



Industry CSO Education

Department of Air Force (DAF)
Commercial Solutions Opening (CSO)
Center of Excellence (CoE)

August 2024

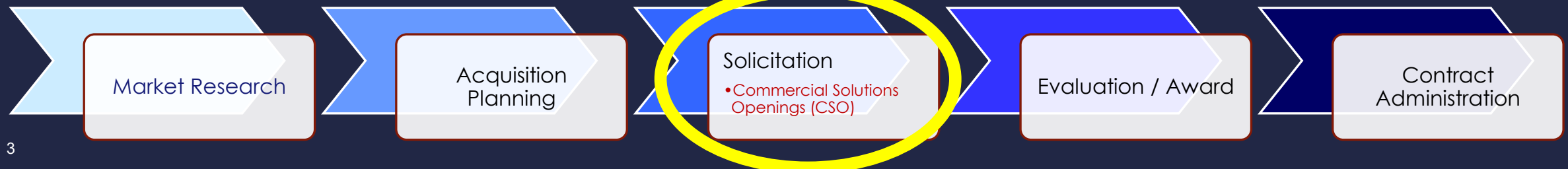
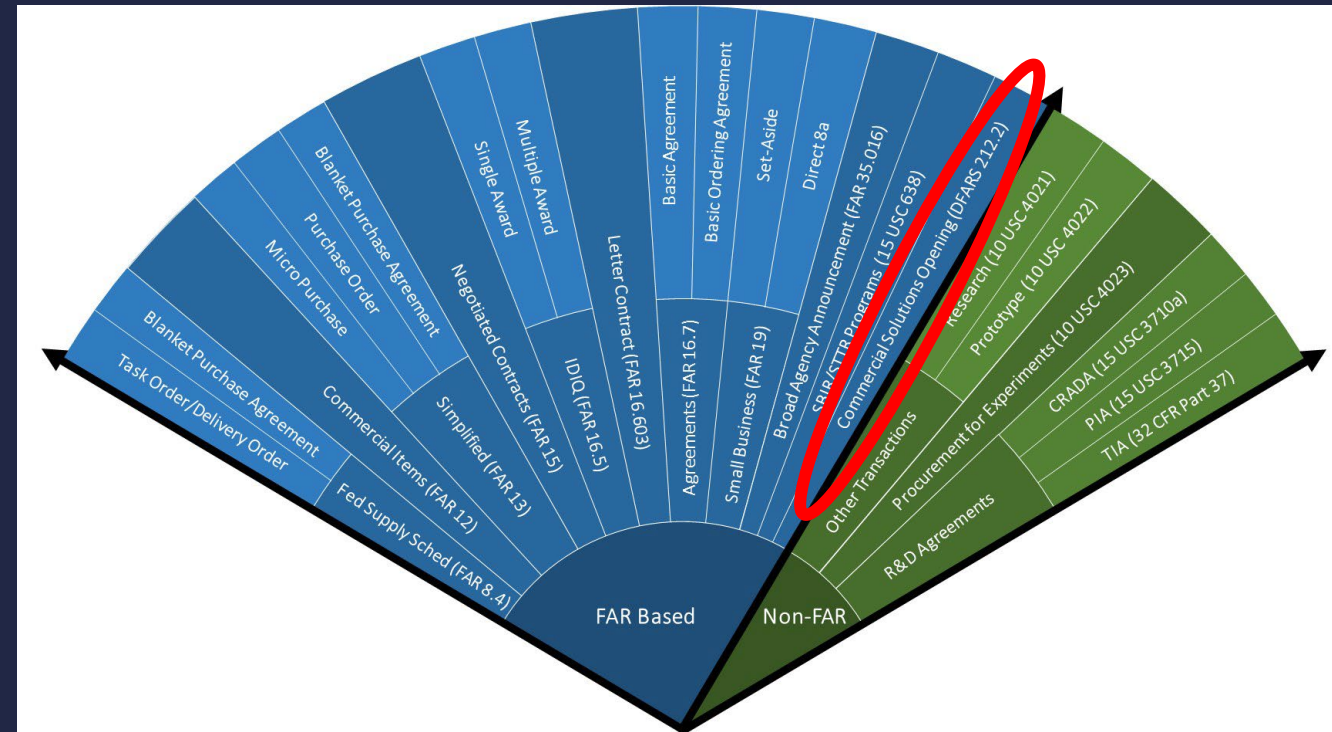


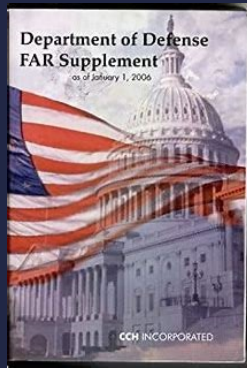
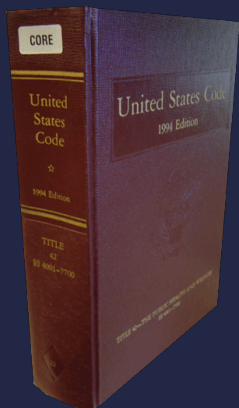
Overview

NOTE: Review the notes beneath each slide for additional commentary on the presented information

- Where do CSOs fall in the Acquisition Process?
- What is a CSO?
- Examples of CSO Usage
- Benefits & Tips for Vendors
- Where to Look for CSO Opportunities
- Traditional vs. CSO Comparison
- Vendor Opportunities: DoD and DAF

Where Do CSOs Fall in the Acquisition Process?





