

# How to Buy "Time": The Pricing of Labor Rates

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**Presenter:**



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Ryan Connell is DCMA's Northeast Pricing Director in the Commercial Item Group. Mr. Connell has over 10 years in Defense acquisition experience which includes ACAT1 cradle-to-grave program cost estimating, Air Force proposal pricing & negotiation, DCMA in-plant cost & compliance, and most recently assisted in creating the congressionally mandated Cadre-Of-Experts for commercial acquisition. Mr. Connell led many forward thinking cost-savings initiatives, and was recognized at the Pentagon by Mr. Kendall (AT&L) as the 2016 Workforce Individual Achievement Award recipient, in the field of contracting. He holds his Masters of Business Administration, with undergraduate concentrations in Finance, Economics and International Business. He holds DAWIA certifications in contracting and program management