



**FALMOUTH  
INSTITUTE.**  
*Strength in Indian Country™*

## **INDIRECT COST PROPOSALS PREPARED Submitted accurately, on time and ready for negotiation**

**Now more than ever, it is critical that your organization prepare and submit its Indirect Cost Proposal in a timely and correct manner.** The Federal government has recently lost a major case before the Tenth Circuit Court of Appeals and on August 1, 2011, was denied a rehearing.

The outcome will most likely mean that indirect funding under P.L. 93-638 contracts will probably be at 100%. In order to deflect any Agency objections to funding your IDC at this level, you must have a current approved rate. Not having one will open the door to the Agency refusing to fund any IDC at all.

**Why have Falmouth Institute prepare and negotiate your organization's indirect cost proposal? Falmouth has:**

- A proven track record of over **25 years' experience** in developing proposals
- A track record of **success in optimizing indirect cost recoveries**
- **In-depth knowledge** of all laws, regulations and most importantly, the outcome of the vast amount of litigation surrounding indirect cost recoveries under P.L. 93-638
- **A team** comprised of accountants, attorneys, regulatory experts, HR professionals and seasoned negotiators who work together to insure you receive the results you expect
- The ability and willingness to **work closely with your audit firm** in order to minimize the hours of preparation so as not to duplicate their efforts
- A corporate culture which insures **we respond** to all your concerns immediately
- **Billing rates among the lowest** in our industry
- **Our commitment to you in building a lasting relationship**

**Our team will work with you in developing a strategy for the following:**

- What base will work best for your organization?
- What is the mixture of Self Determination contracts versus other awards?
- Should you exclude all enterprises?
- Can you put more than 50% of council costs in the pool?
- When do you need to fill out personnel activity reports?
- What is the best way to deal with legal fees?
- How do you determine when a cost is not general government and belongs in the pool?
- How do you fund program activities from the general fund and not pay indirect on what you put in?
- What are the best ways to develop your opening position for negotiations with the NBC?
- Hundreds of other issues depending upon the size and complexity of your organization.

**For more information or to get started on preparing your IDC rate,  
call Falmouth at 800-992-4489, ext 119.**

[www.falmouthinstitute.com](http://www.falmouthinstitute.com)