

PROSE

MTO – Dr. John Hoffman

Cameron Dann
Program Security Representative
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Cameron.Dann.ctr@darpa.mil

30 June 2025





DARPA Conference Center Badges

- DCC badges (white or red) will grant you access to the breakout conference rooms, lobby areas, café, and restrooms on the 1st Floor only.
- Foreign National (green) badges require an escort.
- Badges must be clearly displayed at all times.
- If leaving the building during breaks, please conceal your badges. If done for the day, please return your badge to a registration staff member.
- **ALL ATTENDEES MUST RETURN THEIR BADGES BEFORE LEAVING AT THE END OF EACH DAY.**



CONTROLLED UNCLASSIFIED INFORMATION (CUI)

There should be no classified discussions in the DCC.

Electronic devices are permitted at this time, however photography, video, and audio recordings in the DCC are authorized by DARPA Staff ONLY.



Classification Level

- PROSE is a **(CUI)** level program. This meeting today will remain at the Unclassified level.
- There should be no classified notes from today's unclassified discussion. In the event that there are any, all classified notes should be collected by Security at the end of the meeting and sent to your company.
- If you do not know your classified mailing address please be sure to list a security POC so we can make the proper arrangements.

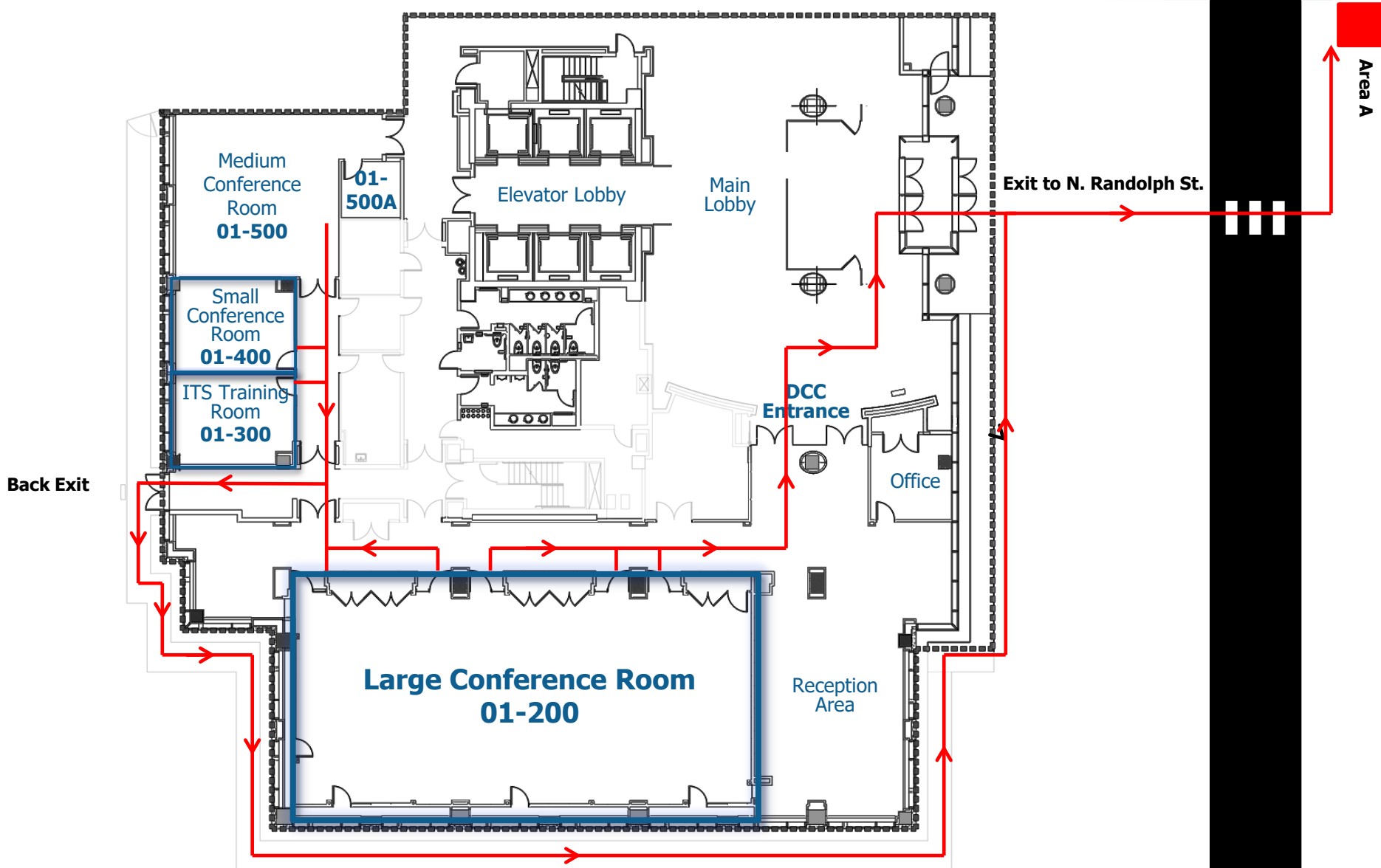


Evacuation Procedures

- Immediately walk, do not run, to the nearest of the two exit routes out of the DCC.
- Exit the building through the front or back exits as shown on the upcoming map. Proceed out of the building to cross walk directly in front of building. Cross N. Randolph Street and walk south (to your left) to the sidewalk area "A" at the corner of N. Randolph and Glebe Road.
- Remain in waiting area until the "all clear" notification is announced. You may then return to the DCC.



Emergency Exit Routes





Area A



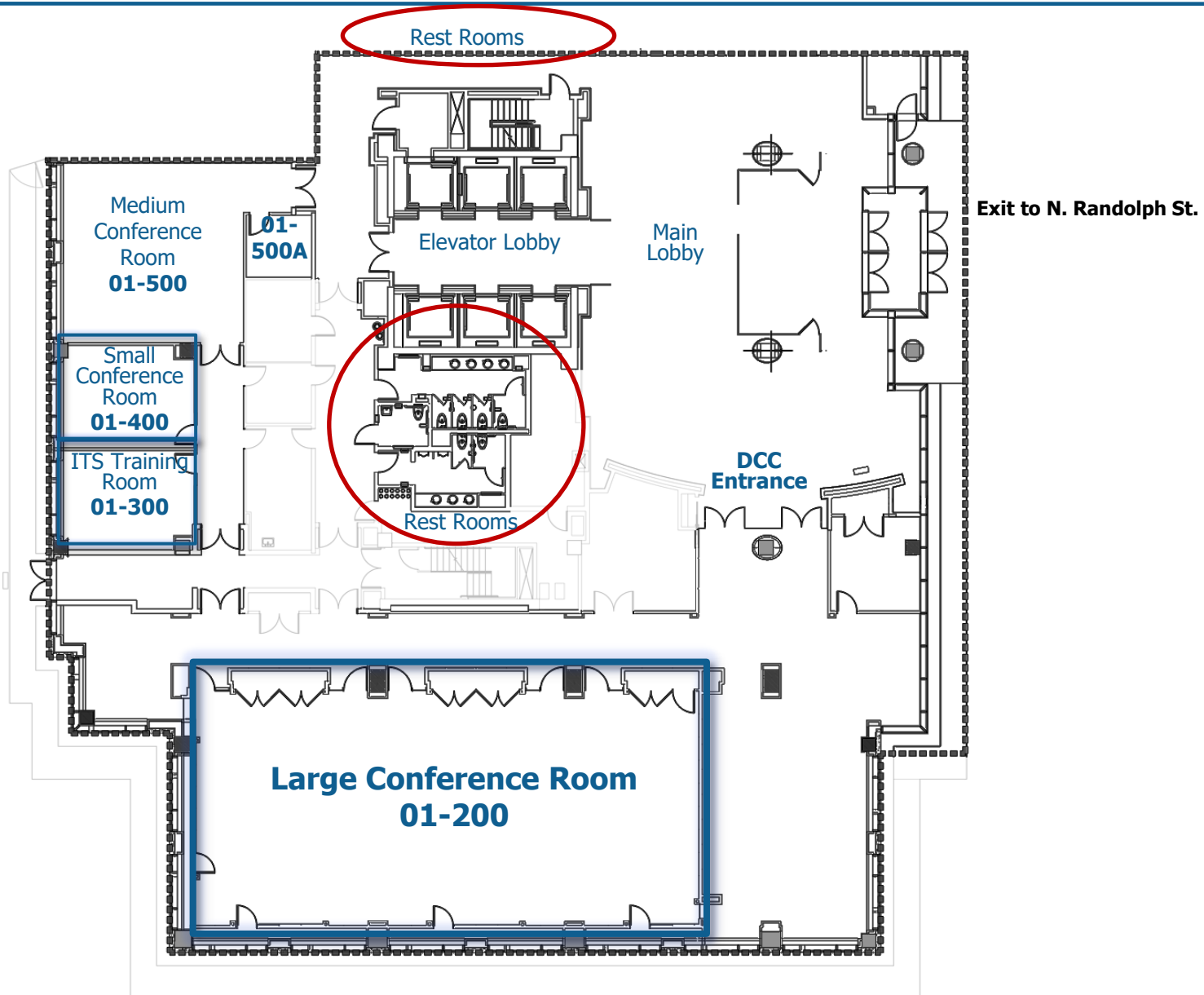


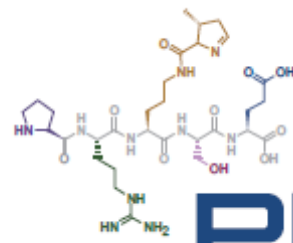
Emergency Lockdown Procedures

- Remain calm, do not panic.
- Proceed to the nearest closable room (e.g. office, bathroom, conference room) and assist others who need help. Once in the room, immediately shut, lock and barricade the door.
- Turn cell phones to vibrate.
- Remain quiet and out of sight. Stay away from the door.
- If you see the shooter or hear gunfire, take action immediately! Run, hide, or as a last resort, fight.
- Do not peek out of your room – wait for the police.
- Stay in the locked room and wait for further instructions or until the “all clear” notification is announced.



