



# **Learn Our Language: The ABCs of Working with US Army Medical Research and Materiel Command - Tools to Build a Partnership**

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MILITARY MEDICINE PARTNERSHIP DAYS  
UNCLASSIFIED

**6 March 2017**

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# **U.S. Army Medical Research and Materiel Command Overview**

MILITARY MEDICINE PARTNERSHIP DAYS  
*UNCLASSIFIED*

**LTC John Goodrich**

**US Army Medical Research and Acquisition Activity**

**6 March 2017**

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# Disclaimer



The views expressed in this presentation are those of the author(s) and may not reflect the official policy or position of the Department of the Army, Department of Defense, or the U.S. Government.





# Mission and Vision



## MISSION



Responsively and responsibly create, develop, deliver, and sustain medical capabilities for the Warfighter

## VISION



Lead the advancement of military medicine







# We Save Lives



## Focused on materiel and knowledge-based medical solutions to:

- Increase warfighter readiness
- Improve fitness, health, protection, and resilience
- Improve downrange health delivery
- Enhance recovery, rehabilitation or reintegration

USAMRMC: Where Saving Lives Begins!





# Why is Army Medicine Involved?



**Select, modify, and procure commercial medical materiel solutions when appropriate or we partner to develop.**

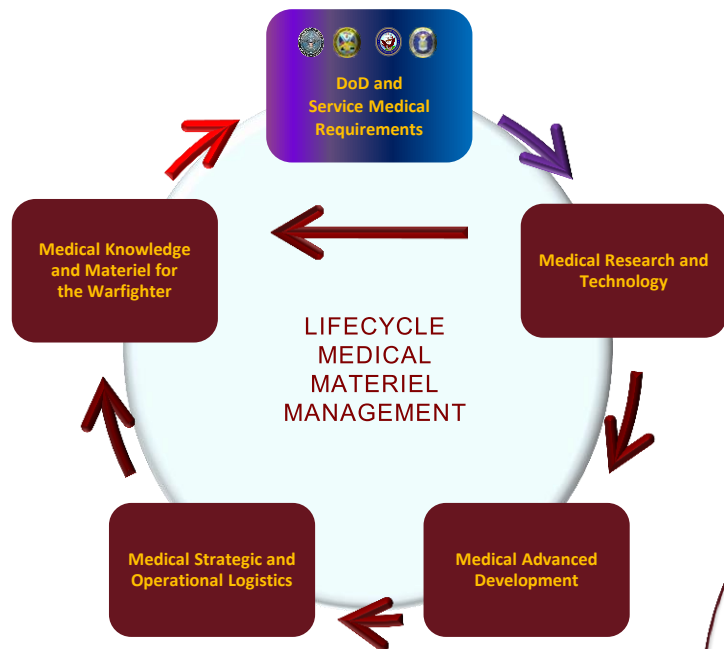
We take the lead in R&D when:

- The issue is unique to the military
  - Blast injuries
- Industry/academia lack interest
  - Endemic diseases in specific area of responsibility (AOR)
- Military needs a timely solution
- Directed by Congress

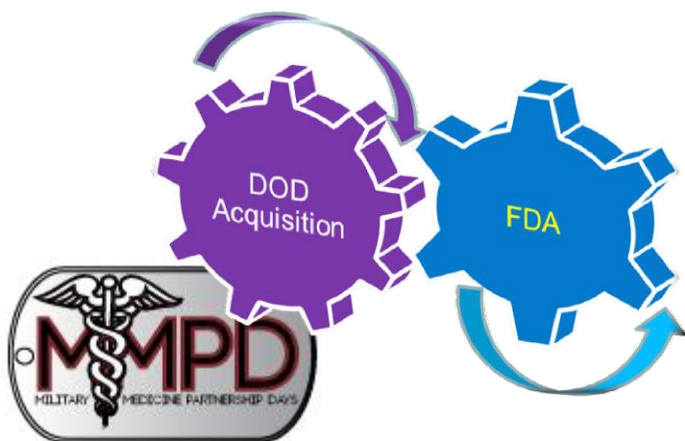




# Army's Medical Lifecycle Manager



A full lifecycle command leveraging DoD, Federal, Academic, and Industry partners to advance military medicine







# Threats to Service Member Readiness



## Combat Injuries

Hemorrhage  
Head Trauma  
Blast Injury  
Lung Injury  
Burns

## Mental & Physical Stress

Physical Performance  
Musculoskeletal Injuries  
Cognitive Performance  
Mental Health  
Post-Traumatic Stress  
Suicide

## Endemic Diseases

Parasitic Diseases  
Bacterial Diseases  
Viral Diseases

## Battle Sequelae

Loss of limbs  
Loss of tissue  
Loss of vision  
Pain

## Environmental Hazards

Heat and Cold  
Altitude  
Toxic Industrial Chemicals

## Systems Hazards

Lasers  
Noise

## Chemical & Biological Warfare Agents

Chemical Warfare Agents  
Biological Warfare Agents





# Response to Threats



## Combat Injuries

- **Hemorrhage Control and Resuscitation** devices (tourniquets), drugs, and blood products prevent leading cause of preventable death
- **Joint Trauma System Clinical Practice Guidelines:** evidence-based guides for Combat Casualty Care
- **Diagnostic Tests for Traumatic Brain Injury:** on-the-spot assessment minimizes unnecessary MEDEVAC, speeds return-to-duty

## Performance (function/dysfunction)

- **Musculoskeletal injury prevention** guidelines and optimized training reduce the risk of musculoskeletal injuries
- **Resiliency** solutions enhance human performance, prevent negative behaviors, and prepare Warfighters to handle operational stressors

## Systems Hazards

- **Sensory Performance and Hearing Protection** standards and drugs to prevent hearing loss and reduce the incidence of tinnitus in Warfighters

## Battle Sequelae

- **Battlefield Pain Management Drug** rapidly treats severe pain without complications of opioid drugs
- **Regenerative medicine technologies** will restore form and function to severely injured Warfighters

## Environmental Hazards

- **Environmental Sentinel Biomonitor** ensures safe drinking water
- **Extreme Environments:** predictive models, decision aids and countermeasures prevent or mitigate the effects of the extreme environments

## Endemic Diseases

- **Leishmania Rapid Test and Topical Drug** diagnose and treat at Role 1 without MEDEVAC or use of toxic drugs
- **Intravenous Artesunate** is a last-line treatment for deadly falciparum malaria

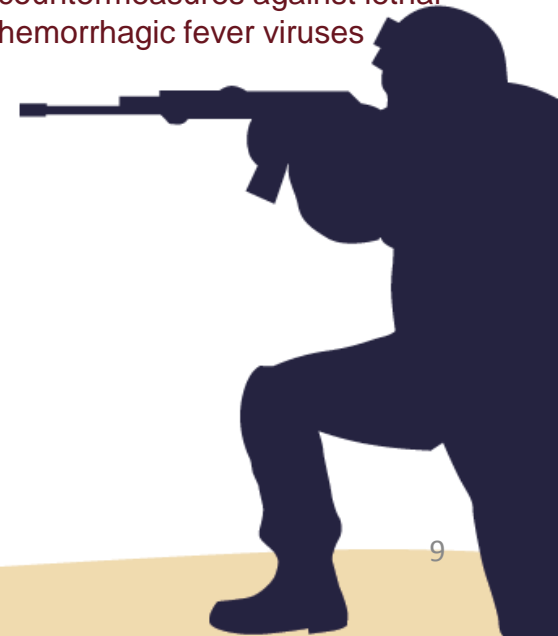
## Endemic Diseases (cont'd)

- **Zika vaccine** will prevent illness, complications (congenital, neurological)

- **Joint West Africa Research Group:** build sustainable partnerships and platforms to address DoD and global health needs and prevent surprise

