



Cost Estimating & Contract Pricing: Tools and Techniques

The process of estimating the cost for the development and delivery of a product, service, or solution can range from simple to highly complex based upon multiple factors including: technology maturity, urgency, geographic location, quantity, quality, and availability of resources, hardware and software, systems integration and more.

This training will discuss cost estimating and contract pricing with extensive use of tools, techniques, and best practices from both the public and private sectors.

Date:

Wednesday, February 21, 2018

Time:

9:00 am - 11:00 am

Location:

**Huntsville Madison Co. Chamber
225 Church Street, NW
Huntsville, AL 35801**

<http://hsvchamber.org/>

Information / Registration at:

[http://www.uah.edu/sbdc/
events](http://www.uah.edu/sbdc/events)

Key topics of discussion include:

- Characteristics of Credible Cost Estimate
- Primary Cost Estimating Methods/Criteria
- GAO 12 steps to High-Quality Cost Estimating Process
- Major Risk in Developing Cost Estimates
- Cost Estimating Fundamentals
- Profit Analysis Tools and Techniques
- Example of Pricing Strategies

Speaker: **Raymond "Randy" Centanni, Jr.** is the Sr. Price Architect/Strategies for KBRwyle Engineering Business Unit based in Huntsville, Alabama. Prior to joining KBRwyle, Mr. Centanni was the managing partner of Government Contract Consulting, LLC (GCC) a consulting firm based in Huntsville, Alabama supporting small and emerging business entry into the federal market place. With over 38 years of experience in the day to day development of financial strategy, pricing/cost estimating as well as cost volume development within the federal market place with such organizations as ASRC Federal, DynCorp International, Lockheed Martin, Teledyne Industries and Avondale Industries. He is considered by many in his profession as an innovative thinker who balances strategic and tactical thinking, analytical and interpersonal skills to assist executive management in achieving organizational and operational goals.

Mr. Centanni holds a bachelor's degree in business administration from Athens State University in Athens, Alabama. He also holds certifications in advanced contract management, advanced cost/price analysis, and estimating systems compliance and defective pricing. He has taught and lectured on the role of the Contracts Manager in the proposal process as well as Pricing and Cost Estimating. He was elected a National Contract Management Association (NCMA) Fellow in April 2006 and is the former Chapter President of Huntsville Chapter of NCMA 2006-2007 and currently serves on the NCMA Huntsville Board of Advisors. He is the 2016 NCMA Contracting Professional of the year. He is also a member of the Association of Proposal Management Professional (APMP®) and the International Cost Estimating and Analysis Association (ICEAA®).

Alabama SBDC Network is a statewide service network funded in part through cooperative agreements with the U.S. Small Business Administration (SBA), Defense Logistics Agency, and the State of Alabama. Hosted by The University of Alabama. Nationally accredited by the Association of SBDCs.

Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Magdaline Braxton at 256-824-6422 or email MEB0009@uah.edu