



The Society of Cost Estimating and Analysis

Houston/Clear Lake Chapter

August 2009

Hi Everyone,

We had good turnout for the meetings and had excellent speakers. In March, Ray Carpio/Tecolote gave an excellent presentation which proved to be very timely. Ray's presentation on "Double Counting of Schedule Slips in Cost/Schedule Joint Confidence Level" drew questions from the audience and a good deal of discussion. In May, we had Jim Otte/PRICE Systems present an overview of TruePlanning® which is a suite of predictive cost models that allow organizations to successfully estimate and analyze the scope, cost, schedule and risk of complex projects. The presentation generated questions and a discussion. In June, Robert Georgi/Booz Allen Hamilton presented "Illustrative Example of Flight Software Estimation" which was very informative and interesting. Robert won best paper in his track (software and IT) at the June SCEA Convention. Questions and discussion followed. A big THANK YOU to Ray, Jim and Robert for making our meetings not only informative but enjoyable.

Next Chapter Meeting – Our next lunch/meeting will be held on Wednesday, September 16. Our guest speaker will be Michael Soots of NASA. Also at our next meeting, we will collect canned or non-perishable food that will be given to a local charity. Details to be posted on the web in late August.

Certification Exam - The Houston/Clear Lake Chapter hosted a certification exam for beta testers taking the new exams for PCEA or CCEA certification. Congratulations to Jean Hamblin/Booz Allen Hamilton, Luther (Ed) Price, Glenn Kendrick and Lance Cole from NASA on becoming certified.

New Training Tool - CEBoK is the new tool that SCEA is offering for training. It replaces CostProf. SCEA is offering special pricing to those who have CostProf and want to upgrade. Time is limited to receive special prices so check the national SCEA web site or call them to get pricing information. The chapter does plan on upgrading to CEBoK.

Thinking Exercise – Using the letters in THINK, see how many other words you can make. So far I have found 16. Anyone top that?

UCLA Training On Line - UCLA EXTENSION FALL QUARTER 2009 CLASSES BEGIN THE WEEK OF SEPTEMBER 21.- ENROLLMENT IS NOW OPEN.

To enroll, please visit www.extension.edu. Select "Quick Enroll" and enter REG#. (Boeing students, visit www.uclaextension.edu/boeing for special enrollment instructions.) For more information, call 310-206-1548 or email ceisman@uclaextension.edu.

CERTIFICATE IN GOVERNMENT COST ESTIMATING & PRICING FALL CLASSES

Government Acquisition Process (Online)

X 442.11 Management 4 units \$650

This course covers the principles and current trends of contracting with the federal government as a prime- or subcontractor with emphasis on applying the Federal Acquisition Regulations (FAR) to daily problems. Through lectures, case studies, and interactive exercises, students obtain the information needed to understand government procurement from formation to contract completion. The types of contracts used by the federal government and the application of each type to the statement of work are explained with emphasis placed on Department of Defense contracting. Commercial contracting methods as compared with contracting under FAR, and key issues and their practical application in contracting also are analyzed. *Required course in Certificate in Government Cost Estimating and Pricing.*

Reg# V2802B

September 24-December 10

Lee C. Schuh, JD, contracts and financial consultant; recipient,

Proposal Planning (Online)

X 442.12 Management 4 units \$650

Through lectures, case studies, and classroom exercises, this course describes the contractor's process for preparing a cost proposal from the initial planning stages through negotiations. Instruction emphasizes analyzing customer requirements as identified in the request for proposal; developing estimating prerequisites, including proposal ground rules and assumptions; work breakdown structure and dictionary; bills of material; proposal and program schedules; pricing instructions; developing a responsive cost proposal; and government analysis of the cost proposal and data used in this analysis. *Prerequisite:* X 442.11 Government Acquisition Process or consent of instructor. *Required course in Certificate in Government Cost Estimating and Pricing.*