## Chemical and Biological Threats

- **Emergency Use Authorization for DoD Ebola Zaire Diagnostic Assay, Ebola vaccine clinical trials:** developing safe and effective countermeasures against lethal hemorrhagic fever viruses







# Program Area Directorates



Ft Detrick



Dr. George Ludwig

PA(R&T) Fort Detrick, MD

## Principal Assistant for Research & Technology

### Program Area Directorates (PADs) – Functions

- Manage programs; do not execute programs (do not perform research and technology)
- Fund intramural and extramural research and technology
- Responsible for both the problem set and the solution set
- Devise a research strategy (program) and fund research and technology that fit the program
- Collaborate with industry, academia and professional societies

### Medical Simulation and Information Sciences Research Program (MSISRP) – Dr. Janet Harris

- Medical simulation and training
- Health informatics and mobile health
- Decision support tools and physiological models

### Program Coordinating Offices

- CBRN Defense Medical Research
- DoD Blast Injury Research Program
- Joint Trauma Analysis and Prevention of Injury

### Military Infectious Diseases Research Program (MIDRP) – COL Michael Kozar

- Medical Readiness
- Vaccines
- Biotechnology
- Prophylaxis/treatment drugs
- Diagnostics/prognostics
- Vector Control
- Medical 4ISR
- HIV countermeasures (congressional mandate)



### Combat Casualty Care Research Program (CCCRP) – Col Todd Rasmussen

- Trauma care and resuscitation
- Traumatic brain injury care
- Blood replacement on the battlefield
- Technology to support combat medic
- Acute pain management
- Burn and acute wound management
- Combat dentistry research



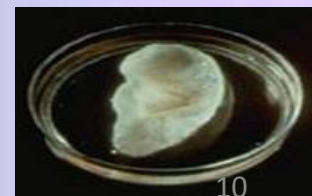
### Military Operational Medicine Research Program (MOMRP) – COL Dennis McGurk

- Injury prevention and reduction
- Psychological health and resilience
- Physiological health
- Environmental health and protection



### Clinical & Rehabilitative Medicine Research Program (CRM RP) – COL Teresa Brining

- Rehabilitation of neuromusculoskeletal injuries
- Regenerative medicine and transplants
- Sensory Systems (Vision, Hearing and Balance)
- Pain management





# Advanced Development Program



Ft Detrick



Dr. Kenneth Bertram

PAA Fort Detrick, MD

**Principal Assistant for  
Acquisition (PAA)  
(Medical Milestone  
Decision Authority)**

## US Army Medical Materiel Agency

**COL Lynn Marm, Commander  
Dr. Tyler Bennett, Deputy for Acquisition**

### Medical Devices – *Mr. Douglas Wright*

- Commercial and Developmental Medical Devices

### Integrated Clinical Systems – *Ms. Terri Pryor*

- Clinical Technologies
- Image Management Systems

### Medical Evacuation Mission Equipment Package – *LTC Charles Cook*

### Enterprise Information Technology Systems – *Mr. Darrin Good*

- FDA-compliant IT Systems

## US Army Medical Materiel Development Activity

**COL William Geesey, Commander  
Ms. Kathy Berst, Deputy for Acquisition**

### Pharmaceutical Systems – *Dr. Lawrence Lightner*

- Antiparasitic Drugs
- Virus, Bacteria, and Parasite Vaccines
- Blood Products
- Infectious Disease Diagnostics
- Pain Management

### Medical Support Systems – *Mr. Steven Hawbecker*

- Combat Casualty Care
- Ground & Air Evacuation Systems
- Preventive Medicine Systems
- Cold Chain Management Systems
- Medical Prototype Development Lab

### Neurotrauma & Psychological Health – *LTC Kara Schmid*

- Drug Treatment
- Diagnostics
- Knowledge Products

### Tissue Injury & Regenerative Medicine / Advanced Tissue Biofabrication Manufacturing – *Ms. Kristy Pottol*

- Cellular Therapies
- Knowledge Products

### Hyperbaric Oxygen – *CAPT Brett Hart*

- Knowledge Products





# Procurement – US Army Medical Research and Acquisition Activity (USAMRAA)



## PARC Roles and Responsibilities

- Surveys performance
- Approves individual deviations to the FAR/DFARS/AFARS
- Issues command specific procurement guidance
- Senior Trained Staff Official of the Contracting function
- Carries our delegable authorities of the Head of Contracting Activity (HCA)



- USAMRAA is the contracting element of the USAMRMC
- Provides support to the Command headquarters and its worldwide network of laboratories and medical logistics organizations (e.g., Cooperative Agreements, Grants, Contracts)
- USAMRAA also supports Army-wide projects sponsored by the Army Surgeon General, and numerous Congressionally mandated programs

### Workload

	Dollars		Ac
FY 2014	\$2.1B	7,740	
FY 2015	\$2.2B	7,823	
FY 2016	\$2.3B	7,084	





# Tools to Build a Partnership Highlights



- » **Small Business Considerations – Mr. Jerome Maultsby**
- » **Gateway to Partnering (NPI) – Ms. Amanda Cecil**
- » **Contracting and Assistance – The Basics – Ms. Laurie Hovermale**
- » **CRADAs – Mr. Bob Charles**
- » **SBIR/STTR – Ms. Colleen Gibney**







# Resources for our Business Partners



» **Office of Small Business Programs**

<http://www.mrmc.smallbusopps.army.mil/>

» **New Product Ideas Web Portal**

<http://mrmc-npi.amedd.army.mil/>



» **US Army Medical Research Acquisition Activity**

<http://www.usamraa.army.mil/>

» **US Army Medical Research and Materiel Command Office of Research and Technology Applications**

<http://technologytransfer.amedd.army.mil/>

» **Small Business Innovation Research / Small Business Technology Transfer DoD**

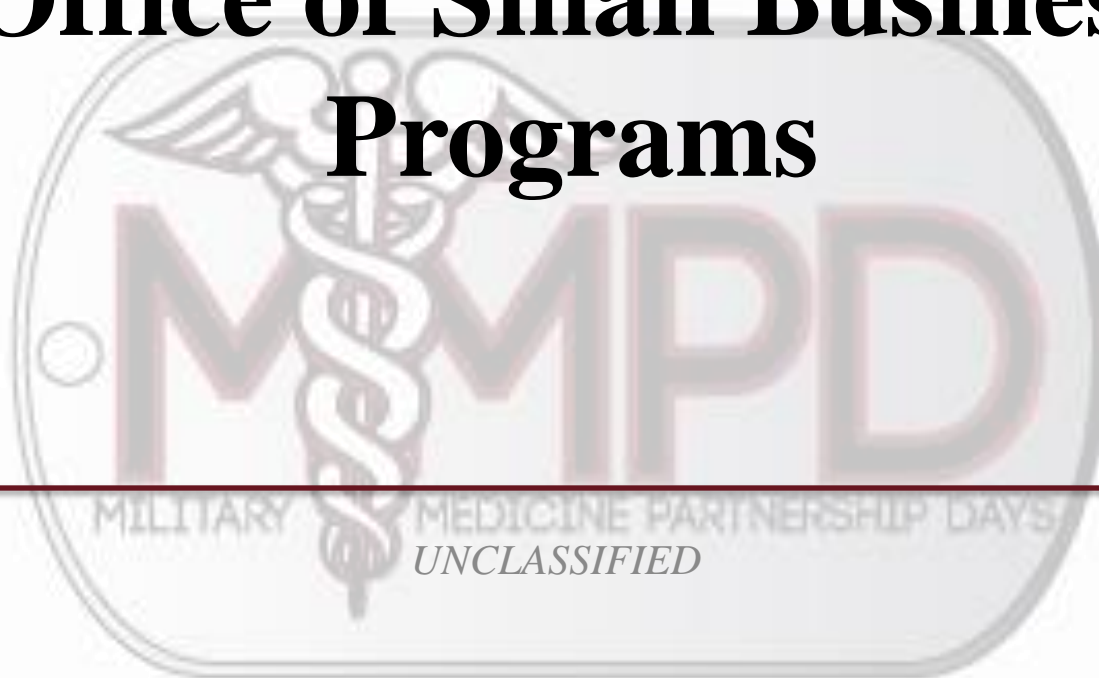
<http://www.acq.osd.mil/osbp/sbir/>







# Office of Small Business Programs



**Mr. Jerome Maultsby**

**Associate Director**

**US Army Medical Research and Materiel Command**

**6 March 2017**

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# Office of Small Business Programs



- Mission: Forge strategic business alliances and provide maximum opportunities for various categories of small businesses and HBCU/MI to compete for procurements as either a prime or subcontractor.
- Vision: Assure all reputable small business concerns remain a vital link to USAMRMC's ability to provide relevant and innovative business solutions in support of Department of Defense and other government agency initiatives.

