

DARPA Contracting – A High-Level Introduction

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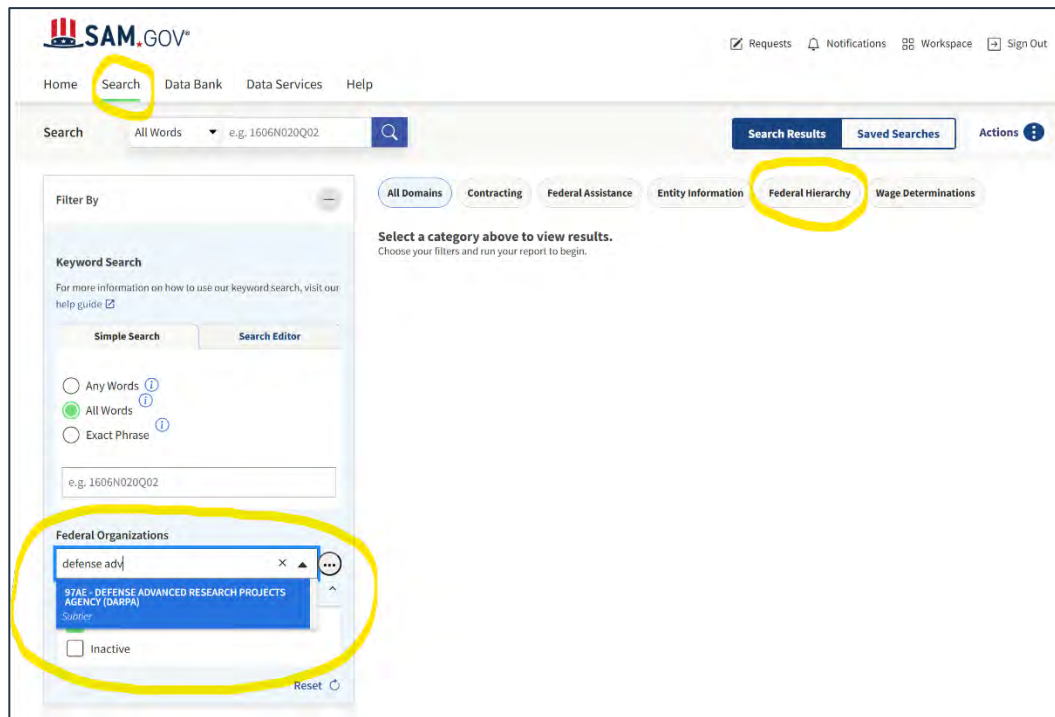




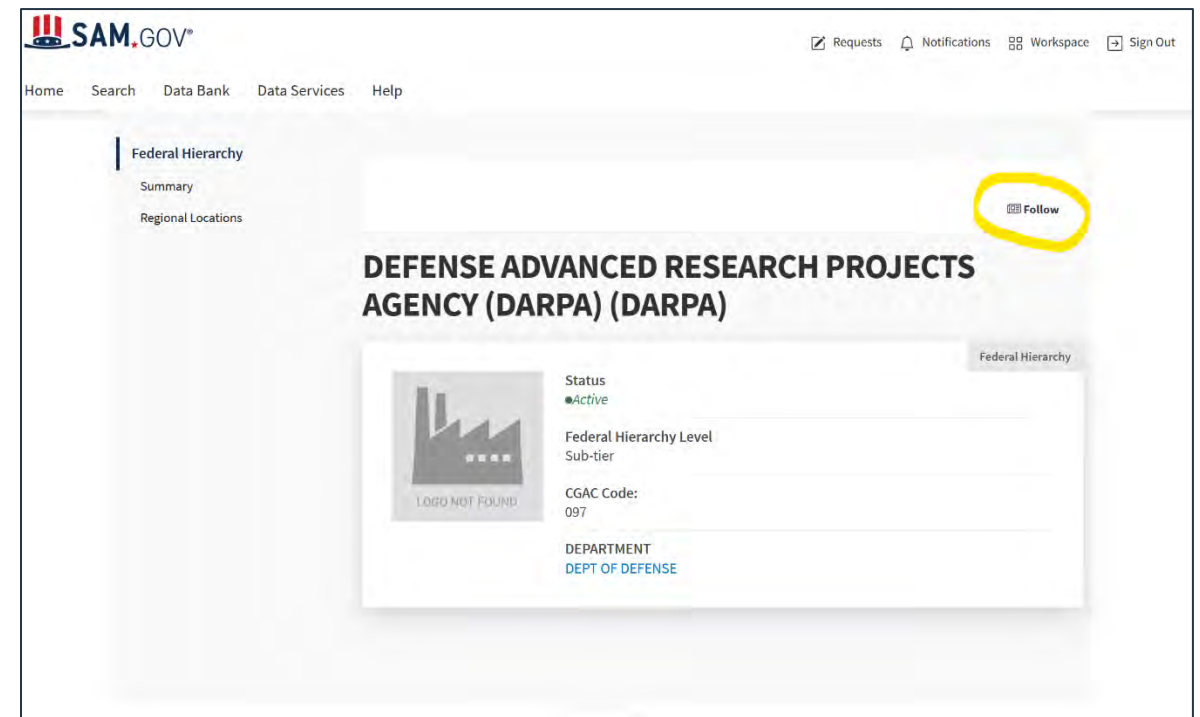
How to Stay Abreast of DARPA Solicitations - SAM



