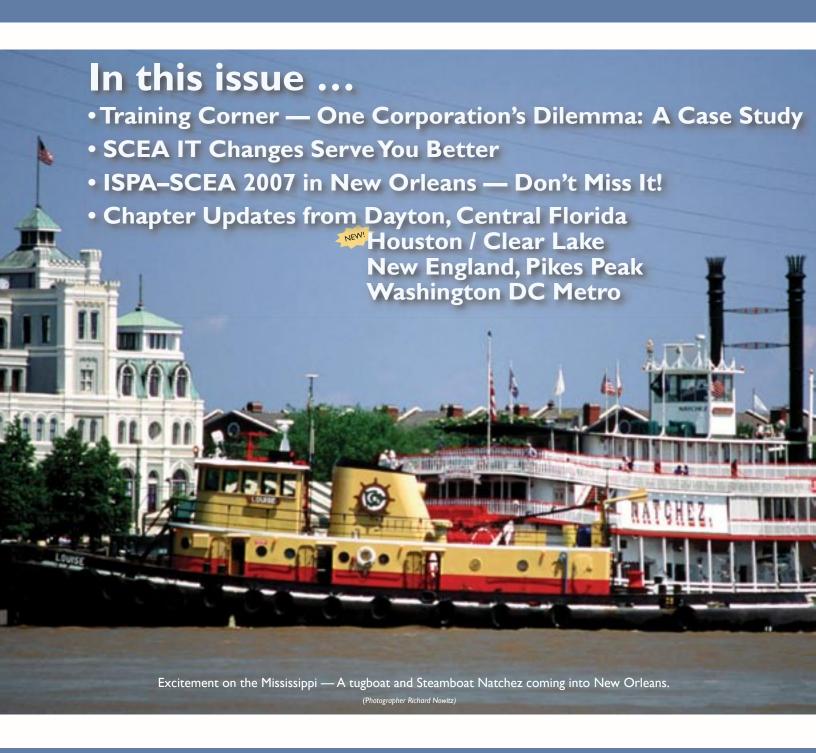
NATIONAL Estimator

The Society of Cost Estimating and Analysis

Spring 2007



INTEGRATED PROGRAM MANAGEMENT CONFERENCE Hilton Alexandria Mark Center, Alexandria, VA · November 5-7, 2007



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The Society of Cost Estimating and Analysis

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NATIONAL

Estimator

The Society of Cost Estimating and Analysis

A non-profit organization dedicated to improving cost estimating and analysis in government and industry and enhancing the professional competence and achievement of its members.

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President's Letter

by Daniel Nussbaum, SCEA President



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Membership has grown! Certifications are up! Chapters are expanding! Finances are healthy! National Office service is excellent and becoming more and more responsive all the time!

These shouts are my summary of the fact that SCEA and the cost estimating community are, after several years of challenges, in very good shape.

Joint SCEA-ISPA Office

After years of effort by many board members and in response to the wishes of many members, ISPA and SCEA kicked off a project to integrate their respective offices on March 2, 2007. The goal is to establish and provide a more comprehensive resource for both memberships.

The benefits of the new joint administrative office are numerous and exciting. Located in Vienna, VA, the office is staffed to provide efficient and effective member services and support of publications, certification, and joint conferences. The establishment of a physical office and set business hours to serve members and the public is a great first step in enhancing membership benefits. Members now can contact the joint office Monday through Friday from 8:30 AM to 5:00 PM Eastern Time.

In addition to member services, the joint office will provide publication support for the new, joint SCEA and ISPA Journal as well as each organization's independent newsletter. The new and improved Journal will provide a professional colloquium for everyone involved in the fields of parametric analysis, cost estimating, and cost analysis.

In the upcoming months you can look forward to improved business processes and automation that will have a positive impact on services provided.

Fond Farewell ...

This message is my last as President of SCEA. It has been an honor to serve our professional cost estimating community. The fact that I leave the community strong and thriving and our Society in robust health is a source of great satisfaction (and relief) for me. I have had the opportunity to work with many of you on SCEA projects and other professional endeavors, and I am confident that SCEA remains in good hands.

My sincere thanks to all of you for your support and service, as well as your friendship.

Letter from the Editor



by Joe Wagner, National Estimator Editor

Impact

is an ongoing theme for me in this magazine — the impact that each SCEA member can have on the Society. We are a relatively small and focused organization, with members who are

leaders and doers in our profession. Because of these characteristics, it's in the power of virtually every member to make a real difference for the Society, its professional activities, and the welfare of the members. Examples of this activism and ability to improve the profession and the Society are evident in the pages of every issue of this magazine. The luncheons, speakers, training, conferences, work tools, new chaptering, and National Office service growth are all examples. Several cases to prove the point come along later in this issue.

- A new SCEA Chapter has come to life in the Houston, TX, area. It's the creation of a group of professionals with the interest and dedication to bring it to life. First President Ella Hrabar invested her time and the support of her employer in finding members and worked with the SCEA National Office to join the Houston/Clear Lake Chapter to the roster of SCEA member organizations. Welcome Ella, her officers, and the members of our newest Chapter.
- Don Clarke's IT skills have once again made a huge impact on SCEA in areas such as our Web site and National Office operations. Thanks to Don's skill and hard work, the National Office instituted electronic notification of membership status and renewals. With no additional effort by the National Office Team, every SCEA member will receive a notice of their membership expiration and be able to electronically renew and pay their dues online. I offer Don and our National Office team sincere thanks for improving service, increasing efficiency, and reducing the hassle factor in membership and dues activity.
- Our departing President Dan Nussbaum provides a genuine example of making an impact. His years of heading the organization have resulted in a stronger and better SCEA and have seen some true milestone events, such as development of the CostProfTM training tool and the creation of the SCEA—ISPA joint operations office. We will miss his great-humored leadership and his ability to get us where we ought to be on the important issues that shape the organization. Thank you Dan!
- The SCEA National Office is now the joint SCEA-ISPA National Office, as noted by Dan in his column. In a ground-breaking agreement between the two organizations, the resources of people and facilities in the Vienna, VA, office will now support the mission of both organizations. I think this will be both an economic and operational improvement for both organizations.
- The annual ISPA-SCEA National Conference is looming on the horizon as surely as the Washington cherry blossoms are coming out. Time to get those hotel and airline reservations made and plan your training schedule for June 2007 in New Orleans's Marriott-Convention Center Hotel. SCEA Conference Chair Bill Haseltine has put together another great week of education, training, and exposure to what's happening in the profession. All this and the afterhours potential of New Orleans are waiting for you. Easy on-line registration and other information are in this edition of your *Estimator*.
- For 2008, we go back to California for National Conference, spending a week
 at the Pacific Palms Conference Resort in Industry Hills, CA. Chair of that conference is Dave Graham.

