



To our valued customer,

The seamless integration between ProPricer Contractor Edition (CE) and ProPricer Government Edition (GE) has created an unprecedented ability for contractors and government agencies to significantly improve the way in which proposals are submitted and analyzed.

With Contractor Edition, after completing your cost proposal, you can create a secure pricing output file, in the requested format, and electronically submit it to your government customer that is using Government Edition; eliminating the labor-intensive back and forth process.

If your government customer is not using GE, we have created an introductory letter, as well as a quick reference guide to help start the conversation between you and your customer. We hope these serve as valuable tools to help ease the back-and-forth negotiations on format, recreation of data, and so much more.

Should you have any questions regarding these documents or would like an electronic copy, please email our Customer Success Department, [customersuccess@propricer.com](mailto:customersuccess@propricer.com) or call us at 800.507.9980.

Sincerely,

Your ProPricer Team

We have recently replaced our internal pricing system with ProPricer, a COTS proposal pricing and cost analysis software application that has been adopted by a large number of defense contractors, as well as numerous government agencies. We have now been added to that list. One of the many benefits ProPricer provides us is, when we are ready to submit our proposal, we can archive it and send the digital proposal database directly to our government customers who are using ProPricer Government Edition.

To that end, we wanted to make you aware of some of ProPricer's capabilities, with the hope that we will be able to submit our future proposals using ProPricer. I have listed government agencies and offices using ProPricer Government Edition below, for your reference, in case you are unfamiliar with ProPricer.

I have also attached a PowerPoint deck containing an excerpt from the US DoD Sole Source Streamlining Toolbox that speaks to how ProPricer is benefitting government agencies, as well as a quick reference guide for you and your cost analysts to refer to, as a means to understanding a few of the time-saving capabilities ProPricer Government Edition offers.

Agencies and Offices currently utilizing ProPricer Government Edition:

**DCMA** - Agency Level

**USAF** - AFNIC Certified – Bases: Wright-Patterson, Tinker, Hanscom, Warner Robbins, Peterson, Hill, Eglin

**US NAVY** - Navy Engineering Logistics Office; Strategic Systems Programs; Naval Postgraduate School

**Joint Program Office (F35)**

**Department of Energy**

Sincerely,

Your ProPricer Team



## **Contractor Edition to Government Edition Quick Reference Guide**

A common platform used by Contractors to standardize and expedite the cost modeling process and facilitate constructive data submittal to the Government. One data package from submittal, during proposal evaluation, tech-evaluation, through negotiations and cost briefing documentation.

# From the U.S. Department of Defense Sole Source Streamlining Toolbox

## Use of ProPricer

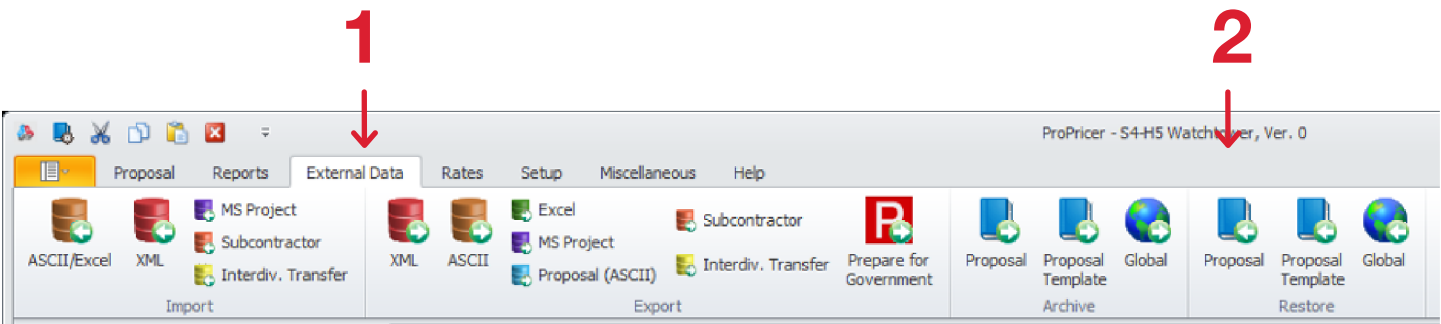
- A significant number of contractors are utilizing Executive Business Services' ProPricer software application for proposal pricing development and analysis
- ProPricer provides the contractor's working electronic pricing model
- The ProPricer working model can expedite the modeling process and facilitate constructive communications between the Government and the contractor during proposal evaluation, fact-finding, and negotiations
  - If the acquisition team has ready access and working knowledge of ProPricer Government Edition software, then request the proposal's .zip file from ProPricer's External Data-Prepare for Government function
  - If the acquisition team will be pricing the effort as an Excel model, request the Exported Full Pricing report, and Excel working model version of the contractor's ProPricer model named Detail Cost Breakdown printed to Excel
    - ProPricer has instructions in the ProPricer manual on how to export this full working Excel model

## Parties involved in this part of the process

Contracting	Program Management	Pricing	Contractor Participation
✓	✓	✓	✓

Restore the contractor's proposal, exactly as the CONTRACTOR priced it into ProPricer and verify and audit pricing logic, rates, estimates, and costs within the hour you receive it.

