



# Commercial Service Agreements (CSAs)

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# What is a Commercial Service Agreement (CSA)?

- CSAs allow NAWCWD to perform work for U.S. commercial customers
- CSA customers pay for all direct and indirect costs associated with their work effort. Unexpended funding is returned once work is completed
- CSA work is conducted in NAWCWD laboratories and on NAWCWD Land and Sea Ranges



# 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



# How Do CSAs Benefit Customers?

- Provides access to specialized services, facilities, and products **not available in private industry** -
  - Labs, chambers, test ranges, equipment
  - Technical expertise
  - Testing and other services
  - Sale of articles
- Cost reimbursable - fees cover direct and indirect costs of work effort
- Flexibility - all, some, or none of the tasking can be completed without penalty



# CSA Performance Considerations

Work effort is

- Beneficial to the Navy/NAWCWD and is in the best interest of the U.S. Government
- Performed on non-interference basis with NAWCWD's military mission
- Cost reimbursable (no firm/fixed pricing)
- Funded in advance (incremental or full)
- Not in competition with private industry



# Non-Competition Considerations

## Commercial sources

- Do not possess required technical capabilities
- Cannot provide required services in a timely manner
- Cannot provide security/safety requirements
- Is a direct competitor
- Do not want the work
- Cannot provide the combination of required integrated products/services



# 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 (cont'd)

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





# CSA Process

- Contact CSA Office - DeAnne Bell, 760-939-0707
- Customer provides description of work effort or SOW
- NAWCWD TPOC creates Task Description and Cost Estimate
- CSA Office develops CSA document package
- Customer receives Cost Estimate package with Terms and Conditions for review and signature



# CSA Process (cont'd)

- Customer provides the signed CSA document, a Statement of Non-Competition, and a Binding Authorization letter
- CSA enters NAWCWD review/signature cycle and is signed and executed
- Customer funds CSA
- Work begins



# What's New?

- Shortened NAWCWD review process
- Electronic wire transfer payment option
- Work with U.S. 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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