good or service being sold. In project terms, the buyer and seller will agree on a well-defined deliverable for a specific price
- In this type of contract the bigger risk is borne by the seller. They
  must make sure they make a profit even given some unknowns such as
  increasing costs or delays in creation of the deliverable
- Fixed price contracts can be catastrophic for both buyer and seller if there isn't a well defined deliverable.
- Firstly, often the sellers profit is eroded as they compromise to meet the buyer's demands.
- Secondly, the buyer may have to pay more for change requests when the supplier is no longer willing to compromise around what, in their eyes, appear to be changing requirements

# **Lump Sum Contract Vs Fixed Price**

Kim Heldman, Vanina Mangano, Brett J. Feddersen

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Cost Estimator's Reference Manual Rodney D. Stewart, Richard M. Wyskida, James D. Johannes, 1995-04-03 In today s hypercompetitive global marketplace accurate costestimating is crucial to bottom line results Nowhere is this more evident than in the design and development of new products andservices Among managing engineers responsible for developing realistic cost estimates for new product designs the number one source of information and guidance has been the Cost Estimator sReference Manual Comprehensive authoritative and practical the Manual instructsreaders in the full range of cost estimating techniques and procedures currently used in the fields of development testing manufacturing production construction software generalservices government contracting engineering services scientific projects and proposal preparation The authors clearly explain howto go about gathering the data essential to preparing a realistic estimate of costs and guide the reader step by step through each procedure This new Second Edition incorporates a decade of progress in themethods procedures and strategies of cost estimating All thematerial has been updated and five new chapters have been added to reflect the most recent information on such increasingly important topics as activity based costing software estimating design to cost techniques and cost implications of new concurrent engineering and systems engineering approaches to projects Indispensable to virtually anyone whose work requires accurate costestimates the Cost Estimator's Reference Manual will be especially valuable to engineers estimators accountants and contractors of products projects processes and services to both government andindustry The essential ready reference for the techniques methods and procedures of cost estimating COST ESTIMATOR S REFERENCE MANUAL Second Edition Indispensable for anyone who depends on accurate cost estimates forengineering projects the Cost Estimator's Reference Manual guidesthe user through both the basic and more sophisticated aspects of the estimating process Authoritative and comprehensive the Manualseamlessly integrates the many functions accounting financial statistical and management of modern cost estimating practice Its broad coverage includes estimating procedures applied to suchareas as Production Software Development General services Testing Government contracting Manufacturing Engineering Proposal preparation Scientific projects Construction This updated and expanded Second Edition incorporates all the most important recent developments in cost estimating such asactivity based costing software estimating design to costtechniques computer aided estimating tools concurrentengineering and life cycle costing For engineers estimators accountants planners and others who are involved in the cost aspects of projects the Cost Estimator sReference Manual is an invaluable information source that will payfor itself Managing Construction Contracts Robert D. Gilbreath, 1992-04-16 This Second Edition focuses on the many times over commercial issues of contracting covering the lifespan of a contract in four stages inception of need bid and award administration termination Written from the owners perspective it is appropriate for construction managers and contract administrators New material includes the effects of the computer on construction management practices the risks and

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