- System for Award Management (SAM)
 1. Sign in to your account
 2. Search for DARPA
 3. Follow DARPA



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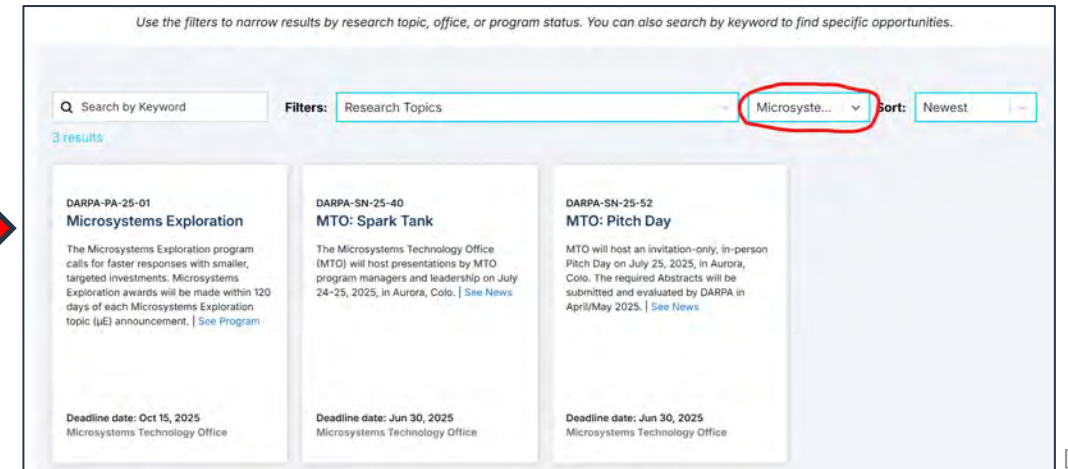
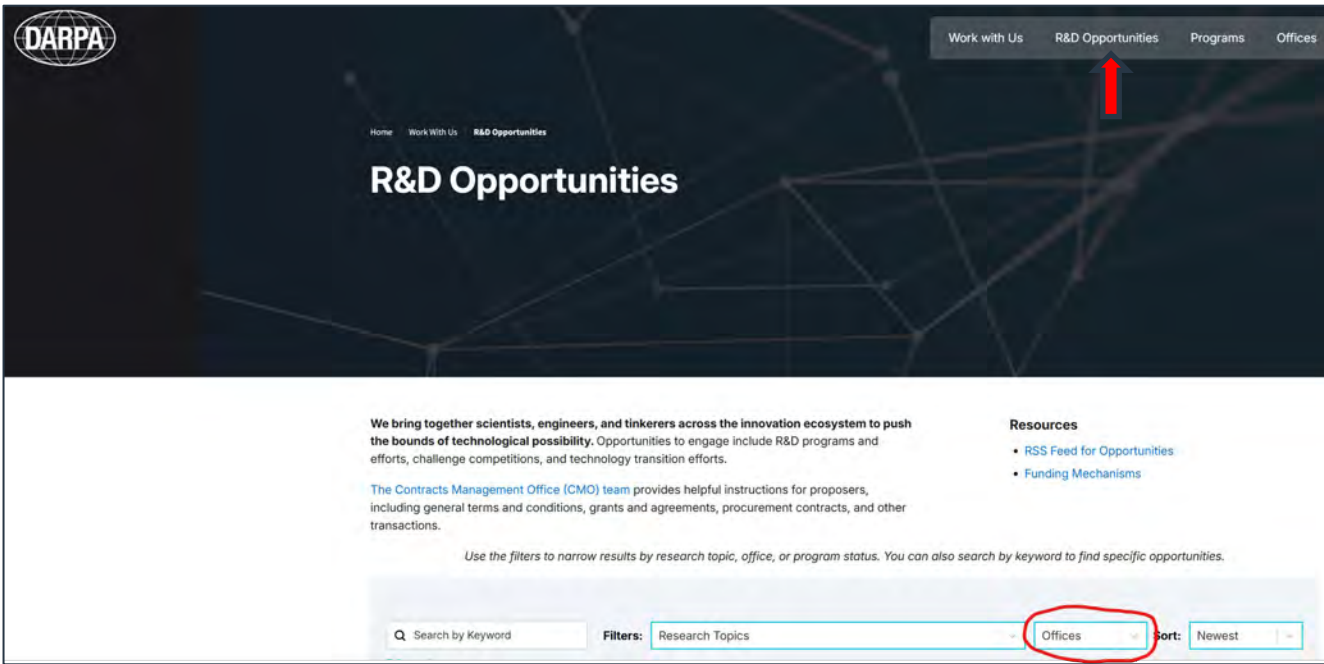
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How to Find MTO Solicitations – DARPA Website



- www.darpa.mil
- R&D Opportunities
- Offices → Microsystems Technology Office



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What Award Instruments Does DARPA Utilize?



