

Power Efficiency Revolution For Embedded Computing Technologies (PERFECT)

General Overview of the BAA Process

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DARPA-BAA-12-24
Proposers Day
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Industry Day Disclaimer

- **Plenty of good information is made available to potential proposers to help clarify program goals/objectives and proposal preparation instructions (those things that will be stipulated in the BAA).**

- **However:**
 - Only the information/instructions in the BAA counts.
 - Proposals will only be evaluated in accordance with the instructions provided in the BAA.
 - Any response provided by the Government in the FAQ that's different than what is provided in the BAA will be effected by an amendment to the BAA.
 - Such responses will make note of an impending BAA amendment.

Only a duly authorized Contracting Officer may obligate the Government.



BAA Process

- The BAA, and any amendments thereto, is posted on FedBizOpps at www.fbo.gov and Grants.gov.
- Solicitation has been released utilizing BAA procedures in accordance with FAR 35.016.
- **BAA will allow for a variety of technical solutions and award instrument types.**
 - No grant applications will be accepted. Every other award instrument type is acceptable.
- **Proposal evaluations will be accomplished through a scientific review process using the evaluation criteria stated in the BAA.**
 - proposal are evaluated against the evaluation criteria, not against one another
 - evaluation criteria are listed in descending order of importance
 - Selections will be made to proposers whose proposals are determined to be most advantageous to the Government, all factors considered, including potential contributions to research program and availability of funding for the effort.
- **BAA includes an abstract phase (due date: 23 February 2012).**
- **Following the proposal preparation instructions assists the evaluation team to clearly understand what is being proposed and supports a timely negotiation.**



BAA Process

- **No common Statement of Work – Proposals are evaluated on individual merit and relevance as it relates to the stated research goals/objectives rather than against each other.**
- **Government reserves the right to select for award all, some, or none of the proposals received and to award without discussions.**
 - **Can also select only a portion of a proposal.**
- **Multiple awards are anticipated.**
- **No portion of the BAA will be set aside for Historically Black Colleges and Universities (HBCUs), Small Businesses, Small Disadvantaged Businesses and Minority Institutions (MIs) and no preferences apply.**



Eligibility Issues

- All interested/qualified sources may respond subject to the parameters outlined in BAA.
- Foreign participants/resources may participate to the extent allowed by applicable Security Regulations, Export Control Laws, Non-Disclosure Agreements, etc. **(No classified efforts are anticipated).**
- FFRDCs and Government entities are subject to applicable direct competition limitations and cannot propose to a DARPA BAA in any capacity, unless they clearly demonstrate the work is NOT otherwise available from the private sector AND provide **written documentation** citing the specific statutory authority establishing eligibility to propose to Government solicitations **and letter from Government Sponsor.**
- **Organizational Conflicts of Interest.**
 - Proposal must identify OCI's and discuss mitigation for each (SETA vs Tech Performer).
 - **Failure to provide required OCI affirmation may result in proposal rejection without technical evaluation or further consideration for award.**
- **Fundamental Research is permitted (Cooperative Agreements Only)**



Technical Areas of Interest & Program Structure

- **The single program metric: 75 GFLOPS/w (measured at the system)**
 - All intermediate objectives/metrics are defined by the proposers.
- **BAA includes 6 Program Elements**
(Architecture, Concurrency, Resilience, Locality, Algorithms and Simulation)
 - Program Elements are not independent - a single research effort may interest multiple elements
 - Logically separable efforts should be proposed separately (proposal page restrictions are based on this premise)
- **BAA includes 3 Program Phases**
 - Proposers may propose for all 3 phases
 - Proposers may propose for a subset of the 3 phases, as appropriate, to develop the proposed technology
 - Phase 1 is 18 months, Phase 2 is 18 months, Phase 3 is 30 months: these are notional, propose a detailed schedule that conforms to your technical approach (but, support it)
 - Performance will be repeatedly evaluated throughout the program – funding will be directed/re-directed accordingly (No guarantee of continued funding)