What is a CSO?

FY22 NDAA: Permanent Authority

Codified in 10 U.S.C. 3458

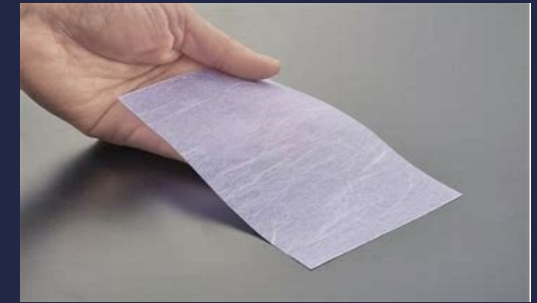
DFARS: 212.70



Competitive Process to
Obtain Solutions or New
Capabilities



Industry proposes
Solutions to Gov Problem
Statements



CSO Process:

Open or Closed

Multiple Phased Approach Uses:

Areas of Interest, White Papers, Leaner
Proposals/Vendor Pitches



- No Commercial Item Determination
- Not Limited to One Type of Funding
- Combined synopsis/solicitation -
separate synopsis is NOT required
- Longer Open Proposal Time



Two Types of Awards:

FAR-Based

Non-FAR Based

Examples of DoD CSO Usage

Small undersea drones

- Increased capability and interoperability
- DIU originally awarded the OT via CSO – Navy awarded 200 unit production follow-on award



Mission Command System/Common Operational Picture

- Contract awarded to a small simulation and training company
- Capability of leveraging a digital ecosystem to fuse data from a variety of sources
- Enhanced and improved global situational awareness for commanders

Hypersonic Systems

- 3 vendors – 2 U.S. Vendors & Australian vendor for a prototype system
- Contract is to develop the airborne testing vehicle capable of operating in a 'representative environment' that can maintain speeds above Mach 5



Benefits & Tips for Vendors

- Benefits:

- Faster time-to-market for your solutions
- Streamlined procurement process
- Increased opportunities for SB and NTDC
- Greater flexibility in contract terms and pricing
- Reduce barriers to entry and help companies expand their customer base into Government sector

- Tips:

- Tailor Solutions to Problem Statement & Evaluation Criteria
- Understand the Rules of Engagement for each stage
- Submit any & ALL questions--identify anything proprietary, confirm lines of communication
- IP & DATA rights
- If needed – ask for additional pages to white pages/solution proposals



CSO CoE Resource: Traditional & CSO Comparison

TRADITIONAL (COMM/NON-COMM)

CSO (COMMERCIAL)



Speed

Can be slow and cumbersome

Speed

Delivery of capability to the warfighter = significantly decrease cycle time



Competition

Follow applicable DoD SS procedures

Competition

Considered competitive – DoD SS Procedures do not apply



Publicity

Must be publicized via Gov Point of Entry

Publicity

Must be publicized via Gov Point of Entry



Commercial Item Determination

If commercial, based on \$ value

Commercial Item Determination

Not required



Proposal Receipt

As specified in the RFP/RFQ

Proposal Receipt

Any time during the opening

Traditional & CSO Comparison



Evaluations

IAW procedures in the RFP/RFQ

Evaluations

Required, but no comparison with other submissions



Funding

Not limited

Funding

Not limited



Approvals

Various, depending on the acquisition

Approvals

>\$100M, SCO approval prior to award

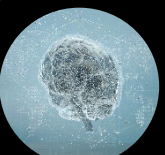


Debrief/Protest

FAR 15.505/15.506/15.507

Debrief/Protest

FAR 15.505/15.506/15.507



Data Rights

Negotiated

Data Rights

Commercial

Traditional & CSO Comparison



Type of Award

FAR-based Award; no restrictions on contract type (FFP, Cost, T&M, etc.)