**OFFICE of SMALL BUSINESS PROGRAMS (OSBP)**  
*U.S. Army Medical Research and Materiel Command*

**> EXCELLENCE > ENCOURAGING** **> EMPOWERING > EDUCATING**

- > Forging strategic business alliances
- > Providing maximum opportunities for various small businesses to compete for procurements
- > Supporting small businesses, Historically Black Colleges and Universities and Minority Institutions in their quest to provide relevant products, services and solutions
- > Integrating medical research, acquisition, logistics and technology that protects, projects and sustains our nation's warfighter
- > Committed towards Historically Black Colleges and Universities, Minority Institutions, Hispanic Serving Institutions and Tribal Colleges and Universities who actively participate and compete for various contract/grant funding opportunities within the Department of Army

**> VISIT OUR WEB SITE:**  
<http://www.mrmc.smallbusopps.army.mil>





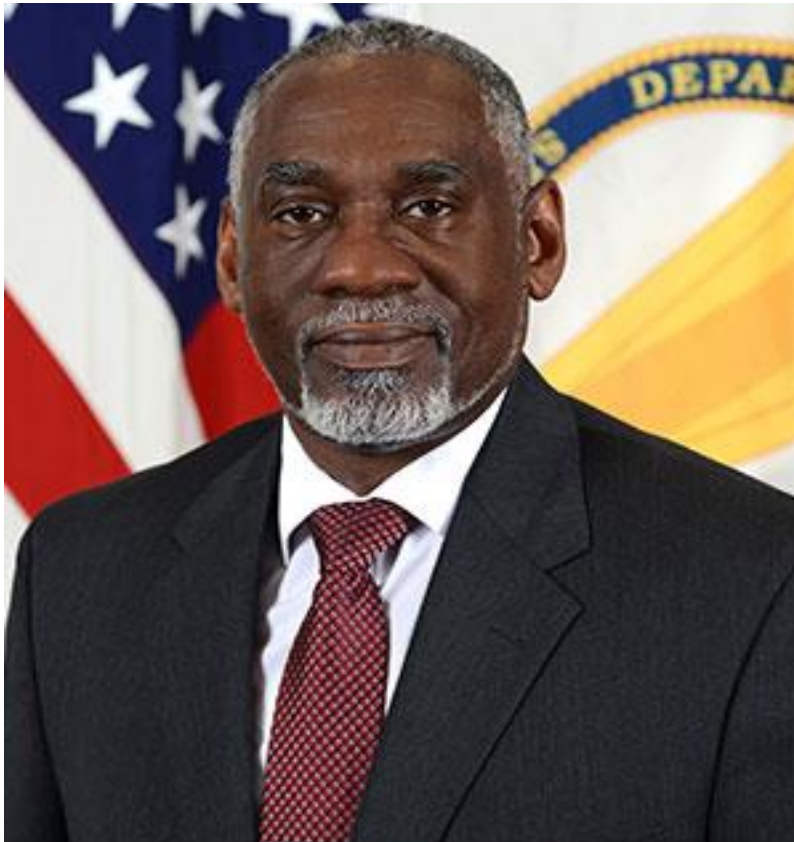
# It is the Law!



## 15 U.S.C. §631(a)

The essence of the American economic system of private enterprise is free competition. .... The preservation and expansion of such competition is basic not only to the economic well-being but to the security of this Nation. Such security and well-being cannot be realized unless the actual and potential capacity of small business is encouraged and developed. It is the declared policy of the Congress that the Government should aid, counsel, assist, and protect, insofar as is possible, the interests of small-business concerns in order to preserve free competitive enterprise, to insure that a fair proportion of the total purchases and contracts or subcontracts for property and services for the Government ... be placed with small business enterprises, to insure that a fair proportion of the total sales of Government property be made to such enterprises, and to maintain and strengthen the overall economy of the Nation





Mr. Tommy Marks  
Director

- “Our vision is to be the premier advocacy organization committed to maximizing small business opportunities in support of the Warfighter and the institutional transformation of the Army.”





# Educate – Change the Culture



- **What is the Small Business Program?**
  - A Mission Enabler
  - A Resource that Results in ... Competition, Affordability, Choice
  - Industrial Base Development Program
    - Consisting of large and small businesses
    - Develop future sources for government requirements
    - Create strategies and requirements that generate competition
  - Tools to make smart decisions
  - Strategic, future competition
- **What the Small Business Program is not...**
  - ***Not*** a social welfare program, and ***not*** goals







# Office of Small Business Programs



- 10 Steps To Doing Business With the U.S. Army & USAMRMC
- Step 1: Determine what you want to market/sell, and your business size
- Step 2: Register in the System for Award Management (SAM)
- Step 3: Identify which Army/DoD organizations buy your product/service or business solutions
- Step 4: Identify anticipated/current Army procurement opportunities ( i.e., forecasts)
- Step 5: Become familiar with federal contracting regulations and procedures
- Step 6: Utilize the U.S. Army Small Business Programs
- Step 7: **Be prepared to compete, win the contract, and perform IAW terms and conditions**





# Office of Small Business Programs



- 10 Steps Continued –
- Step 8: Seek additional assistance in the Defense marketplace
- Step 9: Pursue Subcontracting Opportunities ( \$750K and > )
- Step 10: Investigate Federal Supply Schedules ( FSS) on [www.gsa.gov](http://www.gsa.gov)
- \*\*\*Be receptive to feedback from government procurement representatives.





