How is DCMA Rebuilding Pricing?

Formed Cost & Pricing Center (2009)

Hired 400+ Price Analysts and Cost Monitors

Created a robust functionally aligned CACO/DACO network consisting of 32 CACOs, 97 DACOs and 170 Cost Monitors

Conducting Indirect Cost Surveillance at 47 Corporations consisting of 103 independent business segments

Combined the Contractor Insurance & Pension Review (CIPR) team with the CACO/DACO network to create a seamless organization

Performing Overhead Should Cost Reviews to support major programs

Training on Forward Pricing Rates, Proposal Analysis, Cost Monitoring and Cost Accounting Standards

Engaging with DAU on pricing content in acquisition classes

Established Integrated Cost Analysis Teams (ICATs) at selected locations with enhanced pricing capability and increased technical workforce (2012)

Augmenting non-ICAT locations with cost and pricing support

Leveraging Navy Price Fighter support

Hired Keystone Cost Monitor Interns

Managing Contract Business Analysis Repository (CBAR) database for DoD

Formed Disclosure Statement Team (2013)

Formed Commercial Item Determination (CID) & Price Reasonableness Team (2014)

Proposal Pricing Contact Information Defense Contract Management Agency

Integrated Cost Analysis Teams (ICATs):

Bell Helicopter – Ft. Worth, TX (817) 763-4842 or (817) 763-4440

Boeing – Philadelphia, PA (610) 591-8514 or (610) 591-8500

Boeing – St. Louis, MO (314) 234-2259 or (314) 232-2731

General Electric Aviation – Evendale, OH (513) 786-4506 or (781) 594-2352

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

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

Northrop Grumman Aerospace Systems and General Atomics Aeronautical Systems - Redondo Beach, CA (714) 372-1661 or (661) 575-1640

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

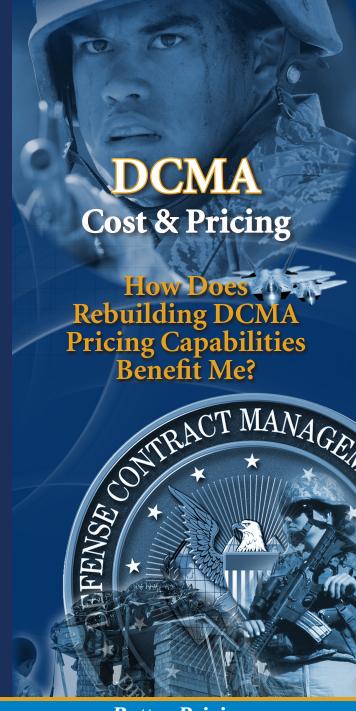
Raytheon – Tucson, AZ (520) 794-5277 or (520) 794-8361

Sikorsky – Stratford, CT (203) 386-5648 or (203) 386-6766

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 to focus on indirect expenses - which account for the majority of costs on major acquisitions
- · Direct and indirect cost monitoring and reduction/containment initiatives
- Business base analysis
- Business system oversight
- Pension and Insurance expertise
- Disclosure statement determinations

CACO/DACO **NETWORK**

pricing teams at major contractor locations Teams intensively engaged with and

Dedicated business/technical proposal

knowledgeable of contractor's systems

- Pricing and negotiation support to major ACAT programs
 - Provide Technical Support on IR&D expenses
 - Coordinate and merge Supply Chain proposal pricing

Cost & Pricing Center expands DCMA pricing capability and support

TEAMS (ICAT CMOs)

INTEGRATED

COST ANALYSIS

Customers request pricing support directly from the CMO

- Integrate business and technical capability on "mobile" teams
- Perform Overhead Should Cost Reviews supporting Better Buying Power
- Integrate Navy Price Fighters' Support
- OJT and Other Training Support
- · CBAR development and management
- · CID recommendations and price reasonableness support
- Cost Estimating Factor Reviews
- Financial Capability Reviews

PRICING CENTER HUBS

MAJOR PROPOSAL PRICING AUGMENTATION (NON-ICAT CMOs)

- Evaluate major proposals at non-ICAT segment locations
- Complement ICAT prime proposal reviews by providing analyses of major subcontractors Augmentation support for Overhead Should Cost Reviews
- Just–in-Time support on O/H and CAS issues at non-CACO/DACO locations
- Provide surge capability from across DCMA to enhance supply chain proposal pricing quality and timeliness

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 for contractors' forward pricing rates, cost accounting standards issues and business systems requirements.

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!