

Fee Analysis Contract Deliverable Exemplar

ARDAK will analyze actual prime contract award activity to estimate the fee structure through selecting prime contract awards of similar size and scope to the target opportunity which has sufficient detail to determine the contract man loading. Utilizing the wrap rate derivations previously performed, ARDAK will calculate the fully burdened price with the residual value of the contract being the fee. ARDAK will then calculate the operating margin and compare the operating margin to the calculated fee to validate the analysis. ARDAK will perform Fee Analysis for the Wrap Rates previously derived. An exemplar for this task is shown below:

| Fee Analysis | PAE | AECOM | DynLogistics |
|--|----------------------|----------------------|----------------------|
| Number of Contracts | 381 | 3 | 88 |
| Contract Type | Estimated Fee | Estimated Fee | Estimated Fee |
| Fixed Price | 6.99% | 5.94% | 9.57% |
| Cost Plus | 5.71% | 5.40% | 8.52% |
| Time & Materials | 5.27% | 4.32% | N/A |
| Labor Hours | 3.24% | N/A | N/A |
| | | | |
| <i>Estimated Composite Fee</i> | <i>6.2%</i> | <i>5.3%</i> | <i>9.3%</i> |
| | | | |
| <i>Business Unit Operating Margin</i> | <i>5.7%</i> | <i>5.4%</i> | <i>9.3%</i> |