Thanks for being part of SCEA, and see you in New Orleans
Joe Wagner





Training Corner One Corporation's Dilemma: A Case Study

by Peter Braxton, Director of Training, Peter.Braxton@ngc.com

if you were a leader who wanted to raise the bar within your organization to keep it at the forefront of its industry? What if you wanted to offer professional development opportunities to your dedicated staff in the face of limited overhead budgets? How could you take best advantage of what both your professional society and corporation had to offer? This situation faced **Tim Miley**, Director of Estimating and Pricing, Western Region, Northrop Grumman Integrated Systems (IS) in spring 2006. Tim is responsible for more than 100 estimators and pricers in southern California who perform cost analysis for such highprofile programs as the B-2 stealth bomber, Global Hawk unmanned aerial vehicle, and F-35 Joint Strike Fighter. Northrop Grumman had recently purchased an enterprise license for the acclaimed CostPROF™ body of knowledge and training materials, and Tim was looking for an effective way to implement these materials to further the professional development of his staff.

Corporate Training

Tim contacted me, SCEA's Director of Training and a fellow estimator from Northrop Grumman's Information Technology (IT) sector. As the leader of biweekly sessions within the IT sector's Intelligence Group (TASC) and advisor to other organizations on internal training programs, I am well versed in implementing corporate training using CostPROF $^{\text{\tiny TM}}$. Tim and I crafted a plan to deliver "boot-strap" CostPROF $^{\text{\tiny TM}}$ training to Tim's Western Region estimating and pricing teams to establish a baseline of common knowledge among personnel ranging from those who have just a few years

experience to those with decades of experience. The approach relied on CostPROF's thorough documentation and clear presentation of the cost estimating and analysis body of knowledge, while using Excel examples to develop practical skills, applying cost concepts, and tapping Northrop Grumman's corporate experience to relate real-world project examples.

Periodic vs. Boot Camp Training?

The approach for Tim's CostPROF™ training was a hybrid of the periodic approach used in the IT sector covering one module every other week in a three-hour workshop — and the boot camp approach used for the National Aeronautics and Space Administration — all sixteen modules in four days! In Tim's case, three or four modules were taught in a six-hour workshop every other week for a total of four sessions spanning August to October 2006. Each week, the same class was offered four days in succession: on Mondays and Tuesdays to large classes of about 50 students each in El Segundo, CA, and Wednesdays to a more intimate class of about a dozen in a glassed-in conference room in Palmdale, CA, and on Thursdays to a class of 30 or more in Rancho Bernardo, CA. The sites were coordinated by Jim Carlisle, Susan Murphy, and Shawn Larson, respectively. This approach combined the benefits of the boot camp approach (concentrated learning and gung-ho mutual accountability) with the benefits of the periodic approach (a chance to reflect, read, and work student exercises to solidify learning before attempting to digest the next batch of knowledge).

Instructors and Students

As with any course, a large part of the value was in gathering the estimators and pricers away from their

(Left to right)
The man with
the mission:
Tim Miley,
Northrop Grumman
Integrated Systems.
Peter Braxton,
SCEA Training
Director, teaches a
training class.





desks to learn, not just from the instructors, but from each other in a collaborative environment with frequent questions and answers sessions, continually relating the topics back to day-to-day project work. This process was facilitated by veteran lead instructors **Dick Coleman**, **Greg Hogan**, and me, and experienced analysts and instructors **Alicia Bridges**, **Eric Druker**, **Jessica Summerville**, and **Dave Wiley**. These analysts were all members of the group that developed CostPROF^{IM},

and in large part, their teaching expertise stems from intimate familiarity with the $CostPROF^{TM}$ materials.

Coming Soon!

Future installments of "Training Corner" will feature exciting news about training for the UK Ministry of Defence Pricing and Forecasting Group, joint conference training with the International Society of Parametric Analysts, and the comprehensive CostPROF $^{\text{\tiny{M}}}$ Update. Look for them in forthcoming issues of the *Estimator*.



One of the classes taught at Northrop Grumman in California.

CostPROFTM CCE/A Certification Exam offered at the ISPA-SCEA Conference!

Whether you are a seasoned analyst looking to refresh your skills to take the Certified Cost Estimator/Analyst examination or an intern, newly introduced to the field, CostPROF™ modules provide you with an all-inclusive collection of study materials that will help you attain your professional education goals.

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For more information, contact Elmer Clegg at 703.938.5090 or elmer@sceaonline.net



SCEA National Office Operations

by Elmer Clegg, SCEA Executive Director

the last *Estimator*, things have been abuzz at the SCEA National Office. Change and progress have been the order of the day — everyday! In his President's Message, **Dan Nussbaum** announced the new relationship between SCEA and ISPA which formed a joint business office. Those plans have driven much of what we've tried to accomplish over the past six months.

New National Office Location

After many years in the Alexandria, VA, location, SCEA relocated its business office to Vienna, VA, in December. The move represented a quality upgrade in facilities and positioned us to conveniently serve our constituents. Our newer facilities better provide for serving the ISPA membership as well.

New Staff Member

Given the impending growth in workload and Lenny Cheshire's desire to reduce his time commitment to SCEA, we welcomed **Jessica Park** in December 2006, just in time to assist in the heavy lifting of the office move and planning of the new office layout. Jessica, a graduate of American University, has worked in the professional, non-profit arena and brings strong computer and office management skills. Best of all, she has natural commitments to customer service and producing quality work. I'm confident you'll appreciate her help and attention to your needs when you call.

New Automation Initiatives

We have added email communication, on-line membership application and renewal, on-line access to SCEA publications, dynamic listings of current members and CCE/A holders, plus more to SCEA's member benefits. **Don Clarke** has redesigned the SCEA Web site over the past months and his work is coming to fruition. See the article by Lenny Cheshire and Don (p. 10) on the many new IT developments adding value and efficiency to SCEA business operations.

Joint SCEA-ISPA Office

At the beginning of March, we kicked off a Joint Office serving business operations needs of SCEA and ISPA and providing membership services to both Societies. I am coordinating the implementation with **Tom** Coonce from the ISPA Board. Jessica Park has been designated Member Services Administrator for the ISPA membership, but in reality Jessica, Lenny, and I will all be dealing with SCEA and ISPA inquiries. One advantage of the Joint Office to SCEA members is that office hours have been expanded to Monday through Friday, 8:30 AM to 5:00 PM Eastern Time, whereas we were previously closed on Fridays. We're confident the new relationship will allow us to continue the level of service SCEA members are accustomed to while adding economies of scale and efficiencies that will benefit everyone.

Conferences

In November, SCEA hosted the 18th Annual Integrated Program Management Conference in Alexandria, VA, along with co-host organizations CPM and NDIA. The IPM Conference has become a premier gathering for people from all disciplines where Earned Value Management has impact. With more than 700 attendees and 30 exhibitors, the 2006 IPM Conference was another successful venture. The 2007 IPM Conference will be held again at the Hilton Mark Center in Alexandria and is scheduled for November 5 through November 7.

