



# Guide to Contract Pricing: Cost and Price Analysis for Contractors, Subcontractors, and Government Agencies

*John Edward Murphy*

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# **Guide to Contract Pricing: Cost and Price Analysis for Contractors, Subcontractors, and Government Agencies**

*John Edward Murphy*

**Guide to Contract Pricing: Cost and Price Analysis for Contractors, Subcontractors, and Government Agencies** John Edward Murphy  
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.

You'll 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

Table of 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.



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