# Top NAICS Codes within USAMRMC



## NAICS

334310

339112/113

541690

561111

541711/712

811219/211

541519

541990

334112

333314

## Commodity

Manufacturing Computer/Electronic Products

Manufacturing, Miscellaneous

Professional Scientific and Technical Services

Technical Services, Biomedical Technician

Professional Scientific and Technical Services

Precision Equipment Repair and Maintenance

Other computer related Services

All Other Professional, Scientific, & Technical

Computer Storage Device Manufacturing

Electronic Computer Manufacturing





# FY16 Year-End Small Business Metrics

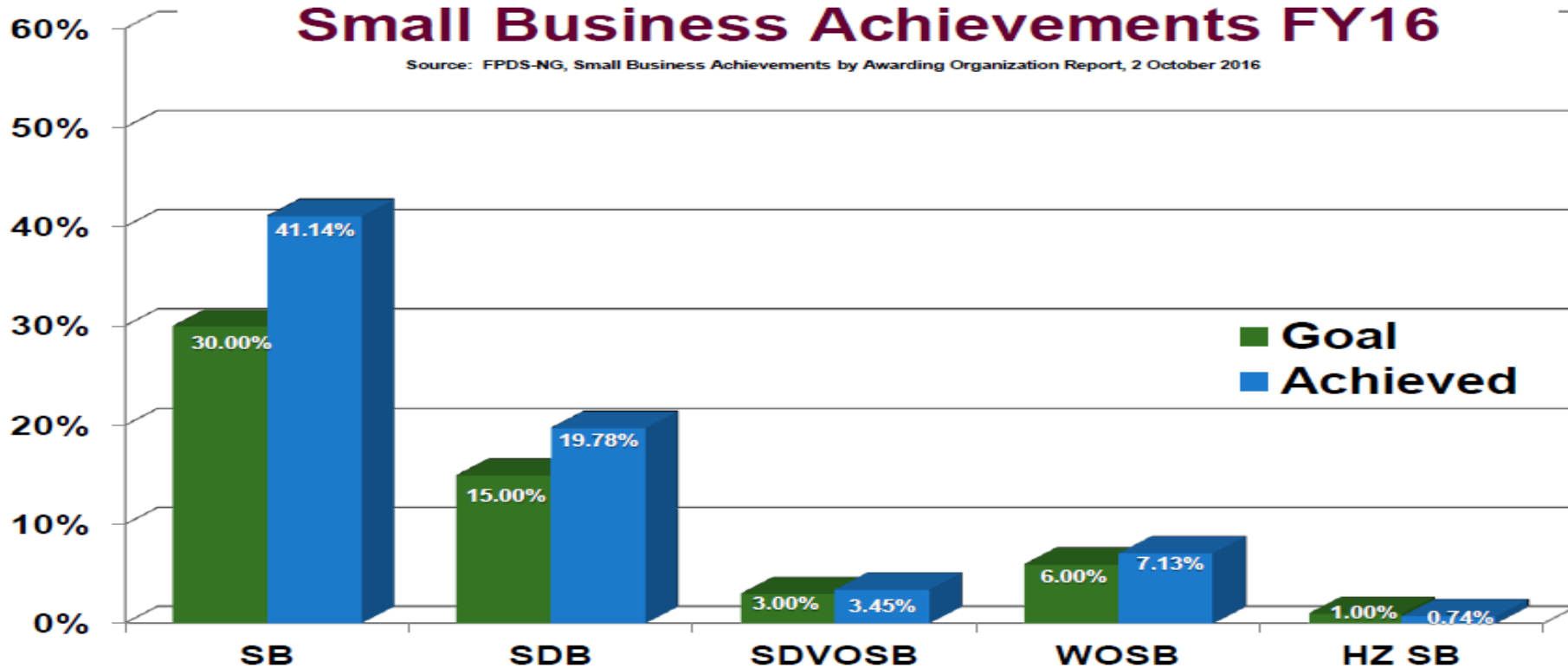


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## USAMRAA

### Small Business Achievements FY16

Source: FPDS-NG, Small Business Achievements by Awarding Organization Report, 2 October 2016



Pete Hunter/peter.i.hunter4.civ@mail.mil/(210)295-7178

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Slide 4 of 9

2 October 2016



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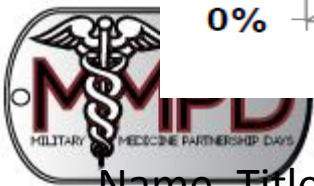
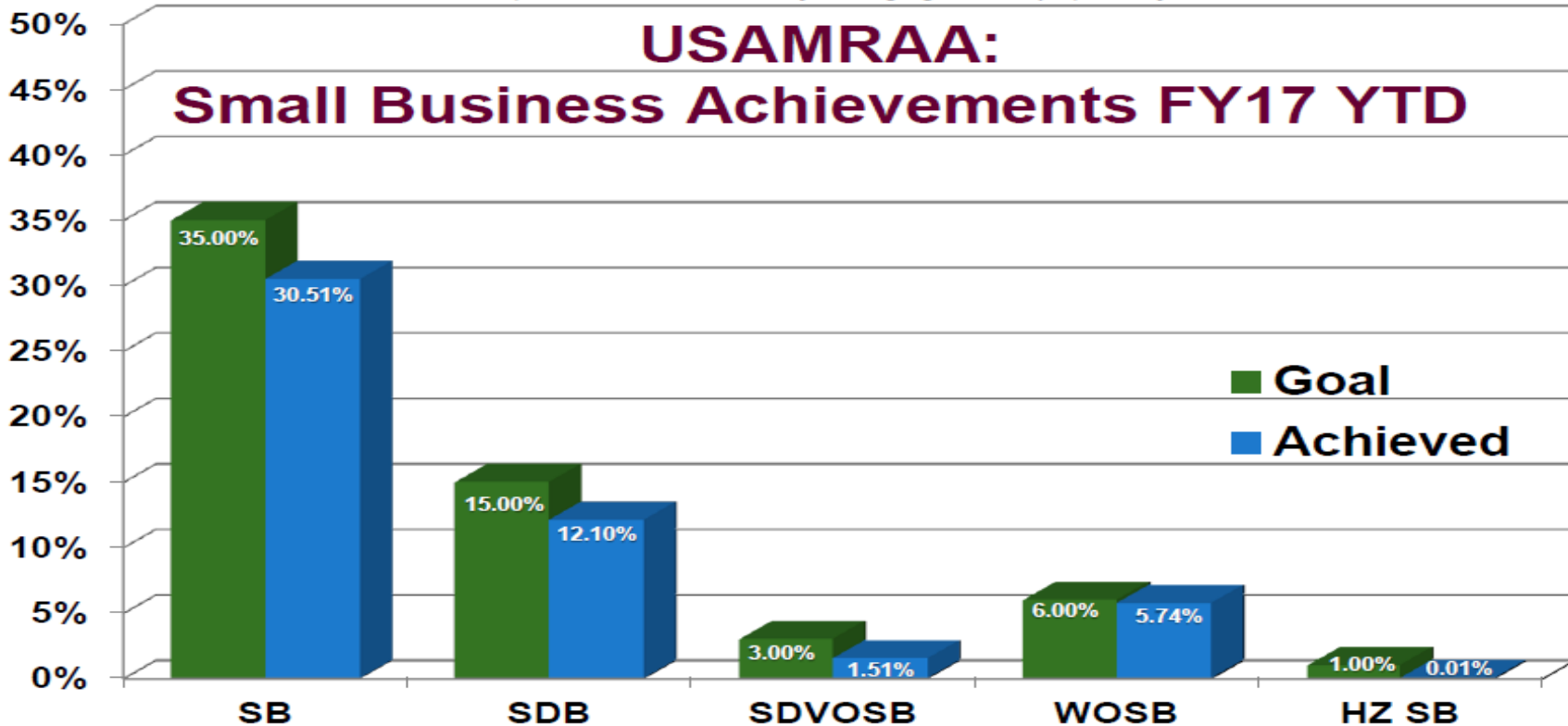
# Small Business Achievements FY 17 YTD



**ARMY MEDICINE**  
*One Team... One Purpose!*  
Conserving the Fighting Strength Since 1775

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Source: FPDS-NG, Small Business Achievements by Awarding Organization Report, 1 January 2017



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# DoD Office of Small Business Programs



DoD Office of Small Business P... x +

www.acq.osd.mil/osbp/index.shtml

U.S. Department of Defense  
Office of Small Business Programs

FAQS | CONTACT | EXTRANET | SITE MAP

Home | About | for Small Businesses | for Small Business Professionals | for Government | DoD Small Business Offices

 **Welcome!** We're the DoD Office of Small Business Programs

We advise the Secretary of Defense on all matters related to small business and are committed to maximizing the contributions of small business in DoD acquisitions. We provide leadership and governance to the Military Departments and Defense Agencies to meet the needs of the nations' Warfighters, creating opportunities for small businesses while ensuring each tax dollar is spent responsibly.



 **PLANS & PERFORMANCE**

In order to fulfill our strategic goals and mission, we seek out opportunities and strategic activities to increase small business dollars competitively awarded by DoD military departments and agencies. These statistical tables and reports demonstrate how well we are performing.

[LEARN MORE](#)

 **LEGISLATION, REGULATIONS, POLICY**

Small business' contributions to the Warfighter are maximized through legislation, regulations, Executive Orders and policy directives. These laws, rules, policies, orders and related guidelines defining the small business community's support of the DoD are accessible here.