Program and logistical actions for the 2007 ISPA-SCEA Joint Conference and Training Workshop are progressing well under leadership of Conference Co-Chairs Bill Haseltine (SCEA) and Lita Schulte (ISPA). The conference in New Orleans, LA, from June 12 to 15, features integrated training tracks for the first time, plus an array of professional papers, informative keynote speakers, and high-level panels. The program has been extended through Friday afternoon and again features a reception on Tuesday night and an Awards Banquet on Thursday night, all included in the base price of the conference. Certification testing will be offered by both SCEA and ISPA on Saturday. June 16, at the conference hotel. The new Marriott at the New Orleans Convention Center promises to be an exciting venue and the City of New Orleans, the Warehouse District, and the French Quarter are anxious to welcome us. Tourism and convention business are two key economic drivers for the city's recovery, and we are proud to support the city. On-line registration for the conference has been up and running since late February and can be accessed through the SCEA web site.

Work is also progressing on plans for the 2008 SCEA Conference, chaired by Board Member **David**

Graham. Site contracting is complete, and the Pacific Palms Conference Resort will provide a terrific setting. See p. 23 for details. Now is a good time to consider how you and your company/organization might get involved. Contact David if you are interested in participating in the program and contact me if you would like to offer support for logistics, exhibiting, or sponsorship opportunities.

Membership and Chapters Expanding

Over the past year, SCEA's membership has steadily grown and is up 8% over last year. This growth resulted from general membership increase as well as stand-up of new SCEA Chapters. In 2006, we welcomed the Northwest Florida Chapter, and in February 2007, we welcomed the Houston/Clear Lake Chapter.

The most recent surge of memberships is coming from the United Kingdom where the Defence Procurement Agency's Pricing & Forecasting Group has embarked on a program to train and certify a large number of their analysts. Two pilot CostPROFTM training classes were held in January and February, and the first contingent of analysts will sit for their certification exam in May. This UK Ministry of Defence operating unit chose SCEA certification as their standard for cost analysts. We are honored and look forward to a growing level of activity in the UK and other areas in the European Union.

Robust Growth in SCEA Certification

In 2006, the number of people sitting for the SCEA Certification (CCE/A) exam exceeded 100 for the first time, and there are numerous indications of increased corporate and government endorsement of the program. And the pace continues to increase! Twenty analysts from Northrop Grumman – TASC took the exam in March, 29 analysts are scheduled for the exam in April at

multiple locations across the US, and 30 or more will sit for the exam in the UK in May. With this start to the year, the number sitting for the exam in 2007 will clearly show a 20% increase over 2006. SCEA Director of Certification **Mitch Robinson** has worked himself into a "full-time job" — like he really needs ANOTHER full time job!

In August 2006, **Lenny Cheshire** sent out our first batch of reminder notices to CCE/A holders whose five-year certification had expired or was approaching expiration. As a result, Director of ReCertification **Bob Carlton** had a really full plate in the latter months of the year. In 2007, Bob has already received 12 applications for recertification through March. Another round of notifications will go out in May to CCE/A holders coming up for renewal — this time by email.

Lenny has worked diligently with both Bob and Mitch to establish integrity in the certification files and to support the logistics of both certification testing and the recert process. In our new office alignment, Lenny will continue to be the point person on the certification program.

Couldn't Do It without the Team!

Lenny, Jessica, and I enjoy serving SCEA, whether it is the SCEA members, the public calling to inquire about the Society, or trying to match members needs with corporate opportunities. For us, change is exciting and a motivator. We and the other contractors who make up our expanded services team — Don Clarke for IT, Mandi Mitchell for publications, and Linda Apodaca for conferences — take pride in helping SCEA move forward. We thank Dan Nussbaum for his leadership in bringing this team together and for his support of our initiatives. Thanks also to the membership for the many suggestions and feedback; our door is always open.









(From left to right, top to bottom) SCEA—ISPA Joint Office in Vienna, VA. The National Office Team: Lenny Cheshire, Jessica Park, and Elmer Clegg.



SCEA IT Changes Serve You Better

by Lenny Cheshire and Don Clarke

Several months ago, SCEA began overhauling and improving its web site,

membership database, and IT procedures. Many of these changes are implemented; others will follow soon. **Don Clarke**, the technical architect and designer of these improvements, has worked with SCEA National Office Team, Board of Director Members **Robyn Kane** and **Dave Stamm**, and various chapter presidents to improve wide-ranging IT services at all levels of the SCEA organization.

The first step was redesigning the SCEA web site to allow chapter information to be posted and to provide basic membership information to members and the public in general. Next, the membership system was redesigned and converted from a stand-alone database system to a web-based system. This change resulted in enhanced capability and allows for the membership to have more access to their member information. Finally, we added more resources to the web site.

Providing Information, Protecting Privacy Membership and Certification Databases

Any person, SCEA member or not, has access to the list of current members and CCE/A holders. This information is limited to the name and membership/certification expiration date only. As a member, you have access to your own profile information using your email address and password. For more information, check out "Making the Most of SCEA's IT Changes" on p. 11.

SCEA staff have access to all profile information: home address, place of employment, employer address, phone numbers, email address, SCEA payment history, membership dates, and certification status. This information is not available to the general membership or to outside sources to respect the privacy of members.

Defining Membership / Certification

If you are a member or certification holder and don't show up on the Web site, make sure you are up to date in the database. Current members are people who are no more than four months in arrears on their membership dues. If membership is renewed after a temporary lapse, the name will once again appear on the web site. A current certification holder is a person whose certification expiration date is in the future or no more than six months in the past. Certification holders have a sixmonth grace period during which they can be recerti-

fied through points. Because the list is available online, we will not routinely print the list in the *Estimator*.

Making Membership Easy

We have instituted a system for joining SCEA or renewing your membership online. The process takes only minutes to complete, and we accept credit card payment online via PayPal (AMEX, VISA, or Master-Card). You do not have to be a PayPal member to make payments. While we prefer online payments, you may pay for renewals through the SCEA National Office by mailing a check or faxing/emailing/phoning credit card information. We still welcome employers who pay dues (for individuals or for groups) by mailing a check.

Renewal Notices

In the past, the SCEA National Office mailed membership renewal notices every two months that would cover renewal dates for a six-month period: two months in advanced of the membership expiration date and four months behind. Thus, a member who did not renew quickly would get a second or third notice. Members who did not respond after receiving a third notice would be considered lapsed members. We would send no additional notices and would discontinue sending *The Journal* and the *Estimator*; however, we would send postcards and brochures about the annual SCEA and IPM Conferences to everyone, lapsed members as well as current members.

