24Q: Regarding Section 4.2 “Organizational Conflicts of Interest”, can you define what you consider an “organization”? Would a University as a whole be considered the organization, or would the individual lab be considered as the organization?

24A: The university as a whole would be considered the organization. DARPA-PA-18-01 states, "as part of the proposal submission, all members of the proposed team (including any potential subawardees or consultants) must affirm whether they (their organizations and individual team members) are providing SETA or similar support to any DARPA office(s) through an active award or subaward. All facts relevant to the existence or potential existence of Organizational Conflicts of Interest (OCIs) must be disclosed."

23Q: What is the appropriate length of the Technical and Management Volume?

23A: Per the Disruptioneering Proposal Template Volume 1 (provided as an attachment to DARPA-PA-18-01), Technical and Management Volumes in response to a Disruption Opportunity shall not exceed a maximum of 8 pages. Please carefully review the Attachment for a complete list of requirements, and note that use of the template is mandatory for proposals submitted in response a Disruption Opportunity.

22Q: What is the definition of a nontraditional defense contractor?

22A: Per the Disruptioneering Program Announcement DARPA-PA-18-01: “As defined by 10 U.S.C. § 2302(9), a nontraditional defense contractor, with respect to a procurement or with respect to a transaction authorized under section 2371b of this title, means an entity that is not currently performing and has not performed, for at least the one-year period preceding the solicitation of sources by the Department of Defense for the procurement or transaction, any contract or subcontract for the Department of Defense that is subject to full coverage under the cost accounting standards prescribed pursuant to section 1502 of title 41 and the regulations implementing such section.” In accordance with 48 CFR 9903.201-2 - Types of CAS coverage, full coverage under cost accounting standards applies to contractor business units that—

1. Receive a single CAS-covered contract award of $50 million or more; or
2. Received $50 million or more in net CAS-covered awards during its preceding cost accounting period.

21Q: How should proposals be submitted?

21A: As detailed in Section 5 of the Disruptioneering Program Announcement DARPA-PA-18-01, responses shall be submitted through one of the following methods: (1) electronic upload to https://baa.darpa.mil/ (DARPA-preferred); or (2) direct mail/hand-carry. Proposers must submit all parts of their submission package using the same method.

20Q: The effective start date listed in the DO SN would conflict with my new job start date. Is it possible for me to apply now, and postpone the start date of the award until after the start date of my new job, if my application is selected?

20A: Disruptioneering Opportunities have aggressive schedules that will require the period of performance of all performers to align. For this reason, requests to delay the start of work for
individual performers cannot be accommodated. Further, a proposal selected for award will be made to the proposing organization.

19Q: The cost volume and price summary spreadsheet templates only include direct costs, such as direct labor, materials and equipment, travel, and ODCs. Are we supposed to include typical indirect costs in our proposal, such as fringe, overhead, and fee? If so, are there updated templates that include indirect cost elements? If not, is there some other way we should include those costs, such as using our fully burdened labor rates as our direct labor rates?

19A: Proposers may provide additional cost or pricing data to support their proposed price. The Government expects proposing organizations may include indirect costs and profit as part of their price for their Phase I and Phase II proposal submission. The Government anticipates that the indirect costs and profit, if proposed, would be added to the direct labor rates and other direct costs in accordance with an organization’s accounting and estimating practices. For example, the direct labor rates proposed in the Price Summary Spreadsheet may include, or be burdened with, fringe, overhead, G&A and profit, when appropriate.

18Q: Is DARPA facilitating teaming?

18A: DARPA is not facilitating the formation of teams for Disruptioneering Opportunities. Teaming is at the discretion of the proposer and encouraged if necessary to the proposed work. Please carefully review the stated objectives and goals of the program. Specific content, communications, networking, and team formation are the sole responsibility of the participants.

17Q: Is my topic of interest?

17A: If you believe your research is within the scope of one of the active Disruption Opportunity (DO) Special Notice (SNs), you are encouraged to submit a proposal. Please carefully read the DO Special Notice for information on the research project objectives and scope of the opportunity. If you have a specific technical question that can be shared publicly via the FAQ, please submit it to the email address identified in the DO Special Notice to which you are applying.

16Q: How many awards are anticipated?

16A: As stated in DARPA-PA-18-01, “Multiple awards are anticipated. The amount of resources made available under each DO SN issued under DARPA-PA-18-01 will depend on the quality of the proposals received and the availability of funds.”

15Q: Would it be acceptable to submit a proposal with costs significantly under the ceiling of $1M?

15A: Proposers must provide a technical and programmatic strategy that conforms to the entire DO SN program schedule and presents an aggressive plan to fully address all the DO SN program goals, metrics, milestones and deliverables. Projects with costs under the ceiling that are able to meet this requirement will be considered.

14Q: Where should profit be included, in the price summary and/or price volume?

14A: The Government anticipates that the indirect costs and profit, if proposed, would be added to the direct labor rates and other direct costs in accordance with an organization’s accounting and estimating practices. For example, the direct labor rates proposed in the Price Summary Spreadsheet may include, or be burdened with, fringe, overhead, G&A and profit, when appropriate.
13Q: Are labor category descriptions required for submission? If yes, how should this information be submitted?
   13A: Yes. Labor category descriptions should be provided in the Volume 2: Price Volume.