[LEARN MORE](#)

 **RESOURCES**

There are a number of reference materials, guides, training resources as well as professional counseling available to DoD Small Business Professionals. This includes a link to the Procurement Technical Assistance Centers, which provide training and counseling assistance at no cost.

[LEARN MORE](#)




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Army Office of Small Busin... x +

sellingtoarmy.info

 **Department of the Army  
Office of Small Business Programs**  
BUILDING THE FUTURE OF THE ARMY THROUGH SMALL BUSINESS UTILIZATION

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**Army Meets All  
Statutory and DoD  
Assigned Goals**

Army Small Business  
a Mission Enabler

[Read more...](#)

**Welcome**

 **Mr. Tommy Marks**  
Director

The Office of Small Business Programs, Department of the Army, welcomes you.

[Subscriber Registration](#)



# Small Business Administration



Contracting | The U.S. Small Business Administration | SBA.gov



## Contracting

[Video: Sell to the Government ▶](#)

[Qualify for Government Contracts ▶](#)

[Government Contracting Blogs ▶](#)

[SBA.gov » Contracting](#)

### What is Government Contracting?

[Overview](#)

[SBA's Role in Contracting](#)

[Your Responsibilities as a Contractor](#)

[Contracting Regulations](#)

### Finding Government Customers

[Resources for Finding Customers](#)

[SBA.gov » Contracting](#)

### Getting Started as a Contractor

[Qualifying as a Small Business](#)

[Make Sure You Meet SBA Size Standards](#)

[Get a D-U-N-S Number](#)

[Determine Your NAICS code](#)

[Register as a Government Contractor](#)

### Government Contracting Programs



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# System for Award Management



System for Award Manage... x +

General Services Administration (US) | https://www.sam.gov/portal/SAM/#11#1

[View assistance for SAM.gov](#)

**SAM**  
SYSTEM FOR AWARD MANAGEMENT

USER NAME  PASSWORD  [LOG IN](#)

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[HOME](#) [SEARCH RECORDS](#) [DATA ACCESS](#) [GENERAL INFO](#) [HELP](#)

⚠ SAM.gov will be down for scheduled maintenance Saturday, 01/07/2017, from 8:00 AM to 4:00 PM (EST).

CREATE USER ACCOUNT	REGISTER/UPDATE ENTITY	SEARCH RECORDS
Your CCR username will not work in SAM. You will need a new SAM User Account to register or update your entity records. You will also need to create a SAM User Account if you are a government official and need to create Exclusions or search for FOUO information.	You can register your Entity (business, individual, or government agency) to do business with the Federal Government. If you are interested in registering or updating your Entity, you must first create a user account.	All entity records from CCR/FedReg and ORCA and exclusion records from EPLS, active or expired, were moved to SAM. You can search these records and new ones created in SAM. If you are a government user logged in with your SAM user account, you will automatically have access to FOUO information.
<a href="#">Create User Account</a>	<a href="#">Register/Update Entity</a>	<a href="#">Search Records</a>

Use the SAM Status Tracker to: [Check Status](#)

**WHAT IS SAM?** [Need Help?](#)

The System for Award Management (SAM) is an official website of the U.S. government. SAM consolidated the capabilities of CCR/FedReg, ORCA, and EPLS. There is NO cost to use SAM. Register to do business with the U.S. government for free directly from this site. Find free help with your SAM registration on our HELP tab, including user guides, videos, and FAQs.

[NEWS AND ANNOUNCEMENTS](#) [USER GUIDES/HELPFUL HINTS](#) [ATTENTION EXTRACT AND WEB SERVICE USERS](#)



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# Defense Contract Audit Agency




defense contract audit age... x DCAA - Defense Contract ... x +

www.dcaa.mil




CAREERS f Search...

**DCAA** DEFENSE CONTRACT AUDIT AGENCY

ABOUT DCAA GUIDANCE CHECKLISTS AND TOOLS LOCATOR CONTACT US



DCAA assisted the Army and Marine Corps in reducing the unit price for nearly 12,000 Humvees



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United States Army Medical Research and Materiel Command and Fort Detrick | Office of Small Business Programs

accessibility: A A A



## Office of Small Business Programs

United States Army Medical Research and Materiel Command  
and Fort Detrick



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[Expectations for OSDDBU Directors](#)

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System \( eSRS\)](#)

[Small Business Administration](#)

[USAMRMC Business Tutorial](#)

[Internship Opportunities](#)

[Contact Webmaster](#)

[iSalute](#)

### IMPORTANT LINKS

[OSBP Newsletter February 2016](#)

[OSBP Newsletter May 2015](#)

[February 2015 Newsletter](#)

[New Products & Ideas \(NPI\)](#)

[Broad Agency Announcements \(BAA\)](#)

[FDBDO Closure](#)

[Newsletter](#)

[Pre-Proposal Information](#)

[STTR Information](#)

[SBIR Information](#)

[Fort Detrick Garrison](#)

[Solicitations](#)

[Government Purchase Card](#)

[Grants.Gov](#)

[HBCU / MI / HSI / TCU](#)

[FAQ's](#)

### WELCOME



A Message from the Associate  
Director, Office of Small Business  
Programs, US Army Medical  
Research and Materiel Command

### NEWS & UPDATES



[Military Medicine Partnership Conference](#)



[FY 2017 Small Business Goals](#)



[FY 16 Year-End Small Business Achievements](#)



[USAMRMC FY17 Supplemental AAF \(pending\)](#)

[2016 Spring Research Festival](#)

[FY 2016 Assigned Small Business Goals](#)

[Conference 19-20 April - Medical Research, Development and Acquisition  
in Support of the Warfighter](#)

[USAMRMC FY16 Supplemental AAF](#)

[Expand list for older items, click here.](#)

### OSBP PROGRAM AREAS

[Small Businesses](#)

[HUB Zone](#)

[Small Disadvantaged Business](#)



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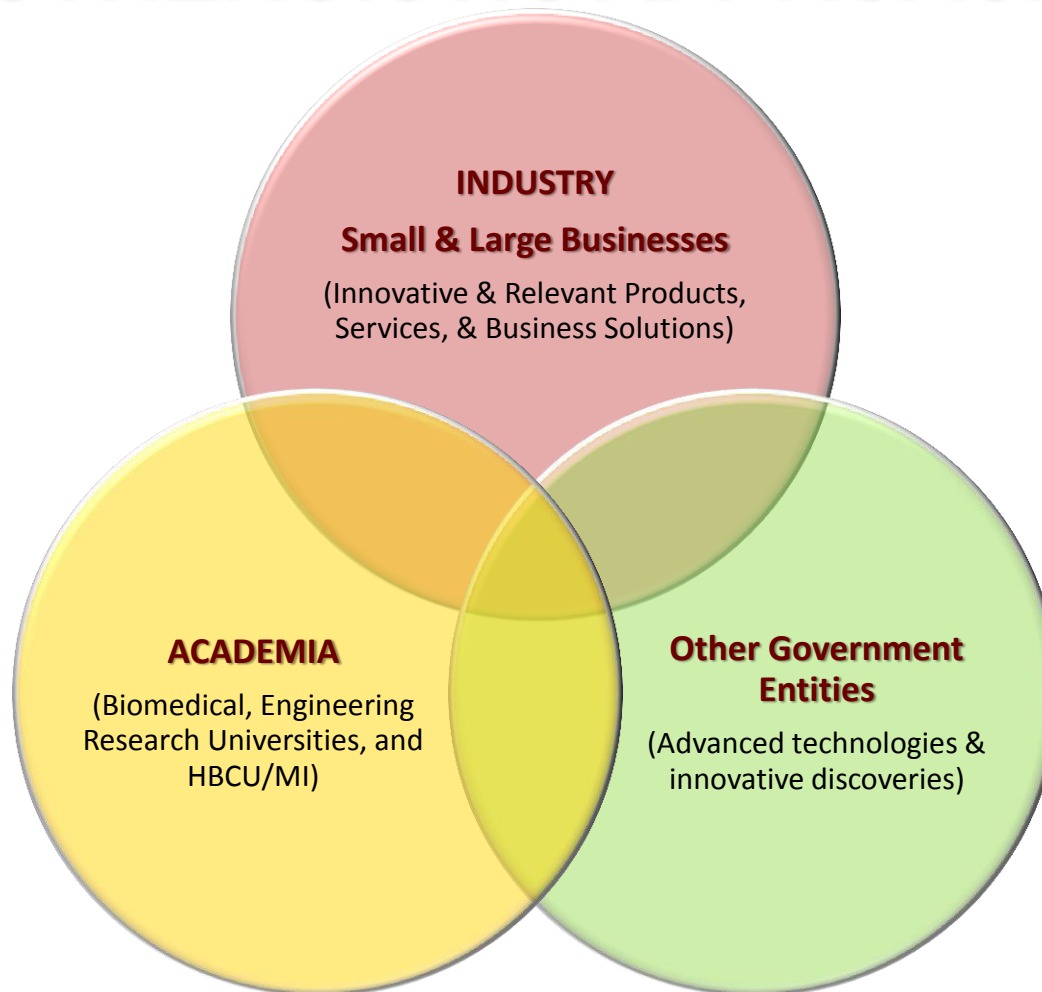


