INDIRECT COST NEGOTIATIONS

Industry Leader

The Program Support Center (PSC) provides a full range of indirect cost negotiation services for facilities and administration (F&A), indirect cost rate proposal, and cost allocation plans associated with federal grant activities. We automate document workflows and accelerate the execution of grants by managing grantee proposals and cost allocation plans so customers can focus on their core responsibilities.

The Trusted OMB Agent

PSC, a component of the U.S. Department of Health and Human Services (HHS), is the trusted federal shared services provider of indirect cost negotiations. We are:

- Designated by The Office of Management and Budget (OMB) as the sole cognizant agency for negotiating statewide and public assistance cost allocation plans with each of the 50 states.
- Appointed as one of only two cognizant agencies for negotiating F&A cost rates for colleges and universities receiving federal grants.
- Selected by agencies to negotiate indirect cost rates, where cognizant, with non-profit organizations receiving federal grants.

In all cases, PSC conducts internal reviews to help grantees resolve both monetary (overbilling) and non-monetary (process and reporting) audit discrepancies. We also assist auditing authorities settle outstanding federal debt associated with indirect costs.

Indirect Cost Subject Matter Experts

PSC’s dedicated team of indirect cost rate negotiators include expertise in federal grant regulations, Generally Accepted Accounting Principles, business best practices, and fare market values to evaluate grantee capability to perform grant activities.

Negotiators assess financial resources, review financial statements, and verify status of retained earnings and other important aspects of financial data, as well as indirect cost proposals and negotiation agreements. Negotiators further review audited financial statements of grantee (OMB Circular A-133 single audit) and indirect cost proposals including computation of salaries and wages, treatment of fringe benefits, equipment capitalization threshold, lobbying cost certifications and notice of grant award. Lastly, negotiators ensure compliance with OMB Cost Principles for Non-Profits (2 CFR 230), Colleges and Universities (2 CFR 230), and...
State and Local Governments (2 CFR 225), identifying any unallowable costs (e.g. capital expenditures, public relations, debt, contingencies or losses).

**Simple, Automated Paperless Process**

To enhance the efficiency and productivity of its review processes, and ease the grantee’s burden of submitting paper documents for review, PSC adopted a new automated document management system. Now, PSC can capture grantee proposals and cost plans, along with other supporting documents, electronically by email or scanning. All documents are then stored in a single, secured network database for document control and ease of retrieval.

Future enhancements to eFlow will produce an end-to-end paperless process allowing both grantees and PSC negotiators to submit, review, and communicate in near real time.

From establishing indirect cost rates and negotiations with grantees, to providing industry leading training and regulatory guidance, **PSC** provides critical support throughout the federal grant lifecycle so customers can focus on their core missions.