Rest Rooms

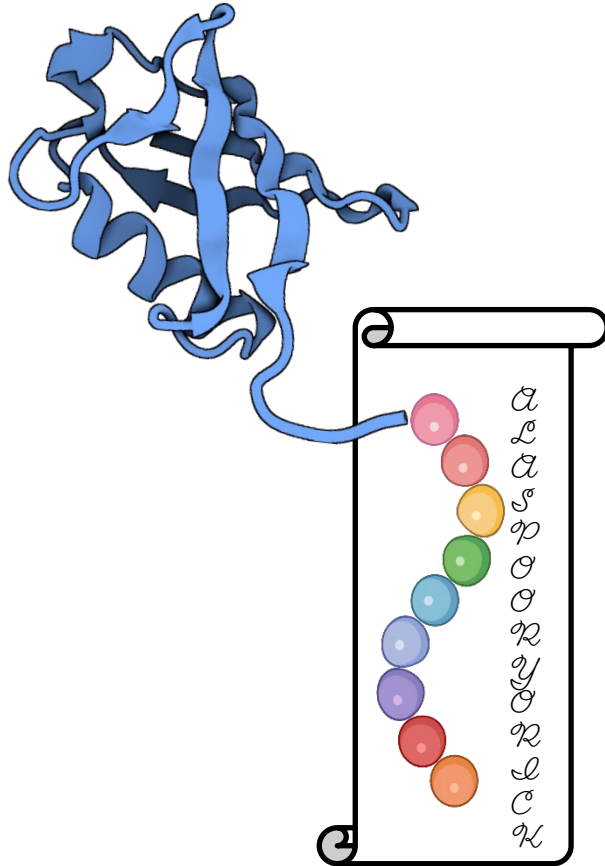




PROSE

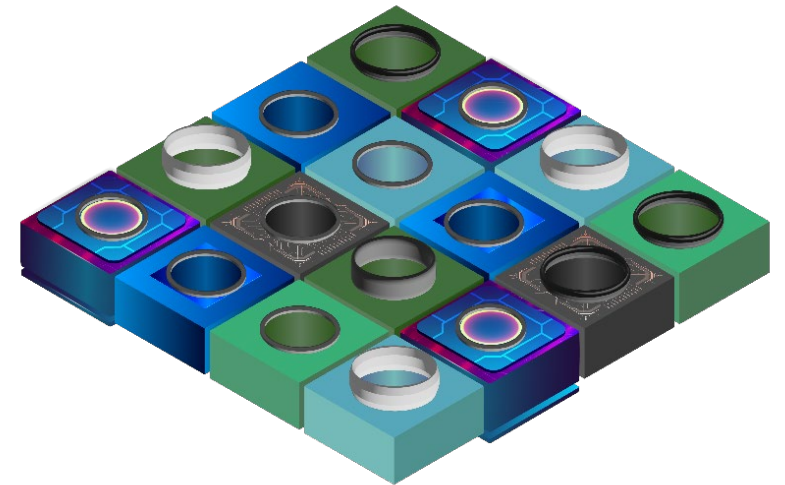
PROtein SEquencing

John M. Hoffman, Ph.D.
Program Manager, DARPA MTO



Industry Day

June 30, 2025





PROSE Industry Day Goals



1. To introduce the science and technology community (industry, academia, and government) to the PROSE program vision and goals;
2. To facilitate interaction between researchers with capabilities and interests relevant to the PROSE program goals;
3. To encourage and promote teaming arrangements among organizations that have the relevant expertise, research facilities, and capabilities for executing research and development responsive to the PROSE program goals;
4. To discuss approaches to IP and data rights to facilitate both:
 - a) successful technology commercialization and
 - b) long term government access to PROSE technologies;
5. To collect questions during the event that DARPA may answer and make available in a Frequently Asked Questions (FAQ) document maintained at <https://www.darpa.mil/work-with-us>; and

Questions: **PROSE@darpa.mil**



Agenda



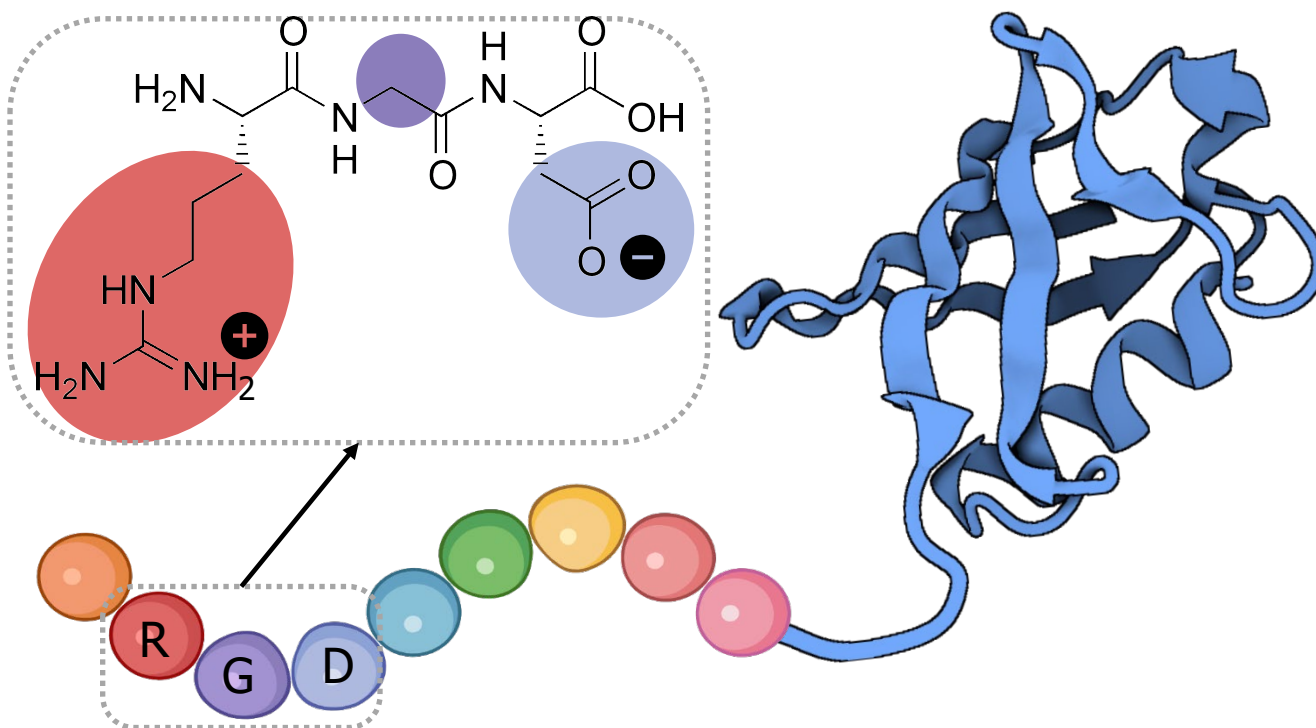
PROSE Industry Day Monday, June 30, 2025 DARPA Conference Center, Arlington, VA

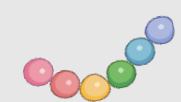
<i>Start</i>	<i>End</i>	<i>Time</i>	<i>Sessions</i>	<i>Speaker</i>
8:45 AM	9:30 AM	45	Check In	All
9:30 AM	9:35 AM	5	Security Overview	Cameron Dann
9:35 AM	10:15 AM	40	Welcome, Introductions & Program Overview	John M. Hoffman
10:15 AM	10:20 AM	5	Introduction to MTO	Whitney Mason
10:20 AM	10:25 AM	5	Break	
10:25 AM	10:45 AM	20	Program Security	Cameron Dann
10:45 AM	11:05 AM	20	Contracting Strategy	Natalie Kent
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12:20 PM	1:30 PM	70	Break - Lunch on your own	DCC room flip/put up posters
1:30 PM	1:35 PM	5	DARPA BTO NODES Introduction	Abhishek Singharoy
1:35 PM	1:50 PM	15	Questions and Answers	John M. Hoffman
1:50 PM	1:55 PM	5	Wrap up	John M. Hoffman
1:55 PM	5:00 PM	185	Poster Session / PM Breakout Sessions	John M. Hoffman
5:00 PM	Adjourn			



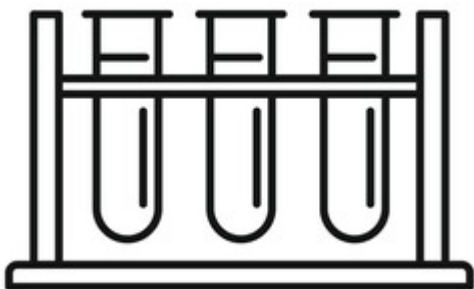
PROSE Program Overview

Proteins are made of a string of chemically diverse letters, or amino acids and their modifications, and have no uniform charge, shape, or chemistry—which makes them difficult to read

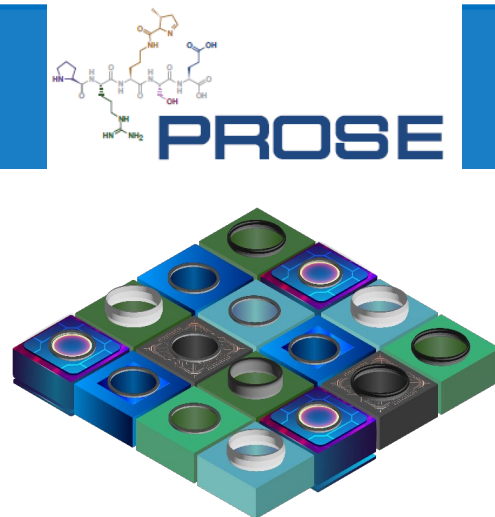


	Average protein length:	300
	Known letters:	$\sim 10^3$
	Protein read limitation:	<30

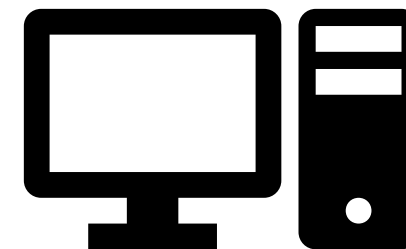
As the potential design alphabet is expanding exponentially, our inability to read these sequences without prior knowledge is a vulnerability



Sample Collection/Prep



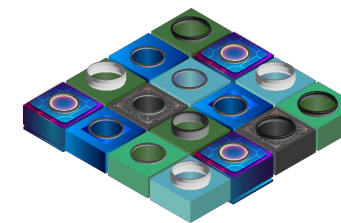
Sequence



Structure/Function Prediction

Program goal: Develop a new class of accurate, scalable molecular readers to enable the characterization of unknown protein-based biothreats

One Technical Area



Two Technical Challenges



TC1: Reading complexity at length



TC2: Reading complexity accurately

Key Insights:

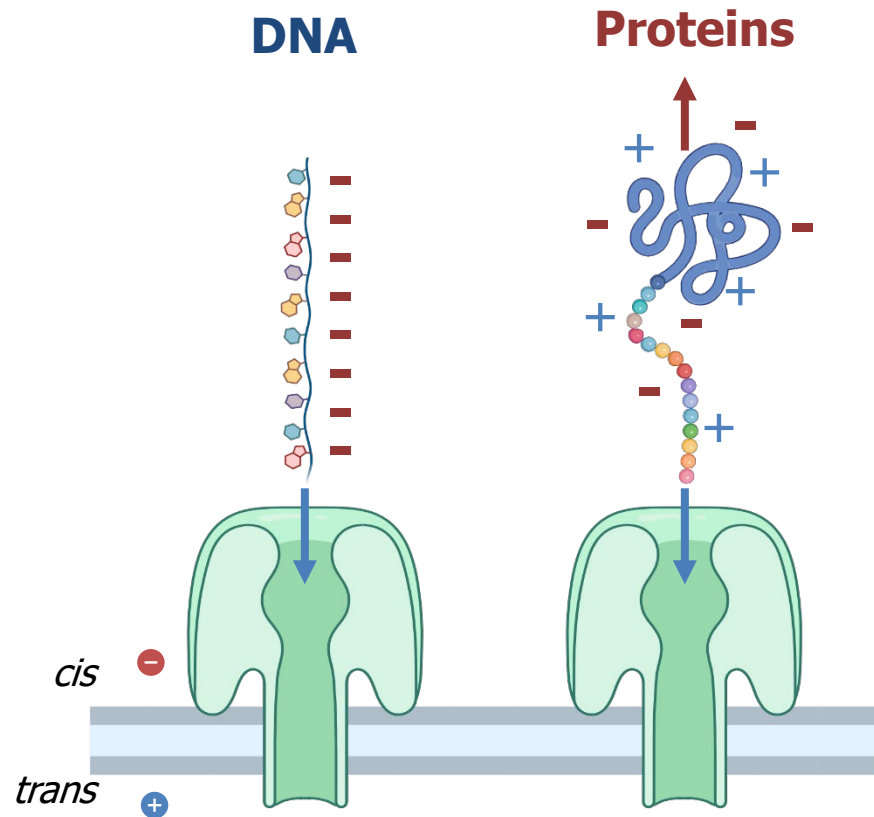
1. Signal transduction approaches leveraging novel chemistry and spectroscopy
2. High resolution read elements integrated within low noise microsystems



