Introduction to PRICE Cost Analytics™

for

Unison PRISM User Community

Estimate with Confidence™

Today's Presenter

Joe Bauer

Director, Government Sector for the Americas

- 20 years of service in the US Air Force
- Former Technical lead (Solutions Consultant) for US Air Force and Canadian government clients
- Supports training, mentoring, and consulting in predictive estimation and data analysis
- Master of Science degree in Cost Analysis from the Air Force Institute of Technology and an MBA
- Certified Cost Estimator / Analyst (CCEA) with ICEAA and is a frequent presenter at ICEAA workshops and conferences

PRICE® Systems Vitals

- Recently acquired by Unison Corporation
- Independent business unit spun-off Lockheed Martin in 1998; RCA in 1960's; formerly "RCA PRICE"
- Headquarters in Mt. Laurel, NJ with additional offices DC, Dayton, OH, UK, France, Germany
- Highly virtual workforce of under 100, plus over 100 partner employees in reseller network outside North America
- 400+ enterprise customers worldwide & 16,000+ project professionals trained

Government Customers

Representative list only

U.S. Government

- NASA
- U.S. Army (Enterprise)
- U.S. Air Force (Enterprise)
- U.S. DHS
- U.S. NGA
- U.S. Census Bureau
- Defense Logistics Agency

International

- Canadian DND, TBS
- UK MOD
- France DND
- Germany BWB
- Spain DND
- Italy MOD
- S. Korea MOD, Japan MOD, ESA, and more

