

HIGH LEVEL TRAINING INSTITUTE

CICCPA

Certified International Contract Cost/Price Analyst



DATE

04 - 08 MAY 2026

LOCATION

LIVE VIRTUAL

TYPE

ONLINE TRAINING

LEVEL

ADVANCED

DELIVERY TYPE

**LIVE/VIRTUAL ONLINE
TRAINING**

Course Overview

The CICCPA Certified International Contract Cost/Price Analyst is the leading advanced certification for professionals responsible for developing, evaluating, negotiating, and defending contract prices in domestic and international procurements. In today's high-volatility, ESG-regulated, and digitally enabled environment, effective pricing is no longer a back-office task — it is a strategic lever that determines profitability, cash flow, audit resilience, and competitive edge.

This program provides the modern analytical frameworks, tools, and negotiation skills needed to answer the core questions every buyer and seller must resolve:

- ✓ What should the contract cost in today's market?
- ✓ What is the true value and total cost of ownership to the buyer?
- ✓ What is a fair, reasonable, and sustainable profit/price?
- ✓ How do we avoid overpayment or under-recovery while integrating ESG, resilience, and cyber-risk costs?

Participants master price analysis, cost breakdown, profit/fee positioning, digital pricing tools (AI modeling, predictive analytics), and post-award pricing administration — leaving with the confidence to produce defensible pricing decisions that withstand audit, regulatory, and legal scrutiny.

Benefits of Attending

- ✓ Determine realistic should-cost and fair market prices using current data and advanced techniques
- ✓ Perform rigorous price analysis and cost analysis in competitive, sole-source, and commercial environments
- ✓ Develop and justify pre-negotiation profit/fee positions with risk-adjusted, sustainability-aware models
- ✓ Integrate ESG, cyber, and resilience costs into pricing evaluations
- ✓ Leverage AI, predictive analytics, and real-time intelligence for faster, more accurate pricing decisions
- ✓ Negotiate pricing terms effectively across multi-variable, international contracts
- ✓ Justify catalog/market exemptions, spare parts, warranties, and specialized pricing tasks
- ✓ Administer post-award pricing — equitable adjustments, FPRAs, EPAs, and change orders
- ✓ Produce audit-defensible pricing documentation and negotiation records
- ✓ Advise leadership on pricing strategy, risk, and value in complex procurements

The CICCPA training style

We are employing “Best Practice” training – called “Blended Training”. This involves classroom lecturing, highly intensive case study/role playing reviews, classroom interaction and feedback, and one-on-one coaching from the facilitator. We have found this to be one of the most effective training methodologies to date and many large multinationals and training companies have already taken up this “blended learning” methodology. The

CICCPA Certified International Contract Cost/Price Analyst certification will be received approximately one month following the close of the Program.

Who Should Attend

The CICCPA program is ideal for professionals who regularly develop, evaluate, negotiate, justify, or defend contract prices, cost proposals, or pricing positions in domestic or international procurements. Typical attendees include:

- ✓ Contract Managers / Contract Administrators / Contract Specialists
- ✓ Cost & Price Analysts / Senior Cost Analysts / Estimators
- ✓ Procurement / Purchasing Managers & Senior Buyers responsible for pricing decisions
- ✓ Strategic Sourcing & Category Managers who negotiate or evaluate complex pricing
- ✓ Finance Managers / Controllers / Financial Analysts overseeing contract pricing or cost realism
- ✓ Internal Audit & Compliance professionals auditing contract pricing, cost proposals, or supplier pricing
- ✓ Program / Project Managers responsible for cost/price justification, negotiation, or post-award pricing administration
- ✓ Government / Public Sector Procurement Officers & Contracting Specialists
- ✓ Defense & Aerospace Pricing Professionals (government or contractor side)
- ✓ Supplier Pricing Managers / Commercial Managers / Proposal Pricing Leads
- ✓ Consultants advising on contract pricing, cost realism, negotiation strategy, or audit defense
- ✓ Professionals preparing for senior roles in procurement, contracts, pricing, finance, or program management

By Attending This Course the Added Benefits You Will

Receive Include:

- ✓ Once in a lifetime opportunity to get certified by the IPSCMI
- ✓ International certification that is recognized all over the world
- ✓ IPSCMI VIP Membership for 2 years to access online materials, documents and additional discount for attending any other IPSCMI certification program
- ✓ New skills and knowledge to deal with complex supply chain scenarios
- ✓ Sharpen strategy, planning skills
- ✓ Increased pay packet improved career prospects

Program Timing

ONE WEEK LIVE ONLINE PRESENTATION

IN-House

If interested to run this course in-house please contact us at: +389 42 222 032 info@hlti.org

Course Requirement

Delegates must meet the following criteria to be eligible to become CICCPA

- ✓ Minimum 3 years working experience
- ✓ Attendance - delegates must attend all sessions of the course
- ✓ Delegates who miss more than two hours of the course sessions will not be eligible to sit the course exam
- ✓ Successful completion of the course assessment
- ✓ Successfully passing the exam

