

Estimating and Pricing Fundamentals

BAE Systems Australia GAP

Expression of Interest

Understand the cost drivers and how to influence the price to deliver a competitive and defensible proposal needed for defence contracting. Learn how to challenge your cost base, supplier quotes, estimates and price, and submit a compliant proposal that meets customer requirements, and survive a cost investigation.

Estimating & Pricing Fundamentals (“E&P Fundamentals”) is a two day course developed by Estimating & Pricing (E&P) at BAE Systems Australia, and delivered in partnership with the Global Access Program (GAP).

The course is designed to increase supplier knowledge in the art of estimating and how to present a price to a customer, and provides practical exercises to apply the knowledge you’ll gain.

The E&P Fundamentals course covers: estimating terminology in the defence industry, the estimating process including methodologies, approach & techniques and costing principles needed to meet the demands of government defence contracts. Building a robust basis of estimate, applying learning curves, effects of human bias, and the application of risk and uncertainty are all key elements of the price. The course also includes more advanced estimating concepts such as challenging an estimate, challenging supplier quotes, price breaks, and how terms and conditions can all impact and drive the price.

Note: It is essential to attend both days to gain maximum benefit. The days are not offered separately.