BARDA Industry Day
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Background

• The BAA is described in FAR 6.102(d)(2), “Use of Competitive Procedures,” and FAR 35.016, “Broad Agency Announcements.”

• The BAA technique shall only be used when meaningful proposals with varying technical/scientific approaches can be reasonably anticipated.
What is a white paper?

• A white paper is an abridged version of a traditional “full” proposal. White papers outline the Contractor’s overall objective, technical background, scientific approach, planned level of effort, and nature/extent of anticipated results.

• Much more condensed than a full proposal:
  • Quad Chart
  • Page limits (follow guidelines in each BAA)

• When submitting, ensure the white paper:
  • Is within stated scope of BAA
  • Speaks to the Evaluation Criteria (i.e. Part V)
Benefits

• Get technical feedback from BARDA

• Smaller investment and effort to submit a white paper

• If the white paper is rejected, you can easily resubmit
White Paper Review Process

The two stage process

Stage I:
- Offerors shall submit a Quad Chart, White Paper and Addendum summarizing the proposed project.
  - See specific BAA for submission requirements.
- Electronic acknowledgement of receipt of white papers will be made within one week.
- Decision letters will be sent to Offerors within 90 days of submission or within 90 days after the submission deadline.
Stage II:

• Offerors receiving a favorable evaluation will be asked to prepare a Full Proposal and submit to BARDA.

• Instructions for completing the Full Proposal are found in Part IV of the Solicitation. A request to submit a Full Proposal does not assure an award.

• The Government intends to make an award decision within 180 days after submission of Full Proposals.
Decision Letters (Invite/Do-Not-Invite Letters)

- **Purpose**
  - Full proposal *or* constructive feedback

- **Level of detail**
  - Letter is tailored to highlight specific strengths/deficiencies of each individual white paper/proposal
Invite Letter

• Formal request for full proposal
  • Timing (follow guidelines established in specific BAA and instructions accompanying Decision Letter)

• Detailed instructions (e.g. level of detail desired, formatting examples, page limits, etc.)
  • Instructions may supersede the BAA instructions.
Do-Not-Invite Letter

• Formal letter to unsuccessful white paper Offeror
  — Feedback is intended to facilitate and improve white paper submissions in future

• What’s Next?
  — Technical Point of Contacts listed in the BAA
  — Tech Watch Program
  — Revise and Resubmit
Summary

• Read the solicitation thoroughly

• 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.
Q & A?