

# **Reasonable Pricing Subcontracts Perspective**

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Global Supply Chain

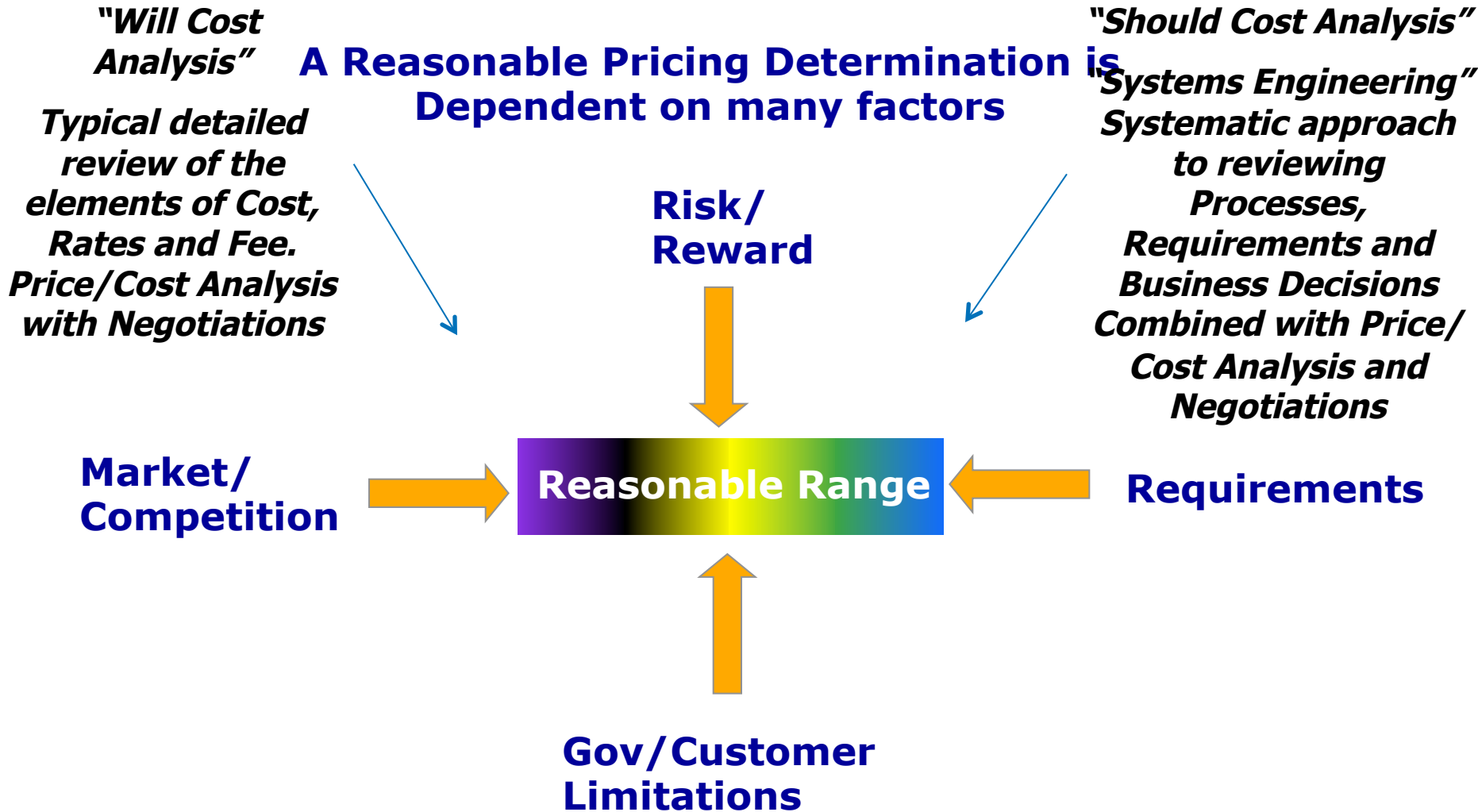
Director, Subcontracts

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# Subcontracts Perspective

Proposal Analysis & Determining Reasonable Pricing



# Subcontracts Perspective

## *Proposal Analysis & Determining Reasonable Pricing*

### Success Factors:

- Mandate by Leadership
- More Emphasis on Should Cost Analysis
  - Possibilities Thinking by all Parties
- Design for Affordability
  - Must start day one
- Stability of Buys
  - Integrated coordination & communication
  - Leverage / bundled buys
  - Optimized production
- More emphasis on detailed Risk & Opportunity Analysis
  - Comprehensive Mitigation – Funding must be available
- Balanced Processes – Expend Resources where there is Max Benefit



***NORTHROP GRUMMAN***