- No longer re-create the contractor's proposal. ProPricer formatted files contain everything you need to perform full cost analysis in a standardized environment
- Audit the pricing logic and formulas, verify rates and labor categories, and see the proposal's construction in minutes.



## 3 Browse to File

# Use Proposal Data View to see and adjust at the level you choose.




- Top-down views allow you to update cost and pricing data for data points like WBS elements, Base & Option years, or CLINs and make changes at higher levels no matter what level the data was input.
- Generate an editable spreadsheet with BOE level detail for your technical evaluators to populate the min, most likely, and max positions for each BOE. Easily integrate the technical evaluation positions into your proposal when preparing for the negotiation.
- A variety of ways to review and analyze data using build-in “Views” in the application. Pre-designed and custom reporting allow you to export the data in an unlimited number of output choices.

**EDITABLE DATA**

The screenshot displays the 'Proposal Data View - S4-H5 Watchtower, Ver. 0' interface. On the left, there are three filter panels: 'Options' (Timescale: None), 'Data' (Show Indirect Analysis, Show Direct Cost, Show Hours, Show Units, Show Cost, Show Totals), and 'Summary Field Groupings' (Estimator, WBS, CLIN, Option, Summary, ID). Below these is the 'Resource Groupings' panel with checkboxes for Resource Type, Resource, Resource Class, Indirect Pool, and Source Type. The main area is a table with columns: CLIN, Resource, Resource, Hours, Units, Cost, and Direct Cost. The table is organized into three main sections: 0001, 0002, and 0003, each with a 'Total' row. The '0001 Total' row shows 402,032.59 hours and \$1,708,606.24 direct cost. The '0002 Total' row shows 410,691.75 hours and \$20,072,950.23 direct cost. The '0003 Total' row shows 56,612.89 hours and \$1,617,620.42 direct cost. An 'Edit Hours' dialog box is open, showing 'Total: 55,798.05' and 'Editable: 30400'. Red arrows point from the 'EDITABLE DATA' text to the 'Hours' column, the '0001 Total' row, and the 'Resource Type' checkbox.

CLIN	Resource	Resource	Hours	Units	Cost	Direct Cost
0001	Labor	Contract-Admin	40,224.95			\$1,708,606.24
		Prg-Fin-Analyst-01	27,511.88			\$1,456,303.95
		Prg-Fin-Analyst-02	8,938.88			\$521,154.24
		Prg-Mngr-01	25,525.46			\$1,991,243.85
		Prg-Mngr-02	62,574.14			\$5,289,811.39
		Prod-Mngr-01	33,272.48			\$1,199,595.66
		Prod-Mngr-02	19,466.89			\$758,975.76
		Prog-Ctrl-Analyst...	80,747.87			\$3,683,249.64
		Prog-Ctrl-Analyst...	55,798.05			\$2,791,213.80
		Sub-Admin	10,528.01			\$506,855.21
		Tech-Mngr	37,443.98			\$1,688,881.45
	Labor Total		402,032.59			
	Travel	Trvl				
0001 Total			402,032.59			
0002	Labor	Eng-01	62,572.14			
		Eng-02	72,404.90			
		Eng-03	72,504.23			
		Prg-Mngr-02	20,857.38			\$1,708,719.06
		S-Eng-01	41,317.49			\$1,653,661.60
		S-Eng-02	73,994.04			\$3,275,905.48
		Tech-Mngr	11,620.54			\$617,679.39
		T-Eng-01	18,076.39			\$931,725.68
		T-Eng-02	37,344.64			\$2,190,442.41
	Labor Total		410,691.75			\$20,035,547.19
	Travel	Trvl			\$35,346.00	\$37,403.05
0002 Total			410,691.75		\$35,346.00	\$20,072,950.23
0003	Labor	Config-Mngr-01	19,168.93			\$1,228,060.13
		Config-Mngr-02	48,369.26			\$3,654,964.52
		Eng-01	9,932.09			\$418,510.07
		Eng-02	10,031.41			\$480,916.68
		Eng-03	9,435.48			\$543,301.95
		Fab-01	669.15			\$20,421.03
		Fab-02	31,087.43			\$1,281,618.48
		Prod-Assoc-01	56,016.98			\$1,371,920.17
		Prod-Assoc-02	56,612.89			\$1,617,620.42

Create multiple versions of the proposal as you make adjustments during your analysis to reach the objective and negotiated positions. Proposals can be locked from editing once positions are made.

