



# Commercial Service Agreements (CSAs)

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# What is a Commercial Service Agreement (CSA)?

- Allows NAWCWD to provide **testing, non-testing services, articles, or use of facilities** for U.S. non-Federal-government customers.
- Customer pays (in advance) all direct and indirect costs. Unexpended funding returned following testing.
- Work conducted at Land Range and Sea Range.



# How Do CSAs Benefit Customers?

- Specialized services, facilities, and products **not available in private industry.**
  - Labs, chambers, test ranges, equipment
  - Technical expertise
  - Testing and other services
  - Sale of articles
- Work performed at cost. Fees cover direct and indirect costs of work effort.
- Flexibility. Perform all, some, or none of the tasking (without a penalty).



# Types of Work Performed

- Technical Assistance
- Engineering Analysis
- Consulting Services
- Data Analysis and Evaluation
- Functional Testing
- Equipment Repair
- Software Development and Testing
- Fabrication/Sale of Articles



# Types of Work Performed 2

- Survivability/Lethality
- Thermal, Vibration, Mass Properties
- Radar Cross Section
- Modeling and Simulation
- Lot Acceptance Testing
- Test and Evaluation (Range & Labs)
- Ordnance Test & Evaluation



# Title 10 Authority for CSAs

- Title 10 U.S.C. §2539b  
Testing, other services, and use of facilities
- Title 10 U.S.C. §2681  
MRTFB–Major Range and Test Facility Base  
Range Testing
- Title 10 U.S.C. §2563  
Sale of Articles



# CSA General Requirements

- Interest of national defense
- Non-interference with military mission
- Cost reimbursable (no firm, fixed pricing)
- Advance funding (incremental or full)
- No competition with private industry



# Non-Competition

**NAWCWD must not compete with private industry** in providing products, services, or use of facilities to Customers under a Commercial Service Agreement (CSA).



# Verifying Non-Competition

- No source possesses required technical capabilities.
- Services cannot be acquired in a timely manner.
- Security/safety requirements not available.
- Only source is a direct competitor.
- Source does not want the work.
- Combination of products/services not available.



# CSAs at NAWCWD

Since 1999, 395 CSA actions, totaling \$183 million.

- FY12: 32 CSA actions totaling \$5.7M
- FY13: 46 CSA actions totaling \$28.6M
- FY14 to date: 42 CSA actions totaling \$43.7M



# CSA Process

- Contact CSA Office.  
Jerrienne Schmiedel 760-939-0707  
DeAnne Bell 760-939-1926
- Provide description of work effort or SOW.
- We put you in touch with a NAWCWD TPOC.
- TPOC creates Task Description and Cost Estimate.



# CSA Process 2

- Receive Cost Estimate package with Terms and Conditions for review.
- Review and Sign CSA. Provide a Statement of Non-Competition and Binding Authorization letter.
- CSA goes through final NAWCWD review and is signed and executed.
- Fund CSA.
- Work can begin.



# What's New?

- Shortened NAWCWD review process.
- Electronic payment option.
- Work with US customers undertaking International efforts (FMS, DCS, MLA, ICA).
- Electronic documents and signatures.
- All new CSAs are Umbrella CSAs



# Feedback or Questions

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