Sequence length: translocation and movement

DNA: uniform, negatively charged backbone

Proteins: heterogenous, variably charged

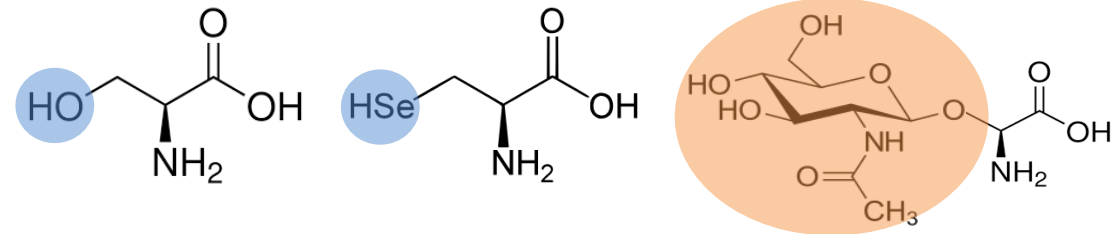


[1]

Alphabet: discrimination between letters

DNA: ~4 letters, chemically similar

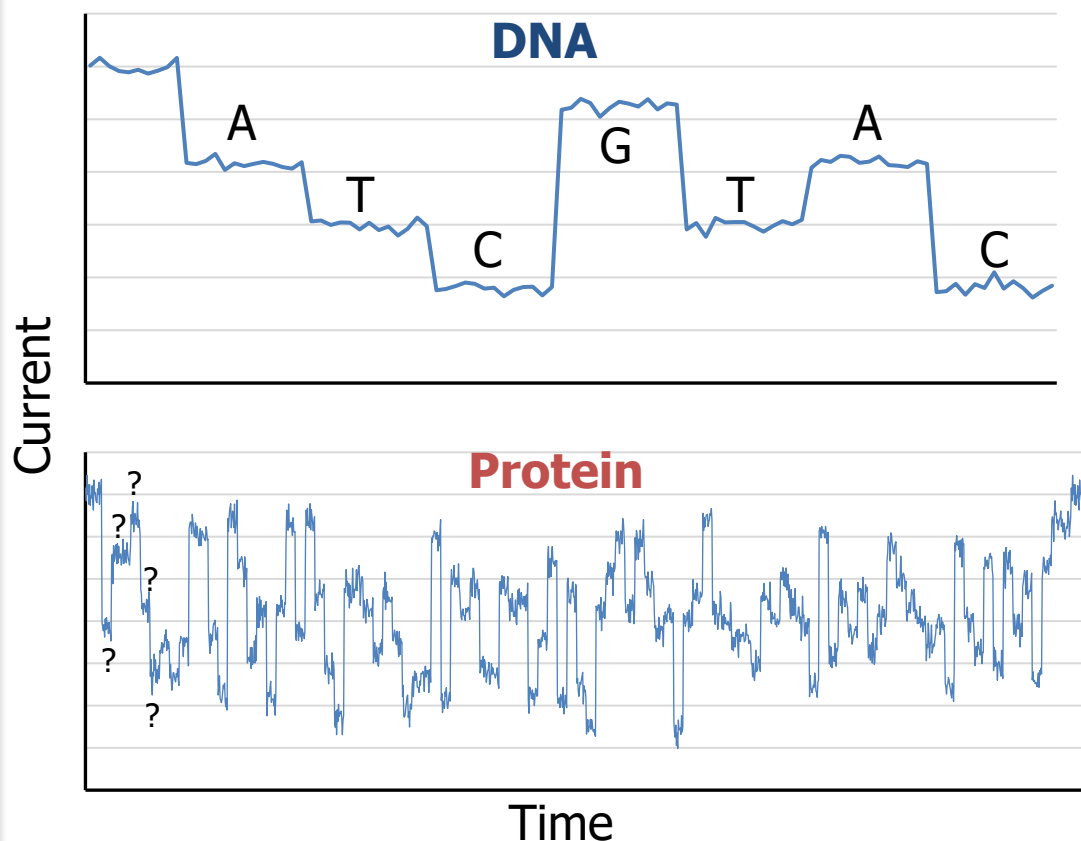
Proteins: $>10^3$ letters, varying polarity, size, charge, composition



Resolution: Identifying individual letters

Today: Need to identify 4 letters

PROSE: Need to identify >1000 letters



Noise: More room for more letters

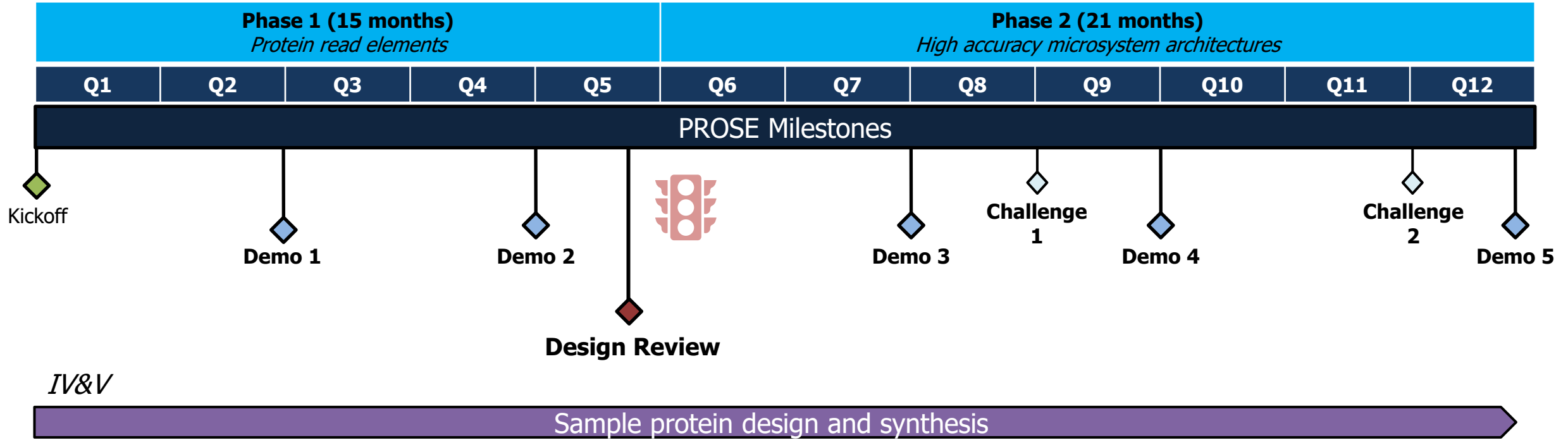
Today: Room for 4 total letters

PROSE: Room for >1000 letters

$$\text{Channel Capacity} = \text{frequency} \times \log_2 \left(1 + \frac{\text{Signal}}{\text{Noise}} \right)$$

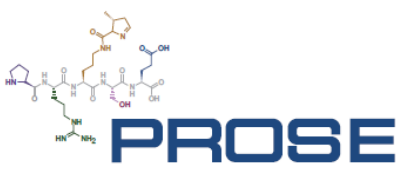
- More letters requires greater channel capacity
- Microsystems could enable higher frequency and/or increased SNR

*Subject to change in program announcement



Demonstrations will be held throughout the program to evaluate improvements to read capabilities.

Challenges will be cash prizes awarded to performers that demonstrate read capability beyond program metrics. For example, reading of additional high impact letters specified by stakeholders. Challenge specifics will be announced during the course of the program.



Anticipated program metrics*



*Subject to change in program announcement

Metrics	Phase 1 Protein read elements	Phase 2 High accuracy microsystem architectures
Length	≥ 100	≥ 300
Accuracy ⁽¹⁾	99% (simulated)	99% (demonstrated)
Throughput	$\geq 10^{10}$ letters / day (simulated)	$\geq 10^{10}$ letters / day (demonstrated)

(1) Single letter read accuracy. Performers must identify each letter in sequence with the associated accuracy for each letter called.

Metric	Phase 1		Phase 2		
	Demo 1	Demo 2	Demo 3	Demo 4	Demo 5
	EOM6	EOM12	EOM21	EOM27	EOM35
Alphabet Size ⁽¹⁾	10 ⁽²⁾	20 ⁽²⁾	50 ⁽³⁾	75 ⁽³⁾	100 ⁽³⁾
Length	≥ 50	≥ 100	≥ 150	≥ 200	≥ 300

- (1) Alphabet consists of natural amino acids, non-natural amino acids, and modified amino acids. Alphabet size is cumulative throughout program (e.g., 50 = 20 previously demonstration + 30 new letters)
- (2) The first demonstration will consist of 10 natural amino acids, while the second demonstration will cover all 20 natural amino acids.
- (3) For each demo, performers will select 10 additional letters from a list provided by the government team, while the remaining letters will be performer defined.



Notional list of government-defined letters

Phase 1	Phase 2
Arginine	Phosphoserine
Histidine	Phosphothreonine
Lysine	Phosphotyrosine
Aspartic Acid	N-acetyl-lysine
Glutamic Acid	N-acetyl-serine
Serine	N-acetyl-threonine
Threonine	N-acetyl-tyrosine
Asparagine	N-methyl-lysine
Glutamine	N,N-dimethyl-lysine
Cysteine	N,N,N-trimethyl-lysine
Glycine	N-methyl-arginine
Proline	Hydroxyproline
Alanine	Hydroxylysine
Valine	N-formylmethionine
Isoleucine	Citrulline
Leucine	S-palmitoyl-L-cysteine
Methionine	S-farnesyl-L-cysteine
Phenylalanine	S-glutathionyl-L-cysteine
Tyrosine	S-nitrosocysteine
Tryptophan	Nitrotyrosine
	Biotinylated lysine
	O-GlcNAc-Ser
	Dehydroalanine
	Dehydrobutyrine
	Azidohomoalanine (AHA)
	Homopropargylglycine (HPG)
	p-Azido-phenylalanine (AzF)
	p-Benzoyl-phenylalanine (Bpa)
	Norleucine
	Homoserine



Anticipated Phase 1 – Protein Read Elements*

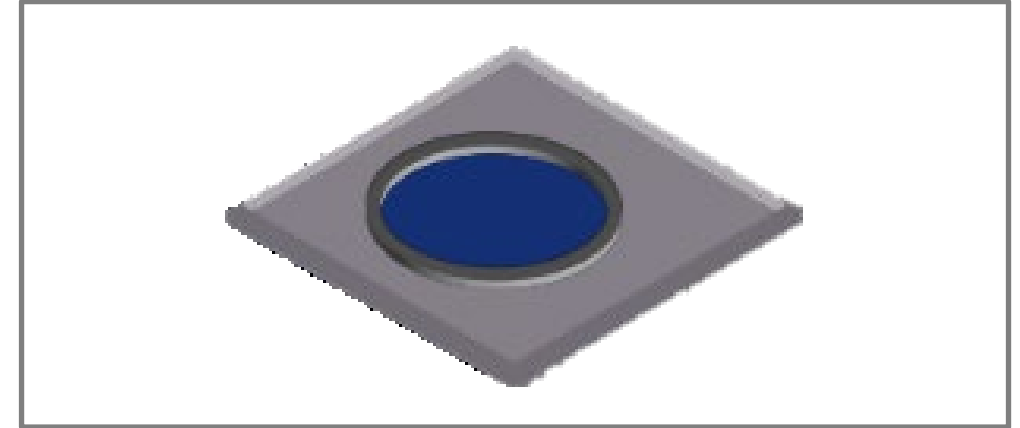
*Subject to change in program announcement

