

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



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