

This form is for use when (i) submission of cost or pricing data (see ASPR 3-807.3) is required and (ii) substitution for the DD Form 633 is authorized by the contracting officer.

PAGE NO. 1 NO. OF PAGES 2

NAME OF OFFEROR  
**SRI International**

HOME OFFICE ADDRESS (Include ZIP Code)  
 333 Ravenswood Avenue  
 Menlo Park, California 94025

SUPPLIES AND/OR SERVICES TO BE FURNISHED  
**Research**

DIVISION(S) AND LOCATION(S) WHERE WORK IS TO BE PERFORMED  
**As above**

TOTAL AMOUNT OF PROPOSAL  
**\$ 74,986**

GOVT SOLICITATION NO.  
 - - -

**DETAIL DESCRIPTION OF COST ELEMENTS**

1. DIRECT MATERIAL (Itemize on Exhibit A)	EST COST (\$)	TOTAL EST COST <sup>1</sup>	REFER- <sup>2</sup> ENCE
a. PURCHASED PARTS			
b. SUBCONTRACTED ITEMS			
c. OTHER - (1) RAW MATERIAL			
(2) YOUR STANDARD COMMERCIAL ITEMS			
(3) INTERDIVISIONAL TRANSFERS (At other than cost)			
<b>TOTAL DIRECT MATERIAL</b>			
2. MATERIAL OVERHEAD <sup>3</sup> (Rate % X \$ base = )			
3. DIRECT LABOR (Specify)	ESTIMATED HOURS	RATE/HOUR	EST COST (\$)
<b>TOTAL DIRECT LABOR</b>			
4. LABOR OVERHEAD (Specify department or cost center) <sup>3</sup>	O.H. RATE	X BASE =	EST COST (\$)
<b>TOTAL LABOR OVERHEAD</b>			
5. SPECIAL TESTING (Including field work at Government installations)		EST COST (\$)	
<b>TOTAL SPECIAL TESTING</b>			
6. SPECIAL EQUIPMENT (If direct charge) (Itemize on Exhibit A)			
7. TRAVEL (If direct charge) (Give details on attached Schedule)		EST COST (\$)	
a. TRANSPORTATION			
b. PER DIEM OR SUBSISTENCE			
<b>TOTAL TRAVEL</b>			
8. CONSULTANTS (Identify - purpose - rate)		EST COST (\$)	
<b>TOTAL CONSULTANTS</b>			
9. OTHER DIRECT COSTS (Itemize on Exhibit A)			
10. <b>TOTAL DIRECT COST AND OVERHEAD</b>			
11. GENERAL AND ADMINISTRATIVE EXPENSE (Rate % of cost element Nos. ) <sup>3</sup>			
12. ROYALTIES <sup>4</sup>			
13. <b>TOTAL ESTIMATED COST</b>			See Part Two - Contractual
14. FEE OR PROFIT			Provisions No. ESU 78-100
15. <b>TOTAL ESTIMATED COST AND FEE OR PROFIT</b>			

This proposal is submitted for use in connection with and in response to (Describe RFP, etc.)  
 - - -

and reflects our best estimates as of this date, in accordance with the instructions to offerors and the footnotes which follow.

TYPED NAME AND TITLE  
**Phillip J. O'Donnell**  
 Manager  
 Contract Administration

SIGNATURE  


NAME OF FIRM  
**SRI International**

DATE OF SUBMISSION  
**1978 SEP 28**



**CONTRACT PRICING PROPOSAL**  
(RESEARCH AND DEVELOPMENT)

Form Approved  
Budget Bureau No. 22-R0100

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TOTAL AMOUNT OF PROPOSAL  
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c. OTHER - (1) RAW MATERIAL			
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<b>TOTAL DIRECT MATERIAL</b>			
2. MATERIAL OVERHEAD <sup>3</sup> (Rate % X \$ base = )			
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This proposal is submitted for use in connection with and in response to (Describe RFP, etc.)

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and reflects our best estimates as of this date, in accordance with the instructions to offerors and the footnotes which follow.

TYPED NAME AND TITLE  
**Philip J. O'Donnell**  
Manager  
Contract Administration

SIGNATURE  
*Philip J. O'Donnell*

NAME OF FIRM  
**SRI International**

DATE OF SUBMISSION  
**1978 SEP 28**

COST EL NO.	ITEM DESCRIPTION (See footnote 5)	EST COST (\$)

I. HAVE THE DEPARTMENT OF DEFENSE, NATIONAL AERONAUTICS AND SPACE ADMINISTRATION, OR THE ATOMIC ENERGY COMMISSION PERFORMED ANY REVIEW OF YOUR ACCOUNTS OR RECORDS IN CONNECTION WITH ANY OTHER GOVERNMENT PRIME CONTRACT OR SUBCONTRACT WITHIN THE PAST TWELVE MONTHS?

