



## BAA: It's not just for sheep.



The Dept. of Defense's U.S. Army Medical Research and Materiel Command recently issued a Broad Agency Announcement Extramural Medical Research (W81XWH-16-R-BAA1) Fiscal 2016. What's a BAA, you ask?

The Broad Agency Announcement (BAA) is a competitive funding opportunity announcement to solicit proposals for basic and applied research using your ideas, expertise and strengths to address government needs and interests. The BAA mechanism was created in 1984 and is detailed in Federal Acquisition Regulations, FAR 35.016. The regulations stipulate that a BAA will:

- Fulfill requirements for scientific study and experimentation that advances the state-of-the-art or increases knowledge or understanding rather than focusing on a specific system or hardware solution;
- Address an agency's need for basic research that is outside of existing programs;
- Not include demonstration or validation of prior research;
- Only be used when proposals with multiple technical approaches are anticipated;
- Include a description of the research, criteria for award and proposal requirements;
- Be awarded competitively based upon technical merit, importance to agency programs, and fund availability.

Many agencies participate including most SBIR funding agencies, but they may use other terminology such as Funding Opportunity Announcement (FOA) for the mechanism, and some BAAs may be jointly released by multiple participating agencies. Announcements will also vary in:

- Degree of topic specificity;
- Whether they require an initial white paper followed by a request from the agency for full proposals (two-step), or request a full proposal from each applicant (one-step);
- Submission deadlines. Can include only specified acceptance dates for white paper or proposal submission (Closed BAA), any date during the period of the BAA (Open BAA), or a broad solicitation followed by specific requests for white papers or proposals (BAA with Calls), or a combination of these;
- Applicant eligibility;
- Funding mechanism/grant, contract or both.

So where do you find BAAs?

- FedBizOpps (FBO, [www.fbo.gov](http://www.fbo.gov)) The government point-of-entry for all Federal procurement opportunities greater than \$25,000
- Grants.gov ([www.grants.gov](http://www.grants.gov)) The public notification site used when a BAA allows for the award of an assistance instrument (i.e. grant or cooperative agreement)
- Agency-specific websites including

- Defense Innovation Marketplace (<http://www.defenseinnovationmarketplace.mil/business.html> ) The centralized source for DoD science and technology funding information
- NIH Funding Opportunities & Notices (<http://grants.nih.gov/grants/guide/index.html> )
- DOE Funding Opportunity Announcements (<http://science.energy.gov/grants/> )
- NASA Solicitation & Proposal Integrated Review & Evaluation System (<http://nspires.nasaprs.com>)
- NSF Funding Opportunities (<http://www.nsf.gov/funding/>)

Once you find a BAA of interest, what's next?

- After you have thoroughly read the solicitation (!!!), most agencies recommend talking with the Program Manager or Technical POC before submitting your white paper or proposal (See BBC's previous [article on contacting your TPOC](#)) Some BAAs will also have an informational briefing scheduled early in the process to address questions.
- Based on TPOC guidance, prepare & submit your white paper (if required). Formats, page limits and specifics vary greatly, so carefully read the requirements.
- If the agency is interested, they will request a full proposal including cost proposal, past performance and technical proposal following the format detailed in the BAA.
- When the agency announces the award, additional negotiations will begin.

Contact BBCetc if you have questions: [info@bbcetc.com](mailto:info@bbcetc.com), 734-930-9741.