Objective

- Prove the feasibility of reading unknown proteins
- Demonstrate read capability of 20 amino acids from standards 100 amino acids in length
- Simulate the performance of integrated microsystems

Key Metrics and Deliverables

- Two demonstrations of read element performance
- Demonstrate letter calling and accuracy algorithms
- Demonstrate integrated system models that enable the evaluation of Phase 1 accuracy and throughput metrics
- Deliver a microsystem design, including performance simulations and system fabrication/integration approach
- Deliver a commercialization plan



Goals:

- Elements that read 20 amino acids
- Elements that read proteins 100 letters long
- Simulated microsystem performance to achieve at least 10^{10} letters per day throughput and at least 99% accuracy

Details will be available in the Program Announcement



Anticipated Phase 2 – High accuracy microsystem architectures*

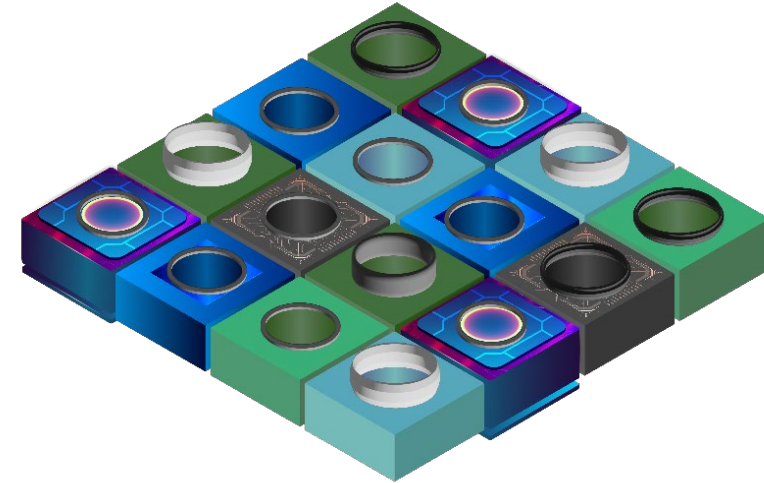
*Subject to change in program announcement

Objective

- Demonstrate high throughput reading of unknown proteins
- Demonstrate read capability of 20 amino acids and at least 80 additional letters
- Obtain commercial investment of \$50M–\$100M

Key Metrics and Deliverables

- Two demonstrations of read element performance
- One final demonstration of integrated read element and microsystem performance
- Two challenges for achieving beyond program metrics
- Deliver integrated microsystem
- Deliver letter calling algorithm
- Deliver integrated system model
- Deliver a refined commercialization plan



Goals:

- Systems that read 100 unique letters at 99% accuracy
- Systems that read proteins at least 300 letters long
- Systems with at least 10^{10} letters per day throughput

Details will be available in the Program Announcement



Notes on program structure

- Proposal must address how they will overcome the technical challenges and achieve the program metrics
- It is anticipated the proposers have some preliminary protein read capability. Please include preliminary data and/or publications to support claims.
- Proposals should address the availability and access to any required specialized fabrication capabilities as well as the development of test capabilities
- While not required, DARPA encourages performer teaming as appropriate to achieve program outcomes and technology commercialization
- Proposals should address schedule risks associated with fabrication, test capabilities, and teaming agreements that impact meeting program milestones on schedule
- Proposals must address approaches to meet CUI requirements
- Proposals must provide a commercialization strategy

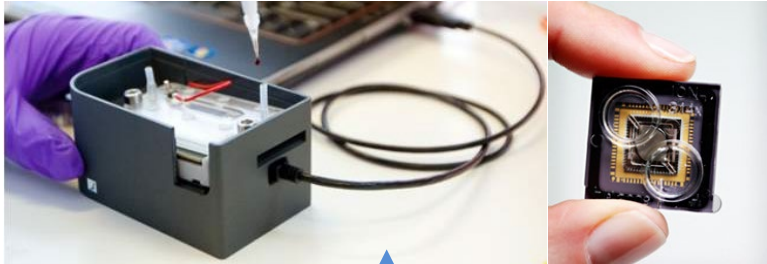
Further details will be available in the Program Announcement



Independent Verification and Validation (IV&V)

- Direct experimental demonstrations of program metrics are required except when specified otherwise
- It is anticipated that demonstrations will take place at performer locations in the presence of government representatives
- It is anticipated that IV&V will synthesize and provide to performers characterized protein standards to assess read capabilities
- It is anticipated that proposers will work with IV&V to develop an IV&V plan that will include, but not be limited to;
 - Synthesizing standards associated with protein letters specific to their effort
 - Developing pre-processing protocols to adapt standards to the sequencing approach
 - Developing methods to assess simulated performance from integrated system models and microsystem designs

Further details will be available in the Program Announcement



Commercial Investment

Year 3



Year 5



Year 7

PROSE

Industry: ~\$1B+

DoD Adv. Dev.

Initial comm. plan

Challenge 1

Refined comm. plan

Challenge 2

Milestones



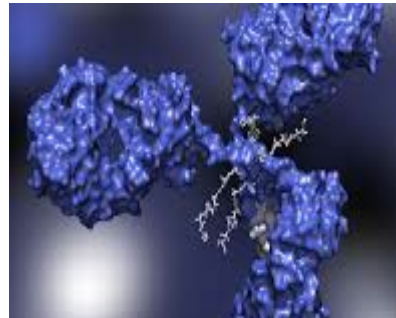
Unlocked Applications



Biosecurity



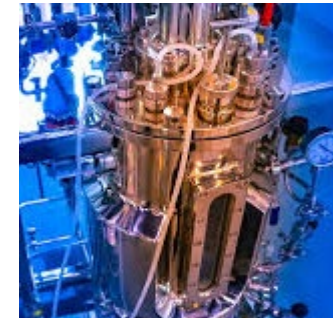
Diagnostics



Pharmaceuticals



Agriculture



Manufacturing



Remediation



Anticipated PA details



Anticipated proposal guidelines*

*Subject to change in program announcement

- **Abstracts are required** (Attachments A and B)
 - 7-page limit
 - DARPA will provide feedback on whether a full proposal is encouraged or discouraged
 - Allows feedback to proposers on whether a proposed approach or technology fits within the PA
 - Prevents effort spent by proposers on assembling a proposal that may not be successful
- **Proposals** (Attachments C, D, E + all other applicable attachments)
 - Written Content – 25-page limit
 - Expand and refine the Abstract content
 - Provide detailed Statement of Work (or Task Description Document)
 - Include all required attachments; attachments do not count towards the page limit
 - Oral content – Up to 1-hour virtual Q&A
 - Opportunity for the evaluation team to ask clarifying questions
 - **Not an opportunity for proposers to ask the evaluation team questions**
 - Price volume – no page limit



Elements of a Successful Technical Proposal

Goal: Develop a new class of **accurate, scalable** molecular readers to enable the characterization of **unknown protein**-based biothreats

- Describe the current state of the art in protein reading including limitations, such as in translocation, discrimination, accuracy, and required bandwidth
- Discuss the (bio)physics that underly your approach
- Discuss your current read capabilities and how those enable meeting Phase 1 goals
- Discuss read element and microsystem design, fabrication and integration approaches
- Include analysis of all factors limiting accuracy and scalability
- Discuss an integrated systems model to simulate accuracy, throughput, noise, and other relevant characteristics
- Discuss the projected accuracy of your proposed read element across a range of chemical complexity
- Discuss the projected scalability of your proposed microsystem to high throughput for long protein lengths
- Describe the computational approaches and algorithms for letter calling, noise modelling, microsystem design and projected system performance



Elements of a Successful Technical Proposal

Goal: Develop a new class of **accurate, scalable** molecular readers to enable the characterization of **unknown protein**-based biothreats

- Discuss the fabrication and integration capabilities you would leverage either internally or externally
- Identify and justify the letters you are proposing to read; e.g., high impact, chemically challenging
- Include data, from previous experiments and/or modeling to reinforce technical assertions and projections
- Discuss risks associated with your approach and potential mitigations
- Discuss a plan to meet CUI requirements for the program
- Discuss your commercialization strategy and how this aligns with the DoD's need for protein reading technologies

Questions: **PROSE@darpa.mil**



Anticipated timeline*

*Subject to change in program announcement

- Industry Day: 30 June 2025 (today)
- PA Posting Date: 10 July 2025 (anticipated)
- Abstract due date: 24 July 2025 at 1:00 PM ET
- Frequently Asked Questions deadline: 14 August 2025 at 1:00 PM ET
- Notification of Intent to Propose: 14 August 2025 at 4:00 PM ET
- Proposal Due Date: 28 August 2025 at 4:00 PM ET
- Estimated period of performance start: 01 February 2025

Questions: **PROSE@darpa.mil**



Anticipated Evaluation Criteria (part 1)*

*Subject to change in program announcement

1. Overall Scientific and Technical Merit

- Demonstrate that the proposed technical approach is innovative, feasible, achievable, and complete.
- Describe how the proposed approach will achieve each program metric with sufficient detail and supporting experimental measurements, modeling, calculations, and/or simulations.

2. Potential Contribution and Relevance to the DARPA Mission

- Discuss how the proposed effort addresses the DARPA goals of technology transition and facilitates access to PROSE technologies for DoD applications.

3. Budget and Price

- The budget is realistic and accurately reflects the goals and objectives of the solicitation and reflects a sufficient understanding of the level of effort and staffing needed to successfully accomplish the proposed approach.
- It is expected that the effort will leverage all available relevant prior research in order to obtain the maximum benefit from the available funding.
- For proposals that contain resource share, the proposer has provided sufficient rationale as to the appropriateness of the resource share arrangement relative to the objectives of the proposed solution.

