

10 Signs of a Mature Services Proposal Pricing Process

Instructions: Review each statement and check the box if it accurately reflects how your team works today.

Data & Traceability

- ☐ Pricing data can be traced back to a defined source when questions arise.
- ☐ Team members can identify how a labor rate was developed, including any assumptions or adjustments that influenced it.
- ☐ Supporting documentation is readily available and does not require significant effort to locate.

Labor Category Management

- ☐ Labor category mappings are documented and applied consistently across similar proposals.

Process & Governance

- ☐ Changes to rates, assumptions, or labor structures are documented and visible throughout the proposal lifecycle.
- ☐ Similar proposal types follow consistent pricing practices, regardless of the team preparing the bid.
- ☐ Internal labor data, subcontractor pricing, and other supporting inputs can be reviewed together within the pricing process.
- ☐ The rationale behind labor category mapping decisions can be easily explained to reviewers and stakeholders.

Efficiency & Scalability

- ☐ Teams spend minimal time manually reconciling pricing information prior to submission.
- ☐ The current pricing process remains manageable as proposal volume, complexity, and compliance expectations increase.

Interpreting Your Results

8–10 Items Checked

Strong Foundation

Your organization appears to have many of the characteristics commonly associated with a traceable and well-governed services pricing process.

5–7 Items Checked

Opportunities for Improvement

Your current approach may support some aspects of audit readiness, while presenting opportunities to improve consistency, visibility, or documentation in specific areas.

0–4 Items Checked

Review Your Process

It may be worth taking a closer look at how pricing data, assumptions, labor mappings, and supporting documentation move through your current workflow.

Get expert guidance for your proposal pricing challenges. Connect with a Deltek ProPricer specialist at [Deltek.com/ProPricer](https://deltek.com/ProPricer).