Certification



IPSCMI - The International Purchasing and Supply Chain Management Institute

The US-based IPSCMI, The International Purchasing and Supply Chain Management Institute, is a prestigious and elite professional institute offering purchasing and supply chain management certifications. IPSCMI's purchasing and supply chain management courses and programs are provided around the world by a complete network of alliance partners which contract with IPSCMI for collaboration in conducting the IPSCMI programs. With its large allied partners globally, now has chosen High Level Training Institute TM as its exclusive partner for Ghana, Mozambique, UK, Italy and Kazakhstan

Module 1: Contract Pricing Foundations & Procurement Context

- ✓ Objectives & responsibilities in modern procurement/contracting processes
- ✓ Evolution of contract pricing policy (from cost-reimbursement to fixed-price to hybrid models)
- ✓ Pricing in the procurement lifecycle (pre-solicitation → award → post-award)
- ✓ Pricing dogma & myths in 2025–2026 (cost-plus = easy money, fixed-price = low risk)
- ✓ Price vs. pricing arrangements (firm-fixed, fixed-price-incentive, cost-plus-incentive-fee, time & material, etc.)
- ✓ Why analyze prices? — value assurance, cost avoidance, audit defense, profitability protection
- ✓ Prospective vs. retroactive pricing & when each applies

Module 2: Price Analysis Techniques & Market-Based Pricing

- ✓ Different perspectives on price (buyer vs. seller vs. regulator)
- ✓ Standards for judging fair and reasonable prices in competitive & sole-source environments
- ✓ Established catalog/market price justification & exemption criteria
- ✓ Price comparison & benchmarking methods (historical data, commercial item pricing, parametric models)
- ✓ Market research & real-time pricing intelligence (commodity indices, Bloomberg, supplier quotes, AI-driven market feeds)
- ✓ Competition & price realism analysis (bid shading, unbalanced pricing, below-cost bids)
- ✓ Exercise: Perform price analysis on a multi-line solicitation using current market data

Module 3: Cost Analysis Fundamentals

- ✓ Cost-based pricing principles & contract cost principles (FAR 31, DFARS, CAS, local equivalents)
- ✓ Cost realism vs. cost realism analysis
- ✓ Sources of cost or pricing data (certified cost or pricing data, other than certified data, commercial item exceptions)
- ✓ Contract pricing proposal evaluation
- ✓ Direct cost analysis (labor, materials, subcontracts, travel, ODCs)
- ✓ Indirect cost analysis (overhead pools, G&A, IR&D/B&P, material handling)
- ✓ Exercise: Break down and analyze a detailed cost proposal

Module 4: Profit / Fee Analysis & Negotiation Positioning

- ✓ Pricing policy & profit/fee objectives in competitive & sole-source environments
- ✓ Weighted Guidelines method & structured profit analysis
- ✓ Contractor effort, contractor risk, facilities capital employed, special factors
- ✓ Statutory limitations on profit/fee (e.g., 15% cost-plus-fixed-fee cap)
- ✓ Risk-adjusted profit modeling (geopolitical, supply-chain, ESG, cyber)
- ✓ Pre-negotiation profit/price position development & justification
- ✓ Documentation & audit trail for profit/fee rationale

Module 5: Advanced Cost Modeling & Estimating Techniques

- ✓ Parametric estimating & cost estimating relationships (CERs)
- ✓ Should-cost modeling & reverse engineering supplier costs
- ✓ Learning curve theory & application in long-term production contracts
- ✓ Inflation/escalation forecasting & economic price adjustment (EPA) clauses
- ✓ Life-cycle cost analysis & total cost of ownership (TCO) modeling
- ✓ AI & predictive analytics in cost estimating (machine learning models, generative AI for scenario generation)
- ✓ Hands-on exercise: Build a basic should-cost model for a complex component

Module 6: Negotiation Strategy & Pricing Agreements

- ✓ Competition & price negotiation dynamics (competitive range, written/oral discussions)
- ✓ Principles & techniques of effective pricing negotiation
- ✓ Multi-variable negotiation (price, terms, delivery, quality, ESG commitments)
- ✓ Establishing realistic pre-negotiation positions & target prices
- ✓ Documenting negotiation rationale & final agreement
- ✓ Forward Pricing Rate Agreements (FPRA), Indefinite Delivery/Indefinite Quantity (IDIQ) pricing, and economic price adjustments
- ✓ Role-play: Negotiate a sole-source contract price with multiple variables

Module 7: Specialized Pricing Tasks & Exemptions

- ✓ Catalog or market price exemption justification & documentation
- ✓ Pricing spare/repair parts, warranties, data rights, and commercial item exceptions
- ✓ Pricing commercial solutions, COTS, and modified commercial items
- ✓ Pricing integrated business solutions & outcome-based contracts
- ✓ Pricing in agile/fast-track procurements
- ✓ Exercise: Justify a catalog/market price exemption for a complex procurement

Module 8: Post-Award Pricing Actions & Administration

- ✓ Contract changes & equitable adjustment pricing
- ✓ Forward pricing rate proposals & agreements (FPRA/FPRP)
- ✓ Interim pricing & redetermination clauses
- ✓ Definitization of undefinitized contractual actions (UCAs)
- ✓ Economic price adjustment (EPA) administration
- ✓ Post-award audit triggers & pricing compliance monitoring
- ✓ Case study: Pricing a major contract change order

