



# Indirect Cost Rate Services

## *A Dynamic Cost Recovery Environment*

**Today's economic and regulatory** pressures have created a new environment that requires institutions to become more agile and do more with less. As a result, college and university leadership must review their mission and strategy, identifying opportunities for increased efficiency and organizational realignment that drives transformation.

To survive in this new, dynamic environment, institutional leadership must continuously assess all resources, making tough choices about what functions to reshape, eliminate or reorganize. Organizations are seeking new revenue sources, new services, and new partnerships that support their mission. However, if institutions are to truly provide the level of investment necessary to reorganize, become more agile, and seize opportunities, they must improve operational margins across the entire enterprise.

As institutions transition, there are various ways to create greater efficiency and improve margins in the research administration area such as implementing space productivity analyses for research programs, evaluating facilities and capital planning, and/or recovering as much cost as possible from the indirect cost rate function. Institutions that do not take action will likely see margins continue to shrink, making it difficult to facilitate cost recovery or generate the funding necessary to achieve a vital transformation.

# Indirect Cost Reimbursement and Compliance Management

## Leadership To Enable Transformation

Attain Partners has the proven capabilities to optimize revenue related to your indirect cost reimbursement and compliance processes. Our approach is based on an assessment of how indirect and direct costs can be more accurately associated with Federal and other sponsored programs at your college or university. With this approach and our assessment of your operations, we can help you optimize your reimbursement and make your indirect cost operations more strategic.

Our skilled professionals have more than 30 years of expertise in executing the complex process of preparing, submitting, and negotiating indirect cost recovery proposals with the Federal government and other program sponsors. Moreover, our team has unmatched experience implementing industry best practices; reviewing, developing and applying costing methodologies; and interpreting the dynamic regulatory environment that affects cost recovery rates. We are skilled at providing guidance and oversight to assure compliance with OMB 2 CFR Part 200 Uniform Guidance and the applicable Cost Accounting Standards, which has become a heightened focus of audits.

## A Legacy of Innovation

Attain Partners' national reputation as a leader in the higher education and academic medical center communities is unmatched. Our professionals are recognized as management and technology thought leaders in the industry. In a time of significant industry change, Attain Partners has the expertise and solutions to help institutions successfully adapt to a new environment.

## What We Do: Our Portfolio of Indirect Cost Services and Solutions

### Indirect Cost Strategic Planning

Attain Partners' indirect cost rate proposal and rate negotiation services provide important tactical improvements to your institution's reimbursement function. We also provide the advisory services that can transform tactical improvements into a comprehensive strategy.

Our strategic services create a powerful driving force toward achieving revenue enhancement and sustainability. Our knowledgeable team works with you to identify cost distribution methodologies aimed to optimize reimbursement and uses innovative higher education specific financial models and tools to help meet your strategic goals and metrics.

### Indirect Cost Rate Proposal Preparation

Colleges and universities contribute a significant share of the costs associated with the execution of research and other sponsored programs. Despite pressure to increase cost sharing and a rise in administrative costs stemming from changing laws and regulations, we have the capability to prepare both short and long form proposals that deliver the highest reimbursement rate possible and the knowledge to analyze regulations and compliance requirements to identify cost take-out opportunities.

In addition to cost proposal development, we provide review and analyses of fringe benefit proposals, support systems, and cost accounting practices for your institution.

### Space Functional Usage Study

Space functional usage statistics drive the allocation of facilities related costs, including building depreciation, equipment depreciation, interest expense, and operations and maintenance expenses. Performing an accurate, well documented space study is the first and most critical step toward ensuring the fullest recovery of costs associated with your institution's sponsored programs.

Attain Partners employs **AttainSpace**, a Web-enabled tool to compile, update, review and retrieve the data necessary to generate a precise and comprehensive space study. AttainSpace also reduces the Federal compliance burden by facilitating rapid and accurate information collection and reporting capabilities. Moreover, our tool ensures quality results with integrated business rules and data validation; is easily monitored from a Web browser; exports and uploads to all major indirect cost rate systems; and is easily integrated and tailored for a customized experience that meets your goals.

### Indirect Cost Rate Negotiation Assistance

Our indirect cost rate negotiation assistance services enable you to optimize your opportunity to establish the most reasonable rate possible. Employing proven methodologies accepted by Federal agencies and other program sponsors, we ensure a smooth proposal submission and review process.

Our experts have experience negotiating from both sides of the table—delivering to you the highest quality advice from both federal and university perspectives.

## Not just powering the future—empowering it.

Based in McLean, Va., Attain Partners is a management, technology, and compliance consulting firm. Our consultants deliver transformative services, solutions, and market-leading results to the education, healthcare, and nonprofit communities, as well as state and local government. From research administration to indirect cost rate proposal development and negotiation, facilities management, organizational and digital transformation, and strategic financial analysis, Attain Partners isn't just powering the future—we're empowering it.

For more information, please visit [AttainPartners.com](https://www.attainpartners.com).