



BARDA Industry Day Washington, DC

Broad Agency Announcements (BAA), Request for Proposals (RFP) and Their Differences

Susan Cortes-Shrank

Contracting Officer

December 11, 2012



BARDA/AMCG Broad Agency Announcements



- Three open long range Broad Agency Announcements :
 - Chemical, Biological, Radiological, and Nuclear (CBRN) agents (BARDA CBRN BAA- 12-100-SOL-00011)
 - Strategic Science and Technology (SST) (BARDA-SST-BAA-12-100-SOL-00013)
 - Flu (BARDA-Flu-BAA-12-100-SOL-00018)
- Two step process
 - First stage: Submission and review of Quad Charts/White Papers resulting in:
 - An invitation to submit a full proposal
 - Do not invite letter
 - Second stage: Submission and review of full proposals



Elements of the BAA



- Describes agency's research areas of interest for individual program requirements,
- Describes criteria for selecting the proposals, their relative importance and evaluation method,
- Specifies time periods for receipt of white papers/quad charts, process for accepting full proposals and,
- Contains instructions for preparation and submission of proposals.



Benefits of a BAA



- Government is looking for answers to problems or responses to research areas of interest
- Streamlines the procurement process
- Promotes the advancement of technology
- Allows for competition of ideas/concepts throughout the established response period
- Multiple submission periods possible
- Can amend the BAA to add or subtract information or requirements
- Can remain open for up to a one year period of time



Differences between a BAA and a Competitive RFP



- The type of research and development:
 - RFP – focuses on a specific product, service or MCM solution
 - BAA – focuses on scientific study and experimentation outlined in research and technical objectives only for research and development
- The Statement of Work
 - RFP – The Government drafts a common Statement of Work (SOW) or Statement of Objectives (SOO) to which all offerors propose
 - BAA – The government drafts a statement of general research interest or a statement of the problem. The Offerors draft their own statement of work and technical approach.



Differences between a BAA and a Competitive RFP Continued



- Proposal Review
 - RFP – All proposals are intended to accomplish the same thing. Awardee(s) is/are selected by evaluating proposals against the requirements of the RFP and who provides best value to the government.
 - BAA – Proposals contain stand-alone unique solutions. They are not compared to one another.
- Note, both are evaluated by the evaluation criteria as outlined in the RFP or BAA solicitation.



Differences between a BAA and a Competitive RFP Continued



- Evaluation Process

- RFP- An RFP follows a predetermined source selection plan containing specific evaluation criteria.
- BAA- Proposals undergo a scientific review process. A proposal that is otherwise weak could be selected if it shows great technical promise or relevance to the BARDA mission such as a risky but perhaps revolutionary approach.

Note, for the BAA selection process the primary basis for selecting proposals for acceptance shall be program relevance, technical merit, and the offeror's capability. All awards are subject to funding availability.



Similarities in the Evaluation Process



- Once a proposal submission is received, dialogue between potential offerors and Government Project Officers/CORs is not acceptable prior to contract award.
- A formal Government Technical Evaluation Panel (TEP) is convened for all HHS proposals.
- The Source Selection Authority (SSA) is the final authority for the decision on moving forward to enter into negotiations for award.
- The negotiation process may be extensive, include site visits, and audits.

Note – in the RFP process the CO determines competitive range prior to the SSA decision for negotiations.



Priority Areas in Responding to a Solicitation



- First Priority: SECTION C - DESCRIPTION/SPECIFICATIONS/WORK STATEMENT . The Statement of Work is a description of the work to be performed in reaching an end result.
- Second Priority: SECTION M – EVALUATION FACTORS FOR AWARD . The evaluation criteria and their importance form the basis upon which an award will be made.
- Third Priority: SECTION L- INSTRUCTIONS, CONDITIONS AND NOTICES TO OFFERORS. This section discusses how to structure, format and submit the proposal. It also describes the selection process and procedures.
- Fourth Priority: Solicitation close date.



Summary



- Under a BAA, both procurement contracts and non-procurement instruments including Inter Agency Agreements (IAAs), Grants, Cooperative Agreements, and Other Transaction Authorities (OTAs) may be awarded.
- BAAs allow for greater flexibility in both the proposal submission and selection phases.
- BAAs have the potential to be highly effective in BARDA's ability to respond quickly to emerging threats as the BAA process is streamlined.

Please Remember to...

- Contact the contracting officer with questions or concerns.