



We're Moving!

The ACEIT team will be moving to our new office on November 15th and 16th. If you call our Santa Barbara, CA office to contact ACEIT Support, Sales or Training you may experience a temporary interruption in service. If you experience difficulty in reaching the ACEIT team by telephone, please feel free to contact us by e-mail:

ACEIT Sales – aceit_sales@tecolote.com
ACEIT Support – aceit_support@tecolote.com
ACEIT Training – aceit_train@tecolote.com

Once our move is complete, our phone number will remain the same (805) 964-6963. Our new address will be:

Tecolote Research
5383 Hollister Ave., Suite 100
Santa Barbara, CA 93111

We apologize in advance for any inconvenience. Thank you for your patience during our transition to our new space.

ACEIT Training

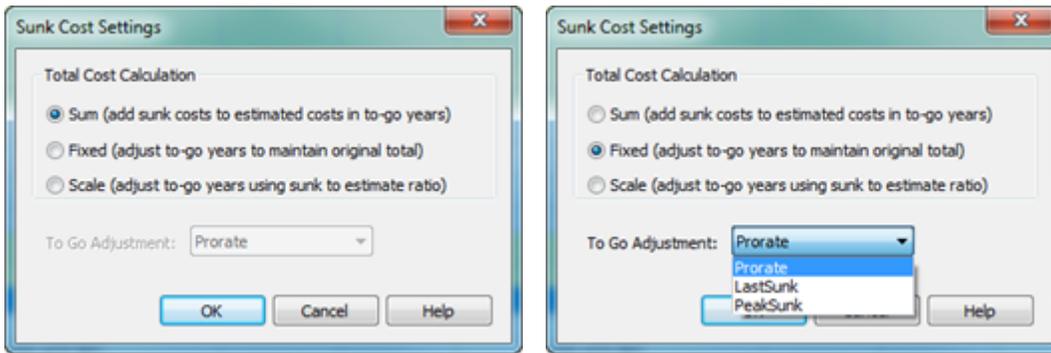
Winter and Spring 2019 Classes Added

October is the beginning of the holiday season and we know how busy this time of year can be. To make sure that you're able to reserve a seat in the ACEIT training class that you've been wanting to take, we've added classes to the [ACEIT training schedule](#) out through May 2019. Plan ahead and register today!

Sunk Cost in ACE

Sunk costs are a common factor in the cost estimating process as a program evolves through the milestone acquisition process and estimated costs become actual, incurred costs. Some questions about the application of sunk costs in ACE came up during the ACEIT Working Group this past September, so we thought now would be a good time to review these settings. Whether you are already using the basics of ACE's sunk cost feature and want to take your knowledge to the next level, or you are just finding out about this feature for the first time, the following information will help you get started.

The sunk cost settings in ACE 7.5 provide a way for you to specify how sunk costs should be handled, what the new total should reflect, and how the to-go estimate should be calculated. The Sunk Cost Interpretation column on the Yearly Phasing Worksheet allows you to specify how both the total and "to-go" years should be calculated. Right click the column and select "Edit Sunk Cost Spec..." to find the following dialog:



There are three Total Cost Calculation options provided by ACE:

Sum – Default option.

Fixed – Leaves row total unchanged.

Scale – Adjusts row total based on ratio between total sunk costs and the total underlying estimate.

We also offer a drop down menu with to-go adjustments including:

Prorate – Default option. It scales the yearly to-go values to match the desired total.

Last Sunk – This options uses the last year a sunk cost is entered and extends this value to all the to-go years, replacing the estimate methodology.

Peak Sunk – This option uses the largest sunk cost value to extend to-go years.

You can find more information on all of these settings, as well as how to enter sunk costs in your session, by searching “sunk cost” in the ACE 7.5 Help Text. Don’t worry, you will have access to these Sunk cost settings in ACE 8.0 as well.

If you have any questions about sunk cost, please contact aceit_support@tecolote.com.

Meet the ACEIT Team

Meghan Sparkman, ACEIT Support East

Hello ACEIT Community! My name is Meghan and I'd like to introduce myself as one of the newer members of the ACEIT team. I started working with Tecolote 11 months ago after I traded the beach for the hills and moved from Charleston, SC to the greater Washington, D.C. area. In Charleston, I worked for a 501c3 non-profit as an educator and volunteer coordinator, and spent my time teaching people of all ages and backgrounds. While I loved my job, after four years I decided that I was ready for a change of scenery as well as the challenge of pivoting into a career that would allow me to pursue my interest in data analysis and the stories that data can tell us.



Meghan Sparkman, ACEIT Support East

I was lucky enough to land at Tecolote and began to learn the art and science of cost estimation, as well as how to harness the full power present in the ACEIT suite of tools. In these pursuits, I was taken under the wing of the exceptional Gina Fennell, who (as I am sure many of you know) retired this past May. In the months leading up to her retirement, Gina helped me learn the ropes of writing Help Text and answering ACEIT Support calls. Even before she left, I began answering calls and

emails from customers like yourself and writing some of the Help Text that will be deployed with ACEIT 8.0. These roles have given me the distinct pleasure of continuing to use my background in teaching and customer service while also learning an incredible amount about all the technical, intriguing, and challenging topics that surround and support the cost estimation process.

It's always a good day when I'm able to demonstrate a piece of functionality in ACE to a customer who didn't know about that capability before, or assist an IT department working through a tough software installation—so please don't hesitate to reach out! You can find me via email at ACEIT_Support@tecolote.com or phone at (805)-964-6963.

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