Type of Award

FAR-based Award or Non-FAR-based Award (e.g. OTP); must be fixed price



Award Results

Results in an award (or multiple if executing a MAC)

Award Results

May not result in any awards; could result in multiple awards



Award Synopsis (FAR 5.2)

Required (with exceptions)

Award Synopsis (FAR 5.2)

Not required



Congressional Notification

\$7.5m (DFARS 205.3)

Congressional Notification

- \$7.5m (DFARS 205.3)
- More than \$100M – notification to the congressional defense committees

AIR FORCE CONTRACTING (SAF/AQC)



MISSION STATEMENT:

COST EFFECTIVELY MODERNIZE TO DELIVER
CAPABILITY TO THE WARFIGHTER WHEN NEEDED

VISION STATEMENT:

MISSION-FOCUSED BUSINESS LEADERS DRIVING
MODERNIZATION, READINESS, LETHALITY



SAF/AQC LEADERSHIP (CLICK IMAGE FOR BIOGRAPHY)



Maj Gen Alice W Treviño
Deputy Assistant Secretary
(Contracting)



Mr Scott R Calisti
Associate, Deputy Assistant Secretary
(Contracting)



CMSgt Bryan C Dubose
Chief Enlisted for Policy

SECAF ON THE GREAT POWER
COMPETITION

VENDOR RESOURCES

DOING BUSINESS WITH THE
GOVERNMENT

DOD OTHER TRANSACTION (OT) GUIDE
US GOVERNMENT SPENDING

DAF HOME PAGE



JOIN OUR TEAM

AIR FORCE CIVILIAN
SERVICE

ACQUISITION CONTRACT AND
MANAGEMENT CAREERS

JOB SEARCHES

USA JOBS

AIR FORCE CIVILIAN SERVICE JOB
SEARCH

ADDITIONAL
INFORMATION

AIR FORCE PERSONNEL CENTER
(AFPC) CAREER MANAGEMENT

EMPLOYEE BENEFITS

CONTRACTING COPPER CAP
INTERNSHIP PROGRAM

CONTRACTING CAREER BROADENING
PROGRAM

CAREER PLANNING GUIDE

ADDITIONAL LINKS

INNOVATION

DOD INNOVATION PATHWAYS

SMALL BUSINESS RESOURCES

ORGANIZATIONAL SITES

US SMALL BUSINESS ADMINISTRATION

DOD OFFICE OF SMALL BUSINESS PROGRAMS

DEPARTMENT OF THE AIR FORCE (DAF) SMALL BUSINESS

SMALL BUSINESS PROGRAMS &
SUPPORT

SBIR/STTR PROGRAM

DEFENSE SBIR/STTR INNOVATION PORTAL

APEX ACCELERATORS (FORMALLY PTACS)

AIR FORCE LABOR LIBRARY

LABOR LAW INFORMATION

DAVIS-BACON DESKTOP GUIDE

DAVIS-BACON ACT (DBA) WAGE DETERMINATIONS

SERVICE CONTRACT ACT (SCA) PRICE ADJUSTMENT GUIDE

SCA WAGE DETERMINATIONS

SCA-DBA FAR TO CFR CROSSWALK 2022

LABOR LAW RESOURCES

LABOR ADVISOR DIRECTORY

NEWSLETTER

VENDOR OPPORTUNITIES

SAM.GOV

DAF SOLICITATIONS ON SAM.GOV

COMMERCIAL SOLUTIONS OPENINGS (CSOS) ON SAM.GOV

GRANT OPPORTUNITIES

GRANTS.GOV

INNOVATION OPPORTUNITIES

AIR FORCE TECH CONNECT

INNOVATION

DOD INNOVATION PATHWAYS

DEFENSE INNOVATION UNIT

AFWERX

SPACEWERX

DAF TECHNOLOGY TRANSFER AND
TRANSITION

DAF ORGANIZATIONAL
SITES

AIR FORCE MATERIEL COMMAND

AIR FORCE INSTALLATION AND
MISSION SUPPORT CENTER (AFIMSC)

AIR FORCE INSTALLATION
CONTRACTING CENTER (AFICC)

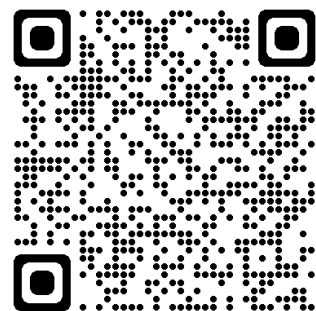
AIR FORCE LIFE CYCLE
MANAGEMENT CENTER (AFLCMC)

AIR FORCE RESEARCH LABORATORY
(AFRL)

AIR FORCE OFFICE OF SCIENTIFIC
RESEARCH (AFOSR)

UNITED STATES SPACE FORCE (USSF)

DAF OFFICE OF COMMERCIAL &
ECONOMIC ANALYSIS (OCEA)

OTHER SERVICES'
CONTRACTING PAGESACCESS TO
INTERNAL DAF
CONTRACTING SITEDAF MEMBER WITH A
CACCAC HOLDER NEEDING
ACCESS TO DAF SITES

Air Force Contracting - Dept Air Force

Vendor Opportunities: Commercial Solutions Openings (CSOs)

• CSO Industry Resources:

CSO Industry Education Training,
CSO Overview Infographic,
DoD CSO Opportunities

- [Active DAF CSOs on Sam.gov](#)
- [AFWERX Challenge CSOs](#)
- [DoD CSO Opportunities Shareable Document](#)