BARDA Industry Day Boston

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

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BARDA/AMCG Broad Agency Announcements

• Three open long range Broad Agency Announcements:
  ─ Chemical, biological, radiological, and nuclear (CBRN) agents (BARDA CBRN BAA-11-100-SOL-00009)
  ─ Strategic Science and Technology (BARDA-BAA-11-100-SOL-00001)
  ─ Flu (BARDA BAA-11-100-SOL-00021)

• Two step process
  ─ First stage: Submission and review of 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

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  • 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 research areas of interest articulated in Statements of Work.
• 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 system or hardware solution
  — BAA – focuses on scientific study and experimentation outlined in research and technical objectives.

• 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 Comparison

  — RFP – All proposals are intended to accomplish the same thing. Winner is selected by comparing proposals.

  — BAA – Proposals contain stand-alone unique solutions. They are not compared to one another.
Differences between a BAA and a Competitive RFP Continued

• Nature of the Competition

  — RFP- Proposals address common SOW’s or SOO’s and compete, one against another. Best value and past performance are important criteria in the evaluation of RFP’s.

  — BAA- Each proposal presents a separate approach to solving the problem. There is technical competition in the “marketplace of ideas.” The offeror is more engaged subsequent to the submission of a white paper. The final evaluation is based on the assessment of the overall best value to the Government plus past performance.
Differences between a BAA and a Competitive RFP Continued

• Evaluation Process

  — RFP- An RFP follows very closely a predetermined source selection plan.

  — 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.
Similarities in the Evaluation Process

• Dialogue between potential offerors and Government Project Officers is not acceptable prior to the Government Evaluation.

• A formal Government Technical Evaluation Panel is convened for all HHS proposals.

• The Source Selection Authority is the final authority for the decision on moving forward to enter into negotiations for award.

• The negotiation process may be extensive.
Priority Areas to Focus On When Submitting a Proposal in Response to an RFP

• 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.

Summary

• Under a BAA, both procurement contracts and non-procurement instruments including inter agency agreements and other transaction authorities 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.