



Cost-Based Pricing: A Guide for Government Contractors

Darrell J. Oyer

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This master reference is essential if you contract with the government!

Correctly pricing your goods or services—and making certain that those prices are in compliance with myriad federal rules and regulations—is essential to doing business with the government...and ensuring your commercial success. *Cost-Based Pricing: A Guide for Government Contractors* shows you how to appropriately estimate and price for government contracts and defend those estimates in a government contracting and subcontracting environment. This practical book includes coverage of all government pricing rules and regulations as well as pertinent aspects of related laws, such as the Truth in Negotiations Act.

The book walks you through every step of the estimating process. From figuring direct labor costs to intra-company transfers to contract modifications, the coverage is extensive yet accessible for even those new to the process. Using *Cost-Based Pricing*, you will be able to:

- Develop more realistic estimates
- Enhance your support of those estimates in negotiations
- Avoid violations of the Truth in Negotiations Act
- Increase your chances of securing a fair and reasonable price

Cost-Based Pricing: A Guide for Government Contractors can make the difference between your success—and profitability—and failure in the federal government arena.

Contents Pricing Concepts • Direct-Labor Dollars • Direct Material and Subcontract Costs • Indirect Costs • Other Direct Costs • Facilities Capital Cost of Money • Profit or Fee • Federal Acquisition Regulation Requirements • Contract Modifications • Improvement Curves • Commercial and Market-Based Pricing • Defense Contract Audit Agency Proposal Reviews • The Truth-in-Negotiations Act (Public Law 87-653)

About the Author

Darrell J. Oyer, CPA, is president of Darrell J. Oyer Co., a consulting firm that provides services and training to government contractors and federal government employees. His wealth of experience includes developing and reviewing contractor estimating systems, cost accounting structures, and cost control systems to ensure compliance with federal procurement requirements. Previously he was a partner in the Deloitte & Touche government contracts advisory practice and worked for the Defense Contract Audit Agency and the U.S. Air Force Auditor General's office. He is also the author of *Pricing and Cost Accounting: A Handbook for Government Contractors*, Third Edition, from Management Concepts Press.

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