

## QUICK FACTS

- Since FY00, Federal Government contract spending has increased from \$200B to \$550B.
- The Department of Defense (DoD) FY00 to FY10 contract spending has doubled to \$535B with minimal increase in Government Contracting Officer staff.
- Current acquisition reforms have increased transparency and contract performance reporting requirements for contracts management professionals.



## EFFECTIVE CONTRACTS MANAGEMENT

- Delivers a well-structured, effective, and comprehensive proposal package in response to Federal Government Requests for Proposals (RFPs).
- Provides management and resolution of issues relating to prompt payment, performance assessments/reviews, and meeting delivery schedules.
- Establishes effective data requirements for cost, schedule, and performance monitoring.

## Client Solution Architects

# Contracts Management Services for Government Contractors

## INTRODUCTION

Federal Government contracts have become more complex and require increased transparency and accountability. Federal Government agencies are enhancing their due diligence of companies supplying services and products to their Government clients in order to better understand and predict their ability to deliver products and services on time, within cost, and of the highest quality. Contract administration requirements are increasing along with reporting and demands for compliance.

A company's ability to become successfully registered in the various Government databases and classify itself as the most appropriate business type so that it maximizes its opportunities to win Government contracts is an essential first step to entering the federal marketplace. The company must then effectively target, propose, win, execute, deliver, and manage its Government contracts to ensure its success during the entire course of performance. This has resulted in the need for small, mid-size, and large companies to partner early and often to understand the technical, programmatic, and contractual requirements for delivering compliant products and services to meet their Government clients' needs.



## CASE STUDY

### The Challenge

Reduce a major Defense Agency's percentage of on-time close-out of delivery orders for complex spare parts from 77.5% to at least 82% as a result of a mandate from Headquarters to comply with current agency contracts goals.

### The Approach

Working with Agency contracts staff, several of their large manufacturers, and DCMA, CSA analyzed and identified the root causes of the delays associated with delivery of the spare parts and resulting order close-out, and recommended a series of process improvements to their contracts administration procedures to enable the Agency to dramatically improve its task order completion metrics.

### The Results

As a direct result of CSA's efforts, the Agency's on-time delivery order close-out percentages increased from 77.5% to their 82% goal within the first five months of performance, with current efforts being focused upon exceeding a 90% rate.

# Confidence and Trust in Contracts Management

## CSA CONTRACTS MANAGEMENT SERVICES

At CSA, we provide services to companies holding or pursuing Federal Government contracts. Our services cover the contracting life-cycle of planning, solicitation, evaluation, award, and post-award. Our team includes former Federal Government Contracts Specialists and contracting industry professionals. We strategize and manage Federal Government contracts and produce results by providing knowledge and understanding in effectively applying current initiatives, policy, statutory, and regulatory requirements. Our services increase Government confidence and enable improved performance assessments. We help support timely invoicing and payment and increase the likelihood of successful contract awards and continuations due to compliant proposals and contract execution.

Our services include:

- Contract management and compliance assessments
- Federal Acquisition Regulation (FAR), Defense Federal Acquisition Regulation Supplement (DFARS), and Government policy review and interpretation
- Completion of Government codes, registrations, and certifications including CCR, ORCA, SBA, and VA
- Short or long-term contract administration services
- Proposal compliance review and protest support
- Requests for Equitable Adjustment (REA) analysis and support
- Constructive changes, claims, and termination settlement proposals
- Contract strategy development including subcontractor management

## THE CSA DIFFERENCE

- Highly experienced Defense Acquisition University trained former Federal Government contracting and/or legal counsel professionals
- Currently advising and managing over \$11B in Federal Government contracts
- Technical knowledge and partnering approach to services

## BENEFITS

- Compliant and thorough proposals meeting RFP requirements
- Reduced contracting issues due to proactive partnering approaches
- Improved flow-down compliance with subcontractors
- Integrated cost, performance and schedule monitoring
- Reduced errors and cycle time for invoicing and payment

To learn more about CSA Contracts Management  
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