# Internal Stakeholder Coordination





## SYNERGISTIC APPROACH

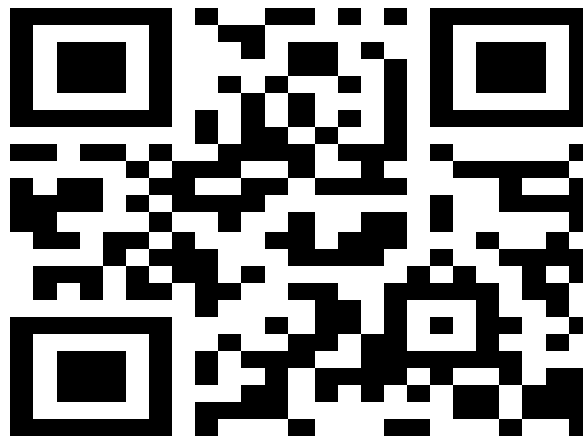






# Organizational QR Code

## Office of Small Business Programs



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**Small business**  
is **big business**  
in the **Army!**  
Department of the





# New Products and Ideas (NPI) “Gateway to Partnerships”



**Ms. Amanda Cecil**  
**New Products and Ideas Administrator**  
**Strategic Planning Office (ATC)**  
**US Army Medical Research and Materiel Command**  
**6 March 2017**





# NPI Purpose



- » NPI is a mechanism for submitters to determine MRMC interest in their new products, services, or ideas
- » It is a starting point for individuals who are not familiar with finding information or opportunities and want to raise awareness in their products/ideas
- » It is a web-based system designed to provide timely feedback to submitters

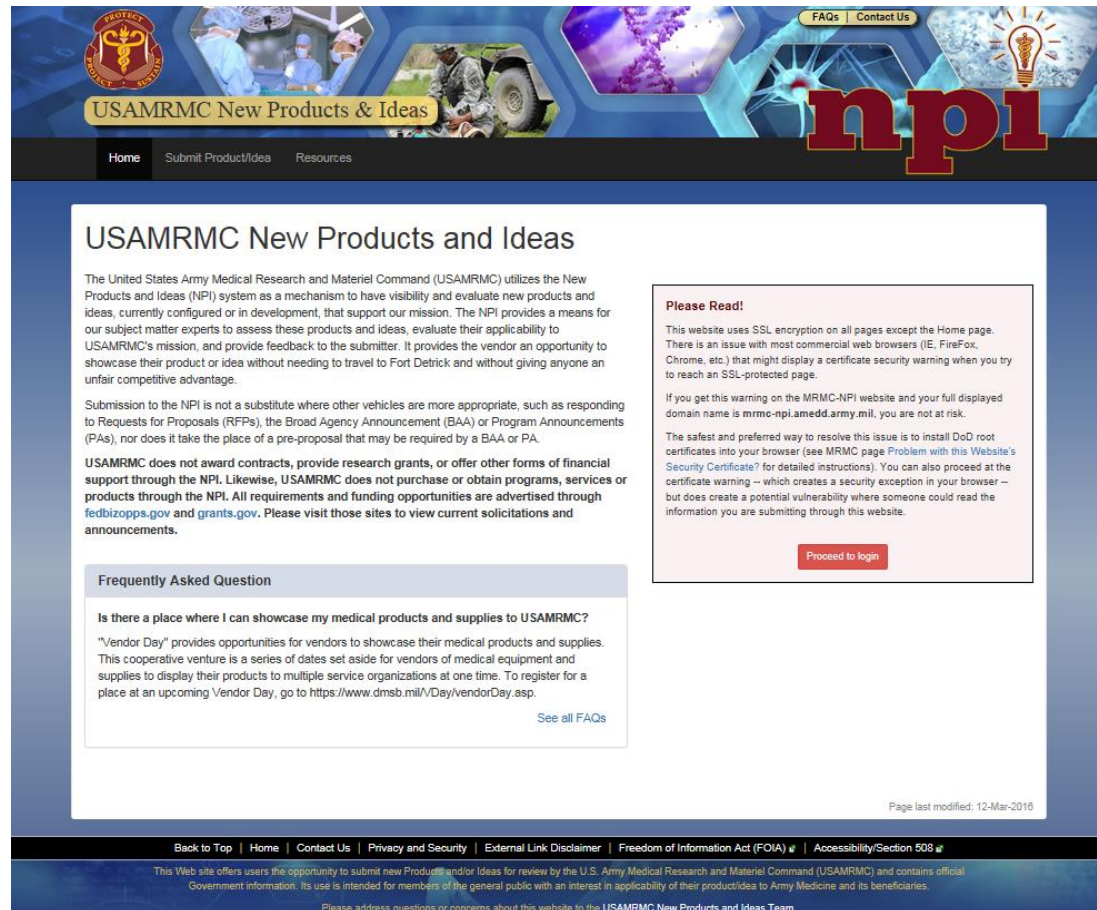




# NPI Background



- » The first version of NPI went “live” December 2006
- » Revamped website launched April 2016
- » Widely accessible



Link: <http://mrmc-npi.amedd.army.mil/>







# The “Fine Print”



NPI gives the public direct access to the scientific expertise of DoD. The NPI portal is open to the public, so anyone can submit an idea or information about a new product and have it reviewed by DoD subject matter experts.

## However:

- » NPI is not a substitute when the Broad Agency Announcement/Program Announcement (BAA/PA) or Request for Proposal (RFP) is a more appropriate entry portal
- » NPI is not for submission of a proposal or a pre-proposal
- » NPI does not directly award contracts, provide research grants, or offer other forms of financial support





# How To Apply/Register



ARMY.MIL MEDCOM AKO

FAQ CONTACT US SITEMAP

**U.S. ARMY**  
**MEDICAL RESEARCH AND MATERIEL COMMAND**

HOME ABOUT MRMC ARTICLES NEWS RELEASES MRMC AWARDS LINKS

Home Thursday, January 26, 2017

**IN THE NEWS**

**FRANK BUTLER BLVD**

Road on U.S. Base in Iraq Honors Navy SEAL Doc

Need directions to the Forward Surgical Team facility at the Logistical Support Area just south of Mosul, Iraq? It's easy to find. It's on the corner of the base runway flight line and Frank Butler Blvd.  
Read full story

**SHARP**  
Fort Detrick 24/7 Emergency Hotline  
(240) 674-2802  
SHARP Office: 243 Beasley St., Room 104  
Office Number: 301-619-7387

**DOD SAFE HELPLINE**  
1 (877) 955-5247

**HOT LINKS & RESOURCES**

Hot Links!  
▶ [USAMRMC Engineer and Scientist Job Openings](#)

External Resources

**FROM THE TOP**

**Welcome**

Welcome to the U.S. Army Medical Research and Materiel Command's website. Thank you for your interest in our organization. Our command plays a leading role in the advancement of military medicine. Please check our website for updated news, publications, and general information about USAMRMC.