Global Commercial Customers

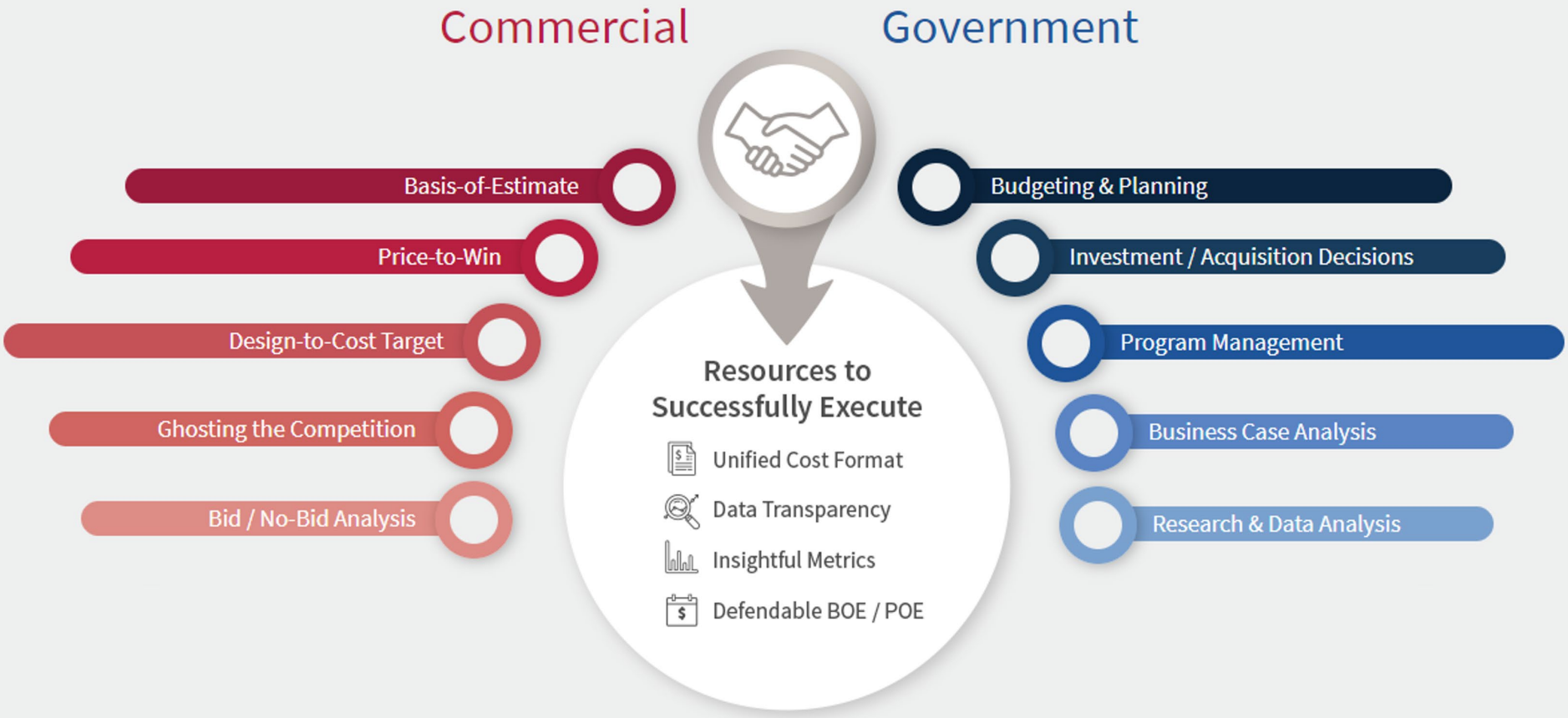
Representative list only

Consulting Organizations

Representative list only

- Booz Allen Hamilton
- LEIDOS
- Avascent
- 202 Group
- McNulty & Associates
- MCR Corporation
- Tecolote Research
- QinetiQ