Abstract Submission

- **Strongly Encouraged** - Abstracts are intended to minimize unnecessary proposal preparation and review.
- **Abstracts are due 4:00 PM (Eastern Time), 23 February 2012.**
- **Late abstracts may not be reviewed.**
- You will receive an encourage/discourage letter after review of the abstract.
 - Those being discouraged from submitting a full proposal will be given general feedback regarding this recommendation.
 - General suggestions or reminders of BAA proposal preparation instructions may also be provided (keeping in mind only what is in the BAA counts when it comes to proposal evaluations).
- You are not prohibited from submitting a full proposal even if:
 - You chose not to submit an abstract
 - You received a discourage letter



Proposal Submission

- Proposals for Contracts and OTs **must** be submitted via TFIMS.
 - Proposals for Assistance Instruments (Cooperative Agreements Only) **must** be submitted via grants.gov or in hardcopy (mail).
 - Proposals are due 4:00 PM (Eastern Time), 16 April 2012.
 - Proposals received after the due date/time **will not** be reviewed.
 - It is the proposer's responsibility to submit on time – don't wait until the afternoon of the due date to submit electronically, especially when submitting to grants.gov.
 - Recommend submitting at least 48 hours prior to due date if using grants.gov.
 - At least one PI ignores this recommendation every time – DON'T BE THAT PI.
- **Late is Late!**



Proposal Preparation (Technical Proposal)

- **Detailed proposals must provide responses to the following (pages):**

- Innovative claims for proposed research (5)
- Metrics (3)
- Technical approach (8)
- Risks (2)
- Technology Transfer (4)
- Proprietary Claims (N/A)
- Other/related Research (2)
- Management Plan (6)
- Capabilities (3)
- Statement of Work (5)
- Cost Summary (4)
- Bibliography (N/A)

- **Innovative Claims, Technical Approach & Metrics**

- Centerpiece of the proposal.
- Sufficient technical detail must be provided in order to permit complete evaluation of the proposed solution/technology and to assess its feasibility:
 - Detail what you propose to do and how you propose to do it (technically speaking).
 - Identify what's new about your proposed approach.
 - Describe specific and significant DoD-related impacts and benefits.
 - Enumerate a clear set of metrics (intermediate and final) and assessment parameters associated with demonstrable quantitative measures of performance.
 - “Values for the metrics should be given that are anticipated at the program’s conclusion and at intermediate milestones (to include exit criteria for each phase).”



Proposal Preparation (Technical Proposal)

- **Risks.**

- Discuss major risk elements.
- Estimate the risk magnitude for each major risk element.
- Describe mitigation plans for each major risk element.

- **Statement of Work (SOW)**

- Must be organized by technical area.
- Must not include proprietary information.
- Must include all of the information stipulated in the BAA prop prep instructions (6 bullets).
- No need to separate out tasks based on which team member is performing them – they are all the prime's responsibility from a contractual standpoint.

➤ **Preparing the SOW as called for in the BAA will support cost realism assessment & save time during negotiations.**



Proposal Preparation (Technical Proposal)

● Tech Transfer.

- Describe expected technology transfer paths.
- Describe and quantify, if possible, the impact that the proposed technologies will have on design, development, procurement, testing, and sustainability and upgradability of DoD systems.
- Address mitigation of life-cycle and sustainment risks associated with transitioning intellectual property for U.S. military applications, if applicable.

● Management Plan

- Include a comprehensive timeline/schedule.
- Cover prime and all subcontractors/team members.
- Described the programmatic relationships among the team members.
- Identify the allocation of task responsibilities to each team member and provide rationale for assigning tasks to each team member (unique capabilities).
- Identify the key personnel for all team members & their time allocation.



Proposal Preparation (Technical Proposal)

- **Capabilities (for each team member)**
 - Previous relevant accomplishments.
 - On-going work in closely related research areas.
 - Description of facilities and major equipment available to support the proposed effort.

- **Other items as stipulated in the BAA**
 - Comparison of proposed effort to other ongoing research (advantages/disadvantages).
 - Cost Summary.
 - Proprietary Claims/Data Rights Certification.
 - Bibliography.

