



*Training Course:
Contract Cost and Price Analysis*

*26 - 30 May 2025
Milan (Italy)*

Training Course: Contract Cost and Price Analysis

Training Course code: PC4090 From: 26 - 30 May 2025 Venue: Milan (Italy) - Training Course Fees: 5500 € 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

- 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

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

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

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Payment Method

- Please find enclosed a cheque made payable to Global Horizon
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