In light of our new email and online payment capabilities, we are changing our method of sending renewal notices. In late March, we sent renewal notices by email to those whose membership would expire or had expired between October 1, 2006, through April 30, 2007. This was the first and only mass-emailing of dues notices we will conduct. Future notices will be sent individually four weeks before the membership expiration date. After this initial notification, subsequent reminders will be emailed in two-month intervals until a total of three notices have been sent. The reminders contain a link to the SCEA web site, and even if you plan on mailing in your payment, we encourage you to click the link and review your profile information. Of course, if we don't have an current email, we will continue to send notices by snail mail.

Communicating in an Electronic World Email Capabilities

Our new, web-based system permits improved communication with members through email. In just a few

seconds, we can send email messages with attachments to the entire membership (about 1350 people). Similarly, we can send messages to several other groups — the Board of Directors, selected chapter members, upcoming conference attendees, and CCE/A holders.

SCEA is rapidly moving toward using the internet and email for most communication with its membership. For this reason, it is important that we have a current email address in our database. We recently mailed letters to about 125 members for whom we either have no email address on file or one that is incorrect. If you have received such a letter, please provide the email address as soon as possible. If you cannot provide an email address, SCEA will continue to communicate with you using snail mail.

Job Announcements

Members seem to be unaware of the employment opportunities advertised on the SCEA web site. Take advantage of this career development tool. Companies post job announcements (from entry level to management) that are cost-analyst/estimator specific — it is like having your own personal "Want Ads". Check it out sometime and learn about some opportunities you may not have thought about before.

Chapter Pages

Several chapters have their own web sites; however, many chapters do not have such sites. The National Office has implemented a way for each chapter to have chapter-specific information posted on the SCEA web site. We are still filling in some gaps, but you can find a list of current chapter members, upcoming chapter events, newsletters, a link to the chapter web site (if one exists), and a list of the chapter officers.

Online Documentation

We have added an archive of electronic publications (*National Estimator*, *The Journal*, conference proceedings, and newsletters from regional chapters) that can be downloaded directly from the web site. Much of the documentation is free to everyone, but being a member gives you access to additional publications that are not free to the general public. We are working on a document "shopping" cart to allow some publications to be purchased by outsiders.

Information at Our Fingertips

Using new queries, the National Office can quickly and accurately extract the SCEA membership mailing lists, membership by chapters, conference attendees and mailing lists, web site advertisements, financial reports, certified members, and board of directors information (National or Chapter). These reports and other newly implemented features on the database system will enable the National Office to be responsive.

Give Us Some Feedback

Take advantage of the online feedback form to provide suggestions, praise, problems or complaints.



Making the Most of SCEA's IT Changes

We Need Your Email for You to Log On...

To access member-only options on the SCEA web site, you must use an email address that exactly matches the one we have on file in the database. If we have an office email address in the system, and you try a home email address, it's not going to work. Once we have your email, you can obtain a password by going to the web site and selecting "Membership" from the main menu and then selecting "Member Logon" from the drop-down menu. Follow the instructions to "Request/Reset Your Password."

We encourage all members to access their profile, review the information, and make corrections as appropriate. No member has access to another member's file.

Get Your Chapter Information Anytime You Want!

SCEA has arranged for space on the national web site to be used for chapter-specific information. Try it out! From the "Membership" drop-down menu, select "Chapters". You'll see a list of all the chapters, and when you select a chapter, you'll see information specific to that chapter.

Missing a *Journal? Estimator*? Program? Just Point and Click!

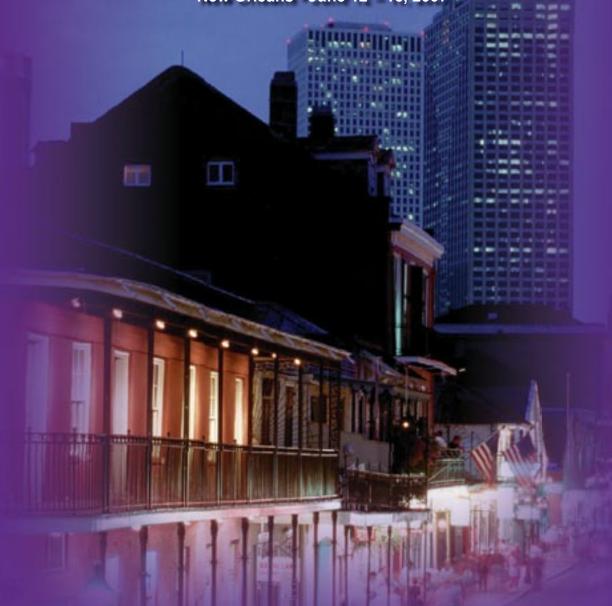
To access all publications, log in as a member by going to "Membership" and selecting "Member Logon" from the drop-down menu. Log in using your email and password, and you should be back on the front page. Then, from the "Products" menu, choose "Documentation". You can click on any publication and download the PDF right to your computer.

www.SCEAonline.org

2007 Joint

ISPA – SCEA International Conference & Workshop

The Marriott at the New Orleans Convention Center
New Orleans • June 12 – 15, 2007



Learning: Keynote Speakers • Training • Panel Discussions

Networking: Social Hour and Banquet • Exhibitors • Refreshment Breaks

Relaxing: Guest Program • Southern Hospitality • Nearby Attractions

This year's joint Conference and Training Workshop promises to be the best yet! We'll be in New Orleans, LA, with our conference hotel located near the world-famous, historic French Quarter, the newly renovated and trendy Warehouse District, and across from the Riverwalk and Harrah's Casino. As with previous years, we will feature professional papers, training tracks, keynote speakers, and panel discussions covering the very latest techniques, accepted methods, the newest software and tools, and the hottest topics of interest throughout the profession. (Please note, that this year's conference will have training and professional paper tracks running until 3:30 PM on Friday.)

Listen to great speakers and industry leaders (invited).

- Mr. Jay M. Cohen, Under Secretary for Science and Technology, Department of Homeland Security
- Dr. Barry Boehm, TRW Professor of Software Engineering, Director USC Center for Systems and Software Engineering
- Mr. Donald Damstetter, Director, Financial Management and Comptroller, USSOCOM
- Ms. Patricia (Patti) Olsen, VP, IDS Contracts, Pricing and Estimating, The Boeing Company
- Ms. Susan Cote, VP, Corporate Contracts and Pricing, Northrop Grumman Corporation
- Mr. Richard (Dick) Janda, VP of Program Assessment and Evaluation, Lockheed Martin Corporation

Locarn from the experts. We are extending the conference on Friday afternoon to accommodate 25% more professional papers this year. And this year we are expanding your choices even more! The conference, in conjunction with the University of Alabama Huntsville, will be adding a track containing 10 contractor pricing courses.

Catch~up on the latest in cost estimating tools. One of the most important opportunities of an ISPA-SCEA Joint conference is the chance to catch up on the very latest in the commercial sector at our exhibitors' booths. Our exhibitor list isn't final at this writing, but in the past, it has included such leading firms in cost estimation as Tecolote, MCR, and Booz Allen Hamilton and tool developers such as PRICE Systems and Galorath, as well as specialized risk assessment tools like Crystal Ball. The commercial tool developers will also be delivering papers discussing the very latest versions and applications of their wares.

