



CASE STUDY

Government

A federal acquisition team that processes hundreds of complex proposals each year, with contracts totaling in billions of dollars and subject to Federal Acquisition Regulation (FAR), receives cost proposals from offerors which can be quite complex and cumbersome to analyze using spreadsheets.

Having an efficient and accurate process to evaluate these bids is crucial to the team's success. They required a solution to bring in these large cost data files and perform cost analysis for negotiations in a timely manner.



Discovering ProPricer

Before implementing ProPricer Government Edition (GE), the site's cost analysis team struggled to handle the sheer size of the data being sent back and forth. Hundreds of thousands of dollars were spent on top-of-the-line computers just to receive and store the files (typically chock-full of convoluted formulas, macros and pivot tables). Once the data was finally received, it often took many months with dozens of people to process and analyze a proposal before making any modifications and developing negotiation positions.

On the recommendation of a contractor who had worked with other agencies who use ProPricer GE, the site's Lead Cost Estimator contacted the ProPricer team for a demonstration of its capabilities. After realizing that ProPricer not only sped up data processing, but also made manipulating and analyzing data easy, the decision started to become clear. The estimating and project control teams met with their contractor and ProPricer's experts, and began evaluating the software. The team looked at the dollar value and potential resources saved, and decided ProPricer GE was a bargain.



Flexible



Scalable



Fast

"One of our contractors came to us and said, 'we need this done in a quicker turnaround,' and then introduced us to ProPricer."



Time Saving

“ProPricer GE has catapulted the site’s acquisition team to new levels of efficiency.”



Unified all-report data held in one place

“ProPricer GE’s robust reporting engine makes it easy to customize reports and share them with team members.”

Doing More with Less

Once implemented, reductions in time for proposal evaluations were seen almost immediately. The first proposal the group processed with ProPricer was received, analyzed and ultimately awarded with only three people on the team. The trend continued: "Management and senior level employees were saying, 'I just finished a proposal with a team of 30, and now you're only asking me for four people?' That's how big it was. Our time was shortened and we didn't have the errors we used to have."

The site is now passing along their discovery to a variety of contractors, referencing the ProPricer format directly in RFPs as a means of providing cost and pricing data (which is possible even in cases where the contractor does not yet use ProPricer). The result has been a win-win situation. When bids are received in ProPricer format, technical evaluations, cost and price analysis, and negotiations are all performed in a fraction of the time it used to take—resulting in a drastically reduced award cycle.

Upon implementing ProPricer GE, the group has not found the need to disrupt or change their core processes in order to see significant time savings. The team still goes through their standard audits, validations, and labor rate analysis. A large portion of the time savings in using ProPricer has been due to the fact that they no longer spend weeks attempting to recreate a contractor’s cost model from scratch. Instead, a cost proposal can be imported in seconds, with the contractor’s cost model intact and ready for the team to use.

ProPricer GE has catapulted the site’s acquisition team to new levels of efficiency. If price analysts have questions regarding specific price elements, the user-friendly views and filters in ProPricer GE make it easy to isolate those elements with their BOEs for further analysis. ProPricer’s interface allows users to view and zoom in on individual elements by WBS, CLIN or any user-defined field, making it easy to understand the rationale behind estimates and spot mistakes. Analysts can create what-if scenarios and unlimited versions of the proposal to analyze cost impact. ProPricer GE’s robust reporting engine makes it easy to customize reports and share them with team members.



Market

BENCHMARK GOVERNMENT

Red Date	Coupon	Bid Price	Bid Yield	Day chg yield	Wk chg yield	Month chg yld	Year chg yld
4/12	5.75	102.21	4.50	0.13	0.01	-0.49	0.85
1/20	4.50	92.98	5.43	0.09	0.02	-0.38	-0.15
1/12	5.00	108.80	0.79	0.06	0.11	-0.28	-0.77
7/20	3.90	107.26	3.05	0.04	0.02	-0.33	1.21
2/2	2.00	102.28	0.72	0.10	0.04	0.22	0.88
1/1	3.75	104.38	3.18	0.05	0.01	-0.22	0.88



Future Outlook with ProPricer

While the estimating team finds ProPricer GE to be intuitive, participating in training led by the ProPricer team and staying up to date on the latest product updates remains an important focus.

Several team members have also attended ProPricer Practical Skills Day, held annually at the Government Contract Pricing Summit. Practical Skills Day is an additional opportunity for ProPricer users to receive in-depth, hands-on training, learn more about the latest industry practices and trends, and hear different perspectives from other attendees.



Hands-on
training

"ProPricer has been helping us along here. We've had them come out to the site for training because we have a lot of people."

Learn More

Request a demo at
www.propricer.com

800.507.9980