UKRAINE CAN'T WAIT

EXPEDITE YOUR PROPOSAL PROCESS

ProPricer Contractor Edition. Pricing for Global Good.

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Heightened urgencies.
Shortened timelines.

As social unrest continues to escalate in Eastern Europe, speed in contracting has never been more critical.

Ukraine has successfully defended itself against aggressors for the past 30 years—and the US has always stood by its side. But as the democratic nation's current threat has materialized at levels no one could have imagined, the need for urgent arms and immediate reconstruction is paramount.

As a result, direct procurement and swift RFPs for Ukraine defense contracts have flooded the global marketplace, at the $1 billion+ level. [1,4]

Right now, four areas of direct procurement and RFPs serve as a call to arms for contractors worldwide:

1. **US Government direct procurement of arms.** Javelin missiles and other anti-tank warfare munitions are how individual Ukrainian soldiers defend against larger artillery. An immediate need for hand-carry missiles that soldiers can deploy against enemy tanks is currently a huge direct-procurement opportunity for arms manufacturers.[3]

2. **US Government direct procurement of IT hardware and services.** Since a no-fly zone over Ukraine isn't an option, Ukraine defense forces need aerial surveillance of enemy air and land munitions, in the form of sophisticated drones. These are also tactical buys, as opposed to contracts.[3]

3. **US Embassy in Ukraine RFPs and direct procurement of fuel tanks, fighter tanks.** Available to Contractors for fulfillment as both contracts and direct procurements, the US Embassy is seeking global supplies of fossil fuel tanks and armored fighting land vehicles from global suppliers, including US Contractors.[2]

4. **Ukraine Defense Organization RFPs and direct procurement of construction.** Commercial construction damages are massive in Ukraine. Their government is offering both contracts and direct procurements to rebuild its infrastructure, including highways, railroads, and commercial and residential buildings.[3]

Homeland Security (DHS) initiative is all about testing cutting-edge procurement techniques during actual

ProPricer meets your critical need for speed

You can quickly fulfill many Ukraine defense contract needs today by simply responding to a direct request for procurement with an accurate price list.

Or, become a contender in many accelerated proposal processes initiated by a DoD agency, the US Embassy in Ukraine, or the Ukrainian government.

Whatever you choose, **ProPricer Contractor Edition** has you covered in the following ways:

You'll respond to direct requests almost instantly.

When a governmental arm issues a request for a tactical buy—or direct procurement—ProPricer enables you to respond through the platform by simply listing your direct costs for things like munitions and building materials, and then also your corresponding prices as they relate to those costs. Run a spectrum of analyses in just a few clicks, and then submit your chosen reports back to your client agency in literally a matter of days. Make data-driven decisions to substantiate the prices you deserve.

Price your IT proposals

5x faster

than with spreadsheets

You'll save massive blocks of time entering data.

Until now, you may have gained some contract success in spite of having to slowly and painstakingly enter data into Excel-based proposals. But by its very nature, Excel manual entry usually contributes to scheduling slogs, formatting irregularities, and user error.

And it goes without saying, but we'll say it anyway: All of the above are massive time eaters. You can't afford to waste a minute when responding to Ukraine defense contracts.

Thanks to the platform's predictive form-fill feature, ProPricer Contractor Edition has proven to be **five times faster** than spreadsheets as you enter data.

You'll significantly accelerate estimate upload and analysis.

Upload speed is even more impressive: ProPricer's capability is up to **10 times faster than Excel** for inputs like Basis of Estimate (BOE) and hours forms.

In the Analysis phase of your pre-award proposal submission, you always need to compare BOE with the relevant Statement of Work (SOW) projections, and also with what your Subject Matter Expert for a particular category estimates.
With ProPricer, all metrics are available through a single dashboard for fast, easy, side-by-side comparison. No clicking back and forth from Excel page to Excel page. Aggregated data is in one convenient place.

You'll update rate tables in seconds.

Maybe you need to update salary rates on the fly for, say, industrial designers who work on warcraft or software engineers who work on drone technologies.

With ProPricer, you can automate any number of rate table changes while keeping your existing pricing logic intact.

Easily shift rates to the next fiscal or calendar quarter. Decide if it's more profitable to use one rate category over another. Best of all: Quickly pull a comparison chart to see how your new rate structure impacts your proposal's pricing, compared to a previous iteration.

You'll automatically shift prices as timelines change.

Easily time-shift your costs and prices as your timelines delay or speed up.

The Flex/Shift feature in ProPricer lets you slide estimates forward in time or back, to accommodate a new performance period. As your proposal timeline changes, rates adjust automatically for inflation or deflation. ProPricer easily provides time-shifted data whenever a prospect asks for information that maps to a new performance period.

Examples of how you'll use this: When you need to sort funding profiles by a calendar month instead of a fiscal month. Or, when your client agency suddenly commits to a new, urgent delivery date as a result of unforeseen invasions or fatalities.

You'll quickly master 'What if' scenarios.

Comparative data. If the need for an even more robust construction rebuild process arises during the Ukraine crisis, your competitors may predict that this will come in at about 190% of the cost of less volatile projects. Yet, their proposal processes won't automatically account for the cost increase. With ProPricer, you can factor these kinds of percentages into your proposal to get closer to an estimated agency cost—very quickly—in relation to your cost starting point.

Target pricing. As you conduct analyses of, say, various handheld munitions manufacturing processes, you can enter a destination price and then see what needs to change in your schedule's timeframe or services framework in order to reach that number. This exercise consistently works to protect your costs as well as your potential margin.

You'll gain accurate version control.

When you're working at lightspeed and potentially producing multiple proposals at once, it's essential to know which version of a proposal is the latest for each bid.

Sending an older version to an agency by mistake usually results in one of two unhappy endings: 1.) Your bid is dismissed, or 2.) You win the contract because of your low bid, but you don't make a profit.

The ProPricer platform creates a digital audit trail of each document, so you always open the most current iteration of a proposal or price list whenever you resume work.

You'll be on the same page as the DoD.

Ten of the top 10 defense agencies already use **ProPricer Government Edition**.[6]

When both you and your agency client both take advantage of ProPricer, the proposal process naturally streamlines. Using the platform helps eliminate confusion, erase incompatibilities, meet proposal requirements, and provide a seamless flow of back-and-forth data.

Agencies love to do business with contractors who are easy to do business with. ProPricer contributes significantly to this dimension of the agency-contractor relationship.

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Book Demo

Sources:

1. U.S. Department of State Press Release: Additional Military Assistance for Ukraine

2. U.S. Embassy in Ukraine: Contracts for Bid

3. Global Tenders Website: Ukraine RFPs

4. New York Times Article: Arming Ukraine

5. ProPricer Case Study: General Atomics Aeronautical Systems, Inc.

6. Defense News: Top 100 for 2021

7. ProPricer Case Study: Armorworks

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When critical agency demands present a robust contract opportunity,
this platform upgrade will help you meet the need.
Quickly. Accurately. And profitably.

As Ukraine struggles to retain its democracy, the world is on call to help.
Lend your talents. Accelerate your delivery. There's never been a more
urgent time to put your best price forward.

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