Questions: **PROSE@darpa.mil**



Anticipated Security Overview*



*Subject to change in program announcement

UNCLASSIFIED	CUI
Name of Program: PROtein SEquencing (PROSE)	PROPIN: Performer owned intellectual property (IP) that may be used in their technology development effort
Nanometer scale hardware development and designs for read elements	EXPTR: Fabrication processes for integrating read elements with microsystems

Questions: **PROSE@darpa.mil**



Anticipated CUI Compute Options*

*Subject to change in program announcement

- If desired, DARPA can facilitate access to free shared DoD HPC allocation that is CUI compatible. Shared allocation for running compute jobs would not be on demand but instead involve jobs being processed after waiting in queues shared across the wider DoD community. Users will be required to use either a DoD CAC or a provided YubiKey, and to undergo online training. Proposals should describe how they would utilize this service.
- If desired, DARPA's Information Technology Directorate (ITD) can facilitate the creation of CUI-compatible GovCloud Accounts through Amazon Web Services (that are separate from and can interface with DARPA-provided HPC). If proposers would like to utilize this facilitated service, the proposal should include estimates of storage, compute, and any other services using the public AWS pricing calculator, choosing their desired AWS GovCloud region. Performers will be responsible for all changes and charges within their provided AWS Account.
- DARPA and the IV&V team may also facilitate or provide additional compute, HPC, or other system and components thereof that are CUI-compatible.
- ***Performers electing to utilize any such potential services will still bear responsibility for ensuring compliance with NIST 800-171.***

Questions: **PROSE@darpa.mil**



Anticipated Eligibility Information*

*Subject to change in program announcement

- DARPA prohibits contractors/performers from concurrently providing Systems Engineering Technical Assistance (SETA), Advisory and Assistance Services (A&AS), or similar support services and being a technical performer, unless the DARPA Deputy Director grants a written waiver
- UARCs, FFRDCs, and government laboratories are prohibited from proposing as performers. UARCs, FFRDCs, and government laboratories interested in this solicitation must contact the Agency Point of Contact (POC) listed in the Overview section to discuss potential participation as part of the government team.

Questions: **PROSE@darpa.mil**



Anticipated Intellectual Property Position*

*Subject to change in program announcement

- To enable the program goals around commercialization, performers shall maintain ownership of all Intellectual Property (IP) developed under any PROSE Agreement and will have the right to commercialize IP, including the right to grant licenses to third parties
- The government will have a non-exclusive, non-transferable, irrevocable, paid-up license, allowing it to use the IP for government purposes
- Government purpose includes, but is not limited to:
 - research,
 - development,
 - testing,
 - evaluation,
 - production,
 - operation,
 - maintenance,
 - repair,
 - modification,
 - or disposal

***Government purpose does not
include use for commercial purposes***

Questions: **PROSE@darpa.mil**



Reminders

- **Submit early**
- It is anticipated that PROSE abstracts will be **mandatory**
- It is anticipated that those wishing to submit a full proposal **must provide notification**
- Adhere to the abstract and full proposal guidance and templates provided as PA Attachments
- Corroborate all technical claims with analytical or experimental evidence
- Submit only one proposal per lead organization
- Organizations can be part of multiple proposing teams (as subs)
- When in doubt, refer to the PA for guidance

Questions: **PROSE@darpa.mil**



The PROSE team

- **John M. Hoffman, Program Manager**
 - Taylor Engdahl, Technical SETA
 - Zachary Fishman, Technical SETA
 - Lucas Veillon, Technical SETA
 - Jeff Stone, Programmatic SETA
 - Cameron Dann, Program Security

Questions: **PROSE@darpa.mil**

Join us for the

DARPA MTO Spark Tank



Learn about MTO's mission and technology priorities

Engage directly with MTO Program Managers

Explore opportunities to pioneer the next breakthroughs in microsystems

Register by June 30

July 24-25, 2025 | Aurora, CO





Agenda



PROSE Industry Day Monday, June 30, 2025 DARPA Conference Center, Arlington, VA

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1:55 PM	5:00 PM	185	Poster Session / PM Breakout Sessions	John M. Hoffman
5:00 PM	Adjourn			



**MTO: PROSE
CUI
Security Overview**



**Cameron Dann: Program Security Representative (PSR)
James Persons: Program Security Officer (PSO)**



Importance of CUI



Ensures the proper handling, marking, and safeguarding of DARPA CUI.

- Controlled Unclassified Information (CUI) is information the Government creates or possesses, or that an entity creates or possesses for/or on behalf of the Government, and when a law, regulation, or Government-wide policy requires, or permits, an agency to handle using safeguarding or dissemination controls.
- Alert holders to the presence of DARPA CUI.
- Identify, as specifically as possible, the exact information requiring protection and the level of protection required.
- Identify DARPA as the office of origin and documents the originator applying the protection markings.
- Provide guidance on information sharing and to alert holders of dissemination control or safeguarding requirements.
- Prevents unauthorized disclosure.



Executive Order and Overview of CUI



- **CUI Established by Executive Order 13556**
 - **Standardizes CUI across the government**
 - What is CUI
 - Safeguarding
 - Dissemination controls
 - **Authorizes new Regulations**
- **Most Important CUI policies**
 - [DoDM* 5200.48](#)
 - **NIST* SP 800-171**



CUI Policies



- EO 13556, “Controlled Unclassified Information”
- 32 Code of Federal Regulations, Part 2002, “Controlled Unclassified Information”
- DoDI 5200.48, “Controlled Unclassified Information”
- DoDI 5230.24, “Distribution Statements on Technical Documents”
- DoDI 8170.01, “Online Information Management and Electronic Messaging”
- DFARS Section 252.204-7012, “Safeguarding Covered Defense Information and Cyber Incident Reporting”
- DFARS Section 252.204-7019, “Notice of NIST SP 800-171 DoD Assessment Requirements”
- DFARS Section 252.204-7020, “NIST SP 800-171 DoD Assessment Requirements”



CUI Basics



How do I know if my information is CUI?

1. Your DARPA program CUI Guide
2. The DoD CUI Registry provides an official list of indexes and categories used to identify various types of DoD CUI.
<https://www.dodcui.mil/Home/DoD-CUI-Registry>.
 - While the DoD CUI Registry generally mirrors the Information Security Oversight Office-maintained National CUI Registry, it may provide additional information unique to the Department of Defense.
 - ❖ If your information does NOT fall into one of the CUI categories, but you believe it is CUI, contact your PSO.

Who can access CUI?

Those with lawful government purpose not restricted by a distribution statement or limited dissemination control and not otherwise prohibited by any other law, regulation or government-wide policy.

Who can mark CUI?

The authorized holder of CUI documents/materials is responsible for determining, at the time of creation, whether information falls into a CUI category and is responsible for applying CUI markings and dissemination instructions.



PROSE Distribution & Dissemination Statements



- Use a dissemination statement or distribution statement in the control box
 - CUI **WITH EXPT** require use of a distribution statement
 - For PROSE: DISTRIBUTION STATEMENT C (DISTRO C)
 - “Distribution authorized to U.S. Government agencies and their contractors [category] [date of determination]. Other requests for this document must be referred to [controlling DoD office].”
 - Put statement in footer of every page



CUI Information Generated During Tellus Program



- Familiarize yourself with the CUI GUIDE!!!
- **Export Controlled Information (EXPT)**
 - This category relates to unclassified information concerning certain items, commodities, technology, software, or other information whose export could reasonably be expected to adversely affect the United States national security and nonproliferation objectives.
- **CUI PROSE Work**
 - See CUI guide
- **General Proprietary Business Information (PROPIN):** DARPA recommends you treat proprietary information as CUI on your systems. DARPA will treat your proprietary information as CUI.
- If you have QUESTIONS reach out to the PSR (Security) and cc the program team. PROSE@DARPA.mil



Safeguarding CUI



Goal of Safeguarding CUI

Minimize the risk of access to DARPA CUI by unauthorized personnel by taking action(s) such as not reading or discussing CUI or leaving DARPA CUI information unattended where unauthorized personnel are present.

Safeguarding CUI at Work

During Work Hours

Take reasonable steps to prevent unauthorized disclosure of CUI.

Explicitly set the level of protection at the start of any verbal discussion or meeting involving DARPA CUI or non-public information.

Face computer screens away from doors/windows, close office/conference room doors, window blinds when processing CUI, remove or disable audio/video devices (webcams, mics, etc.) from office/conference room when discussing CUI, ensure only personnel with authorized access to the information are present, and remove CUI from whiteboards at the end of the day.

After Work Hours

Protect CUI with at least one physical barrier. Think about your security in- depth.

Store CUI materials in either a locked container, desk, or cabinet. Do not leave CUI out on desks even if office door is closed/locked.

Safeguarding CUI at Home

Reasonably ensure that unauthorized individuals cannot access or observe CUI or overhear conversations discussing CUI (e.g. ensure the door and blinds are closed when in possession of or processing CUI and that no unauthorized people are in your controlled environment*).

When CUI is not in your possession, it must be locked away.

*The concept of a controlled environment means there are sufficient internal security measures in place to prevent or detect unauthorized access to CUI.



Transmission of CUI



Transmission

CUI may be transmitted via first class mail, fax (located in controlled government environment), parcel post or bulk shipments. BEFORE transmission, sender of CUI is responsible for determining receiver is authorized for CUI and that there is appropriate protection at the receiving location.

Work Mobile Phone

Do not use apps to transmit CUI, unless that app has been approved. For voice phone calls, ensure your conversation cannot be overheard by unauthorized personnel.

Emails

- Only email CUI on approved communication systems.
- **Do not use personal email** (e.g. Google, Yahoo, MSN, and AOL) or other nonofficial accounts to exchange CUI or non-public information. Do not auto-forward official messages to nonofficial accounts or corporate accounts.
 - **Digitally sign and encrypt emails** containing CUI, per [DoDI 8170.01](#).
 - If encryption via your unclassified network is not possible, use a compliant encryption tool such as DoD Secure Access File Exchange (DoD SAFE).

Websites

Do not use non-government websites/applications (to include file sharing and social media) for CUI or non-public information.
(non-government website = any website that does not end in .mil or .gov)*



CUI Destruction



- When destroying CUI, including in electronic form, agencies must do so in a manner that makes it
 - Unreadable
 - Indecipherable
 - Irrecoverable
- Any method of destruction approved for Classified National Security Information
 - See NARA CUI Destruction Training <https://www.archives.gov/cui/training.html#destruction>
 - Companies certified to destroy CUI
 - Cross-cut shredders with (1mm by 5mm particles)

For media, please reference NIST SP 800-171, 3.8 “Media Protection”



CUI & US Persons



Disclosure of CUI to US Persons

- CUI controlled by DARPA, to include CUI marked NOFORN or EXPORT CONTROLLED, may be disclosed to US Persons* if they are a performer on a DARPA S&T proposal team or, if they are a performer who has been awarded a DARPA S&T project. The key is that there is a valid solicitation or contract in place with binding CUI direction and guidance.
- CUI, even CUI marked NOFORN (No Foreign Nationals), may be disclosed to US Persons when all below are met:
 - (1) They are employed by the DoD.
 - (2) There are no contract restrictions prohibiting access to such information.
 - (3) Access to such information is within the scope of their assigned duties.
 - (4) Access to such information would help accomplish a lawful and authorized DoD mission or purpose and would not be detrimental to the interests of the DoD or the U.S. Government.

*A U.S. Person, also known as a “Green Card holder” is a person who is a lawful permanent resident of the United States or who is a protected individual as defined by 8 U.S.C. 1101(a)(20) or 8 U.S.C.1324b(a)(3).



