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# Pricing And Cost Accounting: A Handbook For Government Contractors: A Handbook For Government Contractors



## Synopsis

This is the essential reference to help federal contractors negotiate and maintain profitable contracts and remain in compliance throughout the life of the contract. Government contracting rules and regulations have changed significantly over the past six years. This new third edition addresses these changes and more:

- New thresholds for certification of cost and pricing data
- Revisions in cost accounting standards
- Implementation of commercial time-and-material and labor-hour contracts
- New, stringent ethics requirements
- Impact of stimulus funding
- Revised cost principles, including excessive pass-through costs, post-retirement benefits, and travel costs
- Redirected audit initiatives based on the GAO review of DCAAPlus
- Changed requirements for bidding
- Pricing
- Cost accounting
- Subcontracting
- Contract modification

All the information you need to be in compliance with the new rules. No other single book provides as much up-to-date federal procurement cost and pricing information in such a concise - yet comprehensive - format.

**Contents**

- Federal Government Procurement Methods
- Types of Government Contracts
- Accounting System Requirements
- Cost Allowability
- Principles
- Selected Costs
- Cost Accounting Standards
- Developing Cost Estimates for Proposals
- Contract Price Negotiation and Profit Guidelines
- Truth in Negotiations
- Contract Administration
- Government Contract Audits

**About the Author**

Darrell J. Oyer, CPA, is president of Darrell J. Oyer Co., a consulting firm that provides accounting services and training to government contractors and federal government employees. He is highly experienced in developing and reviewing contractor estimating systems, cost accounting structures, and cost control systems to ensure compliance with federal procurement requirements. Prior to forming his own firm in 1991, Mr. Oyer was a partner in the Deloitte & Touche government contracts advisory practice. Previously, he worked for the Defense Contract Audit Agency and the U.S. Air Force Auditor General's office.

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## Customer Reviews

I had to buy this for my Government Contracts Cost & Pricing class. It's definitely not meant to law students or lawyers, as the title clearly indicates. So that wasn't a shock. There aren't many in text citations to the FAR or CAS, so that made it difficult to use to follow in class. But it provided a decent plain-language summary before delving into the FAR. For class, I would read the chapter on whatever topic we would discuss ahead of time, and that made reading the regulations a little easier. For a government contractor who needs to know the basics very quickly, I guess it would be a good place to start. But if you are a law student and need this for class, a \*much\* better source of information would be Karen Manos' treatise - available on Westlaw. She's great at providing a plain-language explanation of C&P topics.

I'll caveat this review by saying that I am reviewing it as a textbook. If you are taking a Cost or Pricing class and on the fence about buying this book I would recommend it. Mr. Oyer does a pretty good job of taking a very complicated topic and making it understandable (for the most part). There are some places where more information would be helpful and though not the author's fault, the subject matter gets pretty dry. I really like the injection of case law which demonstrates the practical application of these concepts.

Exactly as presented, good info

The book will help but there's no replacement for face-to-face training. The GovCon accounting experts at Solvability are hosting conference workshops in Colorado Springs July 23-27, 2012 for Deltek GCS Premier users. Understanding Price to Win, Controller's Boot Camp, and Impromptu. Only 8 spaces available and priced right. [...]

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