**SPOTLIGHTS**

**Blast Injury Research Program** 29 Nov - 1 Dec 2016  
**State-of-the-Science Meeting**  
Minimizing the Impact of Wound Infections Following Blast-Related Injuries.

**USAMRMC**  
**ADVANCED DEVELOPMENT**  
**ACCOMPLISHMENTS 2015**

**INTRO TO USAMRMC**

**npi** **SUBMIT NEW PRODUCT OR IDEA**

**SUBMIT A RESEARCH PROPOSAL**

**MEDICAL TECHNOLOGY TRANSFER**

**Soldier Care**

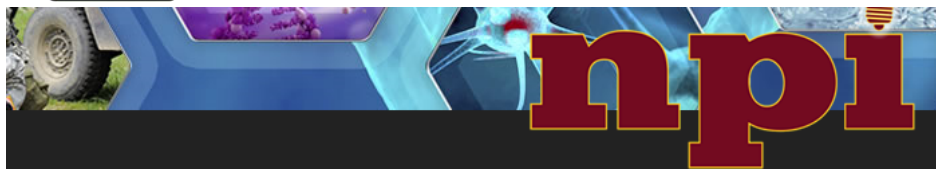
Sexual Harassment/Assault Response & Prevention  
Suicide Awareness & Prevention  
Ready & Resilient

Visit the USAMRMC homepage and scroll down to NPI





# How To Apply/Register cont'd



## d Ideas

MC) utilizes the New  
late new products and  
NPI provides a means for  
applicability to  
vendor an opportunity to  
without giving anyone an

opriate, such as responding  
or Program Announcements  
BAA or PA.

other forms of financial  
tain programs, services or  
re advertised through  
solicitations and

### Please Read!

This website uses SSL encryption on all pages except the Home page. There is an issue with most commercial web browsers (IE, FireFox, Chrome, etc.) that might display a certificate security warning when you try to reach an SSL-protected page.

If you get this warning on the MRMC-NPI website and your full displayed domain name is [mrmc-npi.amedd.army.mil](http://mrmc-npi.amedd.army.mil), you are not at risk.

The safest and preferred way to resolve this issue is to install DoD root certificates into your browser (see MRMC page [Problem with this Website's Security Certificate?](#) for detailed instructions). You can also proceed at the certificate warning – which creates a security exception in your browser – but does create a potential vulnerability where someone could read the information you are submitting through this website.

Proceed to login

**Click on Proceed to  
Login/Create new  
account**

## My Account

An MRMC-NPI account is **required** to submit a new product/idea through this website.

Having an account allows us to verify your contact information; it also provides a way for you to start a submission.

Use the form below to create your account. Items marked with an \* are required.

\* Email:

\* Confirm Email:

\* First Name:

\* Last Name:

\* Phone Number:

Organization:

Organization Type:

Address:

City:

State:

Postal Code:

Country:

Create account

Cancel

**Fill in blanks and  
create account**





# NPI Process/Outcomes



- » Submitter enters data into the website/form; submission routes to subject matter expert
- » Subject matter expert reviews information and provides feedback in 60 days or less
- » Submission information is archived and password protected
- » Submitters may be directed to submit to:
  - » An existing Request for Proposal (RFP)
  - » A Program Announcement (PA)
  - » The Broad Agency Announcement (BAA)
  - » Other funding opportunities, e.g. Small Business Innovation Research (SBIR) or other agencies
- » Submitter may be asked to present at a Military Health System Vendor Day, located at Fort Detrick, MD







## Example Good News / Successful Interactions



- » Steady increase in number of NPI submissions since April 2016; average 11 submissions per month
- » Submission to NPI resulted in further collaborative ventures for multiple products in areas such as Combat Casualty Care, Pest Management, Military Operational Medicine, Casualty Care Support Systems, Infectious Diseases, Burn Treatment, and Surgery
- » NPI has gained interest from other federal entities; discussions around possible partnerships
- » Submission to NPI has led to increased communications between submitters and organizations such as US Army Medical Command, PEO Soldier, Air Force





# Useful Tips



- » Due to timeout requirements, we strongly encourage you answer submission questions in a Word document in order to copy/paste into the online version
- » While there is no funding associated, NPI allows for constructive feedback which may help you to tailor your submissions to the BAA/PA/SBIR
- » Familiarize yourself with USAMRMC missions and review NPI categories and definitions to identify which discipline your product or idea may fall into





# Military Health System Vendor Days



- » Opportunity for vendors to showcase products for the austere medical environment to the Defense Health Agency (DHA) and six medical materiel agencies under the Department of Defense (DoD)
- » Frequency – held seven times per year beginning in March through November



Vendor Day Website - <http://www.health.mil/VendorDay>





# Military Medicine Partnership Days



- Purpose of MMPD – bring together Government, academia, industry, non-profit organizations, and other stakeholders for discussions of gap areas and issues related to medical materiel and equipment development, acquisition, and technology efforts







# Other Resources/Systems Similar to NPI



» PEO Soldier – Soldier Enhancement Program  
<http://www.peosoldier.army.mil/sep/>



**Submit Your Idea**

The **Technology & Industry Liaison Office (TILO)** is the conduit to present information on capabilities to the various USSOCOM Program Executive Offices, Directorates and others responsible for the R&D, acquisition, production, and sustainment of USSOCOM material and technology platforms that support our Special Operations Forces at the headquarters. It is our duty to match your company's product/service/capability to the appropriate personnel within the command and schedule discussions or demonstrations if there is sufficient interest at the headquarters.

The process begins once your company submits a capabilities paper to USSOCOM via this website under the applicable capability area of interest. Through its Title 10 responsibilities, USSOCOM is mandated to develop, acquire, field and sustain technology in support of USSOCOM mission objectives. USSOCOM purchases those items which are deemed to be Special Operations (SO)-peculiar.

**How To Begin:**

**Step 1:**  
Review the **USSOCOM areas of interest** listed on this site. When you click on each category heading, you will see examples of the types of solutions we are looking for in that area.

**Step 2:**  
Once you have completed the submission form, various subject matter experts responsible for the R&D, acquisition, production, and sustainment of USSOCOM material and technology platforms will conduct a thorough review. This review and evaluation process is usually completed in 30 days. Each idea is evaluated for its potential to meet the following criteria:

- 1) To be rapidly transitioned based on an immediate or imminent validated and funded need;
- 2) To be integrated with other technologies or programs of record; and/or
- 3) To be transitioned in the future or serve as a feasible solution in the requirements analysis process.

Each submission is reviewed for completeness and SO-peculiar relevance by the TILO. If more information is necessary and/or your capability is not "SO-peculiar," you will receive an email informing you to provide the required information or the capability/idea will not be evaluated as it is not appropriate for USSOCOM. The information provided through this venue may be collaborated to other technical experts and government personnel outside of the headquarters to gather additional perspectives, evaluation, or input. All information provided through this format must be UNCLASSIFIED.

