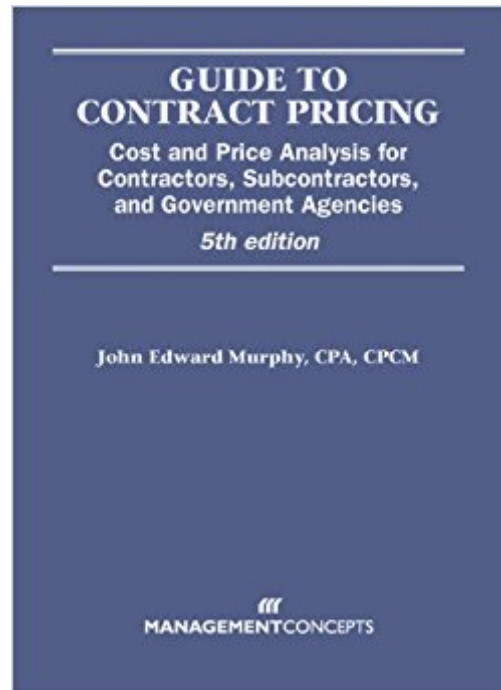




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# Guide To Contract Pricing



## Synopsis

Perform Contracting Successfully! This master reference • in its fifth edition • contains everything you need to know about government pricing rules and regulations in one easy-to-use volume. *Guide to Contract Pricing: Cost and Price Analysis for Contractors, Subcontractors, and Government Agencies, Fifth Edition*, explains how the government conducts business and walks you through every step of the contracting process. This fully updated edition includes a new chapter on the role of auditors in contract pricing as well as five new detailed appendices. A CD-ROM provides sample forms, templates, and tools to facilitate the cost and price analysis process. You will be able to:

- 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
- Improve your chances for securing a fair and reasonable price

**Contents**

- Basic Pricing Policy and Concepts
- Types: Pricing Implications
- Price Analysis for Purchases
- Cost Principles and Cost Classifications
- Obtaining Cost or Pricing Data
- Analysis of Direct Labor Costs
- Analysis of Direct Material and Other Direct Costs
- Analysis of Indirect Costs
- Facilities Capital Cost of Money
- Profit or Fee Determination
- Pricing Equitable Adjustments for Contract Changes
- Contract Pricing
- Role of Auditors

**About the Author** John Edward Murphy has over 40 years experience in financial management and procurement. He worked in the public sector with the U.S. General Accounting Office, the Defense Contract Audit Agency, the Naval Audit Service, and the Office of Personnel Management. As founder and principal of the Financial Management Institute, a consulting firm specializing in procurement, finance, public policy, and litigation support, he currently works in the private sector as a consultant to CPA firms and government contractors.

## Book Information

File Size: 7684 KB

Print Length: 280 pages

Publisher: Management Concepts Press; 5 edition (May 1, 2009)

Publication Date: May 1, 2009

Sold by: Â Digital Services LLC

Language: English

ASIN: B00T9SQ13O

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Enabled

Best Sellers Rank: #295,638 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #16

in Kindle Store > Kindle eBooks > Law > Administrative Law > Federal Jurisdiction #63

in Kindle Store > Crafts, Hobbies & Home > Home Improvement & Design > How-to & Home

Improvements > Contracting #82 in Kindle Store > Law > Administrative Law > Federal Jurisdiction

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BEWARE...unless i'm having an issue with my computer using this specific kindle book. It's not searchable--the book even says so--ONLY after you try to search. It says--"the search feature is unavailable, please try back in the future". Seriously, what publishing company omits a search feature to an eBook? WHO DOES THAT??!! I'm not entirely opposed to manually searching, however, the search feature saves time and effort. Fair warning! Lost two stars due to that little setback, overall great contract pricing book though.

Excellent book for those involved in the complex world of government contract pricing. I really like the CD and models that are provided. It's written from a practical standpoint and easy to follow.

Text book needed for my contract pricing class, boring read but offers a wealth of useful information if you are looking into government contracting.

Fairly new book and reduce price from school purchase. Was able to receive book in the mail before classes started

Book was purchased as a "Good-as-New" book; I am truly satisfied with this purchase.

good buy

Everything I expected

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