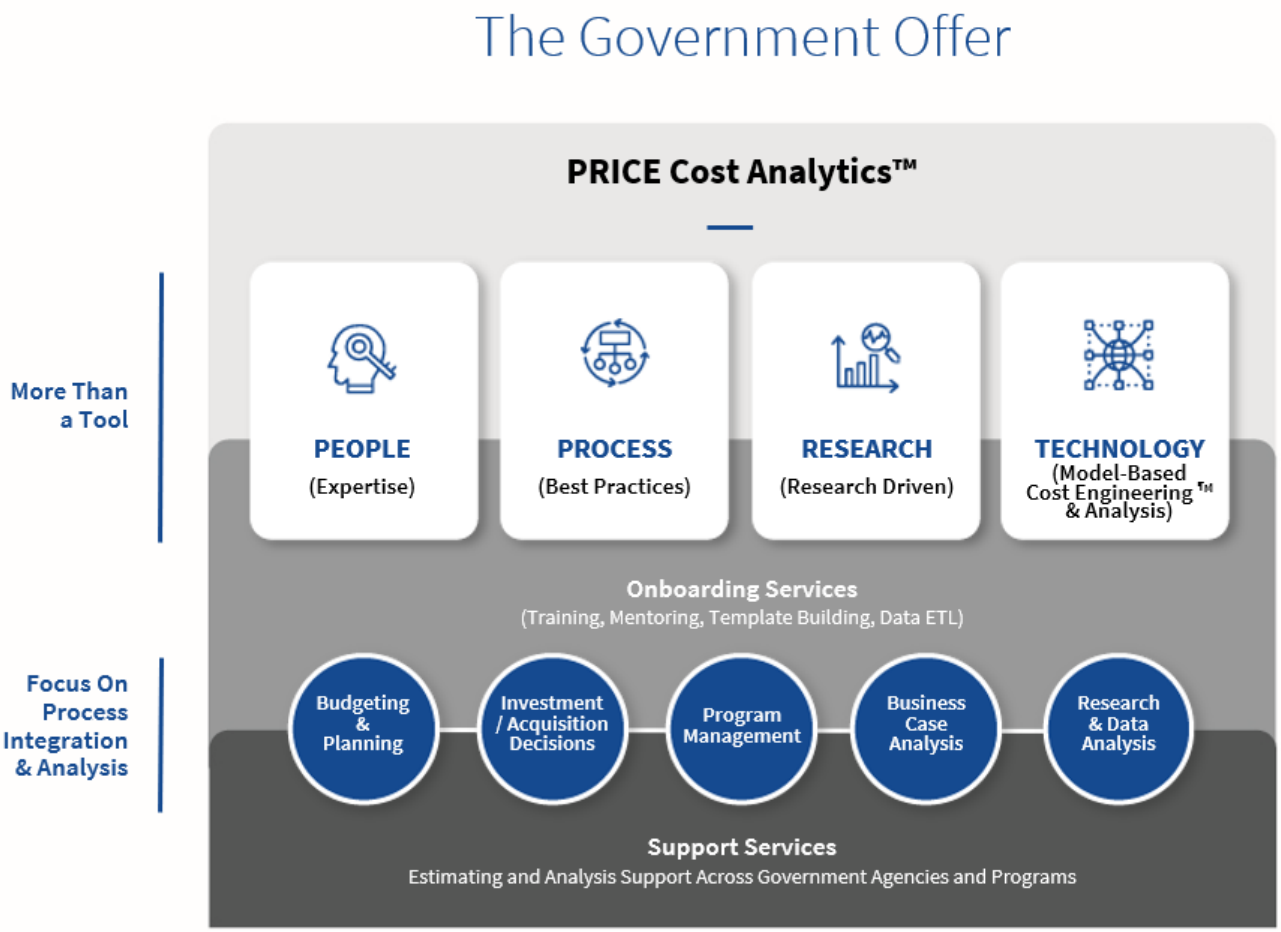
Our Vision



The Offer

Expertise. Best Practices. Research-driven,
Model-based Cost Engineering™ Technology.

