

Company Name: Benny's Bait Shop

Unit/Cost Center:	N/A
Location: Street Address	321 Bait Shop Drive
City, State/County, Postal Code, Country	Frederick, VA 21701 US
DACIS Code:	BBS-012
Cage Code:	X1X2X
DUNS Number:	12345678
Notes:	Standard models, not tied to specific opportunity.



Increasing Aggressiveness, Decreasing Rates

Results by Aggressiveness Factor (see Notes & Disclosure tab):

Assumed predominant labor type: Exempt	Business Unit Standard		Business Unit Nice to Have		Business Unit Important		Business Unit Must Win		Corporate Must Win	
	Contractor Site (Plant)	Customer Site (Field)	Contractor Site (Plant)	Customer Site (Field)	Contractor Site (Plant)	Customer Site (Field)	Contractor Site (Plant)	Customer Site (Field)	Contractor Site (Plant)	Customer Site (Field)
Fringe										
Holidays	2.00%	2.00%	1.98%	1.98%	1.98%	1.98%	1.98%	1.98%	1.98%	1.98%
Sick Leave	2.00%	2.00%	1.98%	1.98%	1.98%	1.98%	1.98%	1.98%	1.98%	1.98%
Personal/Vacation	2.00%	2.00%	1.98%	1.98%	1.98%	1.98%	1.98%	1.98%	1.98%	1.98%
Other Paid Time Off	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Statutory Benefits:										
FICA	6.20%	6.20%	6.14%	6.14%	6.14%	6.14%	6.14%	6.14%	6.14%	6.14%
Medicare	2.00%	2.00%	1.98%	1.98%	1.98%	1.98%	1.98%	1.98%	1.98%	1.98%
Insurance:										
Unemployment	1.00%	1.00%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%
Employer-paid Group Health Insurance	1.00%	1.00%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%
Employer-paid Dental Insurance	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Employer-paid Vision Insurance	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Short Term Disability	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Long Term Disability	1.00%	1.00%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%
Life Insurance	1.00%	1.00%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%
AD&D Insurance	1.00%	1.00%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%
Salary Continuation Insurance	1.00%	1.00%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%
Workers Compensation	1.00%	1.00%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%
Retirement Plan	1.00%	1.00%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%
Other	1.00%	1.00%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%
Total Fringe	23.20%	23.20%	22.97%	22.97%	22.97%	22.97%	22.97%	22.97%	22.97%	22.97%
Overhead										
Occupancy	1.00%	0.00%	0.99%	0.00%	0.99%	0.00%	0.99%	0.00%	0.99%	0.00%
Indirect Labor	1.00%	0.00%	0.99%	0.00%	0.99%	0.00%	0.99%	0.00%	0.99%	0.00%
Depreciation/Amortization/FCCM CAS 410	1.00%	0.00%	0.99%	0.00%	0.99%	0.00%	0.99%	0.00%	0.99%	0.00%
Other	1.00%	0.00%	0.99%	0.00%	0.99%	0.00%	0.99%	0.00%	0.99%	0.00%
Total Overhead	4.00%	0.00%	3.96%	0.00%	3.96%	0.00%	3.96%	0.00%	3.96%	0.00%
G&A										
B&P	1.00%	1.00%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%
IRAD	1.00%	1.00%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%
Corporate Officers & Expenses	1.00%	1.00%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%
Employee Stock & Options	1.00%	1.00%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%
Professional fees (legal, accounting, consulting, etc)	1.00%	1.00%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%
Other	1.00%	1.00%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%	0.99%
Total G&A	6.00%	6.00%	5.94%	5.94%	5.94%	5.94%	5.94%	5.94%	5.94%	5.94%
Wrap Rate										
Services	1.35	1.31	1.34	1.30	1.34	1.30	1.34	1.30	1.34	1.30

Margin of Error/Confidence Factor

MODERATE - Margin of error < 9%. Reasonable open-source data was available to make defensible calculations.



Richter & Company
Proprietary Models

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Current Financial Results

Reported Data	2015	2016	2017
Revenue	\$50M	\$55M	\$60M
Operating Income	\$5M	\$6M	\$7M
Margin	10.0%	10.9%	11.7%



Increasing Aggressiveness, Decreasing Rates

Results by Aggressiveness Factor (see Notes & Disclosure tab):

Projected Material and Handling: 3.00%	Business Unit Standard			Business Unit Nice to Have			Business Unit Important			Business Unit Must Win			Corporate Must Win		
	Prime Contractor Margin	Margin Prime allows Subs	Margin Prime Puts on Subs	Prime Contractor Margin	Margin Prime allows Subs	Margin Prime Puts on Subs	Prime Contractor Margin	Margin Prime allows Subs	Margin Prime Puts on Subs	Prime Contractor Margin	Margin Prime allows Subs	Margin Prime Puts on Subs	Prime Contractor Margin	Margin Prime allows Subs	Margin Prime Puts on Subs
Fixed Price															
FFP - Firm Fixed Price	12.0%	11.0%	6.0%	11.0%	10.0%	5.0%	11.0%	10.0%	5.0%	11.0%	10.0%	5.0%	11.0%	10.0%	5.0%
Cost Reimbursable															
CPFF / CPAF - Cost Plus Fixed/Award Fee	8.0%	7.0%	4.0%	7.0%	6.0%	3.0%	7.0%	6.0%	3.0%	7.0%	6.0%	3.0%	7.0%	6.0%	3.0%
Time & Material - (T&M/LH)															
T&M / LH	10.0%	9.0%	5.0%	9.0%	8.0%	4.0%	9.0%	8.0%	4.0%	9.0%	8.0%	4.0%	9.0%	8.0%	4.0%

Margin of Error/Confidence Factor

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