



*Training Course:  
Contract Cost and Price Analysis*

*20 - 24 May 2024  
Madrid (Spain)  
Pestana CR7 Gran Vía*

## Training Course: Contract Cost and Price Analysis

Training Course code: PC4090 From: 20 - 24 May 2024 Venue: Madrid (Spain) - Pestana CR7 Gran Vía Training Course  
Fees: 5250 € Euro

### Introduction

Obtaining fair and reasonable pricing from contractors and suppliers is a primary objective for all businesses and governments. Evaluating prices through Cost and Price analysis are essential skill sets in meeting these objectives. Those involved in these activities understand well the significant challenges in this ever-changing business environment and also that there exist significant opportunities for improvement by providing best practice competencies to all those involved in contract and procurement activities. Attending this program will provide insight into:

- Managing Cost and Prices in Volatile Market Conditions
- Obtaining Better Pricing for the Original Contracts and Changes
- Understanding the Methods Contractors use for Pricing
- Understanding the Elements of Price that Make up the Price

### Course Objectives of Contract Cost and Price Analysis

- The Importance Of Price/Cost Analysis In Continuous Improvement Programmes
- The Difference Between Price And Cost Analysis
- Criteria For Selecting The Analysis Type
- Methods Of Price Analysis
- Knowledge of Supplier Strategic Alliances
- Analytical Tools for Cost Drivers
- Methods Of Cost Analysis
- Development Of "Should Cost"
- Types Of TCO Models

### TRAINING METHODOLOGY

- Participants will increase competencies through a variety of instructional methods including a lecture by an experienced practitioner and consultant, cases/exercises, reviewing published articles, checklists, and group discussions covering current practices and their relationship to the implementation of best practices.
- Delegates are encouraged to bring real problem examples with them, for discussion on a confidential basis, and to share their experience of particular issues in their company or industry. Time will be allowed for general discussions, and for one-to-one discussion with the consultant.

### Course Summary of Contract Cost and Price Analysis

This program provides both strategic and practical insights into the concepts of Contract Cost/Price/Value Analysis and Total Cost of Ownership that are essential skill sets in developing and implementing the strategies required for continuous improvement.

### Course Outlines of Contract Cost and Price Analysis

#### DAY 1 - Defining Cost Savings Opportunities

- Reducing The Cost Of Purchased Goods And Services
- Contract's Savings Impact On The Bottom Line
- Understanding Where To Focus Your Efforts
- Supplier Pricing Models
- Develop Opportunity Hypotheses
- Cost Reduction Reporting Procedure
- Continuous Improvement Skill Sets

#### DAY 2 - Performing Price Analysis

- Difference Between Cost And Price Analysis
- Selection Tool
- Methods Of Price Analysis
- Historical Analysis
- Using Price Indexes
- Calculating Change
- Developing the Organization's Contract Price Index

#### DAY 3 - Performing Cost Analysis

- Methods Of Cost Analysis
- Major Elements Of Cost
- What And How Important Are Supplier Overheads
- Developing "Should Costs"
- Requesting Supplier Cost Info
- Issues In Analyzing Supplier Cost Breakdown
- How much Profit should the Supplier make

#### DAY 4 - Other Important Valuation Criteria

- Industry Analysis
- Global Industrial Labor Rates
- Working With Currency Exchange Rates
- Total Costs Of Ownership Models
- Reengineering Processes to reduce Cost
- Cost Volume Profit Analysis
- Defining Value Analysis?

#### DAY 5 - Controlling Contract Pricing in Volatile Markets

- Dealing in Volatile Economic Situations
- Contract Economic Adjustment Clauses
- Continuous Improvement Methods
- Early Supplier Involvement
- Reducing Waste In The Supply Chain
- Savings Reporting
- Get The Big Savings Now

## Registration form on the Training Course: Contract Cost and Price Analysis

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Company Information

Company Name: .....  
Address: .....  
City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
- ☐ Please invoice me
- ☐ Please invoice my company

### Easy Ways To Register

Telephone:  
+201095004484 to  
provisionally reserve your  
place.

Fax your completed  
registration  
form to: +20233379764

E-mail to us :  
info@gh4t.com  
or training@gh4t.com

Complete & return the  
booking form with cheque  
to: Global Horizon  
3 Oudai street, Aldouki,  
Giza, Giza Governorate,  
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