BARDA Industry Day
Washington, DC

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

Nathaniel Cohen
Contract Specialist
November 13, 2013
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
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.
• 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
• 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