



## Civilian Services Acquisition Workshop (CSAW) Overview

### REQUIREMENTS MADE SIMPLE

A facilitated workshop built around a specific acquisition and its multi-functional integrated project team (IPT). The workshop walks the complete team through the performance-based acquisition (PBA) process from beginning to end.

### WORKSHOP PURPOSE

Develop the mission, measurable objectives, requirements, performance standards, and performance-based strategies for the *agency requirement* and a roadmap to complete it.

### CSAW OBJECTIVES

- **Understand and Apply** the Performance-Based Acquisition (PBA) process and the Steps to PBA
- **Utilize** the tools, resources, techniques, innovations and best practices to successfully execute this requirement
- **Collaborate** as a team through facilitated activities to develop draft documentation for this requirement
- **Develop** a high-level roadmap for successful implementation of this performance-based acquisition
- **Gain** consensus on critical decisions and the path ahead



- **Requirement Categories:** *Professional Services, Information Technology, Facilities & Construction, Medical, Transportation & Logistics, Environmental*
- **Now offering these services:**
  - 5-day workshop (for most teams)
  - 4-day condensed workshop
  - 3-day abridged workshop (requires prerequisite of 1.5 hour PBA training)
  - 1.5 hour training session on “Understanding Performance Based Acquisition; *The ABCs of SOWs, PWSs, and SOOs.*”
    - great for agency communities of practice or program/acquisition offices

### Good Fit Customer Requirements

- Preponderance is a **SERVICES** requirement
- Full commitment from Agency Leadership + Contracting Office & Program Office
- Total Lifecycle Value  $\geq$  **\$50M** (or requirement is significantly complex)
  - *Average total lifecycle value of previous requirements is appx. \$100-200M*
- Workshop is **most** effective for acquisition teams that have sufficient lead time (18 months to 2 years)



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### WHAT OUR CUSTOMERS ARE SAYING

*“The CSAW workshop has acted as a forcing function to get the Program Office and the Contracts shop proactively partnering for success in our future acquisitions. We’ve already increased our baseline level of expertise in requirements development and performance based acquisition.” - DOI Participant*

*“This set the stage for some great collaboration going forward. We also have a much better idea of what we have been doing well, what we need to improve on, and the methods we can use to most efficiently achieve the best contract vehicle for [our Agency].” -USMS Participant*

*“[The Facilitators] successfully accomplished the (nearly) impossible: making procurement/acquisition interesting and possibly fun. As a FOIA professional, I have a similarly impossible job, so I understand that it takes people with special skills to do this well!” - EPA Participant*

*“What I liked best was the flow of instruction and how one aspect builds upon the other. I also appreciate having facilitators so the group maintains focus and avoids going off in tangents.” - DOT Participant*

*“ I don't know if I can say enough about how useful this was... As a program person, we tend to know what we want, but not how to get it. I also really valued the feedback on the ARC statements and the added clarity for how to create those in tandem with performance standards and incentives.” - BLS Participant*

*“The Facilitators were very engaging and kept the conversation interactive versus merely reading info to us as other training/workshops tend to do. I enjoyed working with both of them and our team. I was a little hesitant at first about being on camera for the whole virtual class, but I truly believe that it helped to build our team approach and with getting to know each other.” - NASA Participant*

*“I think that having an outside facilitator made it really easy to work together amongst the offices. We were able to speak openly but respectfully and work on things that needed improvement. We also learned a lot of things that we will all be able to take back to our offices and utilize for future requirements.” - EPA Participant*

*“The exercises were very useful. It was tailored to our scope and structure. It was engaging and it took us through applying the concepts to our SOW; putting us well on the way to having a PWS in time for our RFPs. I think the team has cracked the nut on how to effectively give web based video training.” - DOE Participant*

**LEARN MORE:** Click [HERE](#) for a short video on CSAWs

[youtube.com/watch?v=c0BFEEIkfkA](https://www.youtube.com/watch?v=c0BFEEIkfkA)