



BARDA Industry Day Washington, DC

Contracting For Countermeasures

October 30, 2012



Where in the Process...



- Proposal has been reviewed by the TEP
 - Scored
 - Feedback Related to Scoring
 - Possible Development Issues Identified
 - Proposal Category Determined (Specific to BAAs)
- PCT has reviewed Proposal
 - Contracting Officer
 - Project Officer
 - SMEs specific to the areas of development
 - Product Specific
 - Functional Areas
- Auditor has reviewed the Cost Proposal



Company C – Competitive Range



- PCT has the following discussion points for negotiations
 - Addition of Key Personnel
 - Biomedical Project Manager
 - EVM Tools and Personnel
 - QA/QC Manager
 - 2nd Animal Model
 - FDA Animal Rule
 - Success Dependencies
 - CMC Advanced Activities
 - Addition of MSs and Deliverables
 - Related to Proposed Activities
 - Metrics
 - Addition of Organization Review Periods
 - Costs and Rates

How would/could these points change the development plan?



Also Affects...



- MS and Deliverables Chart
- Statement of Work
 - Aligns to Product Development Plan
 - Cross Reference to WBS
- Risk Management Plan
 - Risk Register
- Subcontractor Management Plan
- Key Personnel Information
 - CVs and Resumes of Key Personnel
 - Hiring Plan
- Cost Proposal
 - Allocated to Specific Periods of Performance



Consider...

- Developing your SOW and Cost Proposals based on Work Packages
- Benefits
 - Expedites Proposal Review
 - **Changes to the Development Plan during Negotiations**
 - Changes to the Development Plan during Execution
 - EVMS Implementation
 - Tracking True Costs