Module 9: Emerging Trends & Contemporary Pricing Challenges

- ✓ Sustainability/ESG cost integration (carbon pricing, Scope 3, green premiums)
- ✓ Supply-chain finance & working capital pricing impacts
- ✓ Geopolitical & inflation-era pricing realism (2022–2026 lessons)
- ✓ Cyber-risk & data security pricing considerations
- ✓ AI-assisted pricing tools & predictive cost models
- ✓ Pricing in tokenized/smart contracts & blockchain environments
- ✓ Exercise: Adjust pricing model for ESG and geopolitical factors

Module 10: Capstone Pricing Analysis Project & Certification

- ✓ Full contract pricing analysis project (real or simulated high-value procurement)
- ✓ Participants develop complete pricing position: market analysis, cost breakdown, profit/fee rationale, negotiation strategy, ESG adjustments
- ✓ Prepare pricing memorandum & present to “management/audit” panel

Review and Revision

**Programme Close
Examination**



Dr. Ayman Shokry

Dr. Ayman Shokry is a lead senior innovative, customer- focused, cost reduction and process improvements, supply chain Professional. He has been a part of supply chain management industry for the past 27 years, including 19 years in a managerial level in most of supply chain aspects of supply operations, contracts, materials management, production planning,

inventory management, new product development, logistics, fleet, distribution, applied business systems and integrated business process management. Ayman has designed and facilitated +10000 training hours through +450 training programs over 12 years in most of worldwide learners from different industries including oil/gas service, chemicals, health care, retail, fertilizers, electricity & waters, real estate, cement, financial institutions, educational institutions, food, porcelain & sanitary wares, construction, automotive, telecommunication, steel, aluminum, air, maritime, land transport and government bodies.

His extensive experience has seen him in roles that have led to dramatic improvements in companies' performance across the supply chain. Ayman has accumulated wealth of management experience over the years of his career, he started his work career with a number of MNCs in diverse manufacturing and services which enabled him to widen his scope of exposure and allowed him the chance to deal with different cultures and different types of work environments. Ayman has been an instructor at Arab Academy for Science & Technology and Maritime Transportation (AASTMT) - Egypt, American University in Cairo (AUC) and American Chamber of Commerce in Egypt (AmCham) for over eight years, in addition to leading training companies in Arab countries as well as being Supply Chain Management (SCM) Final Assessment proctor and assessor.

Throughout his work career, he succeeded to keep himself abreast with the developments taking place in the global market in order to maintain an adequate level of experience in his job. Ayman's strengths lie in his ability to work collaboratively with clients to understand and meet their needs, and he particularly likes to ensure that what he recommends actually adds value to any business environment.

BOOK EARLY

Final Price

\$1,590.00 USD

1

Payment Options

Name: _____ Job: _____
Tel: _____ Email: _____

1. Please Invoice my Company

2. Please charge my Credit Card

Visa Master Card

2

Name: _____ Job: _____
Tel: _____ Email: _____

Venue Details

3

Name: _____ Job: _____
Tel: _____ Email: _____

COMPANY DETAILS

Company: _____
Address: _____
Post _____ Country: _____
Code: _____
Tel: _____

Terms & Conditions

Payments and Discounts

1. Payment terms/ 100 % of the full amount at the time of registration. The registration will be confirmed only when full payment received. All Bank Transfer charges/fees and Withholding Tax should be carried by sending part/payer. With the registrations are included refreshments, lunches and course materials.
2. To get the early bid discounts, payment must be received before the final price. Discount offers cannot be combined with any other alternative offer
3. Substitute is always welcomed by a colleague or similar job function. If not possible a credit will be given which can be used for any HLTITM up to 1 year. Please notify us as soon as possible so we can make necessary arrangements

Cancellation Policy

1. All cancellations must be done in writing.
2. Full refund for cancellation will only be paid one week from the invoice date; otherwise, you will receive a credit note to be used at other HLTITM training which must be used within 1 year. Refunds are not given. There will be no credit issued for any cancellation less than 6 days.
3. Force Majeure: HLTITM is not responsible for any loss or damage in case the training/event is postponed, canceled, abandoned by reason of war, fire storm, explosion, national emergency, labor dispute, strike, lock-out, civil, disturbance, actual or threatened violence by terrorist group, or any other cause not within the control of our institute, we shall be under no liability to 'Company' for non-performance or obligation under this contractor otherwise in respect of any actions, claims, losses (including consequential losses) costs or expenses whatsoever which may be brought against or suffered or incurred by 'Company', as the result of the happening of such event.
4. Complaint and Refund: For more information regarding administrative policies such as complaint and refund, please contact Dr. Shpend Imeri, e-mail: shpend.imeri@hlti.org
5. HLTITM reserves the right to change the speaker/trainer or parts of the content in case of any circumstances that exceed the control of HLTITM which necessitates these alterations, such as changes from the speaker/trainer. Any substitution or change will be communicated and are always kept to a minimum

I have read and agree to the following terms & condition

Signature: _____