Reg# V2803B

September 22-December 8

Marek A. Gwozdzowski, MBA, Contracts Manager, ThalesRaytheonSystems

CERTIFICATE IN PURCHASING & MATERIAL MANAGEMENT FALL CLASSES

Negotiations for Purchasing (Online)

X 445.6 Management 4 units \$650

This course presents the fundamental principles and practices of negotiations. Students learn to create a success-oriented environment that provides a framework and template(s) for analyzing, strategizing, planning, organizing, and implementing an approach to negotiate purchase contracts and business deals. Topics include the value of good planning, how best to use tactics, strategies deadlock and countermeasures, value of maintaining proper aspirations and self-esteem levels, ability to communicate both verbally and non-verbally, and knowing when to close and finalize the agreement in writing. In addition to lectures, students participate in seminar exercises and mock negotiations, with opposing teams applying tactical and strategic planning, human behavior theories, and negotiation techniques learned in the course. *Required course in Certificate in Purchasing and Materiel Management.*

Reg# V2892B

September 22-December 8

Tony Swaim, MBA, PMP, Principal, *Tony Swaim & Associates*

Legal Aspects of Government Contracts and Subcontracts (Online)

X 408.4 Management 4 units \$650

33 hours of MCLE credit available.

Topics covered in this course include legal analysis of award and administration of contracts; sources of government contract law; legal principles applied to problems involving data and patents; formation of contracts: terms, conditions, specifications, interpretation; bids and proposals; sales; inspections; warranties; changes and amendments; equitable adjustments and

damages; default and convenience; terminations; and remedies. *Required course in Certificates in Government Contract Management and Purchasing and Materiel Management.*

Reg# V2768B

September 22-December 8

Jerome Johnson, MS, Contracts Manager, Raytheon

CERTIFICATE IN GOVERNMENT CONTRACT MANAGEMENT FALL CLASSES

Legal Aspects of Government Contracts and Subcontracts (Online)

X 408.4 Management 4 units \$650

33 hours of MCLE credit available.

Topics covered in this course include legal analysis of award and administration of contracts; sources of government contract law; legal principles applied to problems involving data and patents; formation of contracts: terms, conditions, specifications, interpretation; bids and proposals; sales; inspections; warranties; changes and amendments; equitable adjustments and damages; default and convenience; terminations; and remedies. *Required course in Certificates in Government Contract Management and Purchasing and Materiel Management.*

Reg# V2768B

September 22-December 8

Jerome Johnson, MS, Contracts Manager, Raytheon

Types, Application, and Structuring of Contracts (Online)

X 408.7 Management 4 units \$650

33 hours of MCLE credit available.

This course presents a review of the various types and forms of government contracts. Topics include choice of contract in view of the work statements and risk factors, how each type of contract works, contract structure, special requirements for administration, and incentive and award-fee contracts. *Required course in Certificate in Government Contract Management.*

Reg# V2760B

September 23-December 9

Lee C. Schuh, JD, contracts and financial consultant; recipient, UCLA Extension Distinguished Instructor Award, 2007

Managing the Contract (Online)

X 408.9 Management 4 units \$650

33 hours of MCLE credit available.

This course presents the day-to-day management of government contracts: authorizing and monitoring work, dealing with customers and contractors, funding, billing, terminations, property, inspection and acceptance, and other areas of administration. *Prerequisite:* At least four basic courses in government contract management, including X 408.1 Elements of Government Contract Administration, X 408.4 Legal Aspects of Government Contracts and Subcontracts, X 408.6 Proposal Preparation and New Business Acquisition, and one of the following: X408.2 Government Contract Accounting, X 408.3 Government Contract Pricing, X 408.8 Financial Management of Government Contracts; equivalent experience; or consent of instructor. *Required course in Certificate in Government Contract Management.*

Reg# V2769B

September 21-December 7

Lee C. Schuh, JD, contracts and financial consultant; recipient, UCLA Extension Distinguished Instructor Award, 2007

Sincerely, Editor: Ella Hrabar