12Q: If there is no 1/3 proposer cost share, is the Total Price amount entered into the "Government Share" cells, or in the "Recipient Share" cells?
   12A: Government Share.

11Q: Please confirm Direct Labor rates should be fully burdened (loaded), to include G&A and overhead.
   11A: Direct Labor rates may be fully burdened (loaded) to include applicable indirect costs, such as G&A and overhead.

10Q: Is 1/3 cost share a requirement if significant participation is performed by a Small Business? If the answer is no, does 1/3 cost share need to be addressed in the price proposal for compliance?
   10A: Cost share is not required if a small business is participating to a significant extent in the proposed research effort. Proposers must provide the responses required in the Volume 2: Price Volume Template under paragraph 9 and any supporting documentation to verify that an organization is a small business.

9Q: Does registration in SAM as a Small Business suffice for documentation for a Small Business entity? If no, please provide examples for small business documentation.
   9A: Yes. Proposers should ensure that they are registered in SAM under NAICS Code: 541715; Small Business Size: 1500. This is the assigned NAICS for DARPA-PA-18-01.

8Q: In the context of Volume 3, Item #4, "Novelty of Proposed Work," does "proposed work" refer to the complete solution? What if a partial/or portion of the solution has been proposed?
   8A: If any part of the proposed work has been submitted to any other Government solicitation, it should be documented in item #4. All proposals must address all of Research Project Objectives identified in the Special Notice. Proposals that fail to address all of the objectives may not be considered for funding.

7Q: As currently written, Appendix A restricts a nonprofit university from applying to the PA as lead institution unless it provides at least one third of total cost (Appendix A condition (C)). NDAA of 2018 expands the use of OTs for projects that involve nonprofit research institutions by inserting "or nonprofit research institution" after "defense contractor". Will DARPA revise PA-18-01 Appendix A condition (A) to include the above amendment? Do nonprofit universities need to provide 1/3 cost share?
   7A: This is correct. Under the National Defense Authorization Act for Fiscal Year 2018, an amendment to Section 2371b(d)(1)(A) of title 10, United States Code, inserted "or nonprofit research institution" after "defense contractor". As a result of this amendment, nonprofit research institutions, which include nonprofit universities, are not required to provide one third cost share in order to be awarded an Other Transaction for prototype project agreement under 2371b. Additionally, organizations that team with a nontraditional defense contractor or nonprofit research institution may not be required to provide one third cost share if the nontraditional defense contractor or nonprofit research institution is participating to a significant extent in the proposed research project.
6Q: If we can meet a milestone prior to the month indicator in the DO Special Notice should we include within our proposal the actual planned completion month and associated payment amount?
   6A: Yes, proposers may suggest changes to the anticipated milestone schedule. Ultimately, the final milestone plan will be subject to DARPA review and approval and finalized during negotiations.

5Q: If a 1/3 cost-share is required, are the total award values provided in the DO Special Notice inclusive or exclusive of the 1/3 cost-share?
   5A: Total awards will not exceed $1,000,000. This includes Government funding and performer cost share (if required).

4Q: May a grant, cooperative agreement, or procurement contract award be requested in response to DARPA-PA-18-01?
   4A: No, all awards made as a result of a Disruption Opportunity Special Notice issued under DARPA-PA-18-01 will be Other Transactions (OTs) for prototype projects awarded under the authority of 10 U.S.C. § 2371b.

3Q: Are foreign individuals/organizations eligible to propose to DARPA-PA-18-01?
   3A: Yes, as stated in DARPA-PA-18-01, all responsible sources capable of satisfying the Government's needs may submit a proposal that shall be considered by DARPA. Proposers must meet the eligibility criteria in both DARPA-PA-18-01 (Section 4) and the Disruption Opportunity Special Notice to which they are applying. Per DARPA-PA-18-01, “non-U.S. organizations and/or individuals may participate to the extent that such participants comply with any necessary nondisclosure agreements, security regulations, export control laws, and other governing statutes applicable under the circumstances.” However, the Disruption Opportunity Special Notice to which you are applying may detail additional eligibility requirements limiting foreign participation.

2Q: Is a university eligible to apply to DARPA-PA-18-01?
   2A: Yes, universities are eligible to submit a proposal in response to the Disruption Opportunity special notices issued under DARPA-PA-18-01. Proposers must meet the eligibility criteria in both DARPA-PA-18-01 (Section 4) and the Disruption Opportunity Special Notice to which they are applying. Per DARPA-PA-18-01, “all responsible sources capable of satisfying the Government's needs may submit a proposal that shall be considered by DARPA.” However, the Disruption Opportunity Special Notice to which you are applying may detail additional eligibility requirements limiting university participation.

1Q: Which parts of the submission process may take from one business day to one month to complete?
1A: Some parts of the submission process may take from one business day to one month to complete. For example, requesting a DUNS number may take at least 1 business day. Requesting a TIN may take from 1 business day to 1 month depending on the method (online, fax, mail). New registrations in SAM can take an average of 7-10 business days to process. In addition, DARPA discourages waiting until the day proposals are due to request an account and/or upload their proposal submission via the DARPA Submission website https://baa.darpa.mil. Please carefully review DARPA-PA-18-01 for additional information on submission requirements and instructions.