

Course Synopsis - Estimating & Pricing Fundamentals

Are you competitive? Do you know what drives cost and price and how they can be influenced? Can you challenge your cost base, supplier quotes, estimates and price? Could you survive a cost investigation by your customer? Do you understand the terminology?

E&P Fundamentals is a two day course created by Travel Clavell (Head of Estimating & Pricing, ASC Shipbuilding) and delivered by Ian Skulicz (E&P Capability Manager) of BAE Systems Australia.

The course is designed to increase supplier knowledge in the art of estimating and how to present a price to a customer. Several case studies are woven into the fabric of the course, in order to practice applying the knowledge gained.

Day 1 of the course covers: estimating terminology in the Defence industry, the estimating process including methodologies, approach & techniques, costing principles of UK/US and Australian Government Defence contracts, how to build up a price and the application of risk and uncertainty.

Day 2 of the course addresses more advanced estimating concepts such as: challenging an estimate, challenging supplier quotes, applying learning curves, how to avoid the human bias, price breaks, and how terms and conditions can drive price.

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

Course Synopsis - Estimating & Pricing Masterclass

The E&P Masterclass is a two day course which builds on knowledge gained from E&P Fundamentals.

E&P Masterclass dives further into detailed risk and opportunity concepts, greater awareness and practical application of Variation of Price techniques and methodologies (across various contracting models), and further explores evaluation of supplier quotations. The two day course involves interactive simulated bid processes, with a focus on these concepts.

To date, approximately 150 representatives from SMEs across Australia have participated in Estimating & Pricing Fundamentals – Masterclass takes the learning to the next level. *Several SMEs have reported an increase in their bid win rate as a direct result of this training.*

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

*****It is a prerequisite for all attendees to have attended the BAE Systems Australia Estimating & Pricing Fundamentals course before attending the Masterclass*****