Tyonek

ProPricer's client provides manufacturing and services to the U.S. Army and Navy and is continuously involved in multiple projects. Seven new facilities since 2004 allow the company to offer manufacturing and integration, test, and logistics for the Top 20 U.S. Defense Contractors that regularly seek ProPricer's client to fulfill contract requirements.

PROPRICER

"Despite having several engineers help us with our pricing efforts, it was challenging to get bids in on time and ensure their accuracy, Excel was holding us back."

Senior Pricing Manager

The Need to Streamline Information Submissions to DCAA and DCMA

As a successful government contractor, the company knows how to work with the Department of Defense (DoD) and large Defense OEMs, and they routinely submit cost proposals, both as a prime contractor and subcontractor, and collaborate with the Defense Contract Audit Agency (DCAA) and Defense Contract Management Agency (DCMA) for audit and inspection purposes.

As the company's rapid growth led to an increase in bid submissions, the pricing team struggled to keep pace.

He explained that the company relied on an Excel model for their pricing, but that

Excel failed when developing pricing around bills of materials (BOMs) and breaking down pricing structures during audits. "We couldn't quickly QC a proposal and feel confident that the information would appear as we intended for presentation to the government."

The situation worsened when company executives requested strategic pricing adjustments, such as lowering areas of pricing by two percentage points. To accommodate such requests, which happened frequently, pricing analysts had to sift through upwards of 25 spread-sheets – per request – to ensure proper reconciliation and formula adjustments.

"When government agency reviewers would come in, spreadsheets made it a harrowing experience because it took three or four days for them to understand what we did."

The inability to quickly develop proposals and prove their accuracy in real time threatened the company's business model. Company executives knew their bids were competitive, but they couldn't maintain a competitive advantage without a more robust pricing system. They tasked the senior pricing manager with evaluating potential new systems.

Fast

Flexible

Scalable

Choosing ProPricer

As the pricing team discussed system requirements, they developed a list of must-have capabilities:

- Breaking down pricing for complex, multi-level BOMs
- Automatically testing pricing accuracy and method
- Enabling carry-through of price adjustments across entire bids
- Fixing errors quickly
- Providing rapid reporting for government reviews

"If we could implement a system that met our criteria, we could get our pricing done and run a fast sanity-check," said the senior pricing manager. "That would get a better product or bid into the government's hands before everyone else."

The only system he knew about with such capabilities was ProPricer; he had used ProPricer in his previous job and knew of its success. "I kept tabs on ProPricer over the years on social media and saw the continuous new functionality they baked into it," he said. "So we tested ProPricer and knew it was the right solution for us."

100%
ACCURACY

ProPricer's Profound Effect: A Game-changer in the Bidding Wars

After implementing ProPricer, the pricing team wanted to ensure the system's accuracy in a real-world bid situation for a manufactured product. One team member used ProPricer while another used the company's Excel spreadsheet method. ProPricer delivered 100% accuracy while the spreadsheet usage resulted in multiple errors the team would have missed without ProPricer. For example, the bid involved an assembly that incorporated subparts; while the Excel-based system treated similarly-named subparts as equals, ProPricer looked deeper into the characteristics of the similarly-named subparts, recognized attribute differences, and treated them as individual assemblies.

The team also noted a significant impact on their pricing pools based on ProPricer's ability to catch and remedy small rounding errors that Excel couldn't do – a crucial feature when dealing with quotes in the $100 to $200 million range.

Because of ProPricer's automated, proactive price and formula-checking functionality, the company's pricing analyst can input a bid, review it with upper management, adjust it, and produce a finalized bid faster than creating a "rough draft bid" in Excel – in fact, they can develop a cost model in ProPricer and turn it around in one-tenth the time of Excel.

To further improve bid quality, the team is now defining standards and procedures within ProPricer to ensure both experienced and new analysts adhere to pricing guidelines and workflows.

"ProPricer made us aware of a problem we didn't even know we had."

Senior Pricing Manager

No More Late Nights

Unified all-report data held in one place

Time Saving

Customization

Before ProPricer, the company's pricing team spent many late nights searching for clarifying and supplemental information. Often, the people involved weren't Excel formula experts, or leaders wanted details about data points that even the most experienced Excel experts couldn't track down quickly – but since they started

using ProPricer, management hasn't stumped them yet.

The difference, the senior pricing manager explains, is that ProPricer links all data elements, while Excel has independent outputs from each workbook in a project. ProPricer's ability to aggregate and

connect all data elements, even at multiple levels of association, allows for rapid data exploration and development of what-if scenarios. Ultimately, ProPricer enables the company to have more throughput, accuracy, reviews, and a better-informed leadership team that trusts the ProPricer-validated numbers.

Amazing Bid Win Rates with ProPricer

Standardized, FAR-compliant reporting

"ProPricer is especially beneficial during reviews, when agency reviewers ask about labor spreads or something like that, we can develop pivot tables and look at the information instantly in ProPricer."

Senior Pricing Manager

Beyond the speed and accuracy of ProPricer, the company credits the solution's fast information access to success during the government review process. Bid win rates have skyrocketed with ProPricer; the company has won 19 of their last 21 bids and predicts the trend will continue. The company can't imagine life without ProPricer – the pricing team feels that if they're using ProPricer and other bidders aren't, they'll win nine times out of ten."

Learn More
Request a demo at
www.propricer.com

800.507.9980

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