1. Procurement Contracts
2. Other Transactions for Prototypes
3. Other Transactions for Research
4. Grants and Cooperative Agreements





Award Instrument Types – 1. Procurement Contracts



- Acquisition instruments – acquire goods and services for the direct benefit of the Government
- Governed by:
 - Federal Acquisition Regulation (FAR)
 - Defense FAR Supplement (DFARS)
- DARPA utilizes Cost Reimbursement contracts
- ★ Requires an adequate accounting system (i.e., reviewed by DCAA and found to have no material deficiencies)
- Most applicable to traditional defense contractors





Award Instrument Types – 2. Other Transactions for Prototypes



- Acquisition instruments – provide goods/services to the Government
- Requires the delivery of a prototype
 - “prototype” can take many forms, not necessarily just hardware
- Commercial-like instruments
- FAR/DFARS do not apply
- Either fixed price or expenditure-based
- ★ Note: expenditure-based is not identical to cost reimbursable
- Milestone-driven
- Most applicable to non-traditional defense contractors

**Some DARPA programs exclusively utilize OT
for Prototypes**





Award Instrument Types – 3. Other Transactions for Research



- Non-acquisition instruments – support and stimulate an activity for the general public good
- Commercial-like instruments
- FAR/DFARS do not apply
- Default expectation is 50/50 Government/Performer cost share to the maximum extent practicable
- Either fixed price or expenditure-based
 - ★ Note: expenditure-based is not identical to cost reimbursement
- Most applicable to non-traditional defense contractors

Often utilized for dual purpose research





Award Instrument Types – 4. Grants and Cooperative Agreements



- Non-acquisition instruments – support and stimulate an activity for the general public good
- Governed by:
 - 2 CFR 200
 - Department of Defense Grant and Agreement Regulations (DoDGARS)
- FAR/DFARS do not apply
- Most applicable to universities

Not applicable to many DARPA programs

- **Controlled Unclassified Information (CUI)**
- **Prototypes**





I've been selected for a potential contract award under a DARPA MTO solicitation. Now what???







- DARPA's term for post-selection clarifications/information gathering
 - Labor rate support
 - Vendor quotes
 - Subcontractor documentation
 - Etc.

★ Taking a step back, however, including this information in the proposal will preempt this process and very likely will reduce the award timeline.



- DARPA's objective is to minimize, or ideally eliminate, negotiations
 - In all of our solicitations, we are including model award documents with expected terms/conditions
 - In many of our solicitations we are pre-establishing a reasonable fee/profit range
- For Other Transaction awards, you have the opportunity to convey the value of your proposal, which may expedite/eliminate negotiations



 	<ol style="list-style-type: none">1. Cost Share2. Implementation of Commercial Best Practices3. Cost Savings/Avoidance4. Clear Transition Pathway5. IP – Right of Use Valuation	<ol style="list-style-type: none">1. Sunk/prior investment on related technology (e.g., IRAD)2. Future value as opposed to the value of using an OT today3. Broad statements based on unrealized potential
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- **Opportunity to see your game-changing solution to fruition**
 - Milestones
 - Reporting
 - Technical Interchange Meetings
 - Regular interaction with DARPA PM
- **Contract modifications:**
 - Incremental funding
 - Always unilateral
 - Option exercises
 - Usually unilateral
 - No-cost Period of Performance (POP) extensions (details on next slide)
 - Always bilateral
 - Task adds
 - Always bilateral





No-Cost Period of Performance Extensions (NCEs)



- A performer requests an NCE when it needs more time to complete the effort at no additional cost to the Government
- Requests must be made to the CO (with a cc to the DARPA PM) no later than 30 days prior to the end of the current period of performance
- NCE requests must include the following information:
 - Program Name/Contract Number
 - Current Period of Performance End Date
 - Requested New Period of Performance End Date
 - Total Funding Currently Obligated
 - Total Expenditures to Date
 - Remaining Available Funding
 - Reason(s) for the Extension Request
 - Program Impact





- DARPA places much emphasis on “seedling” awards via its officewide (OW) BAAs, as these awards often inform new DARPA programs
- MTO OW BAA Accelerated Seedling Award Option
 - Proposer must agree to a preset list of stipulations (see BAA Attachment F)
 - In exchange for this agreement, DARPA will commit to making the award within 30 days from the proposer’s receipt of the selection notification letter

If you have feedback or suggestions as to how DARPA may be able to modify the accelerated award option stipulations while still preserving the ability to award within 30 days, please submit your suggestions via e-mail to HR001124S0028@darpa.mil.



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