

**SIMPLIFIED COST COMPARISON  
FOR A  
DIRECT CONVERSION  
FIGURE 3**

		(A)	(B)      (C)      (D)				
IN-HOUSE PERFORMANCE		In-House	Commercial/ISSA Estimates				
			1st	2nd	3rd		
1	Personnel (1)	114,692	X				
2	Inflation Factor: 3.7% (2)	4,244					
3	Material (3)	841					
4	Overhead-G&A 12% (4)	13,763					
5	Total (5)	133,540					
<b>CONTRACT OR ISSA PERFORMANCE</b>							
6	Contract and ISSA Price (6)	X			107,401	101,913	110,571
7	Contract Administration (7)				24,337	24,337	24,337
8	Total Contract and/or ISSA (8)				131,738	126,250	134,908
9	Cost Comparison (9)	133,540	126,250 - 134,908				
<b>DECISION FACTORS (Circle One)</b>							
10	<b>Government Estimate Below Competitive Range</b>	Keep In-House					
11	<b>Government Estimate Above Competitive Range</b>	Convert to Contract/ISSA					
12	<b>Government Estimate Within Competitive Range</b>	Management/Contracting Officer Decision					