-  S4-H5 Watchtower, Ver. NEGOTIATED
-  S4-H5 Watchtower, Ver. OBJECTIVE
-  S4-H5 Watchtower, Ver. PROPOSED

- **Challenges** - What-Ifs allow you to move hours and costs to the correct labor category, adjust risk percentages, reach a target price for proposal elements, or move the period of performance with the click of a button
- **Fair and Reasonable** - Adjust and change direct, indirect, travel, material, and cost estimating relationship rates to what the government analyst deems appropriate
- **Comparisons** - See multiple iterations of the proposal PROPOSED, OBJECTIVE and NEGOTIATED, side-by-side, to see how those changes impact the price

#### Full Disclosure

CLIN: 0001 - CLIN 0001

Resource	2021						
	S4-H5 Watchtower, Ver. PROPOSED	S4-H5 Watchtower, Ver. OBJECTIV E	DELTA	DELTA %	S4-H5 Watchtower, Ver. NEGOTIAT ED	DELTA	DELTA %
<b>Labor</b>							
Contract-Admin	1,676.04	1,642.52	-33.52	-2.00%	1,609.01	-67.03	-4.00%
Prg-Fin-Analyst-01	1,146.32	1,123.41	-22.91	-2.00%	1,100.48	-45.84	-4.00%
Prg-Fin-Analyst-02	372.45	365.00	-7.45	-2.00%	357.56	-14.89	-4.00%
Prg-Mngr-01	1,063.56	1,042.29	-21.27	-2.00%	1,021.02	-42.54	-4.00%
Prg-Mngr-02	2,607.26	2,555.12	-52.14	-2.00%	2,502.96	-104.30	-4.00%
Prod-Mngr-01	1,386.35	1,358.62	-27.73	-2.00%	1,330.90	-55.45	-4.00%
Prod-Mngr-02	811.13	794.90	-16.23	-2.00%	778.67	-32.46	-4.00%
Prog-Ctrl-Analyst-01	3,364.50	3,297.21	-67.29	-2.00%	3,229.92	-134.58	-4.00%
Prog-Ctrl-Analyst-02	2,324.93	2,278.42	-46.51	-2.00%	2,231.93	-93.00	-4.00%
Sub-Admin	438.67	429.89	-8.78	-2.00%	421.12	-17.55	-4.00%
Tech-Mngr	1,560.18	1,528.96	-31.22	-2.00%	1,497.76	-62.42	-4.00%
Total Labor Hours	16,751.39	16,416.34	-335.05	-2.00%	16,081.33	-670.06	-4.00%
Total Labor Cost	826,198	809,673	(16,525)	-2.00%	793,150	(33,048)	-4.00%
<b>Travel</b>							
Trvl	6,847	6,710	(137)	-2.00%	6,573	(274)	-4.00%
Total Travel Cost	6,847	6,710	(137)	-2.00%	6,573	(274)	-4.00%
<b>Direct Cost</b>	833,045	816,383	(16,662)	-2.00%	799,723	(33,322)	-4.00%
Overhead	254,663	249,569	(5,093)	-2.00%	244,476	(10,187)	-4.00%
Fringe	380,877	373,259	(7,618)	-2.00%	365,642	(15,235)	-4.00%
Tot Ovhd	635,540	622,829	(12,711)	-2.00%	610,118	(25,422)	-4.00%
Subtotal	1,468,585	1,439,212	(29,373)	-2.00%	1,409,841	(58,744)	-4.00%
G&A	265,814	260,497	(5,317)	-2.00%	255,181	(10,633)	-4.00%
Total Cost	1,734,399	1,699,710	(34,689)	-2.00%	1,665,022	(69,377)	-4.00%
Profit	260,160	254,956	(5,203)	-2.00%	249,753	(10,407)	-4.00%

- **Shared Data** - All technical evaluators and cost analysts can work in a shared collaborative environment, ensuring a single source for the proposal data.

- Run your accurate and complete **Pre-Negotiation Memorandum's or Business Clearance Documents** directly in MS WORD using ProPricer Connect for Word.

Pricing Structure:	Proposed	Pre-Negotiation Objective	Negotiated Amount
Total Cost (Exclusive of Cost of Money):	28,789,883	23,851,979	23,937,905
Cost of Money:	138,042	113,765	116,741
Fee/Profit:	4,318,482	2,146,678	2,271,804
Total:	33,246,407	26,112,422	26,326,450
Delivery Dates or Period of Performance:	Commence: 01/2021	Finish: 03/2026	

<b>CLIN 001, Description 3</b>			
<b>Period of Performance: 01/2021 To 03/2026</b>			
	Proposed	Pre-Negotiation Objective	Negotiated Amount
Total Cost (Exclusive of Cost of Money):	13,424,416	11,079,625	12,344,792
Cost of Money:	65,399	53,842	51,557
Fee/Profit:	2,013,662	997,166	1,016,496
Total:	15,503,477	12,130,633	13,412,845

#### Get through negotiations faster.

- **Send and Receive Data Quickly** - ProPricer formatted files can be sent back and forth between the offeror and agency allowing both parties to complete negotiations faster.
- **From Start to Finish** - Every step of the way, ProPricer Government Edition (GE) gives you a single application to manage the proposal cost analysis life cycle.

*Technical Support is available 24 hours a day, 7 days a week.*

*If your agency is not already experiencing the benefits of using ProPricer, please contact Executive Business Services for a demo and evaluation.*