DISTAR



- **DARPA documents proposed for public release shall be reviewed via your PSR and the DISTAR system**
- Examples
 - Slides for presentation
 - Academic or professional industry articles
 - General media/Social media
- For submission to DISTAR, send documents to the PM/SETA and complete form found at:
https://www.darpa.mil/attachments/PublicReleaseSubmissionForm_New2a.pdf
- Reviewed by multiple departments at DARPA to ensure no CUI is present
 - DARPA will approve, recommend changes, or require changes
 - **DARPA does NOT change data but will restrict release of CUI data especially if outlined in a DARPA CUI Guide**
 - Examples of recommended or required changes
 - Adding distribution statements or Limited Distro Controls
 - Adding acknowledgement and disclaimer statement
 - Wording (example typos)
 - Removal of content that contains CUI
 - Most requests are approved with little to no changes required due to performers understanding what is CUI and what is not prior to requesting approval to publish
 - Allow 15 business days for approval



Patents



- **Submit patent applications for programs that require prior review of publications**
- Patents applications are handled as CUI (PROPIN) at DARPA
 - They do not go through DISTAR, but are reviewed by all members of the DISTAR Team
 - **Consult with a patent lawyer who specializes in Secrecy orders for more information if information is CUI or classified.**
 - More details on Secrecy Orders are found here <https://www.uspto.gov/web/offices/pac/mpep/s120.html>



Physical Security



- **Compliance with DoDM 5200.48**
- Controlled environments
 - Badge access or lock and key system
 - No foreign nationals unless approved by DARPA's Foreign Disclosure Officer (FDO)
 - Escort guests/visitors
 - Remember facilities may have access
- Direct control or protected with at least one physical barrier
 - Use coversheets
 - Don't leave sitting out
- Ensure that only project members are present when discussing
- Secure when not being used (lock in a cabinet or drawer depending on who has access to the space)
- **Destruction**
 - Manner that makes it unreadable, indecipherable, and irrecoverable
 - Any method of destruction approved for Classified National Security Information
 - See <https://www.archives.gov/cui/training.html#destruction>
 - Companies certified to destroy CUI
 - Crosscut shredder



Cybersecurity Requirements



- **Performers are required to have their systems secured per NIST SP 800-171, "Protecting Controlled Unclassified Information in Nonfederal Systems and Organizations".**
- **Performers self certify that IT systems are compliant**
 - **Can setup your own system or use a cloud provider**
 - **Must register score at Supplier Performance Risk System www.sprs.csd.disa.mil per under DFARS 252.204-7020**
 - Questions on NISP SP 800-171
 - Submit to your Contracting Officer (CO)
 - The CO will provide recommendations to the performer after discussion with Security and IT
 - Cybersecurity Maturity Model Certification (CMMC) is coming soon and is recommended
<https://www.acq.osd.mil/cmmc/index.html>
- **Important things to remember for individual users:**
 - Only work on system you know is approved for CUI
 - If sending data, make sure it is encrypted (e.g. encrypted file transfer service, document password protection)
 - Only send/share to approved individuals
 - Only through approved means
 - Only save in approved folders
- **DARPA does not accredit your system**
- **DARPA does not review System Security Plans (SSP)**



Protection Implementation Plan



CPSOs/FSOs are required to complete Science and & Technology (S&T) Protection Implementation Plan when contracted to work on DARPA CUI Programs.

Plan includes:

1. Executive Summary
 2. Critical Events
 3. How critical components are protected
 4. How the performer will address risks
 5. Any program financials / procurements requirements (little to none for this program)
 6. Foreign Involvement
 7. Process for Management and Implementation
 8. Monitoring and Reporting
 9. Program Material Disputations
- Ensure all risk outlines in the S&T Protection Plan provide to you by DARPA are addressed in your plan.
 - SECURITY should write most of this in coordination with the program team and tailor it to the program.
 - Do not copy and paste directly from the plan provided to you by DARPA

The plan is written so we everyone knows to how to handle information correctly and should be shared with the whole team

**For more information,
attend the DISC
Program Protection
Training!**



CUI Common Issues and Work Around



Working with academics and small companies who do not want to work with CUI or do not have the IT infrastructure

Work arounds:

- **Primes provide CUI compliant laptops**
- **Having National Labs house virtual system teams can log into**
- **Have AWS, Microsoft etc. build a virtual system teams can log into**
- **Only allowing downloads to select computers**
- **Only allow printing to select computers**
- **Only having leads on subs work with CUI, or not having subs work with CUI at all**
- **When subs do not want to work on CUI bring on key POCs as consultants (DISTAR will still be required for the sub)**
- **Explain to academics that publication review will not make performer change the results. DISTAR is used to ensure CUI is not included, and that the perform is not speaking on behalf of the DARPA**

Most common errors:

- **Not encrypting emails**
- **Not encrypting data on hardware**
- **Improper marking of documents**



Training and useful resource for CUI



- **Start here:** DCSA CUI: <https://www.dcsa.mil/mc/ctp/cui/>
- Office of the Under Secretary of Defense for Acquisition & Sustainment Cybersecurity Maturity Model Certification <https://www.acq.osd.mil/cmmc/faq.html>
- **No cost training (Use to help build your own training or as part of the training).**
 - CUI Trainings:
 - http://cdse.adobeconnect.com/cuiv2/output/CUI_Brief.mp4
 - <https://www.dodcui.mil/Home/Training/>
 - CUI Marking:
[https://www.dodcui.mil/Portals/109/Documents/Desktop%20Aid%20Docs/CUI%20Training%20Aids_Oct%2023%202020%20\(updated%2017%20Mar%2022\).pdf?ver=-fs8RTJGWVDP3I5Khdfkw%3d%3d](https://www.dodcui.mil/Portals/109/Documents/Desktop%20Aid%20Docs/CUI%20Training%20Aids_Oct%2023%202020%20(updated%2017%20Mar%2022).pdf?ver=-fs8RTJGWVDP3I5Khdfkw%3d%3d)
 - Cyber Security: [Cyber Awareness Challenge 2024 – DoD Cyber Exchange](#)
 - Security Awareness / Insider Threat: <https://securityawareness.usalearning.gov/cybersecurity/index.htm>



Marking CUI



CUI Document

CUI

DEFENSE ADVANCED RESEARCH PROJECTS AGENCY
675 NORTH RANDOLPH STREET
ARLINGTON, VA 22203-2114

308407

MEMORANDUM FOR PROGRAM SECURITY OFFICERS (PSOs)

Subject: Controlled Unclassified Marking Examples

Reference: DoDI 5200.48, "Controlled Unclassified Information (CUI)," March 6, 2020

The overall classification of a document is determined by the highest level of classification of any one portion within the document.

CUI markings for unclassified DoD documents will include the acronym "CUI" in the header and footer on every page of the document.

The implementing directive, 32 CFR 2001.21, defines a portion as "ordinarily a paragraph, but including subjects, titles, graphics, tables, charts, bullet statements, sub-paragraphs, classified signature blocks, bullets, and other portions within slide presentations.

- Sub bullets should also be portion marked, especially if they are not at the same handling requirements of the parent paragraph.
- Marking information CUI does not automatically qualify it for exemption from public release pursuant to the FOIA.

If selected, all portions must be appropriately marked to indicate which portions are CUI and which portions are not CUI.

Mark Boyd
Director, Security and Intelligence Directorate

Controlled by: MSO/SID
CUI Category: CTI
Distribution Statement: D
POC: John Doe, 111-222-3333

CUI

Distribution Statement D: Distribution authorized to Department of Defense and U.S. DoD contractors only (reason) (date of determination). Other requests for this document shall be referred to (controlling DARPA office).

Markings Applied for Training Purposes Only

CUI Email

Marking Instructions for Emails - Message (Plain Text)

File Message Insert Options Format Text Review Help Acrobat Tell me what you want to do

Themes Bcc From Permission Encrypt Sign Use Voting Buttons Request a Delivery Receipt Request a Read Receipt Save Sent Item To Direct Replies To Delay Delivery More Options

Show Fields Tracking

To...
Cc...
Subject Marking Instructions for Emails

Send

CUI

Unclassified emails containing CUI must include a banner marking above the email text and below the CUI designation indicator. Portion marking is not required.

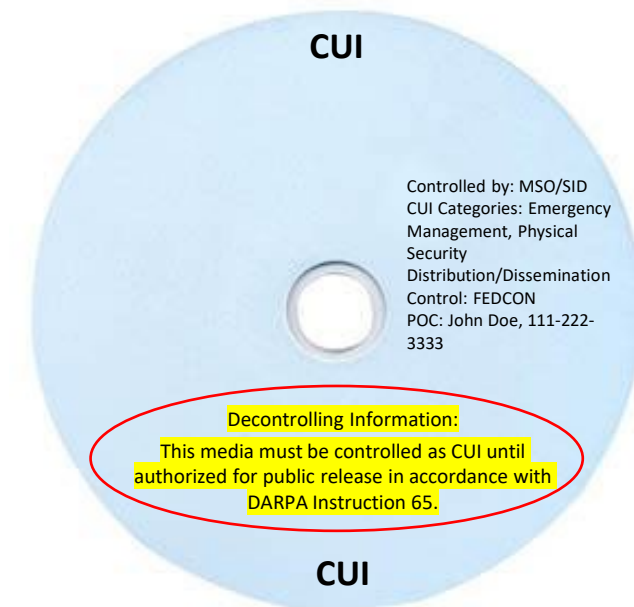
If portion marking is utilized, any subject, title, section, part, paragraph or similar portion that contains CUI information will be conspicuously marked with a "(CUI)" notation.

If portion marking is utilized, use of the unclassified marking "(U)" as a portion marking for non-controlled unclassified information within CUI documents.

Controlled by: DARPA/MSO/SID
CUI Category: PRVCY
Distribution/Dissemination Control: FEDCON
POC: John Doe, 703-555-1234

CUI

Markings Applied for Training Purposes Only



Marking Applied for Training Purposes Only



Marking CUI



How do I mark CUI in unclassified documents?

- A “CUI” banner on the top and bottom of all emails, materials, and every page of a document (even if the information on the internal page is only unclassified and does not include CUI information).
- A CUI Designation Indicator block on email/material/first page/cover of document.
- Portion markings are not required, but if selected, subjects, titles, individual sections, parts, paragraphs or similar portions of the document will be marked appropriately.

Distribution Statements

- Distribution Statements replace LDCs when the category of CUI is controlled technical information (CTI) or export controlled (EXPT).
- CUI Designation Indicator with Distribution Statement:

Controlled By: Company
CUI Category: CTI, EXPTR
Distribution: C
POC: John Doe, 555-555-5555

- ❖ For individual portions, prior to secondary dissemination, authorized holders must contact the originator of the information to determine the applicability of the LDC to that specific portion.



Use Distribution Statements & Export Control when CTI is present



Marking Applied for Training Purposes Only

CUI

(U) Title of Presentation

(U) John Doe

(U) Briefing Prepared for DARPA Training Center

01 October 2020

Controlled by: MSO/SID
CUI Category: Critical Technology Information, Export Controlled
Distribution Statement D: Distribution Statement D: Distribution authorized to Department of Defense and U.S. DoD contractors only (reason) (date of determination). Other requests for this document shall be referred to (controlling DARPA office).
POC: John Doe, 111-222-3333

DARPA

CUI

WARNING - This document contains technical data whose export is restricted by the Arms Export Control Act (Title 22, U.S.C., Sec 2751, et seq.) or the Export Administration Act of 1979 (Title 50, U.S.C., App. 2401 et seq.), as amended. Violations of these export laws are subject to severe criminal penalties. Disseminate in accordance with provisions of DoD Directive 5230.25.

Distribution Statement D: Distribution authorized to Department of Defense and U.S. DoD contractors only (reason) (date of determination). Other requests for this document shall be referred to (controlling DARPA office).

Documents and materials with export controlled technical information must be marked with an export control warning.

The first page or cover of any document or material containing CUI will include a CUI Designation Indicator.

