Market-Based Evaluation
Contract Pricing

Evaluation Cafe
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Agenda

- What are we talking about?
- Why do we care?
- Contract vehicles
- Cost
- Pricing schedule
What is it?

- Based on hourly billing rates
- Flexible
- Accepted
Why do we care?

- Bolster discretionary revenue to:
  - Fund research
  - Support students
  - Invest in future offerings
  - Ensure institutional stability
  - Promote growth through marketing
Contract Vehicles

Contractor Risk

Pricing Flexibility
Cost

- **Price is...**
  - What a customer agrees to pay for a defined product or service

- **Cost is...**
  - Expenses incurred by an organization to deliver a product or service
  - and...
  - to fulfill its mission
Market-Based Pricing

- Labor categories
- Salary bands
- Rate calculations
- IS Time