YES  NO If yes, identify below.

NAME AND ADDRESS OF REVIEWING OFFICE (Include ZIP Code)	TELEPHONE NUMBER/EXTENSION
<b>Defense Contract Audit Agency, SRI Resident</b>	<b>415 326-6200, X2089</b>

II. WILL YOU REQUIRE THE USE OF ANY GOVERNMENT PROPERTY IN THE PERFORMANCE OF THIS PROPOSED CONTRACT?

YES  NO If yes, identify on a separate page.

III. DO YOU REQUIRE GOVERNMENT CONTRACT FINANCING TO PERFORM THIS PROPOSED CONTRACT?

YES  NO if yes, identify:  ADVANCE PAYMENTS  PROGRESS PAYMENTS OR  GUARANTEED LOANS

IV. DO YOU NOW HOLD ANY CONTRACT (or, do you have any independently financed (IR & D) projects) FOR THE SAME OR SIMILAR WORK CALLED FOR BY THIS PROPOSED CONTRACT?

YES  NO If yes, identify

V. DOES THIS COST SUMMARY CONFORM WITH THE COST PRINCIPLES SET FORTH IN ASPR, SECTION XV (See 3-807.2 (c) (2))?

YES  NO If no, explain on a separate page.

**INSTRUCTIONS TO OFFERORS**

- The purpose of this form is to provide a standard format by which the offeror submits to the Government a summary of incurred and estimated cost (and attached supporting information) suitable for detailed review and analysis. Prior to the award of a contract resulting from this proposal the offeror shall, under the conditions stated in ASPR 3-807.3, be required to submit a Certificate of Current Cost or Pricing Data (see ASPR 3-807.3(e) and 3-807.4).
- As part of the specific information required by this form, the offeror must submit with this form, and clearly identify as such, cost or pricing data (that is, data which is verifiable and factual and otherwise as defined in ASPR 3-807.3(e)). In addition, he must submit with this form any information reasonably required to explain the offeror's estimating process, including:
  - the judgmental factors applied and the mathematical or other methods used in the estimate including those used in projecting from known data, and
  - the contingencies used by offeror in his proposed price.
- When attachment of supporting cost or pricing data to this form is impracticable, the data will be specifically identified and described (with schedules as appropriate), and made available to the contracting officer or his representative upon request.
- The format for the "Cost Elements" is not intended as rigid requirements. These may be presented in different format with the prior approval of the contracting officer if required for more effective and efficient presentation. In all other respects this form will be completed and submitted without change.
- By submission of this proposal, offeror, if selected for negotiation, grants to the contracting officer, or his authorized representative, the right to examine, for the purpose of verifying the cost or pricing data submitted, those books, records, documents and other supporting data which will permit adequate evaluation of such cost or pricing data, along with the computations and projections used therein. This right may be exercised in connection with any negotiations prior to contract award.

**FOOTNOTES**

- Enter in this column those necessary and reasonable costs which in the judgment of the offeror will properly be incurred in the efficient performance of the contract. When any of the costs in this column have already been incurred (e.g., on a letter contract or change order), describe them on an attached supporting schedule. Identify all sales and transfers between your plants, divisions, or organizations under a common control, which are included at other than the lower of cost to the original transferor or current market price.
- When space in addition to that available in Exhibit A is required, attach separate pages as necessary and identify in this "Reference" column the attachment in which information supporting the specific cost element may be found. No standard format is prescribed; however, the cost or pricing data must be accurate, complete and current, and the judgment factors used in projecting from the data to the estimates must be stated in sufficient detail to enable the contracting officer to evaluate the proposal. For example, provide the basis used for pricing materials such as by vendor quotations, shop estimates, or invoice prices; the reason for use of overhead rates which depart significantly from experienced rates (reduced volume, a planned major rearrangement, etc.); or justification for an increase in labor rates (anticipated wage and salary increases, etc.). Identify and explain any contingencies which are included in the proposed price, such as anticipated costs of rejects and defective work, or anticipated technical difficulties.
- Indicate the rates used and provide an appropriate explanation. Where agreement has been reached with Government representatives on the use of forward pricing rates, describe the nature of the agreement. Provide the method of computation and application of your overhead expense, including cost breakdown and showing trends and budgetary data as necessary to provide a basis for evaluation of the reasonableness of proposed rates.
- If the total royalty cost entered here is in excess of \$250 provide on a separate page (or on DD Form 783, Royalty Report) the following information on each separate item of royalty or license fee: name and address of licensor; date of license agreement; patent numbers, patent application serial numbers, or other basis on which the royalty is payable; brief description, including any part or model numbers of each contract item or component on which the royalty is payable; percentage or dollar rate of royalty per unit; unit price of contract item; number of units; and total dollar amount of royalties. In addition, if specifically requested by the contracting officer, a copy of the current license agreement and identification of applicable claims of specific patents shall be provided.
- Provide a list of principal items within each category indicating known or anticipated source, quantity, unit price, competition obtained, and basis of establishing source and reasonableness of cost.