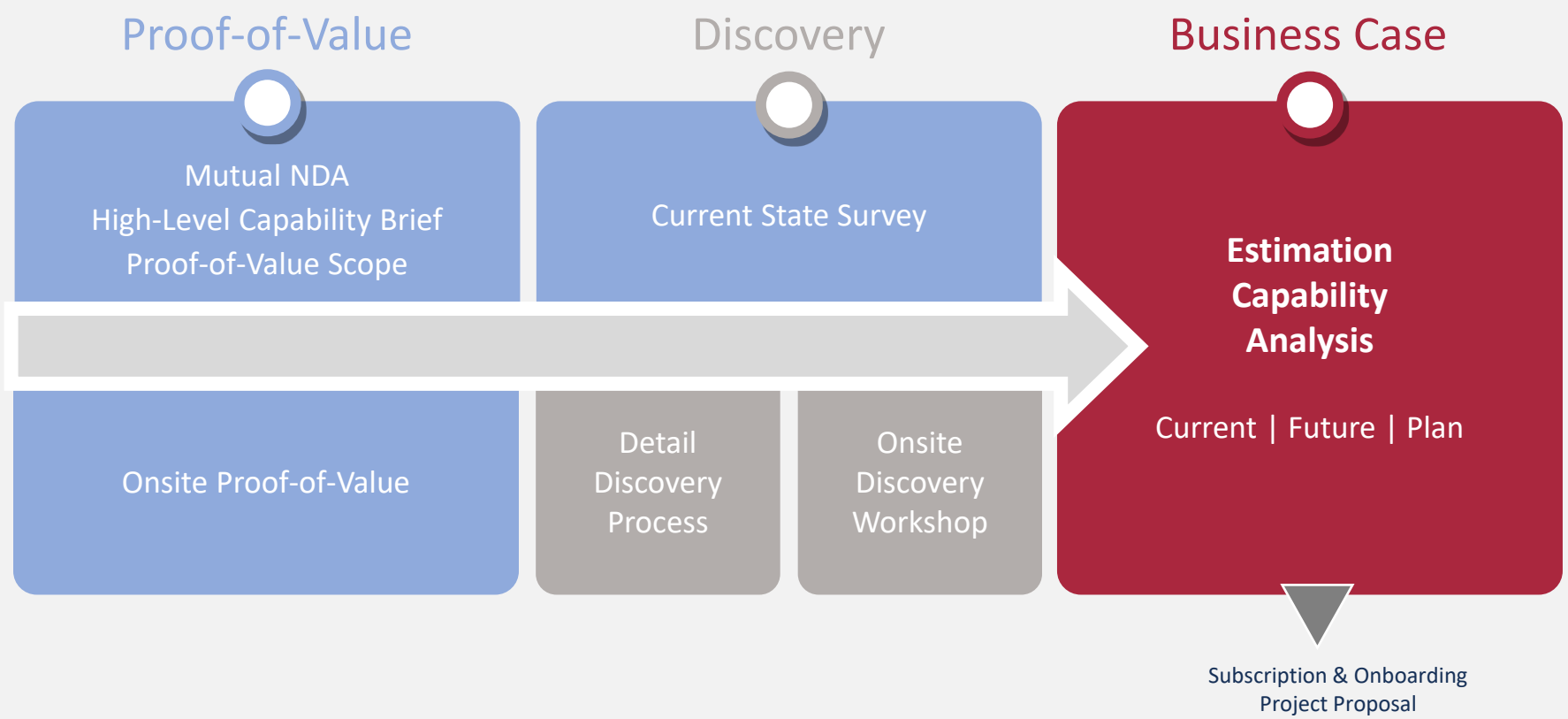
Dimensions of PCA



Value Proposition

