

OFFICE OF THE DIRECTOR OF NATIONAL INTELLIGENCE



Intelligence Advanced Research Projects Activity (IARPA) Doing Business with IARPA



L E A D I N G I N T E L L I G E N C E I N T E G R A T I O N



Doing Business with IARPA

- IARPA is part of the intelligence community
- IARPA generally issues competitive broad agency announcements (BAAs)
- BAAs are usually open for one year
 - Program BAAs address a specific need
 - Office-Wide BAAs are for development of ideas, for potential competitive follow-on programs
 - IARPA-BAA-12-01 – Incisive Analysis
 - IARPA-BAA-12-02 – Smart Collection
 - IARPA-BAA-12-03 – Safe & Secure Operations



Doing Business with IARPA

- Basis for BAA is FAR part 35
 - Designed for Research & Development
 - Flexible
 - Allows IARPA to solicit the best ideas, and award multiple contracts
- Teaming is encouraged
- No preference for any particular size contractor or team, but the work plan must be viable
- Round 1 has firm proposal delivery date



Doing Business with IARPA

- All information needed to submit a proposal is included in the BAA
 - **Read ALL sections of BAA carefully:**
 - Sections 1 and 2 describe the program
 - Section 3 restricts eligibility to non-Government sources
 - Section 4 provides technical and cost proposal preparation instructions
 - Section 5 details the review (evaluation) criteria



Doing Business with IARPA

- Ensure you and all partners are eligible to compete as a performer – The following are not eligible:
 - Federally Funded Research and Development Centers (FFRDCs)
 - University Affiliated Research Centers
 - Government-owned, Contractor-operated (GOCO) facilities
 - Other Government Agencies
- Supplementary information is provided on IARPA's web site www.iarpa.gov



Communicating with IARPA Program Managers

- For program BAAs, offerors may communicate directly with PMs after Proposer's Day, before the issuance of a solicitation
- For office-wide BAAs, you may arrange a conversation with the PM to discuss your idea
 - PM may give you general feedback, but will not advise you on ways to improve your approach
 - Discussion with PM does not guarantee selection; you may submit to the BAA (and be considered) regardless of any feedback you receive from the PM
 - Selection will always be based on criteria in BAA



Where to find Information

- IARPA web site <http://www.iarpa.gov>
 - Engagement Opportunities
 - Organizational Conflicts of Interest (OCI)
 - Proposer's Day Conferences
 - Frequently Asked Questions
 - Program-specific Q&As
- Federal Business Opportunities <https://www.fbo.gov>
 - Broad Agency Announcements (BAAs) and Amendments
 - Requests for Information (RFI)
 - Proposer's Days



Tip #1: Responding to Q&As

- Please read the entire BAA before submitting questions
- Read Frequently Asked Questions, IARPA web site <http://www.iarpa.gov/faq.html>
- Send your questions as soon as possible
 - Submit to Program e-mail address, such as: dni-iarpa-baa-12-01@ugov.gov
 - **Do not include proprietary information**
- IARPA attempts to craft clear responses to Q&As before posting



Tip #2: Preparing the Proposal

- **Very Important! Note restrictions in Section 4 of the BAA on delivery of proposals**
 - Unclassified proposals must be sent via FEDEX, UPS, or DHL
 - **Do NOT use same-day delivery services or USPS**
 - Classified proposals, contact IARPA Chief of Security
- Section 5 – Read the review criteria carefully
 - For example: “The technical approach is credible, and includes a clear assessment of primary risks and a means to address them”



Tip #3: Preparing the Proposal

- **Detailed Technical and Cost Proposal Preparation Instructions are included in Section 4 of the program BAAs, and Section 3 of the Office-Wide BAAs**
- Technical Proposal: ensure consistency
 - Address risks
 - Build proposal with review criteria in mind
- Cost Proposal: we only need what we ask for in BAA
 - We review cost realism
 - The contracting agent will determine cost reasonableness



Tip #4: Scientific Review Criteria

- ✓ Scientific and Technical Merit
- ✓ Effectiveness of the Work Plan
- ✓ Contribution and Relevance to IARPA Mission and Program Goals
- ✓ Relevant Experience and Expertise
- ✓ Cost Realism
- **Criteria generally remains the same for each BAA, but details may vary**



Tip #5: Selection & Award Process

- Proposals undergo thorough review by Government personnel, sometimes with the advice of non-Government advisors (but only Government personnel vote)
- BAA procedures allow for informal feedback, which we provide with the goal of improving the quality of the proposals IARPA receives
- Contracting agents, using their rules and regulations, effect contract award for offers selected for negotiation



Tip #6: Streamlining the Award Process

- **Approved accounting system needed for Cost Reimbursable contracts:**
 - Must be able to accumulate costs on job-order basis
 - DCAA (or cognizant auditor) must approve system
 - See <http://www.dcaa.mil>, Information for Contractors under “Publications” on the left-hand side of the page
- Following selection, Contracting Agent may request your review of subcontractor proposals
- Contracting Agent must determine your price is fair and reasonable, based on Agent’s regulations



Common Mistakes

- Sending questions directly to IARPA PM regarding an open Program BAA
- Ineligible prime, or elimination by use of ineligible subcontractors
- Failing to follow the formats provided in proposal preparation instructions
- Use of USPS or same-day delivery service



IARPA Funding

- IARPA funds applied research for the Intelligence Community
 - Not subject to DoD funding restrictions for R&D related to overhead rates
 - Funding profile is not public
- IARPA is not DoD