- **TIP: Keep an eye out in the technical sections of the BAA for proposal preparation requirements (sometimes the finer details are found here).**



Proposal Preparation (Cost Proposal)

● Cost Prop

- Those seeking a FAR-based contract must provide all of the requested **cost/pricing information** (build-ups by phase, task and month, priced bill-of-material, BOE's, etc.)
- Strongly encouraged to provide **cost build-ups using MS Excel with editable cells** that include all formulas (this will reduce the time needed to negotiate resulting award)
- FFRDCs must follow the proposal preparation instructions
- Universities seeking an assistant instrument are strongly encouraged to follow the proposal preparation instructions applicable to FAR-based awards to the maximum extent possible (ensures the reviewers fully understand your proposal)

● Subcontracting Issues

- LARGE BUSINESSES: Subcontracting Plans required for contracts with subcontracting possibilities expected to exceed \$650,000
- Subcontractor cost - Proposals **must include**, at a minimum, a non-proprietary, **subcontractor proposal** for EACH subcontractor (**this is the prime's responsibility**)
- If utilizing FFRDC or Government entity, **submit the required eligibility information** (**this is the primes responsibility**)



Proposal Preparation (Misc.)

- Recommend that proposals remain valid for a minimum of **120 days**.
 - Expected award date (for pricing purposes): **15 August 2012**.
 - Other Transactions Agreements – NOTE: All offerors requesting an Other Transaction Agreement (OTA) must include a detailed list of payable milestones. Each milestone must include the following: milestone description, completion criteria, due date, payment/funding schedule (to include, if cost share is proposed/required, contractor and Government share amounts).
 - Most applicable OTA for this BAA is a Technology Investment Agreement (TIA) due to the dual-use implications of the resulting technology.
- Proposers are cautioned that evaluation ratings may be lowered and/or proposals rejected if proposal submittal or preparation instructions are not followed.



Intellectual Property

- **Government desires **Unlimited Rights** to data and/or software deliverables.**

If necessary to deliver any items with less than Unlimited Rights...

- **Assert rights to all technical data & computer software generated, developed, and/or delivered to which the Government will receive less than Unlimited Rights.**
 - Break out the assertions in a separate table (**Data Rights Cert**) which will be included as an attachment to any resultant contract
 - Provide and justify basis of assertions in the prescribed format (See DARPA-BAA-11-08 Section VIII).
 - **Explain how the Government will be able to reach its program goals (including transition)**
 - Provide possible nonproprietary alternatives in any areas that might present transition difficulties or increased risk or cost to the Government under the proposed proprietary solution.
- **The above Data Rights Cert includes prime and sub info, as applicable.**
- **This information is assessed during evaluations (i.e., barriers to transition).**



Award Instruments

- Types of instruments that may be awarded:
 - Procurement Contracts (FAR & DFARS)
 - Cooperative Agreements (DoDGARs)
 - Other Transaction Agreements (DoDGARs/Part 37)
 - Technology Investment Agreements (TIAs)
- 6.2 funding will be made available for the program
 - No program funding/budget estimate will be provided in the BAA.
 - Publication approvals/restrictions will not be required for University performers (prime or sub).
 - Publication approvals/restrictions will be required for all other performers (prime and sub).



BAA Process: Communications

- **Prior to Receipt of Proposals – No restrictions, however Gov't (PM/PCO) shall not dictate solutions or transfer technology.**
- **After Receipt of Proposals – Prior to Selection: Government (PM/PCO) may communicate with offerors in order to understand the meaning of some aspect of the proposal that is not clear or to obtain confirmation or substantiation of a proposed approach, solution, or cost estimate.**
- **After Selection/Prior to Award: Government (PCO) may clarify aspects of the proposal and/or may conduct negotiations. Government (PM/COR/PCO) may clarify the Statement of Work or, in cases where only portions of the proposal are accepted, may discuss reductions to the scope to match the selected effort.**
- **Informal feedback for non selected proposals may be provided once the selection(s) are made.**



BAA Process: Questions

- Questions must be submitted in writing to DARPA-BAA-12-24@darpa.mil by 9 April 2012.
 - Avoid including proprietary/sensitive information.
- Please review the online FAQ, as it will continue to be updated until the BAA closing date.

Questions?