

Top 10 FAQs

1. What is the IARPA Solutions Marketplace?

The IARPA Solutions Marketplace is a digital environment for post-competition video solution pitches.

The Marketplace solicits, collects, assesses, and curates Intelligence Community-relevant solutions and makes those solutions available to the government through rapid acquisition pathways.

Government organizations can use the Marketplace to search, view, review, compare, contact, negotiate, and procure IC-relevant solutions.

For industry, academia, and individual solution providers, the Marketplace provides a way to promote IC-relevant solutions, products, software, and services to the Intelligence Community.

2. What kinds of companies or organizations can submit a video pitch?

The Marketplace is open to:

- U.S.-based companies
- Traditional and nontraditional contractors
- Large businesses
- Small businesses
- New entrants
- Universities
- Nonprofit companies
- Individuals

Foreign universities, research institutions, and entities may also submit video pitches, provided the submissions comply with international law, including export laws for both the country of origin and the United States.

3. What are the requirements for a video submission?

Review Section VII subsection 3 and 4 of the IARPA Solutions Marketplace announcement for video submission requirements.

Videos and submission materials must be unclassified and must not include proprietary information, export-controlled information, or controlled unclassified information.

Each video must address four required elements:

- Defining the problem
- Technical approach
- Mission impact
- Pricing model

4. How do I submit or log into my account?

Navigate to the IARPA Solutions Marketplace page (iarpa.gov/marketplace), select the path that applies to you (Solution Provider or Government User), and log in to the appropriate portal.

5. What is the submission deadline for the IARPA Solutions Marketplace announcement?

The IARPA Solutions Marketplace is continuously open for submission of solutions during the period of the announcement.

Submissions are collected monthly. The cutoff for a monthly collection period is the final calendar day of each month at 12:00pm (noon) Eastern Time.

Submissions received after 12:00pm (noon) Eastern Time on the final calendar day of a monthly collection period are rolled into the next monthly collection period.

6. I submitted my video. Now what? When is the assessment?

Submissions are collected monthly.

Submissions received on time for a monthly collection period are assessed the following month. Results are available within 30 days of the end of the relevant collection period, subject to flexibility for high submission volume.

Submissions received after 12:00pm (noon) Eastern Time on the final day of a monthly collection period are rolled into the next monthly collection period.

7. Where do I find my results after an assessment?

Upon completion of an assessment, email notifications will be distributed to submitters undergoing assessment notifying them that assessment results are ready for their review. They will be asked to log into the IARPA Solutions Marketplace Portal, where they can navigate to their submission and view assessment feedback.

Ratings and assessor comments are provided for both awardable and non-awardable submissions at the end of each assessment round.

8. I was not awardable. What do I do?

The IARPA Solutions Marketplace accepts resubmissions of non-awardable solutions while the announcement remains active.

At the end of each monthly assessment, submitting entities receive ratings, assessor comments, and suggestions for improvement.

A solution provider who has received a non-awardable determination in the assessment may resubmit their solution in any later collection period and may continue to resubmit in multiple collection periods while the announcement remains active. Solution providers should take assessment feedback into account and revise their submission according to assessor comments to improve their chances in the next assessment.

When resubmitting, select “IARPA SM Resubmission” under the “Submission Type” field.

9. What is the process to connect with us to get us on contract?

The Marketplace allows Government organizations to search, view, review, compare, contact, negotiate, and procure IC-relevant solutions through rapid acquisition pathways.

Award terms may be fully negotiable, including:

- Payment
- Intellectual property and data rights license terms
- Schedule
- Milestones
- Pricing

Award pathways may leverage a customer contracting activity or built-in sub-agreement processes established by IARPA.

Assessment as awardable and placement into the Marketplace does not guarantee any current or future award.

10. Who should I contact for more information?

Questions related to the announcement or IARPA Solutions Marketplace may be sent to:

success@iarpamarketplace.us

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11. How does the government find my video?

Government users can search, view, review, compare, and contact solution providers through the Marketplace.

To help Government users find your solution faster, your submission includes:

- Video solution title
- Related keywords

- Video solution abstract
- Relevant strategic focus area

Use a clear title, relevant keywords, and a concise abstract that helps Government users locate and understand your solution before watching the video.

12. Who can I talk to about my recent submission?

Ratings and assessor comments are provided for both awardable and non-awardable submissions at the end of each assessment round.

Submitting entities may request a feedback session to review ratings and comments related to their solution by reserving weekly office hours at:

[Office Hour Bookings](#)

Questions may also be sent to:

success@iarpamarketplace.us

13. Who are the users of the Marketplace?

On the Government side, video solutions in the Marketplace are available to Intelligence Community activities and Federal Agencies that share the relevant authorities underpinning the IARPA Solutions Marketplace.

14. Where do I find the announcement for the Marketplace?

Additional information related to the IARPA Solutions Marketplace can be found at:

[IARPA.gov/Marketplace](https://iarpa.gov/Marketplace)

15. How often can I submit a video?

Solution providers may submit one or multiple video submissions while the announcement remains open.

Each video submission must describe one solution.

16. Our solution does not fit the strategic focus areas but is IC-relevant. What should we do?

The Marketplace includes an “Other Intelligence Community Relevant Solutions” focus area.

This category is for new, novel, and/or previously prototyped Intelligence Community-relevant solutions with the potential to materially impact one or more IC mission areas.

17. Our solution meets the criteria of two strategic focus areas. Do we need to submit two videos?

No. If one solution fits within multiple focus areas, submit one video for that solution.

Select the predominant focus area. If you are unsure of the predominant focus area or believe the solution spans multiple focus areas, select “Other Intelligence Community Relevant Solutions.”

The focus area selected does not impact the assessment of the solution.

18. I am having trouble getting my government client familiar with the Marketplace. Who can I direct them to?

Additional information related to the IARPA Solutions Marketplace can be found at:

[IARPA.gov/Marketplace](https://iarpa.gov/Marketplace)

Questions related to the Marketplace may be sent to:

success@iarpamarketplace.us

Office Hour sessions reserved for government personnel can be scheduled here:

[Office Hour Bookings](#)

19. Am I able to make edits to my video after it has been deemed awardable?

If you have updates or features you need to include, you will need to create a new video following the criteria above and re-submit it for evaluation. Also note that each video is limited to one solution. If more than one solution is offered, you should submit multiple videos.

20. How can I share my awardable status with potential government customers?

Solutions determined awardable are placed into the Marketplace and are viewable by Federal Government accounts. ARI will send solution providers an awardable package that provides them information on how to share their solution with government customers.