

# ARDAK CORPORATION

Minnetonka, MN • Englewood, CO  
Colorado Springs, CO • San Diego, CA

Consolidated competitors; decreasing budgets; increasing scrutiny; reduction in sole source awards; all these things and more combine to make the current US Federal Government contracting environment the most competitive ever. Companies that partner with ARDAK are afforded a competitive advantage. ARDAK's competitive intelligence provides US Federal Government contractor's with the actionable information necessary to significantly increase their probability of winning (PWIN).

**For over 25 years ARDAK has provided superior expertise in providing competitive intelligence with unmatched consistency and accuracy.**

Our areas of expertise include Wrap Rates, High Level Decompositions, Low Level Decompositions, Should Cost Analysis, Price to Win (PTW), Rate to Win (RTW), Labor Category Analysis and US Government Agency Budget Analysis.

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## When You Must Win



## HIGH & LOW LEVEL DECOMPOSITIONS

High Level Wrap Rate Decompositions provide a medium level of insight into how your competitor's rate burdening is structured. With this information, your analysis team can begin to structure competitive pricing solutions targeting broad level strengths and weaknesses in your competitor's rate structure.

High Level Wrap Rate Decomposition		
The Competition		
Space and Mission Systems		Jan-11
Cost Element	Plant	Site
Fringe	39.84%	39.50%
Overhead	58.40%	16.25%
G&A	22.02%	11.80%

Low Level Wrap Rate Decompositions pinpoint the strengths and weaknesses in your competitor's rate structure. Individual cost elements provide your analysis team with the specific information necessary to structure a winning bid.

The Competition	%	%
Space and Mission Systems	Cost	Cost
Low Level Decomposition	Plant	Site
<i>Fringe</i>		
Holidays	3.85%	3.85%
Sick	0.77%	0.77%
Vacation	4.62%	4.62%
Other PTO	0.38%	0.38%
FICA/Medicare/UI	9.85%	9.85%
Group Health	14.29%	14.29%
Short Term Disability	0.31%	0.31%
Long Term Disability	0.39%	0.39%
Life Insurance	0.56%	0.56%
AD&D Insurance	0.17%	0.17%
Salary Continuation	1.11%	1.11%
Workers Compensation	0.35%	0.35%
Retirement Plan	4.40%	5.00%
Other	0.50%	0.00%
<b>Total Fringe</b>	<b>41.55%</b>	<b>41.65%</b>
<i>Overhead</i>		
Occupancy	25.29%	4.24%
Indirect Labor	8.87%	4.03%
Depreciation/Amortization (Includes CAS410)	6.81%	4.50%
Other (Admin, Education & Breakage)	2.69%	1.27%
<b>Total Overhead</b>	<b>43.66%</b>	<b>14.04%</b>
<i>G&amp;A</i>		
Bid and Proposal (Sales)	6.42%	1.37%
Bid and Proposal (R&D)	5.40%	0.64%
Corporate/Cost Center Officers & Expenses	2.30%	2.30%
Employee Stock & Stock options	6.92%	5.65%
Other (Remedial NSS)	0.68%	0.00%
<b>Total G&amp;A</b>	<b>21.72%</b>	<b>9.96%</b>
<b>Decomposition Wrap Rate</b>	<b>2.475</b>	<b>1.776</b>