

Project Type: Portfolio Case Study

Contract Type: Time & Materials (T&M)

Objective: Build an audit-ready pricing and cost proposal for a mock federal contract using real-world pricing practices and compliance standards.

Project Duration: 12 Months + 12 Month Option

Scope of Work

Developed a full government contract Pricing Model Workbook and proposal package that includes:

- Labor pricing using base rates and fully burdened cost calculations
- Indirect rate application (Fringe, Overhead, G&A, Fee)
- CLIN-level pricing structure
- Detailed ODCs (Other Direct Costs)
- Basis of Estimate (BOE) with justifications
- Pricing volume narrative with assumptions and audit notes
- Dashboard for summary reporting


Key Deliverables

- **Pricing Model Workbook (Excel)**
 - Tabs: RFP Matrix, Inputs, Labor Pricing, ODCs, CLIN Pricing, Total & Pricing, Dashboard
 - Audit-ready formulas and documentation
- **Basis of Estimate (BOE)**
 - Hours, effort levels, and ODC justifications
 - Assumptions aligned with government contracting norms
- **Pricing Volume Narrative**
 - Executive summary, cost rationale, compliance notes
- **CLIN-Level Price Rollups**
 - Structured by labor scope and ODC allocations
- **RFP (Mock)**
 - Served as source document for requirements and structure

Skills Demonstrated

- Government pricing model development
- Cost estimation and proposal writing
- Excel modeling (burden rates, summaries, dashboards)
- Federal contract compliance awareness (DCAA/DCMA readiness)
- Portfolio design and documentation for pricing analyst roles

 **Tools Used:** Excel, Word, Market Research

 **Purpose:** Created as a showcase project to demonstrate pricing & project control skills for roles in government contracting.