Premier hotel... Opened in summer 2005, across the street from New Orleans Morial Convention Center in the revived Arts/Warehouse District, this premier hotel was constructed in a historic 150-year-old renovated warehouse. The property has 342 rooms, all of which are Marriott's "Rooms that Work", specifically designed for business travelers. Each room is equipped with high-speed Internet, two-line telephones, personal voicemail, and work space and includes complimentary tea and coffee. A glance outside your room provides a view of the Mississippi River or the historic grand boulevards that are the epitome of New Orleans.

Hotel amenities include a rooftop swimming pool, a health club, Starbucks® coffee, wireless Internet access, a business center, activities/tour desk, a gift shop, valet parking, and 24-hour room service.

Wolfe's in the Warehouse was created by native New Orleanian and local favorite Tom Wolfe. The menu features a twist of contemporary Creole cuisine influenced by different nationalities. It's a place where the characteristics of food match the ambiance. This high-energy restaurant offers a creative menu and intensive wine list along with high-quality service, and the 150 year-old warehouse provides the perfect atmosphere for breakfast, lunch, or dinner.

Nearby attractions within walking distance are the French Quarter, Audubon Aquarium of the Americas/IMAX Theatre, D-Day Museum, Canal Street Car, Riverwalk Shopping Center, Harrah's Casino, and dozens of famous New Orleans restaurants.

Sccurc your scattonline. Register for the conference on-line at www.sceaonline.org. Credit cards are accepted and encouraged. Registration fees are \$825 for SCEA/ISPA members and government/ military employees, \$900 for nonmembers, and \$750 for groups of five or more (group members must be part of the same organization). Members of groups can register individually, but a company representative must contact the SCEA National Office at 703.938.5090 to establish the group in advance.



Plan Now! Tentative Conference Schedule

Monday	Tugsday	Wednesday	Thursday	Friday
Jung 11°	Jung 12°	Jung 13	Jung 14°	Jung 15
	Registration 6:30 AM-5:00 PM	Registration 7:00 AM-5:00 PM	Registration 7:00 AM-5:00 PM	Registration 7:00 AM-3:00 PM
	Continental Breakfast 7:00–8:30 AM	Continental Breakfast 7:00–8:30 AM	Continental Breakfast 7:00–8:30 AM	Continental Breakfast 7:00–8:30 AM
	Training 8:00–10:00 am	General Session: Industry Leadership Panel 8:00-10:00 AM	General Session: Keynote Speaker and Software Panel 8:00–9:30 AM	Training / Paper Tracks 8:00-9:30 AM
	Refreshment Break 10:00–10:30 AM	Refreshment Break VISIT OUR EXHIBITORS 10:00–10:30 AM	Refreshment Break VISIT OUR EXHIBITORS 9:30-10:00 AM	Refreshment Break VISIT OUR EXHIBITORS 9:30–10:00 AM
	Training 10:30 am–12:00 pm	Plenary Session Training / Paper Tracks 10:30 AM-12:00 PM	SW Panel Training / Paper Tracks 10:00 AM-12:00 PM	Training / Paper Tracks 9:45 AM-12:15 PM
	Lunch Served 12:00-1:00 PM	Lunch Served 12:00–1:00 PM	Lunch Served 12:00–1:00 PM	Lunch w/ Keynote 12:30–2:00 PM
	Training 1:00–2:30 _{PM}	Networking & Comfort Break 1:00-1:30	Networking & Comfort Break 1:00-1:30	Training / Paper Tracks 2:00–3:30 PM
	Refreshment Break 2:30–3:00 PM	Training / Paper Tracks 1:30–2:30 PM	Renew Your Training Training / Paper Tracks 1:30-3:00 PM	
Early Registration 2:00–6:00 PM	Training 3:00–4:30 PM	Refreshment Break VISIT OUR EXHIBITORS 3:00–3:30 PM	Refreshment Break VISIT OUR EXHIBITORS 3:00-3:30 PM	
	Transition VISIT OUR EXHIBITORS	Training / Paper Tracks 3:30–5:30 PM	Training / Paper Tracks 3:30-5:30 PM	
	Reception 6:00–7:30 рм		Banquet w/ Keynote 7:00–9:30 PM	



Exhibiting made easy... in the Big Easy Exhibit booths are still available at this well-attended event, and foot traffic promises to be heavy.

Exhibit booths are still available at this well-attended event, and foot traffic promises to be heavy. Booths will be located in the area where refreshment breaks will be held. Double your impact and sponsor the refreshment break too! Sponsorships are also available for

- Conference material bags
- Production of Conference CD
- Printing of proceedings
- Small portfolio folder for each participant
- Events Welcome Reception, Refreshment Breaks, Lunches, and many more! For more information, contact Bettye Munson at Elizabeth.Munson@gd-ais.com, 952.921.6797, or Bill Haseltine at haseltinew@mindspring.com, 813.655.9566.

Registration Form Online registration also available at www.sceaonline.org

REGISTRATION FEE

\$825 for ISPA / SCEA members, military, and govt. \$900 for all other attendees.

GROUP DISCOUNTS:

For 5+ attendees from the same organization, the registration fee is \$750 per attendee.

WHAT IS INCLUDED?

Registration includes breakfasts, morning and evening coffee breaks, lunches, evening reception, conference program and the Awards Banquet. All attendees get a CD that includes all training materials.

CANCELLATION

Before June 5. 2007 = Full refund, After June 5, 2007 = NO refund. Substitutions are accepted at anytime. To cancel call: 703.938.5090

PAYMENT BY CHECK

Mail completed registration form to:

ISPA/SCEA Conference 2007 527 Maple Avenue East Suite 301 Vienna, VA 22180 FAX: 703.938.5091

HOTEL RESERVATIONS

For conference rate, provide group code **SCESCEA**.

Marriott New Orleans at the Convention Center 504.613.2888 888.236.2427

ATTIRE:

Conference attire is business casual

Date					
PERSONAL INFORMA	MOITP				
Last (Mr. Mrs. Ms, Dr.)	_First		Middle		
Name to appear on your badg	je				
Company					
Address					
City			ZIP		
Email					
I am an active member of:	J SCEA	☐ ISPA			
My institution is a branch of:		US military	☐ US government		
CONFERENCE OPTIO	NS				
☐ I plan to bring	guest(s) t	o the Banquet only	. (Fee per guest is \$75.)		
PAYMENT					
Registration fee:	_				
Banquet guest(s)	fee: +_				
TOTAL AMOUNT	DUE: _				
PAYMENT METHOD					
☐ CORPORATE PURCHASE ORDER					
☐ CHECK (payable to: ISPA/SCEA Conference 2007)					
☐ CREDIT CARD: ☐AMEX ☐VISA ☐MASTERCARD					
	IUMBER		Exp.date		
Signature					

Chapter Updates

Greater Dayton Chapter News

Amy Smith, SCEA Greater Dayton Newsletter Chair Annual Bowl for Kids' Sake Fundraiser

The Big Brothers Big Sisters (BBBS) of the Greater Miami Valley held their Annual Bowl for Kids' Sake fundraiser on 12 March 2007. As always, the Greater Dayton Society of Cost Estimating and Analysis (SCEA) participated in the event. Over 30 bowlers with ties to SCEA came out to Poelking Lanes South near the Dayton Mall for an afternoon of fun bowling action.

