



BARDA Industry Day Washington, DC

Methods of Solicitation: Requests for Proposals (RFP) and Broad Agency Announcements (BAA)

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Overview

- Key characteristics of RFP and BAA – similarities and differences
- Advantages of BAA solicitation method for research and development contracting
- Currently open BARDA BAA solicitations
- Review



RFP vs. BAA

- Both RFP and BAA are methods for soliciting contract proposals
- **Request for Proposals (RFP)**
 - Most common solicitation method used to procure goods and services
 - Focus on a specific product, service or MCM solution
 - Government states specific need and defines scope of work
- **Broad Agency Announcement (BAA)**
 - Specialized solicitation method used to procure research and development
 - Flexibility to evaluate unique proposals within broad areas of interest
 - Proposals are not compared to each other, no common work statement
 - Continuously open



Benefits of a BAA



- Government is looking for answers to problems or responses to research areas of interest
- Allows government to benefit from the ingenuity of our industry/ academic partners by allowing for consideration of unique solutions
- Streamlines the procurement process:
 - Multiple submission periods possible
 - Can amend the BAA to add or subtract information or requirements
 - Can remain open for extended time – current solicitations open for two years



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), all Offerors propose solution.
 - 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**- Follows a predetermined source selection plan containing evaluation criteria tailored for the particular requirement
 - Most BARDA/AMCG RFPs establish a best value trade-off evaluation
- **BAA**- Proposals undergo a scientific review process, with evaluation criteria set forth in the BAA.
 - Two-step evaluation process:
 - **First stage** – Submission and review of Quad Charts/White Papers resulting in either:
 - An invitation to submit a full proposal
 - Do not invite letter (submission of full proposal not recommended)
 - **Second stage** – Submission and review of full proposals



Similarities in the Evaluation Process



- Once a white paper or proposal is received, dialogue between potential offerors and BARDA Project Officers/Contracting Officer's Representatives is not permitted while the submission is under consideration for award.
- A formal Government Technical Evaluation Panel (TEP) is convened for all proposals received in response to AMCG/BARDA solicitations.
- The Source Selection Authority (SSA) is the senior government official with the authority select a proposal to proceed into negotiations for award.
- The negotiation process may be extensive, include site visits, and audits.



Priority Areas in Responding to an RFP



- First Priority: SECTION C - DESCRIPTION/SPECIFICATIONS/WORK STATEMENT . The Statement of Work is a description of the work to be performed under contract if awarded.
- 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.



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.



BARDA/AMCG Broad Agency Announcements



- Three Broad Agency Announcements open until July 2015:
 - **BAA-13-100-SOL-00013**
 - Advanced Research and Development of Chemical, Biological, Radiological, and Nuclear (CBRN) Medical Countermeasures
 - **BAA-13-100-SOL-00014**
 - Science and Technology Platforms Applied to Medical Countermeasure Development (Innovations)
 - **BAA-13-100-SOL-00019**
 - Advanced Development of Medical Countermeasures for Pandemic Influenza



Summary



- Under a BAA, both procurement contracts and non-procurement instruments including Interagency Agreements (IAAs), Grants, Cooperative Agreements, and Other Transaction Agreements (OTAs) may be awarded.
- Compared to an RFP, a BAA allows for greater flexibility in both the proposal submission and selection phases.
- Use of BAAs helps BARDA respond quickly to emerging threats and benefit from the ingenuity of our industry partners.

Please Remember to...

- Contact the Contracting Officer with questions or concerns
- AMCG personnel are here today to answer your questions

Questions