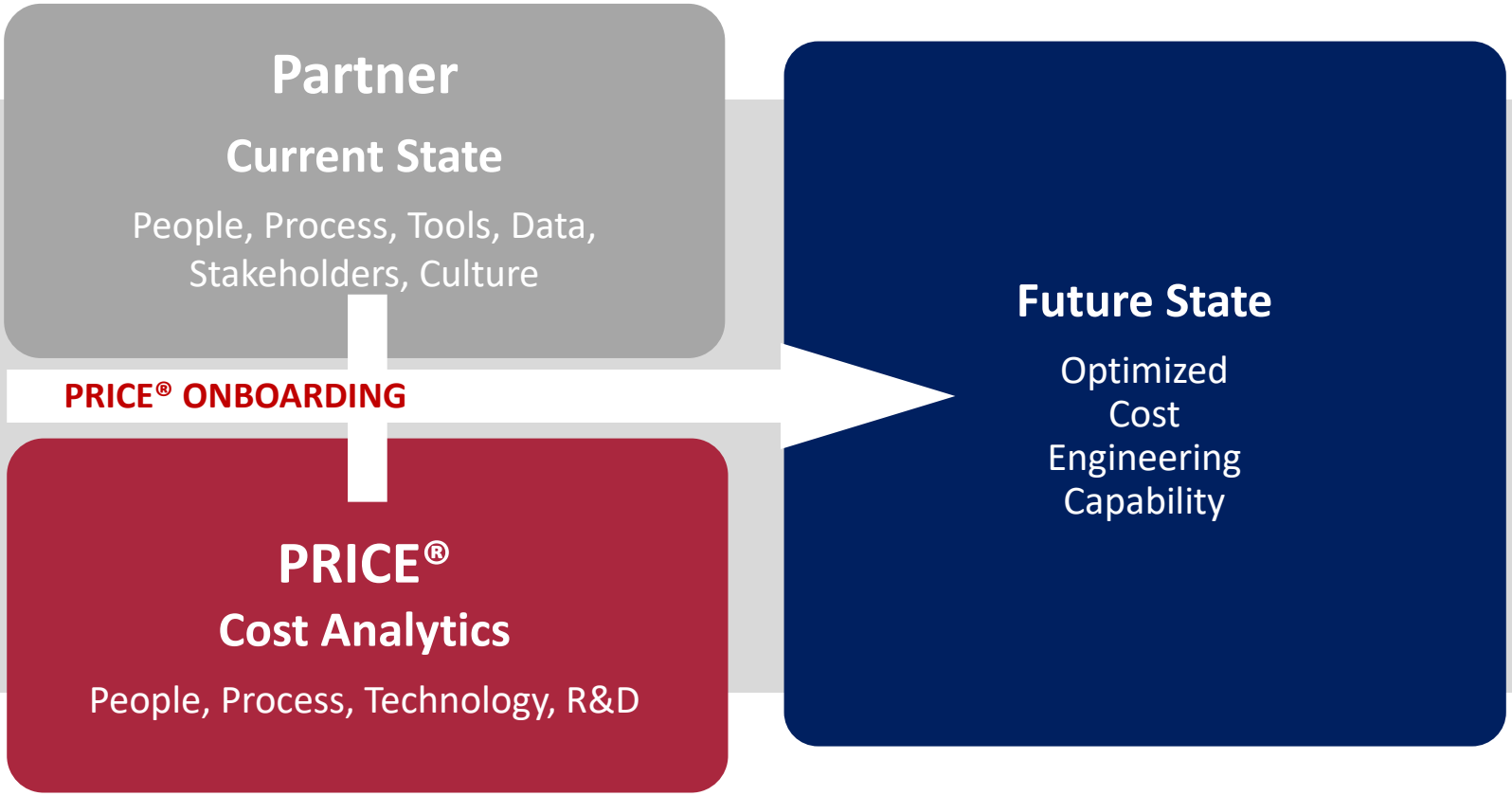
Proven. Data-Driven. Rapid. Model-based Cost Engineering™.