This year, SCEA had seven teams of participants. Thanks to all of the following bowlers who came out to support this great cause:

Janet Marshall
David Wirth
Dorrey Sanders
Jeremy Mitchell
Sarah Mitchell
Damian Gainer
Dustin McGlothen
Kortney Taylor
Kim Sanner
Cindy O'Neill
Rich Prim
Bill Reiley
Shirley Ark
Jan Shaw
Jim Shaw

Deborah Matulka
Greg Nelson
Kerrie Schieman
Sharon Jenkins
Craig Shanske
Marlene Malson
Earl Kessinger
Tammy Bertke
Mr. Bertke
Allen Carlson
Teresa Yantis
Charlie Kapaku
Ron Vorhis
John Allen
Chris Tuttle

In addition to all of the bowling fun, many of the SCEA participants won door prizes, enjoyed pizza and various beverages, and won coupons for free games of bowling.

Thanks to all who participated in this year's event. We hope to have more support, and even more fun, supporting the 2008 Annual Bowl for Kid's Sake.

Richard Hartley Speaks at Luncheon

At the January 23, 2007, SCEA Greater Dayton Chapter luncheon, the chapter welcomed **Richard K. Hartley**, SES, Deputy Assistant Secretary for Cost and Economics, Office of the Assistant Secretary of the Air Force for Financial Management and Comptroller. Mr. Hartley presented a very insightful briefing entitled, "Air Force Cost Estimating: Current Issues and Initiatives." Mr. Hartley shared his perspective on the challenges facing the Air Force Cost Estimating community based on his experiences, which include Executive Director of the Air Force Cost Analysis Agency, Chairman of the Air Force Services Organization Board of Directors, and Director of the National Reconnaissance Office (NRO) Cost Group.

His discussion ranged from challenges in the current environment, including cost realism and increasing demand, to key contributing factors to cost growth and credible cost estimating requirements, all while considering strategic priorities and best practices.







Having a great time for a good cause! (left to right) Dustin McGlothen, Damian Gainer, and Darius Gainer; (left to right) Earl Kessinger, Kerrie Schieman, Craig Shanske, and Nancy Kessinger; (right to left) Kortney Taylor with husband, Aaron.

Central Florida Chapter News

Peggy Curry, President, Central Florida Chapter

The Central Florida Chapter of SCEA encompasses a large geographic area in Florida. Because our membership is widely dispersed, our general membership meetings are held in the evenings and combine dinner, topic presentations, and opportunities for networking. We meet every other month, alternating locations between Central Florida (Orlando) and the East Coast of Florida (Melbourne).

Chapter Happenings **Elections**

We held elections in November for a two-year term beginning January 2007. Serving in an elected position is a great way to grow professionally, give back to the costing community, and become active in the local chapter. The 2007–2008 Officers and Board Members are President Peggy Curry; Vice President Mike Euziere; Treasurer Greg Seavers; Secretary Tina McMillian, and Board Members Bill Shockley, Jim Cook, Don Trapp, Val Thompson, and Joe Ruwe.

CCEA Exam

Also in November, the Chapter hosted the SCEA Certified Cost Estimator Exam. Many thanks go out to CCE/A Board Member Bill Shockley for proctoring the exam and for acting as point-man for the documentation. Congratulations to **Geoffrey W. Zahn**, Captain, USAF, on accomplishing this significant achievement!

Social Gatherings

The Central Florida Chapter ended 2006 with our annual Winter Holiday Dinner at Walt Disney World's Shades of Green Resort on Saturday, December 9, 2006. Chapter members, spouses, family, and friends gathered for a sumptuous dinner buffet and participated in our second annual Chinese Auction gift exchange. In addition to the fun, food and festivities, the group witnessed the breath-taking night launch of Shuttle Discovery on Mission STS-116 to the International Space Station, making the evening both memorable and enjoyable!

In February, we welcomed, **Mr. Lonnie Hill**, CPCM. Mr. Hill is currently a Contracts Manager for Northrop Grumman Information Technology in Orlando, FL. He spoke eloquently and informatively on the rousing subject of "TINA – Truth in Negotiations Act". This appearance was Mr. Hill's third presentation to the group, and once again, he provided us with interesting and relevant information.

Logo Contest

A logo contest open to all chapter members was held early this year to design a logo that more closely depicted the Central Florida Chapter. After numerous interesting and artistic entries were reviewed, the design submitted by **Tina McMillian** was chosen as the winner. Ms. McMillian receives a complimentary polo shirt, complete with the new logo, for her prize-winning entry. Thanks to all who participated!

Future Events

The Chapter will host several guest speakers in our commitment to provide our membership with interesting and applicable meeting





Watching a spectacular nighttime shuttle launch at the Winter Holiday Party.





Enjoying the networking and social opportunities at Chapter Meetings.





Tina
McMillian
created a
logo that truly
captured the
Central Florida
Chapter.

Chapter Updates

topics. On tap for this June is a visit from **Mr. Frank Flett**, current president of Flett and Associates, Specialized Proposal Support and Training, and past national President of SCEA. We are looking forward to Frank's presentation!

Chapter to Host Exam

Once again, the Chapter will host the SCEA Certified Cost Estimator Exam in June and again in November 2007. Several have expressed interest in sitting for the exam, and many are actively engaged in study groups. We have been warmly received by the staff at Webster University, Merritt Island, allowing us to use their facility for training sessions and test site.

Find Out More...

If you are interested in attending monthly meetings or other events, or if you would like information on the Central Florida Chapter, please contact one of the following Officers/Board Members:

PresidentPeggy Curry, mcurry@harris.com

Vice PresidentMike Euziere, mike.euziere-I@nasa.gov

TreasurerGreg Seavers, greg.seavers.ctr@usmc.mil

Secretary.....Tina McMillian, mcmillian_tina@yahoo.com

Board Members...Bill Shockley, shocklwg@usa-spaceops.com Jim Cook, james.r.cook@ngc.com

Val Thompson, val.a.thompson@us.army.mil

Joe Ruwe, ruwe@att.com

Don Trapp, dtrapp@mcri.com



Ella Hrabar, President, Houston/Clear Lake Chapter

The Birth of a Chapter

The Houston/Clear Lake Chapter became official on February 12, 2007. The journey to achieve this task began in February 2006, and the outcome resulted in identifying the need to start a SCEA Chapter here in the Houston/Clear Lake area.

