

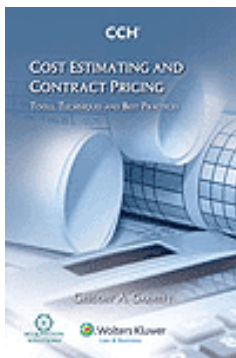
COST ESTIMATING AND CONTRACT PRICING

NATIONAL EDUCATION SEMINARS

Presented by the

NCMA Twin Cities Chapter

ABOUT THE PROGRAM:



What should a product, service, or integrated business solution cost? How much is it worth to the buyer? What is the appropriate rate of return or profitability for a product or service? What constitutes a fair and reasonable price? How can buyers ensure they are not paying too much? How can sellers maximize sales, revenue, and profitability in a consistent manner? The answers to these questions range from simple to complex and are the focus of this seminar.

Every attendee will receive a copy of *Cost Estimating and Contract Pricing* and workbook of the same title.

Earn 7 continuing education hours by attending this one full-day seminar!

Course Outline:

- Cost Estimating: Methods, Processes, and Sources of Risk
- Cost Estimating Fundamentals
- Cost Analysis: Tools and Techniques
- Profit Analysis: Tools and Techniques
- Contract Pricing Strategies, Methods, and Best Practices
- Fixed-Price and Cost-Reimbursement Pricing Arrangements
- Time-and-Materials and Labor-Hour Pricing Arrangements
- Price Analysis: Tools, Techniques, and Best Practices

Location: Embassy Suites Minneapolis—Airport

Date: March 9, 2010

Duration: 8:00 am – 5:00 pm,

Check – in: 7:30 AM

Speaker:

**Jim St. Jean, Director, Contracts
Lockheed Martin**

The process of estimating the cost for the development and delivery of a product, service, or integrated solution can range from simple to complex based upon numerous factors. In this highly interactive one-day seminar you will receive:

1. Comprehensive discussion of cost estimating and contract pricing with extensive use of tools, techniques, and best practices from both the public and private sectors.
2. A copy of *Cost Estimating and Contract pricing*
3. Presentation slides and course workbook.

Please contact the NCMA Chapter Registrar >>>
Gary Gaudette for more information.

(952) 463-5297
gary.gaudette@gdc4s.com



REGISTRATION FORM

Fee: \$225. *Registration fee is held at the 2009 price.*

The NCMA National Education Seminar remains one of the most cost-effective training opportunities for 2010.

Includes: Course materials, Continental Breakfast, Lunch, and morning/afternoon Refreshments

To Register: Fill out the form below and return, with payment, no later than **Friday, February 19** to:

**NCMA-TC
c/o Gary Gaudette
16940 28th Avenue North
Plymouth, MN 55447**

- Phone: **(952) 463-5297** • E-mail: gary.gaudette@gdc4s.com
- Fax: **(952) 956-5440**

Fill in the grey boxes then print this page and mail with your payment.

Name: _____

NCMA ID Number: _____

Company: _____

Address: _____

City: _____ / State: _____ / Zip: _____

Phone: _____ Email: _____

Payment amount \$ _____

Method of payment: Check # _____ enclosed (Payable to NCMA-TC)

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|--|
| Credit Card (VISA/MC/AmEx) _____ Number: _____ Exp Date: _____ |
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| Signature: _____ |
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Menu Selection (check one):

_____ *Chicken Marsala – Pan seared chicken breast topped with a Marsala wine sauce. Served with quartered mushrooms and Chef's choice of starch and vegetable*

_____ *Chicken Picatta – Pan seared chicken breast with a lemon cream sauce with capers. Served with Chef's choice of starch and vegetable*

_____ *Apricot Pork Loin – Pork loin stuffed with dried apricots in a spicy brandy marinade. Sliced then topped with a brown gravy over whipped potatoes with vegetables.*

All meals include a tossed salad (with choice of dressing) and Chocolate/Strawberry Mousse
