

## QUICK FACTS

- Since FY00, Federal Government contract spending has increased from \$200B to \$550B.
- During the same period the Department of Defense (DoD) FY00 to FY09 contract spending increased from \$133B to \$391B with minimal increases in Government Contracting Officer staff.

## EFFECTIVE CONTRACTS MANAGEMENT

- Provides executable contract strategies.
- Supports selection of contract types that incentivize "Win-Win" outcomes.
- Offers clear and concise requirements statements.
- Establishes an effective Contract Data Requirements List (CDRL) for cost, schedule, and performance monitoring.

## INTRODUCTION

The Post 9/11 expansion and scope of Federal Government spending has placed unprecedented demands on Government acquisition and procurement professionals as the Government's need for products and services has increased dramatically. These products and services are increasingly complex in nature and are delivered with a longer anticipated period of performance. Meeting this demand is difficult due to shortages in acquisition and procurement staffs, implementation of new acquisition regulations, limitations on information systems and the volume of contracting actions required.

Contracting success requires a team of experts who can work effectively with Government Program Management Offices (PMOs) to understand program goals and objectives and translate them into executable acquisition strategies and high performance contracts. These experts work through the contract life-cycle including contract strategy formation, Request for Proposal (RFP), source selection, contract performance and close out. Minimizing ambiguity in contract requirements, incorporating flexibility between cost, performance and schedule, creating positive buyer-seller working environments and managing contract performance are critical success factors.



# Client Solution Architects Federal Contracts Management Support Services

## CASE STUDY

### The Challenge

The U.S. DoD has extremely complex acquisition rules and regulations that may inhibit awarding a contract in a timely manner. DoD recently tasked CSA to work within this framework to quickly and successfully award a follow-on antenna contract to support immediate and near term submarine strategic and tactical communications.

### The Approach

CSA worked alongside the client with the common goal of decreasing Procurement Acquisition Lead Time (PALT) in order to meet the Navy's Fleet needs. By using well established client and external stakeholder relationships, along with a crystal clear understanding of the Federal Acquisition Regulation (FAR)/Defense FAR Supplement (DFAR) and DoD 5000 Series of Instructions, CSA's efforts culminated in a timely contract award that supported stringent Fleet needs.

### The Results

CSA was able to beat the contract development to award timeline benchmark by 15%.

# Contracts Management for your business needs

## CSA CONTRACT MANAGEMENT SERVICES

At CSA, we provide professional services to clients to help them develop and manage their contracts to success. Our unique contracts management perspective and experience helps the project/program manager meet contract objectives, goals and milestones. Our staff of Contracts Management experts advises the project/program manager during contract pre-award, solicitation, evaluation, award and post-award. Based on experience both as Government Contracts Specialists and professional services providers, we strategize and implement contracts that assure results.

Our services include:

- Contract strategy formulation and implementation
- Contract type selection (Firm Fixed Price (FFP), Cost Plus Fixed Fee (CPFF), Cost Plus Incentive Fee (CPIF), Cost Plus Award Fee (CPAF)) to deliver best value
- Source selection processes and plans
- CDRLs development, such as the inclusion of Earned Value Management (EVM) data, to ensure successful cost, schedule and performance management and monitoring
- Procurement Request (PR), Statement of Work (SOW), Task Order (TO) development and writing expertise
- Requests for Equitable Adjustments (REAs) constructive changes, and contract closeout

## THE CSA DIFFERENCE

- Depth and breadth of knowledge and experience in the FAR, DFARS, DoD 5000 Series of Instructions and various Agencies Instructions
- Successful past performance, experience and capability delivered to extremely large and complex major systems acquisition programs to simplified acquisition efforts involving both services and supplies
- Currently advising and managing over \$11 billion in Federal Government contracts

## BENEFITS

- Reduction in PALT
- Full FAR/DFARS compliance
- Contracts strategies and execution focused around the DoD 5000 Series of Instructions
- Integrated cost, schedule and performance monitoring

**To learn more about CSA Contracts Management**  
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