Distribution statements will be used for CTI and centered at the bottom of every page.

CUI

 **DEFENSE ADVANCED RESEARCH PROJECTS AGENCY**
675 NORTH RANDOLPH STREET
ARLINGTON, VA 22203-2114

(U) MEMORANDUM FOR PROGRAM SECURITY OFFICERS (PSOs)
Subject: (U) Controlled Unclassified Marking Examples
Reference: (U) DoDI 5200.48, "Controlled Unclassified Information (CUI)," March 6, 2020

(CUI) The overall classification of a document is determined by the highest level of classification of any one portion within the document.

(U) CUI markings for unclassified DoD documents will include the acronym "CUI" in the header and footer on every page of the document.

(U) The implementing directive, 32 CFR 2001.21, defines a portion as "ordinarily a paragraph, but including subjects, titles, graphics, tables, charts, bullet statements, sub-paragraphs, classified signature blocks, bullets, and other portions within slide presentations."

- (CUI) Sub bullets should also be portion marked, especially if they are not at the same handling requirements of the parent paragraph.
- (U) Marking information CUI does not automatically qualify it for exemption from public release pursuant to the FOIA.

(CUI) All portions must be appropriately marked to indicate which portions are CUI, and which portions are not CUI.

Mark Boyd
Director, Security and Intelligence Directorate

Controlled by: MSO/SID
CUI Category: Critical Technology Information, Export Controlled
Distribution Statement D: Distribution Statement D: Distribution authorized to Department of Defense and U.S. DoD contractors only (reason) (date of determination). Other requests for this document shall be referred to (controlling DARPA office).
POC: John Doe, 111-222-3333

DARPA

CUI

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Distribution Statement D: Distribution authorized to Department of Defense and U.S. DoD contractors only (reason) (date of determination). Other requests for this document shall be referred to (controlling DARPA office).

Marking Applied for Training Purposes Only



Reporting CUI Incidents



- Incidents involving CUI must be reported immediately
 - Report any known or suspected practice or condition which compromises the proper safeguarding and handling of CUI to the Program Security Officer (PSO; Mr. James Persons, James.Persons@darpa.mil) or Program Security Representative (PSR, Mr. Cameron Dann, Cameron.Dann.ctr@darpa.mil) at DARPA.
 - Report any known or suspected practice or condition which compromises the proper safeguarding and handling of CUI
- CUI incidents include but are not limited to:
 - Improper storage of CUI
 - Actual or suspected mishandling of CUI
 - Unauthorized individuals gain access to CUI (physical or electronic)
 - Unauthorized release of CUI (to public facing websites or to unauthorized individuals)
 - Suspicious behavior from the workforce (Insider Threats)
 - General disregard for security procedures
 - Seeking access to CUI outside the scope of current responsibilities
 - Attempting to enter or access to sensitive areas (where CUI is stored, discussed, or processed)
- Cyber incidents to the DoD Cyber Crime Center (DC3)

PROtein Sequencing (PROSE)

Draft Program Announcement: DARPA-SN-25-86

Industry Day

June 30, 2025

Natalie Kent
Agreements Officer
DARPA Contracts Management Office





Industry Day Disclaimer

- Program Announcement (PA) is considered **DRAFT**
 - Provide an opportunity for comment and feedback from the community of potential proposers
 - Facilitate teaming opportunities
 - Provide a final version in the near future
 - The FINAL PA will take precedence over anything briefed at the Proposer's Day.

A lot of information is made available to potential proposers to clarify program goals/objectives and proposal preparation instructions.

- The information/instructions in the PA takes precedence over any other source of information to include material from today.
- Proposals will only be evaluated in accordance with the instructions provided in the PA
- Any response provided by the Government in the FAQ that's different than what is provided in the PA will be made formal by an amendment to the PA
- Such responses will make note of an impending PA amendment
- Only a duly authorized Contracting/Agreements Officer may obligate the Government



PROSE Overview

- The PROSE PA
 - Permits a variety of technical solutions
 - Defines the problem set, the proposer defines the solution
- Program Structure
 - Phase 1 – 15 months
 - Phase 2 OPTION – 21 months
- Types of Instruments that may be awarded:
 - Other Transaction for Research Agreements under 10 U.S.C. 4021
- **DARPA Scientific Review Process**
 - Proposals are evaluated on individual merit and relevance as it relates to the stated research goals/objectives rather than against one another
 - 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
 - Evaluation Criteria are outlined in the draft PA; will be detailed in the final PA

Phase 2 Challenge Opportunities *(not solicited as a part of this PA; provided for informational purposes only)*

- Opportunities for Performers to demonstrate enhanced capabilities based on inputs from transition partners
- Fixed challenge milestones would be added to the current agreement

10 USC § 4023 OT for Experimental Purposes *(not solicited as a part of this PA; provided for informational purposes only)*

- Allow for the US government (DARPA or transition partners) to acquire additional readers, **on a non-competitive basis**, for experimentation, technical evaluation, assessment of operational utility, or to maintain a residual operational capability
- Allow for rapid transition of emerging technologies



Other Transaction for Research (10 USC § 4021)

- Award Type
 - Other Transaction for Research (10 USC § 4021)
 - Fixed Milestones
 - Final hardware and software deliverable
- Overview
 - Basic, applied, and advanced research projects
 - Intent is to spur dual-use R&D projects
 - Deliverable items can be created, built, and delivered for testing & validation
- Resource Share
 - Highlight the dual-use focus of an effort
 - Show commitment on the part of the performer to pursue and/or commercialize the technology
 - Default position is generally 50/50; the **final amount of the share is flexible** and should be **based on full consideration of the factors** such as the performer's available resources, prior investment in the technology, commercial vs. military relevance, and the precompetitive nature of the project. **This includes IP considerations.**
 - **NOT REQUIRED for award; will be consider to the maximum extent practicable**



Resource Share

- Cash or non-cash, direct or indirect
- Contribution can come from any other source other than the federal government
- Value should be verifiable and reasonable
- Asset must be available under control of the proposer
- A resource-shared agreement will not include payment of fee or profit

- **Cash(!):** direct labor, materials, equipment, software, facilities costs directly related to the project; easy to value
- **In-kind:** material, reasonable use cost/depreciated value for equipment, facilities; harder to assess

- Foregone Fee/Profit on this or any other relevant award
- Pre-existing IP/sunk costs
- Internal R&D conducted prior to the OT
- Cost of Money

Contribution should be allowable, allocable, reasonable, and consistently accounted for by the awardee



Intellectual Property

- Performer shall maintain ownership of all IP developed under a PROSE Agreement
- Performer will have the right to commercialize the IP
- Government will have non-exclusive, non-transferable, irrevocable, paid-up license, to use the developed IP for government purposes
- **Government desires a level of rights to data deliverables, to include form, fit, and function data, to allow for full T&E.**
- Other rights could be negotiated in consideration of any resource share
- Evaluation Criteria, Potential Contribution & Relevance to DARPA Mission, includes the following consideration:
 - *Potential Contribution and Relevance to the DARPA Mission: The potential contributions of the proposed effort bolster the national security technology base and support DARPA's mission to make pivotal early technology investments that create or prevent technological surprise. The proposed intellectual property restrictions (if any) will not significantly impact the government's ability to transition the technology.*

Proposal should focus on what the government can do with data; not a long list of restricted or limited rights.



Other Considerations

- PROSE is subject to the program-specific CUI Guide
 - It is the expectation that the Prime contractor will be capable of handling and protecting CUI
 - Technical approach should include a plan to meet the CUI requirements
 - Review the PA regarding DARPA's ability to facilitate
- Fundamental Research:
 - If you believe an effort includes fundamental research, it is the **proposer's responsibility** to (1) identify the work; and (2) explain why it qualifies as fundamental; and (3) intended results of the research.
 - The government shall have the sole discretion to determine fundamental research designation
 - Given the nature of the program, both fundamental and non-fundamental research **may** prescribe publication requirements and other restrictions, as appropriate



Proposer Eligibility Considerations

- UARCs, FFRDCs, and government laboratories **are prohibited** from proposing as performers. UARCs, FFRDCs, and government laboratories interested in this solicitation must contact the Agency Point of Contact (POC) listed in the Overview section to discuss **potential participation as part of the government team.** Please note that this paragraph supersedes the "*Special Eligibility Considerations for Federally Funded Research and Development Centers (FFRDCs) and Government Entities*" section found at [Proposer Instructions and General Terms and Conditions.](#)
- 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.
- Organizational Conflicts of Interest (OCI):
 - Cannot simultaneously serve in advisory (i.e., SETA, IV&V, etc.) and performer role
 - Identify any conflicts
 - If any are identified, a mitigation plan must be included



Anticipated* PROSE PA Timeline

Dates/Time: All Times are Eastern Time Zone (ET)

- Special Notice Closing Date: July 1, 2025
 - Last chance for feedback on the Draft PA
- Anticipated Posting Date of DARPA-PA-25-06: On or around July 3, 2025
- Anticipated Abstract Due Date: July 24, 2025
 - ABSTRACTS ARE REQUIRED!
 - DARPA will respond with Encourage/Discourage of Full Proposal letter
 - Regardless of DARPA's response to an abstract, proposers may submit a Full Proposal
- Anticipated Notification of Intent to Propose: August 14, 2025
 - Assist in scheduling oral proposal time slots
- Anticipated Proposal Due Date: August 28, 2025

***See Final PA in SAM.gov for complete date/time information; monitor PA amendment(s)**



Tips for a compliant proposal

- **Submit the proposal on time!**
 - Proposal due date and PA closing date are the same – **do not be late!**
- **Submit all required Attachments!**
 - **READ** instructions contained within each Attachment!
 - **This includes attachments for any subcontractors!**
 - All proposals must include a detailed list of key, observable payment milestones (Milestone Plan)
 - All proposals must include a list of identified deliverables (PA requested and additional proposed)
- **Submit within the page limitations described in the PA!**
 - Pages beyond the limit will not be reviewed