PCA Subscriber Onboarding Path



PRICE® Cost Engineering Intelligence

Success requires an intimate knowledge of your current estimation capability with consideration of:



PRICE®

Cost Analytics

TrueExplorer

Search & extract data from the PCA Ecosystem

TrueFindings

Manage & Analyze Data Sets

PRICE® Models

Validated Predictive Models

TruePlanner

Integration Framework

TrueMapper

Persistent Results Mapping

TrueBOE

Basis-of-Estimate Generator

TrueXLS

Access PCA Engine from Excel

Excel Word Project @RISK ORACLE CRYSTAL BALL PROPRICER PHOENIX INTEGRATION ACEIT

PRICE Cost Analytics™ Demonstration

Questions?

Contact PRICE®

www.pricesystems.com
1-800-43PRICE
Joe.Bauer2@pricesystems.com


TrueExplorer

Search & extract data from the PCA Ecosystem


TrueFindings

Manage & Analyze Data Sets


PRICE® Models

Predictive Models


TruePlanner

Integration Framework


TrueMapper

Customer Data Mapping


TrueBOE

Basis-of-Estimate Generator


TrueXLS

Access PCA Engine from Excel

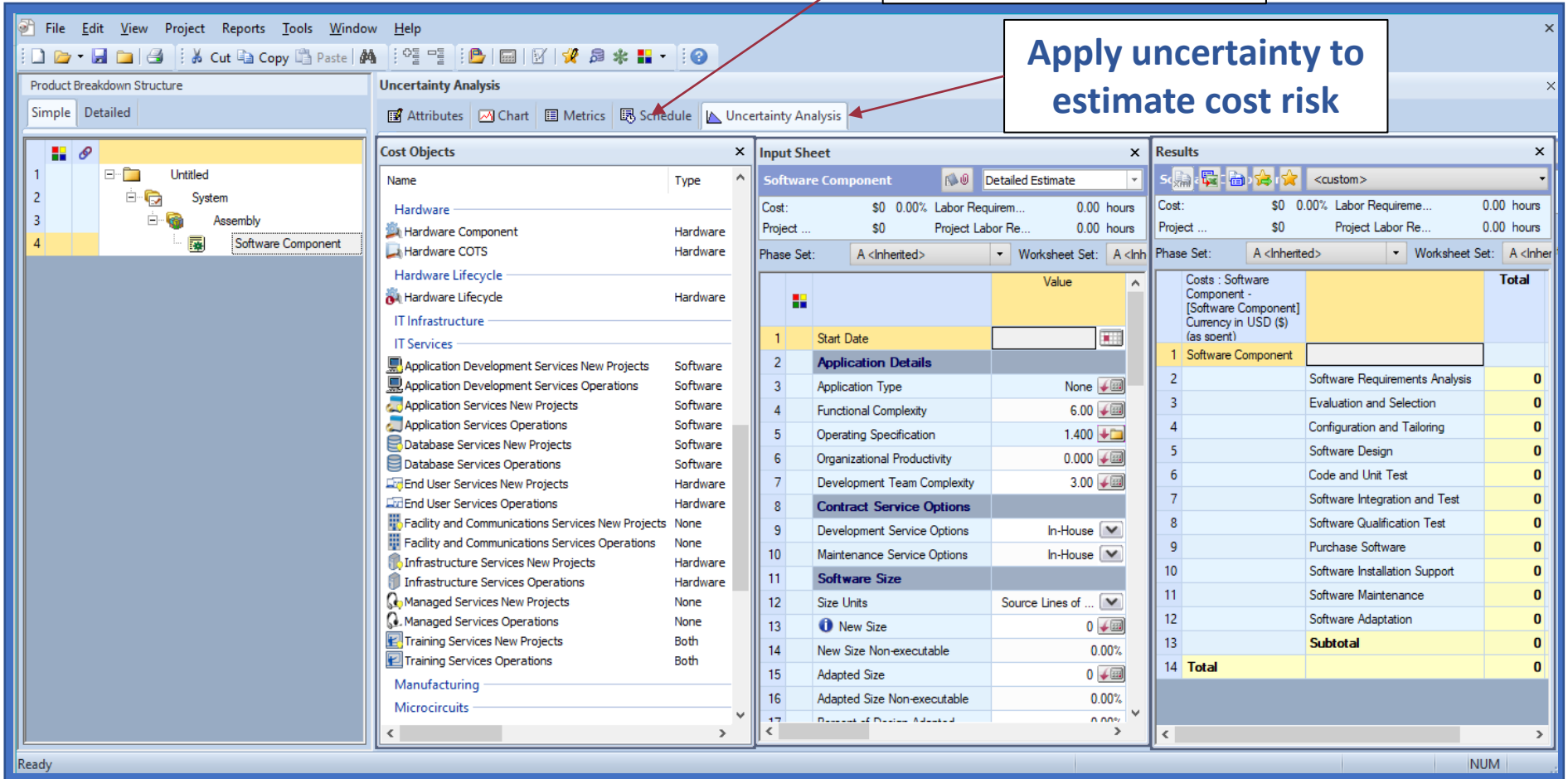
Estimate with Confidence™

Backup

Framework (User Interface)

