

# Guide to Contract Pricing



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This master reference, now in its 3rd edition, puts everything you need to know about government pricing rules and regulations in one easy-to-use volume. Guide to Contract Pricing will help you learn how the government does business and help you perform every step of the contracting process successfully. You'll...

Master the steps of the sealed bid process

Improve your skills at evaluating bids, proposals, and quotations

Perfect your ability to analyze direct and indirect labor costs

Grasp the fine points of GSA's structured profits guidelines

Discover how to determine the current cost-of-money rate

... to improve your chances for securing a fair and reasonable price...or profit!

Take the worry and guesswork out of the contracting process. This practical reference

offers valuable insight and specific guidelines so you'll know:

How to forecast the likely price of an acquisition

How to calculate semi-variable costs

How to allocate direct costs

When cost accounting standards do - and don't - apply

How to certify cost or pricing data

How to estimate labor hours based on standards

What factors to consider in analyzing an engineering labor proposal

How to validate unit prices

When to allocate overhead cost on material rather than labor

How different allocation bases affect cost

The two-step method for analyzing G&A rates

Principles of structured profit guidelines

Allowable profit adjustments for cost-reimbursement and fixed-price contracts

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