

# BUSINESS FACT SHEET 2020



**Company Name:** Executive Business Services, Inc.  
**Website:** www.propricer.com  
**Corporate Headquarters:** Temecula, CA  
**Other Locations:** Bedford, TX  
**Year Established:** 1985  
**Employees:** 35

## Leadership

CEO: Joe Shurance    President: JB Shurance    VP of Sales: Michael Khoury    Controller: Cathy Buck



## Vision

Our goal is to have ProPricer become the world's leading price and cost analysis software, where industry and government customers can improve accuracy and efficiency in the cost proposal process to assist the men and women in the armed services, and in every day federal government acquisitions.

## Mission

- Exceed expectations, deliver, and maintain powerful, flexible software solutions
- Deliver first-rate customer care to grow and enhance customer loyalty
- Maximize our product benefits and offerings with strategic partnerships and other value-added products and services

## Story

In his time as a government contract management professional, Joseph Shurance, experienced first-hand the needs of proposal teams and the laborious process of developing competitive cost proposals that meet the detail requirements set forth by Federal Acquisition Regulation (FAR).

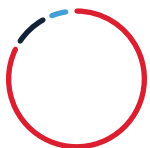
Most confounding was the lack of a system to manage and re-use a company's known rates and other cost data from one proposal to the next. For too long, proposal teams trudged through the tedious and redundant process of developing one cost proposal after another while being bogged down by the limitations of their homegrown or spreadsheet-based pricing systems.

A better way to do it didn't exist yet, so Joe created one – ProPricer.

## Key Customers:

**Federal Government Contractors**  
**Federal Agencies**

## Customer Segments



**Over 400+** customer locations worldwide  
**87%** Large/Medium Size Contractors  
**9%** Certified Small Business Contractors  
**4%** Federal Agencies

## Products and Services

**Contractor Edition**



**Estimator**



**Government Edition**



**Integration Services**

