How is DCMA Rebuilding Pricing?

Formed Cost & Pricing Center (2009)

Hired 300+ Price Analysts and Cost Monitors in the past three years

Realigned 94 Divisional ACOs and 120 Cost Monitors to corporate-aligned teams in the Center (creates a robust CACO/DACO network)

Performing Overhead Should Cost Reviews to support major programs

Specialized training for DCMA on Forward Pricing Rates, Proposal Analysis, and Cost Monitoring

Engaging with DAU on pricing content in DAU classes

Establishing Integrated Cost Analysis Teams (ICATs) at selected locations with enhanced pricing capability and increased technical workforce

Cost and Pricing augmentation for non-ICAT locations on major proposals

Leveraging Navy Price Fighter support

Launched Contract Business Analysis Repository (CBAR) Proposal Pricing Contact Information Defense Contract Management Agency Integrated Cost Analysis Teams (ICATs):

Lockheed Martin – Ft Worth, TX (817) 763-4985 or (817) 763-4422

Lockheed Martin & United Launch Alliance – Denver, CO (303) 977-6297 or (303) 977-8130

Boeing – St. Louis, MO (314) 232-7822 or (314) 232-2731

Sikorsky – Stratford, CT (203) 386-5879 or (203) 386-6766

Raytheon – Tucson, AZ (520) 794-5277 or (520) 794-8361

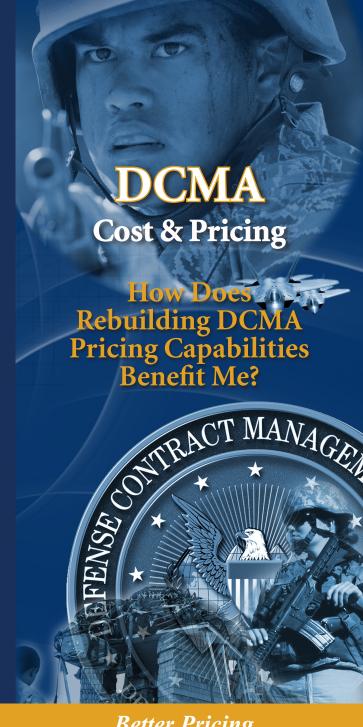
Raytheon – Tewksbury, MA (978) 858-5675 or (978) 858-5505

Boeing – Philadelphia, PA (610) 591-8062 or (610) 591-8500

Bell Helicopter – Ft Worth, TX (817) 280-7153 or (817) 280-7000

Non-ICAT Locations:
Please contact your cognizant ACO







ACQUISITION INSIGHT (GLOBAL ENGAGEMENT

DCMA Cost & Pricing

Better Pricing
for
Better Buying Power

Agency Pricing Strategy

- FPRA/FPRR dedicated expertise
- Indirect expenses account for roughly 50% of costs on major acquisitions
- Direct and indirect cost monitoring and reduction/containment initiatives
- Business system approvals
- Business base analysis
- Pension expertise

CACO/DACO

 Dedicated business/technical proposal pricing teams at major contractor locations

· Teams intensively engaged with and knowledgeable of contractor's systems

> Support to major ACAT programs and those associated with the segment; fully operational by January 2013

NETWORK

TEAMS (ICAT CMOs)

INTEGRATED

COST ANALYSIS

Cost & Pricing Center expands DCMA pricing capability and support

> PRICING CENTER HUBS

MAJOR PROPOSAL PRICING AUGMENTATION (NON-ICAT CMOs)

Customers request pricing support directly from the CMO

- Pricing hub sites integrate business and technical capability on "mobile" teams
- Overhead Should Cost Reviews supporting DoD priorities
- · Recently completed ULA, LMA, LMSSC, Northrop Grumman Aerospace Overhead Should Cost Reviews
- Integrate Navy Price Fighters' Support
- · OJT and Other Training Support
- Development and management of CBAR

Review major proposals at non-ICAT segment locations Complement ICAT proposal reviews by looking at major

- subcontractors Augmentation support for Overhead Should Cost Reviews
- Just-in-Time support on O/H and CAS issues at non-CACO/DACO locations

Benefits to DOD Customers

ICAT: Intensive business and technical pricing support at major contractor locations

Non-ICAT: Surge support on all major proposals throughout Agency CBAR: Real-time business information on major contractors

Training: More capable DCMA pricing work force

CACO/DACO Realignment: Building consistency in overhead and business system decisions at all contractor locations

Better pricing support for you!