

PROTECT COMMERCIAL



Commercial Product Assurance (CPA) (Pilot) Commercial Guidance

The information provided is guidance and provides the potential vendors insight into CESG's thinking around the commercial elements of the CPA (pilot) process.

The commercial and contractual considerations for CPA (pilot) are:

- Each vendor whose product is selected for the pilot will be asked to sign up to a CESG sales contract.
 - CESG believes that this is the most effective method to allow vendors to join the pilot at this time. Potential vendors will be selected as a result of the technical information provided to CESG.
- The vendor will be asked to share relevant and appropriate IPR with the test lab(s) and CESG. Licensing between the parties shall control this information.
 - Commercially sensitive data will only be seen by CESG, however vendors should be prepared to work with the labs to ensure that effective commercial testing can take place.
- The vendor will be expected to provide feedback to CESG on their experience of the process.
 - During the pilot phase CESG will be requesting informal feedback from all stakeholders to effectively monitor the new process. Once the pilot has completed CESG will require the completion of a formal questionnaire to identify areas of improvement.
- The vendor will incur a charge in the region of £20,000 for the service.
 - Upon completion of the pilot, a product that has successfully passed the testing requirements will be awarded an interim statement that will be converted to a CPA certificate when the new scheme is fully operational.
 - At this time it is not clear what the 'average' cost to a vendor will be when entering a product into CPA.
 - Based on previous experience CESG request a fee of £20000 for each product entering the pilot. This fee will cover all aspects of the product evaluation. If the lab costs exceed this amount CESG will pay the excess.

This information is provided without commitment may be subject to change.

For more information, please contact iacs@cesg.gsi.gov.uk