



DEPARTMENT OF THE NAVY
OFFICE OF THE ASSISTANT SECRETARY
RESEARCH, DEVELOPMENT AND ACQUISITION
1000 NAVY PENTAGON
WASHINGTON DC 20350-1000

JUN 27 2000

MEMORANDUM FOR DISTRIBUTION

Subj: CONTRACT PRICING REFERENCE GUIDES

Encl: (1) DDP memorandum of June 22, 2000

Enclosure (1) is provided for your information and action. Please ensure that all of your organization's contracting and pricing personnel are aware of the availability of these Guides. Recent feedback has indicated that some of our people do not know that the Guides exist or how to find them. You may want to consider including the Guides in your training programs.

The enclosure highlights some of the improvements made to the online version of the Guides. Please encourage your personnel to visit, or revisit, these Guides and let us know of any suggestions on improving the site. Suggestions on improving presentation, navigation, etc. would be particularly appreciated.

A handwritten signature in cursive script that reads "Paul P. Buonaccorsi".

Paul P. Buonaccorsi
Executive Director
Acquisition & Business Management

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ACQUISITION AND
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OFFICE OF THE UNDER SECRETARY OF DEFENSE

3000 DEFENSE PENTAGON
WASHINGTON DC 20301-3000

JUNE 22, 2000

MEMORANDUM FOR DIRECTORS OF DEFENSE AGENCIES
DEPUTY FOR ACQUISITION AND BUSINESS MANAGEMENT,
ASN (RD&A)/ABM
DEPUTY ASSISTANT SECRETARY OF THE AIR FORCE,
(CONTRACTING), SAF/AQC
DEPUTY ASSISTANT SECRETARY OF THE ARMY
(PROCUREMENT)
EXECUTIVE DIRECTOR FOR PROCUREMENT MANAGEMENT
(DLSC/DLA)

The Contract Pricing Reference Guides are cited in FAR 15.404-1(a)(7) as a source of authoritative guidance and instruction in all aspects of the pricing process. These guides were developed jointly by the Air Force Institute of Technology and the Federal Acquisition Institute and are now maintained by the Office of the Director of Defense Procurement. The five guides are: I - Price Analysis, II - Quantitative Techniques for Contract Pricing, III - Cost Analysis, IV - Advanced Issues in Contract Pricing, and V - Federal Contract Negotiation Techniques.

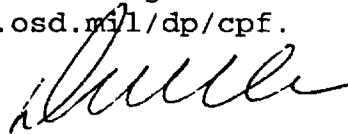
Until recently, the guides have been available only in Adobe Acrobat (PDF) format. Feedback indicated that it was difficult to obtain the guides and awkward to access and use them as PDF files.

To provide the material in a more user-friendly format, we have converted the guides to Hypertext Markup Language (HTML) and all five volumes are now available in HTML on the Defense Procurement website. Some of the improvements include:

- Faster access.
- Links to FAR and DFARS citations, OMB Circulars, and many other sources of information.
- A linked index to all five volumes.
- A linked table of contents for each chapter.
- A summary of changes that are made to the guides.



I encourage you to ensure your contracting workforce is aware of this valuable resource. The Pricing Guides are available via the internet at <http://www.acq.osd.mil/dp/cpf>.



Deidre A. Lee
Director, Defense Procurement