Houston/Clear Lake has an aerospace industry and an oil and gas industry close by, so it seemed there were surely other interested people in this location. With support from my management, I contacted the National SCEA Office and received the necessary information to begin planning. We had two kick-off meeting in August with good participation. The next step was to get 10 members signed up, which was accomplished by November. Before long, there were 17 members and an appointed, a pro-tem Board. We prepared the paperwork and submitted it to the National SCEA Office in February 2007, just in time for the Board to vote.

Houston/Clear Lake Chapter Board of Directors

Currently, our Board is appointed and includes the following people:

> President — Ella Hrabar (United Space Alliance, LLC)

Vice President — **Eugene Andersen**(Boeing Space Exploration)

Secretary — **George Fitzsimmons**(United Space Alliance, LLC)

Treasurer — Ann Sylvester CCE/A (NASA JSC)

Board Chair Member—Randy Parker (G. B. Tech)

Meetings

The Houston/Clear Lake Chapter meets the third Wednesday of each month to network and brainstorm on how to start-up training, build membership, and get speakers. There are plans for designing a logo for T- or Polo shirts to sell to generate some income, and we have identified a great place to hold study group meetings. There is a plan to purchase a copy of CostProfTM soon to get started on training.

Special Note ...

One important point I want to make — active participation in your local chapter is critical to its success. You don't have to attend all the meetings, but you can actively help build the chapter by contributing ideas, identifying new members, volunteering to serve on committees (not forever, just till the mission is accomplished), mentoring, and identifying speakers and topics. These contribution can take as little as a few hours a month; no matter what your other obligations/activities, chapters need each and everyone to spend a few hours a month supporting the organization that is offering a place to come and grow in the profession and to meet like-minded people who support each other.

New England Chapter News

Joe Puckett, President New England Chapter of SCEA

The 104-member strong New England Chapter of SCEA continues to be an extremely active chapter, and the past several months have been no exception. During this time, we have held three chapter luncheons, enjoyed our annual Holiday Social, published the first edition of *The New England Coster* newsletter, and begun preparing over 20 chapter members for the SCEA Certification Exam with our chapter training program.

Holiday Social

As we do each year, the chapter got together for our annual Holiday Social on 7 December 2006. Members met for a cocktail party at the Bedford Glen Hotel in Bedford, MA. The party, which was organized by **Treasurer Ellie Bassett**, featured hors d'oeuvres and a cash bar.

First Edition of The New England Coster

The first edition of *The New England Coster* was published in December 2006. This newsletter was a team effort as all of the board members contributed articles, and the entire newsletter was put together by board member **Capt Darrin DeReus**. The newsletter featured sections on past and future events, chapter board activity, news from the SCEA National Office, and a feature from a chapter member. We are looking forward to the summer edition in June.

Alf Smith Presents ACEIT 7.0 Features

For our November luncheon, 2006, **Alf Smith**, General Manager for the Software Products/Services Group for Tecolote Research, Inc., presented a briefing titled "What's New in ACEIT 7.0?" The presentation provided an overview of the most important features of ACEIT 7.0. On the following day, a workshop was held that demonstrated the new release and allowed attendees to ask specific questions about the updated software.

Experiences of Deployed Financial Managers Luncheon

A unique and interesting luncheon for our chapter was held in January 2007. The joint luncheon with ASMC featured briefings from four Financial Managers at ESC who had recently been deployed. Their briefings included their biggest challenges, cultural differences, lessons learned, and what their primary duty was while deployed. Col Ricky Valentine, Director of Financial Management at ESC, facilitated a follow-up panel discussion where audience members asked questions. The Financial Managers at ESC who participated in the luncheon were Maj John Odum (Kuwait), Capt Darrin DeReus (Baghdad), MSgt Michael Payne (Pakistan), and Capt Troy Carter (Djibouti). The luncheon was extremely successful, and we are considering making it an annual event.

John Driessnack Presents "Improved Estimates to Complete"

Our March luncheon featured **John Driessnack**, Senior Director for Integrated Program Management at MCR, who presented a briefing



(Left to right)
Areve Alexander, Fred Harrington, Ellie
Bassett, and
Tom Albano enjoy a moment
at the Holiday
Social.



Alf Smith receives the highly coveted Boston Monopoly game from chapter president Joe Puckett.



Capt Darrin
DeReus, 653rd
ELSW/FM,
explains his
principle duties
while deployment
to Baghdad,
Iraq during the
"Experiences of
Deployed Financial Managers"
luncheon



ASMCYankee Chapter President Jen Logan and New England Chapter President Joe Puckett pose with Panel Facilitator Col Ricky Valentine (standing), and luncheon speakers (seated left to right) MSgt Michael Payne, Capt Darrin DeReus, Maj John Odum, and Capt Troy CarterJohn.

Chapter Updates

John Driessnack accepts gift from Chapter President Joe Puckett following his presentation.



Capt Mary
Ward (ESC/FM)
presents Rich
Hartley (SAF/
FMC) with a gift
following his presentation.





2006 SCEA Instructors (left to right) Wayne Hazlett, Joe Dean, Barbara Meyers, Capt Darrin DeReus, Dave McElwain, Bruce Kraft, and Joe Puckett. (Not pictured are Mark Aimes and Mike Wilson.)



(Left to right) Ben Maltz (Vice President), Tina Szocik (Board Member), Cari Pullen (Secretary), Joe Puckett (President), Capt Darrin DeReus (Board Member), Diane Butler (Board Member), Ellie Bassett (Treasurer)

entitled "Linking Cost, Schedule, Risk and Earned Value Analyses for Improved Estimates to Complete." The presentation outlined a response to the evolving requirement for risk-adjustments in both budget and schedules when baselining capital asset plans, and discussed efforts to integrate the processes and link the analyses for an improved situational awareness for the program management team.

Upcoming Events

Upcoming events include our next chapter luncheon in May, and of course, many of us hope to attend the 2007 Joint ISPA—SCEA International Conference and Workshop June 12–15 in New Orleans. Our Summer Social is on the horizon for July, and the annual 2007 New England PDI with ASMC will be held in August (exact date TBD) in Nashua, NH. Chapter board elections are ongoing, and a new board will be elected this summer. The new board will begin serving a two-year term beginning September 1, 2007. The summer edition of *The New England Coster* will be published in June.

2007 Professional Development Institute of New England

This joint 2007 SCEA/ASMC New England PDI, by far our biggest event of the year, is already on the calendar, although as of this printing we have not yet selected a theme or speaker lineup. Last year's New England PDI was attended by 230 professionals and was a huge success. The date for the 2007 PDI is in August, and it will be held once again at the Nashua Sheraton in Nashua, NH. We are looking forward to another fantastic professional development conference for the local New England members of ASMC and SCEA, as well as many other interested professionals in the area. Of course, you are all invited to attend as well! It is a nice time of year to visit New England!

