



Project & Contract Management

Contract Cost and Price Analysis

Course 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

Target Audience

1. Cost Analyst
2. Contract Manager
3. Procurement Specialist
4. Financial Analyst
5. Pricing Analyst
6. Contracts Administrator
7. Purchasing Manager
8. Commercial Manager
9. Bid Manager
10. Cost Estimator

Learning Objectives

- Understand the Importance Of Price/Cost Analysis In Continuous Improvement Programmes
- Recognize The Difference Between Price And Cost Analysis
- Define Criteria For Selecting The Analysis Type

- Explore the Methods Of Price Analysis
- Gain Knowledge of Supplier Strategic Alliances
- Gain Analytical Tools for Cost Drivers
- Understand the Methods Of Cost Analysis
- Develop "Should Cost"
- Understand the Types Of TCO Models

Course Outline

• Day 01

◦ **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 02

◦ **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 03

◦ **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 04**

- **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 05**

- **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

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Dec. 15, 2025	Dec. 19, 2025	5 days	4250.00 \$	UAE - Dubai