Generate detailed schedule results

Apply uncertainty to estimate cost risk



Select Cost Objects to Model and Configure a Product Breakdown Structure

Input program specific data to tailor industry benchmarks

Configure output reports and graphs

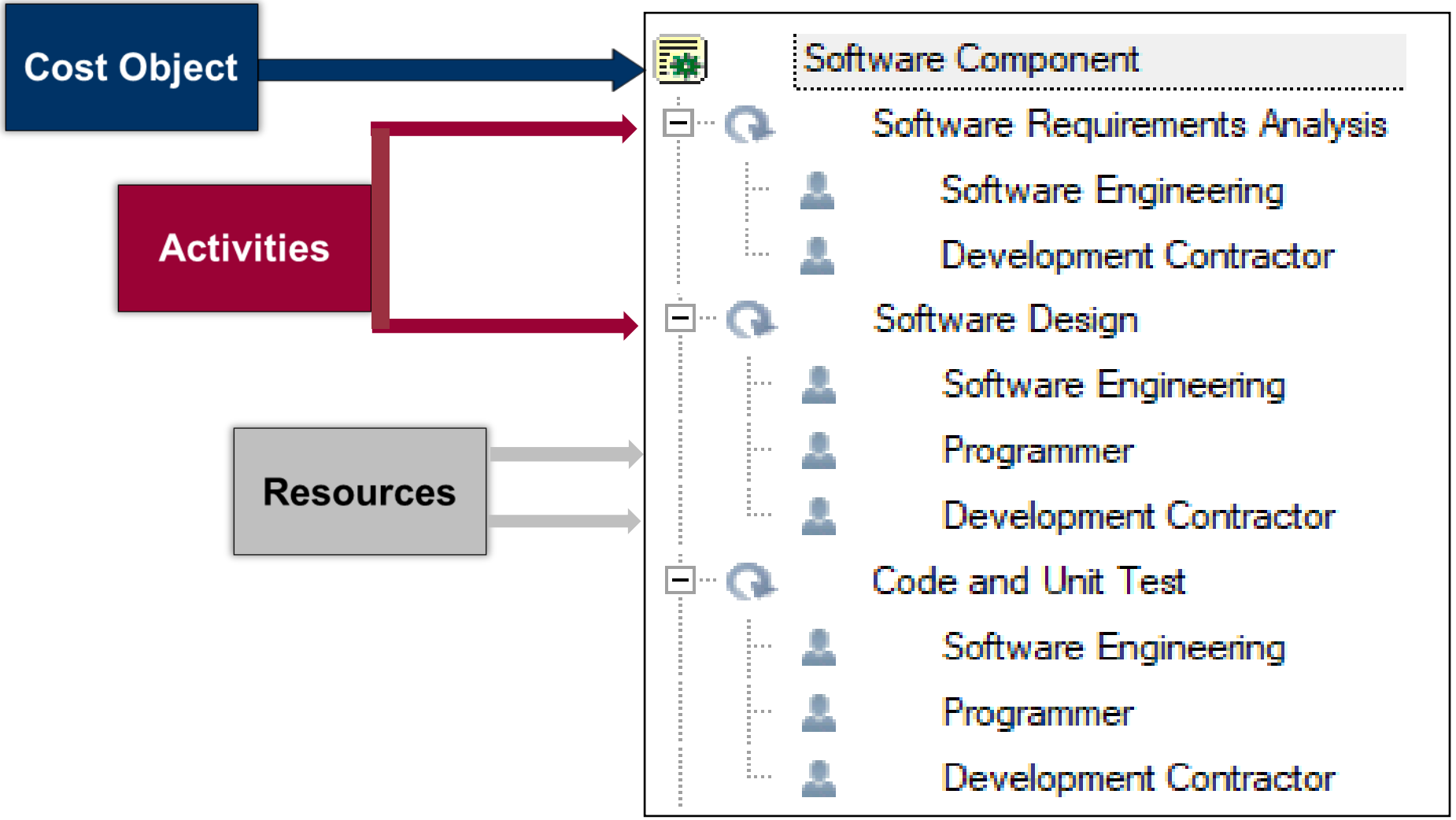
Includes Well Established Database

- **On-going data collection process:**
  - Started in late 70's to establish initial CERs for cost estimating
  - Currently driven by user requests and technology trends to maintain and modify current CERs and create new CERs as needed
  - Ensures the PRICE models are current and relevant
- **Focus on:**
  - Specific HW and SW systems
  - Emerging technologies
  - New and evolving manufacturing processes
  - New and evolving SW development processes
- **Data sources include:**
  - Purchased data from sources such as Jane's, International Benchmark Standards Group (ISBSG), Data Search Associates, Haystacks
  - Publicly available data such as the GAO, Aviation Weekly, Wall Street Journal, Bureau of Labor Statistics
  - Government data, such as EVM reports, program reports and government databases

PRICE Database as of CY2016	Hardware	Software
Operating Specification	Data points	Data points
Commercial/Military MIS	690	7394
Military Ground	335	621
Military Mobile (Ground/Sea)	1246	385
Commercial Air/FAA	501	88
Military Air	3617	1298
Unmanned Space	3051	367
Manned Space	274	5
Additive Manufacturing	691	-
Total:	**10405**	**10158**

Cost Model Object Hierarchy

Each Cost Model Object is a Complete Set of Activities and Resources



Demo – Framework View