SCEA Certification Training

Once again, our chapter is providing training to our members to prepare for the SCEA Certification Exam. Last year, six members passed the exam, and all were a part of the training program. **Diane Butler** (MCR) and **David Odessor** (MCR) are leading the effort this year, and sessions have already been held. Chapter members volunteer to teach sections of the training based on their subject matter area of expertise. The target date for the exam for our chapter members in New England is the end of June at Hanscom AFB, MA. So far, 29 members have signed up to attend the training.

Chapter Web Site

Please go to our chapter web site at www.newenglandscea.org to find our more about our chapter and to see past and future events. Check out the new photo gallery to see photos of all the events! Chapter Member **Chris Glynn** does a fantastic job as our webmaster.

Chapter Board

The New England Chapter of SCEA Board consists of President Joe Puckett, Vice-President Ben Maltz (MCR), Treasurer Ellie Bassett (MCR), Secretary Cari Pullen (Tecolote), Board Member Capt Darrin DeReus, Board Member Tina Szocik (Quantech), and Board Member Diane Butler (MCR).

Pike's Peak Chapter News

Christopher Dalton, Pke's Peak Chapter President

Board News on the National Level

At the National level, our own **Robyn Kane** continues to play a critical role on the National SCEA Board of Directors — that's awesome visibility for our chapter as well as a continuing opportunity for us to get all the latest *HOT* news straight from the SCEA Board! Congratulations Robyn on your continued involvement at the National level. We expect even greater roles of responsibility in the future!

Board News on the Local Level

At the Chapter level, **Jeff Smith** (BAH) has agreed to take on the role of Vice President and **Bruce Kalish** (MCR, LLC) has taken over the Secretary position.

Local Updates...

We have been keeping our members updated on the developing SCEA certification enhancements [e.g., revised Cost Estimating Body of Knowledge (CEBoK)]. We have also discussed the 2007 (New Orleans) and 2008 (Industry Hills, CA, SCEA conference locations and plans including details about taking the SCEA certification test. The Pike's Peak chapter is publishing training and professional development opportunities aimed at members who, not only want to prepare for their certification, but who simply want to brush-up on their estimating knowledge. We have also emphasized CostProfTM training software and opportunities in both classroom and online training courses.

Our February luncheon speaker was Mr. **Andy Sherbo** (Col, USAF ret.) who delighted everyone with his entertaining tax advice. We learned about a few noteworthy tax benefits to take advantage of and a view of some of the benefits on the horizon as well as discussed some personal investment advice. The event was held at SAIC's new facility near Peterson AFB.

In March, **LtCol Bickel** was our speaker. He is Chief of the Air Force Financial Management Center of Excellent (CoE) in Denver. Lt Col Bickel updated us on the latest FM CoE activities and developments. The CoE provides expert, on-demand, specialized financial analysis for decision support to Air Force Installations and Major Commands. His most current briefing is available on the FM CoE web site.





(Left to right)
One of several
social events
that was well
attended.
An interested
crowd hangs on
every word of
the luncheon
speaker.

Chapter Updates

Washington DC Metro Chapter News

Dan Schluckebier, President, Washington DC Metro Chapter

Training

In March 2007, **Peter Braxton** and **Dick Coleman** of Northrop Grumman − TASC led two CostProfTM training sessions for members led on Modules: 7 — Learning Curves; 8 — Regression Analysis; and 14 — Contracts/Pricing. In October 2006, **John Dreissnack** and **Neal Hulkower** of MCR, LLC, led training on Earned Value Management for Cost Estimators. Both training sessions had a good turnout of attendees and were held at the Arlington Campus of George Mason University.

SCEA Certification Testing

The chapter hosted the CCE/A Exam for 14 members on April 14. We thank Northrop Grumman for providing the site. **Dan Schluckebier** hosted the exam and **Kevin Cincotta** from LMI proctored. For all who took the exam, we wish the best for them and in their future endeavors in the cost estimating and analysis community.

Board Elections

The Chapter is currently in the process of electing new board members for the 2007–2009 term which will be effective 1 July 2007. An initial slate of candidates has been proposed, and we are seeking additional nominations to our Election Committee Chair, **Debra A Lehman**. The election will take place in early May. Please contact Debra at dlehman@mcri.com or 703.506.4600 with any questions related to the elections.

Annual Business Meeting

An annual business meeting is being planned for 23 May 2007; the location is to be announced. Watch the chapter web site at www.washingtonscea.com and your constant contact notices from **Jeff Moore** for more information.



Don't see your chapter listed? Send your chapter's news to SCEA Headquarters at scea@sceaonline.net Let your chapter members know what you've been doing for them. Get connected with other chapter's members and SCEA members-at-large. Encourage networking and social interaction among fellow members.



24-27 June 2008

Location ... Location ... Location ...

We are on our way to planning a memorable event at the 2008 SCEA-ISPA Joint Annual Conference & Training Workshop. The conference team reviewed seven potential candidate hotels and recommended the Pacific Palms Conference Resort in Industry Hills, CA. The SCEA Board unanimously agreed, and the wheels were set into motion! Check www.sceaonline.org for details as they become available.

The Pacific Palms Conference Resort offers government per-diem rates as the conference rate, free parking, and free internet in rooms and wireless internet elsewhere on the property. The conference facilities cater to a resort atmosphere, so the rooms are spacious and top-notch. It is located east of Los Angeles, an easy 37 mile drive east of LAX. Get hotel details at www.pacificpalmsresort.com.

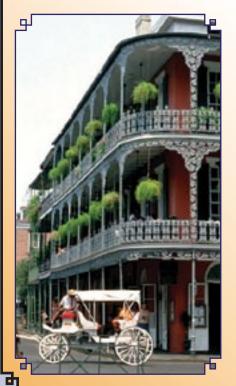
Fringe Benefits...

The resort grounds have panoramic views of the San Gabriel Mountains. On 650 acres, enjoy a luxurious pool and spa, a newly renovated gym, and two 18-hole PGA golf courses. We will be the only group in conference at that time, so come to learn and to join the fun. We'll see you there!



2007 Joint ISPA—SCEA International Conference & Workshop

The Marriott New Orleans, New Orleans June 12 – 15, 2007



Learn from Experts and Join the Fun!

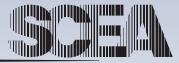
The 17th Annual Conference for the Society of Cost Estimating and Analysis and the 29th Annual Conference of the International Society of Parametric Analysts will combine to bring the cost community together in New Orleans, LA. The conference will consist of conference general sessions with well-known keynote speakers and innovative panel sessions, training classes, informative workshops and exciting vendor exhibits. This will be the one cost conference not to miss, with something to appeal to everyone!

Register: www.sceaonline.org or 703.938.5090 Cxhibit/Sponsor: scea@sceaonline.net or 703.938.5090

www.ispa-scca.org







The Society of Cost Estimating and Analys

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