

DARPA BAA PROCESS

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TRADES Proposers Day

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- **READ THE BAA**
- DRAFTING THE BAA
 - Words are Meaningful
 - Must and Shall
 - May
- Technical vs Administrative
 - Technical Leads to "Selectable"
 - Administrative Leads to Contract Award
 - Cost Proposal
 - IP Assertions



BAA PROCESS

- PROPOSAL PREPARATION/SUBMISSION
 - Instructions are detailed in the BAA (**Follow closely**)
 - **ALL** questions to TRADES@darpa.mil
 - FAQ (including today's) available on the Program website (**Read Regularly**)
 - Funding instruments = procurement contracts, other transactions, and, cooperative agreements
- Assert rights to **all** technical data & computer software generated, developed, and/or delivered to which the Government will receive less than Unlimited Rights
 - Assertions that apply to Prime and Subs
 - Use defined "Basis of Assertion" and "Rights Category"
 - **Justify** "Basis of Assertion"
- If you don't justify your proposed costs, we can't justify awarding you a contract.



BAA PROCESS

- EVALUATION/AWARD
 - Read Evaluation Criteria Carefully
 - Government reserves the right to select for award all, some, or none of the proposals received.
 - Government anticipates making multiple awards
 - No common Statement of Work - Proposals evaluated on individual merit and relevance as it relates to the stated research goals/objectives rather than against each other
 - Only a duly authorized Contracting Officer (KO) may obligate the Government