



BARDA Industry Day Boston

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

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October 18, 2011



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



— 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.



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.