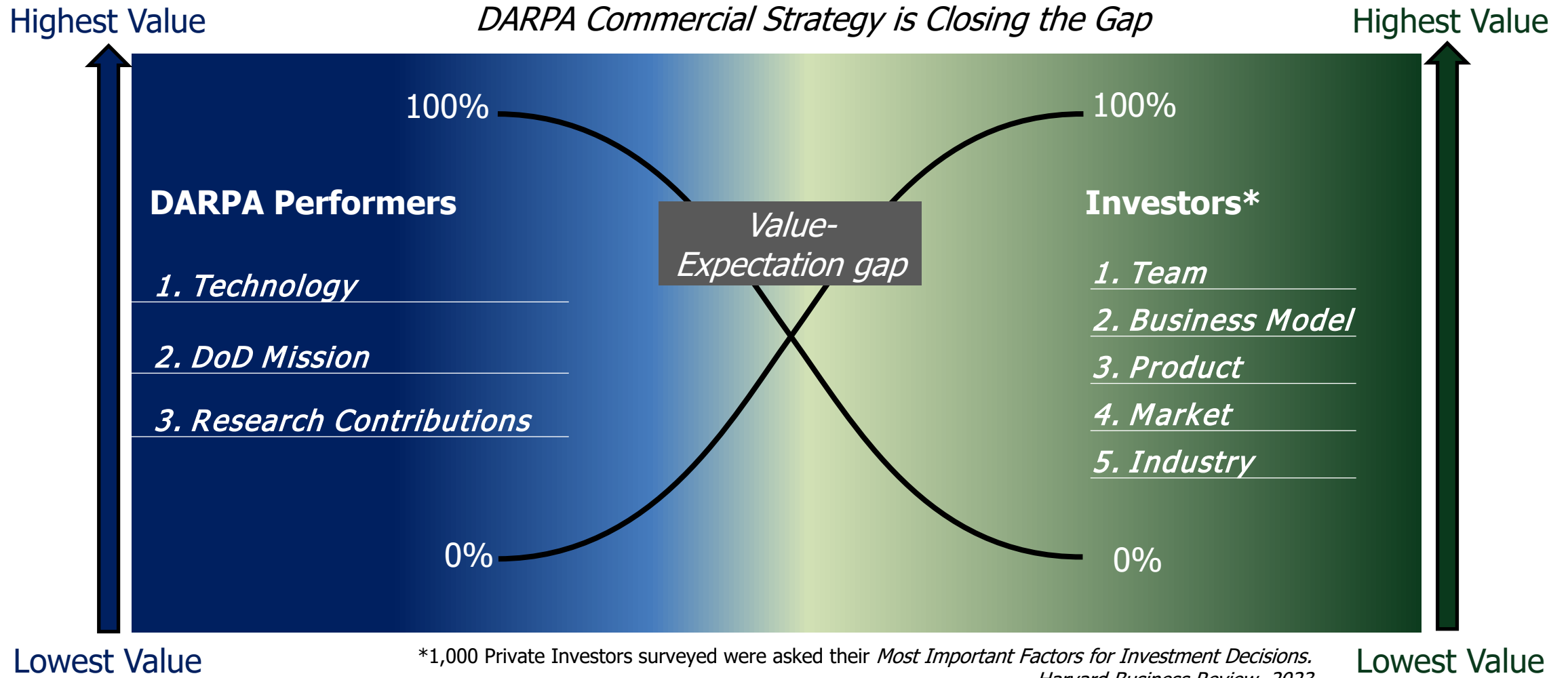
- **Prior to Receipt of Proposals (Solicitation Phase):** No restrictions, however Gov't (PM/PCO) shall not dictate solutions or transfer technology
 - Typically handled through the FAQ, but see PA exceptions
- **After Receipt of Proposals/Prior to Selections (Scientific Review Phase):** Limited to Contracting Officer or PA Coordinator (with approval) to address clarifications requested by the review team
 - Proposal cannot be changed in response to clarification requests
- **After Selection/Prior to Award (Negotiation Phase):** Negotiations are conducted by the Contracting/Agreements Officer
 - PM and/or AOR typically tasked with finalizing the SOW (with PI)
 - PM and/or AOR typically involved in any technical discussions (i.e., partial selection discussions)
 - Pre-award costs will not be reimbursed unless a pre-award cost agreement is negotiated prior to award
- **Informal Feedback Sessions (Post Selection):** May be requested/provided once the selection(s) are made
 - If made on a timely basis (~2 wks. after letter), all requests will be accepted



www.darpa.mil



The Value-Expectation Gap between DARPA and Investors



*1,000 Private Investors surveyed were asked their *Most Important Factors for Investment Decisions*.
Harvard Business Review, 2023

<https://academic.oup.com/jleo/article-abstract/35/3/513/5530735>



Commercial Strategy Initiatives



Embedded Entrepreneur Initiative

Connecting Brilliant Technical Minds to Brilliant Business Minds

- Program Manager (PM) nominated for SCA review; technology validated
- Entrepreneur joins a DARPA Performer R&D Team for 12+ months
- Access to techno-economic market mapping and curated capital



Minimum Viable Product

Prove Commercial Viability, Service, and/or Capability

- PM nominated for SCA review
- Performer brings technology to market with the goal of generating sales and productizing



Commercial Accelerators

Scale the EEI/MVP

- 5 DARPA Commercial Accelerators facilitate rapid commercialization, talent attraction, and commercial ecosystem development.



Venture Horizons

Bring Top Investment to DARPA

- Vetting providers of non-adversarial capital
- PMs, OD, DDs, LNOs can update investors on DARPA programs

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Breaking Down Barriers to Entry for Nontraditional Performers

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Connect Corner
Our home for live events, including webinars, office hours, and one-on-one coaching sessions. Check out the full calendar of events and register now to secure your spot!

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On-Demand Learning
Explore high-impact lessons to help you effectively work with DARPA. Whether you're a new potential performer or a well-seasoned alum, you'll find a wealth of materials to make sure you're in the best position to engage with DARPA.

[On-Demand Learning](#)



Upcoming Events
Check out our events calendar for upcoming opportunities to learn, network, and engage. Missed an event? Visit the archive for recordings and resources.

[Events Calendar](#)



DARPA ERIS Marketplace
Introducing the Expedited Research Implementation Series (ERIS) Marketplace - our newest effort to accelerate acquisition velocity and provide a rapid procurement pathway to work with DARPA.

[ERIS Marketplace](#)



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DARPAConnectPop-Ups

Full day events covering the breadth of your DARPA journey

Sessions Include:

- Engaging DARPA Program Managers
- Heilmeier Challenge: Understanding Effective DARPA Communication
- Understanding DARPA Announcements and Contract Vehicles
- Reviewing and Analyzing a DARPA Opportunity
- DARPA SBIR and STTR Program
- Understanding DARPA Security Resources
- Preparing Your DARPA Proposal
- Tying It All Together: Strategies for Success
- Opportunities for Networking

2025 DARPAConnect Pop-Up Locations



Minneapolis, MN
February 2025



Huntsville, AL
May 2025



Virtual
July 2025



Bozeman, MT
September 2025



Seattle, WA
November 2025

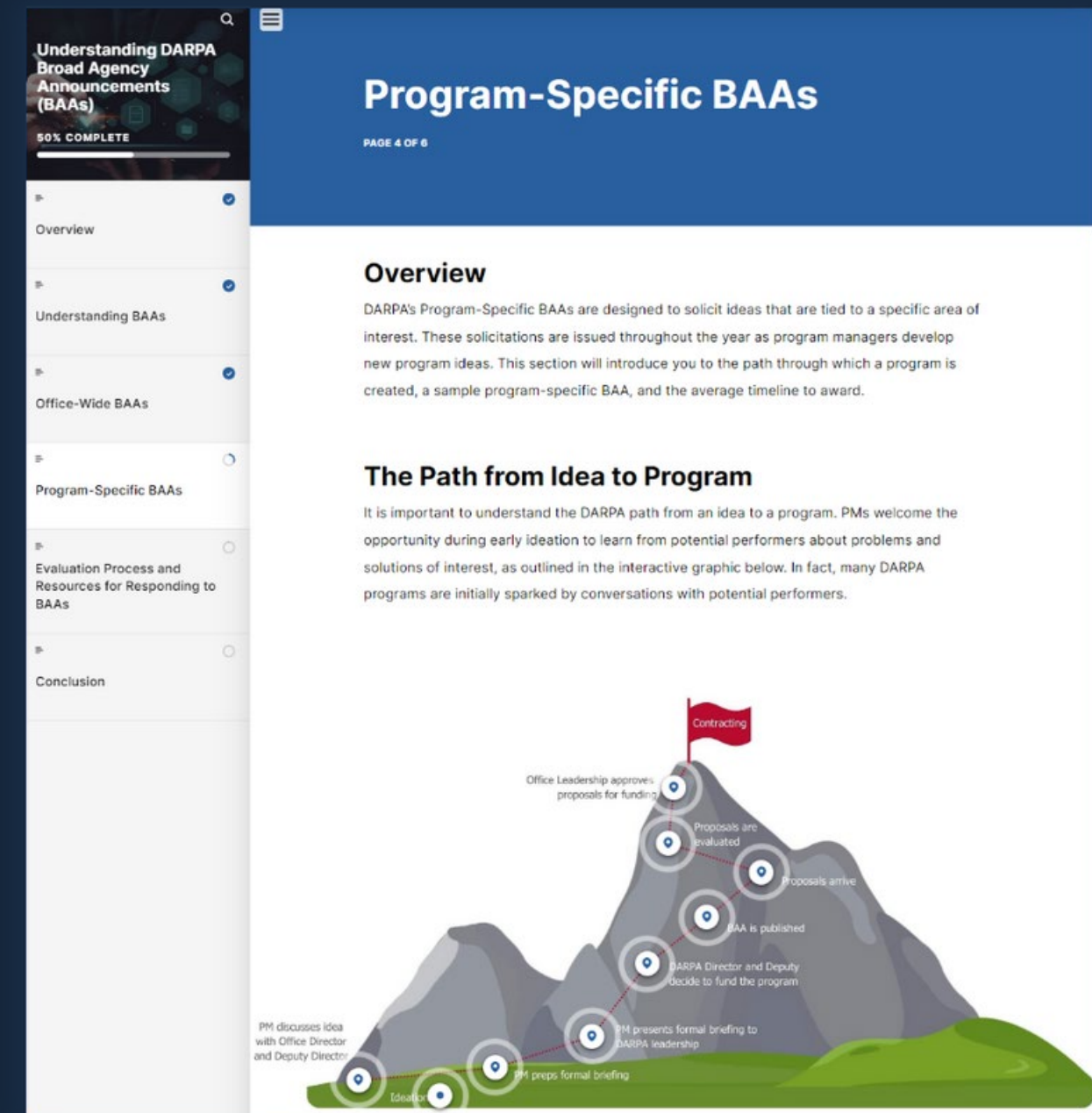


DARPAConnectCurriculum

Lessons Include:

- DARPA 101: Introduction to DARPA
- DARPA Advanced Research Concepts Explained
- DARPA Award Vehicles and Solicitations
- DARPA SBIR/STTR Small Business Programs
- Introduction to DARPA Security
- Making the Most of a DARPA Proposers Day
- Opportunities to Work with DARPA
- Teaming Basics: Building an Effective Team
- The Heilmeier Catechism
- Tips for DARPA Proposal Success
- Understanding DARPA Broad Agency Announcements (BAAs)
- Understanding Intellectual Property
- Working with DARPA: Global Participation and Engagements
- Understanding Facilities Clearances
- Innovating Acquisition: Introduction to DARPA Other Transactions

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Webinars

Online sessions that offer a unique opportunity to learn about the mechanics of working with DARPA directly from DARPA presenters.



Ask Me Anything

An open forum where participants send in their questions and DARPA presenters answer them in a group setting



One-on-One Coaching

30-minute private session where participants introduce their research interests and explore how they may fit at DARPA



Office Hours

10-minute sessions during which participants ask specific questions about working with DARPA in a private setting



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open mic
WITH DARPA

DARPA's new monthly 30-minute quick-hit session that brings you the latest from DARPA's tech offices— key announcements, funding opportunities, upcoming events, and more.



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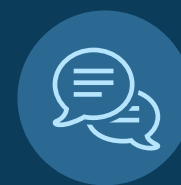
NAVIGATE THE DARPA ENTERPRISE

We offer a one-stop-shop to navigate the changes and opportunities at DARPA



ENGAGE PROGRAM MANAGERS

Identify and engage PMs whose research interests align with your research



SPEAK THE HEILMEIER

Frame your ideas using DARPA's Heilmeier Catechism

NOT FOR QUESTIONS SPECIFIC TO AN OPEN BAA.



Thank You.

For more information or to request
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