

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

WRAP RATES

One of the most valuable pieces of derived data you can obtain is a Wrap Rate from ARDAK. When you know this number, you know what drives your competitor's burdened cost basis. ARDAK has been providing Wrap Rate Derivations in competitive procurements for over 25 years. Throughout this time, ARDAK's Wrap Rate Derivation model and associated data marts have stood the test of time.

Rate Derivation

Jan - 11

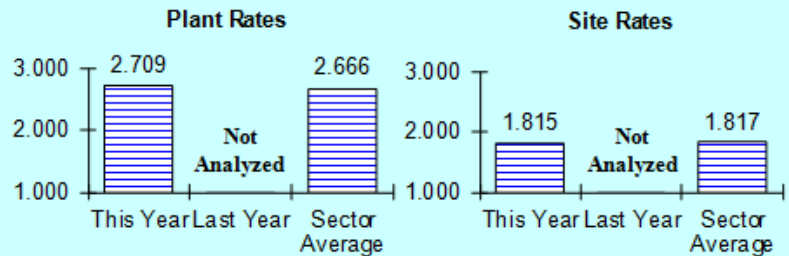
Company: **The Competition**
 Cost Center: **Space and Mission Systems**
 Fiscal Year: **Rates change 12/31**
 Industry Sector: **Communication/Electronic Systems**



	This Year	Last Year	Sector Average
Plant Rate Multiple (Contractor Plant):	2.709	Not Analyzed	2.666
Site Rate Multiple (Government Site):	1.815	Analyzed	1.817

Plant and Site Rate Multiples

Note: Average Rates are average multiples for companies in this sector, as determined in recent ARDAK rate derivations.



Accuracy ± 4%

Sector: **Communications/Electronics Systems**

Jan-11

Rate Multiple: The multiple of overhead, fringe, and G&A rates, without regard to fee. For companies, groups or divisions representing multiple cost centers, the rates reflected herein represent composites.

Sources: The methodology employed is proprietary to ARDAK Corporation. All input data is unclassified, nonproprietary public domain information.

Sector Size: Sector averages are based on 101 companies/divisions analyzed in the past year. Of these, TRW ranks #27 in plant rates (26 less expensive) and #11 in site rates.

Rates Trend: Stable. Performance trend suggests rate are stable or trending downward.

Confidence Level: Moderate. This derivation is within the historic range. It is based on analysis of adequate data.

Accuracy assessed as plus/minus 3%.