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 YES     NO *If yes, identify below.*

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 YES     NO *If yes, identify*

V. DOES THIS COST SUMMARY CONFORM WITH THE COST PRINCIPLES SET FORTH IN ASPR, SECTION XV (See 3-807.2 (c) (2))?  
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3. Indicate the rates used and provide an appropriate explanation. Where agreement has been reached with Government representatives on the use of forward pricing rates, describe the nature of the agreement. Provide the method of computation and application of your overhead expense, including cost breakdown and showing trends and budgetary data as necessary to provide a basis for evaluation of the reasonableness of proposed rates.
4. If the total royalty cost entered here is in excess of \$250 provide on a separate page (or on DD Form 783, Royalty Report) the following information on each separate item of royalty or license fee: name and address of licensor; date of license agreement; patent numbers, patent application serial numbers, or other basis on which the royalty is payable; brief description, including any part or model numbers of each contract item or component on which the royalty is payable; percentage or dollar rate of royalty per unit; unit price of contract item; number of units; and total dollar amount of royalties. In addition, if specifically requested by the contracting officer, a copy of the current license agreement and identification of applicable claims of specific patents shall be provided.
5. Provide a list of principal items within each category indicating known or anticipated source, quantity, unit price, competition obtained, and basis of establishing source and reasonableness of cost.

**CLASSIFIED DOCUMENT CONTROLABLE RECORD**  
 Approved For Release 2003/09/10 : CIA-RDP96-00792R000100140026-4

For use of this form, see AR 380-5; the proponent agency is the Office, Assistant Chief of Staff for Intelligence.

DATE  
2 Oct 78

**SECTION A - GENERAL**

TO: MAJ STONER, DAMI-ISH  
 FROM: hand carried

DATE RECEIVED: \_\_\_\_\_ ACTION OFFICE(S): \_\_\_\_\_ SUSPENSE DATE(S): \_\_\_\_\_ REGISTER OR CONTROL NO.: \_\_\_\_\_

CONTROL, LOG OR FILE NO.	CLASSIFICATION	NUMBER OF COPIES	DESCRIPTION (Type, File Ref., Unclassified Subject or Short Title and Number of Indorsements/Incls)	DATE OF DOCUMENT	ORIGINATOR
	S	1	letter, w/SRI Proposal No. ESU 78-100 (3 cys) DD Form 633-4 (3 cys) -----NOTHING FOLLOWS-----	28Sep78	SRI

**SECTION B - ROUTING**

TO	COPY NO.	DATE	PRINTED NAME	SIGNATURE
1.				
2.				
3.				
4.				
5.				

**SECTION C - DESTRUCTION CERTIFICATE** (Check appropriate block)

MATERIAL DESCRIBED HEREON HAS BEEN:

DESTROYED  TORN IN HALF AND PLACED IN A CLASSIFIED WASTE CONTAINER (AR 380-5)

OFFICE SYMBOL	DATE	PRINTED NAME OF CUSTODIAN OR REP	SIGNATURE
DESTRUCTION RECORD NO.	DATE	PRINTED NAME OF CERTIFYING/DESTR. OFF.	SIGNATURE
PAGE OR COPY NUMBER	DATE	PRINTED NAME OF WITNESSING OFFICIAL	SIGNATURE

**SECTION D - REPRODUCTION AUTHORITY**

NUMBER OF COPIES TO BE REPRODUCED: \_\_\_\_\_ AUTHORIZED BY: \_\_\_\_\_ DATE: \_\_\_\_\_

**SECTION E - RECEIPT/TRACER ACTION** (Check appropriate block)

RECEIPT OF DOCUMENT(S) ACKNOWLEDGED  DOCUMENT(S) HAVE NOT BEEN RECEIVED

TRACER ACTION: SIGNED RECEIPT FOR MATERIAL DESCRIBED ABOVE HAS NOT BEEN RECEIVED.

DATE	PRINTED NAME, GRADE OR TITLE	SIGNATURE
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COMMENTS: \_\_\_\_\_

Approved For Release 2003/09/10 : CIA-RDP96-00792R000100140026-4