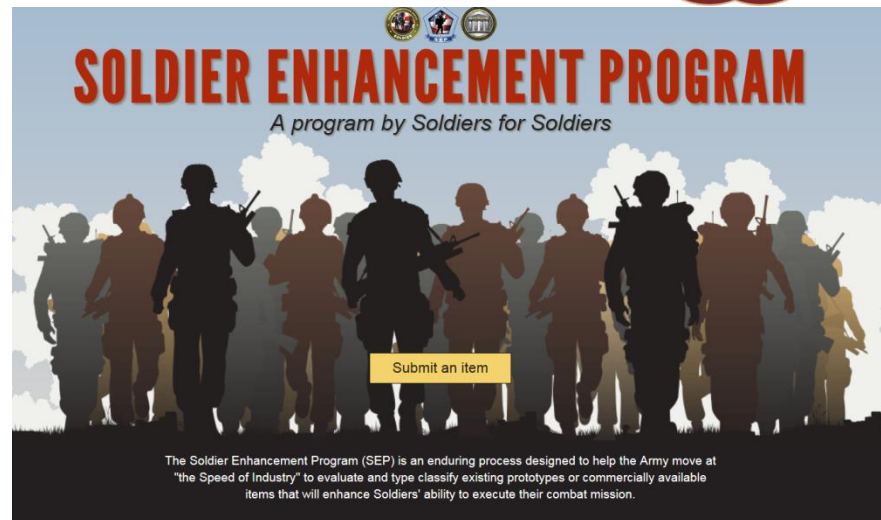
**Step 3:**  
The subject matter experts may decide that a presentation, demonstration, or other event is necessary in order to provide a comprehensive evaluation. If so, you will be contacted by the TILO to arrange the follow-on action that will be sponsored by a technical expert in the command, in accordance with FAR Part 10.001, for the purpose of market research.

A TILO briefing is an informal open dialogue between industry and the Government. The intent of these meetings is for the command to become better aware of technologies in existence or those that are close to fielding. The TILO process and briefing does not guarantee a contract or any immediate or future work with the command, but it does open the channels for idea sharing. As the mission and SOF requirements change, interest can be renewed.

All submissions will be maintained in a database/library that is available to all USSOCOM personnel for review and collaboration for 2 years and archived to an inactive database for 5 years. The information provided to USSOCOM may also be reviewed by other government agencies for the purpose of market research.

**You may contact TILO at the following address:**

USSOCOM  
ATTN: SOF AT&TILO  
7701 Tampa Point Blvd.  
MacDill AFB, FL 33621-5323  
813-326-9482  
813-326-9488 (fax)  
[TIL0@socom.mil](mailto:TIL0@socom.mil)



**SOLDIER ENHANCEMENT PROGRAM**  
*A program by Soldiers for Soldiers*

[Submit an item](#)

The Soldier Enhancement Program (SEP) is an enduring process designed to help the Army move at "the Speed of Industry" to evaluate and type classify existing prototypes or commercially available items that will enhance Soldiers' ability to execute their combat mission.

» SOCOM – Technology & Industry Liaison Office (TILO)  
<http://www.socom.mil/sordac/Pages/SubmitYourIdea.aspx>



# For More Information



- » For NPI and how to get started - All inquiries should be directed to the NPI email address at [usarmy.detrick.medcom-usamrmc.other.npi@mail.mil](mailto:usarmy.detrick.medcom-usamrmc.other.npi@mail.mil) or to the USAMRMC Strategic Planning Office at 301-619-1880
- » For other related resources:
  - » Visit the NPI website and USAMRMC website for more information regarding DoD programs/areas of interest and to view our “Gateway to Partnerships” brochure





# Contracting and Assistance – The Basics



**Ms. Laurie Hovermale**  
**Chief, Business Operations Division**  
**US Army Medical Research Acquisition Activity**  
**6 March 2017**



USAMRAA is the contracting and assistance agreement element of the USAMRMC.

- Supports MRMC headquarters and its worldwide network of laboratories and medical logistics organizations (e.g. Cooperative Agreements, Grants, Contracts, Other Transactions for Prototype)
- USAMRAA also supports Joint Service Programs, Army-wide projects sponsored by the Army Surgeon General, Defense Health Agency and numerous Congressionally mandated programs.

## Workload

	Dollars	Actions
FY 2015	\$2.4B	7,823
FY 2016	\$2.3B	7,084







## United States Army Medical Research Acquisition Activity USAMRAA

[PRODUCTS](#) | [CUSTOMERS](#) | [ORGANIZATION](#) | [BUSINESS](#) | [REFERENCES](#) | [COMMUNITY](#) | [TOOLS](#) | [LINKS](#) | [SITEMAP](#) |

### [OSBP](#)

### [Assistance Agreements](#)

### [Forms](#)

### [Assistance Advisory Notices](#)

### [Procurement Advisory Notices](#)

### [New Products & Idea Submissions](#)

### [BAA](#)

### [Contact Webmaster](#)

### [iSalute](#)

### [PRWeb Help](#)

### [MRMC](#)

### [MEDCOM](#)

### [ARMY.MIL](#)

### [SHARP](#)

### [National Suicide](#)

[Prevention Lifeline](#)

### IMPORTANT LINKS

[Conference - Medical Research, Development and Acquisition in Support of the Warfighter.](#)

[Center of Excellence](#)

[CMRA](#)

[USAMRAA Contract Requirements Matrix](#)

[PRCentral Training Presentations](#)

[HBCU-MI Briefing Presentations](#)

[Advanced Acquisition Forecast \(AAF\)](#)

[Trouble Accessing the USAMRAA website\(s\)](#)

[AbilityOne E-Commerce Website](#)

[\(USAMRMC Base Supply Program\)](#)

[Fort Detrick Contracting Community Portal](#)

[Sample Contract Supporting Documents](#)

[Contract Requirements Matrix](#)

[VCE-COR website](#)

[Vendor Day](#)

[General Guidelines for Awards Funded by the DOD](#)



### NEWS

#### PROGRAM ANNOUNCEMENT (PA) POSTINGS & UPDATES

For a complete listing of Assistance Agreement Funding Opportunities posted by the U.S. Army Medical Research Acquisition Activity, please see [Grants.gov](#) and perform a search using CFDA# 12.420.

NOTICE: Any assistance instrument awarded under these Funding Opportunities will be governed by the award terms and conditions, which conform to DoD's implementation of OMB circulars applicable to financial assistance. Terms and conditions of new awards made after December 26, 2014, may include revisions to reflect DoD implementation of new OMB guidance in 2 CFR part 200, "Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards."

#### SOLICITATIONS POSTINGS & AMENDMENTS

For a complete listing of Solicitations posted by the U.S. Army Medical Research Acquisition Activity, please see [FedBizOpps](#) or the Army Single Face to Industry (ASFI) website and perform a search for W81XWH. Additionally, announcements with J&A's can be found on [FEDBIZOPPS](#) and ASFI.

#### SOLICITATIONS \$15,000 TO \$25,000

Pursuant to FAR 5.101(a)(2) all solicitations issued by this activity expected to exceed \$15,000 and not expected to exceed \$25,000 will be posted on Federal Business Opportunities at <https://www.fbo.gov>. Choose the "Opportunities" tab, then enter "Department of the Army / U.S. Army Medical Research Acquisition Activity" in the Agency search field.

#### FISCAL YEAR 2016 YEAR END CUT-OFF CONTRACTING SERVICES

Memorandum: Notification of Fiscal Year 2017 (FY17) Year-End Cut-Off for Acquisition Services and CAAW Estimate Template FY17

### MISSION

The US Army Medical Research Acquisition Activity provides quality, timely, and cost effective business advice and solutions for our customers.



## Principal Purpose (31 U.S.C 6301-6308)

Purpose	Process	Regulation
To acquire property or services <b>for the direct benefit or use</b> of the US Government	Contract	<ul style="list-style-type: none"><li>Federal Acquisition Regulation (FAR)</li><li>Defense Federal Acquisition Regulation Supplement (DFARS)</li><li>Service specific regulations</li></ul>
To stimulate or carry out a public purpose authorized by law	Grant or Cooperative Agreement	<ul style="list-style-type: none"><li>Department of Defense Grant and Agreement Regulations (DoDGAR)</li><li>2 CFR 200</li></ul>

- ▶ Advertising funding opportunities
- ▶ Competition requirements
- ▶ Evaluation criteria and selection processes
- ▶ Various restrictions and limitations





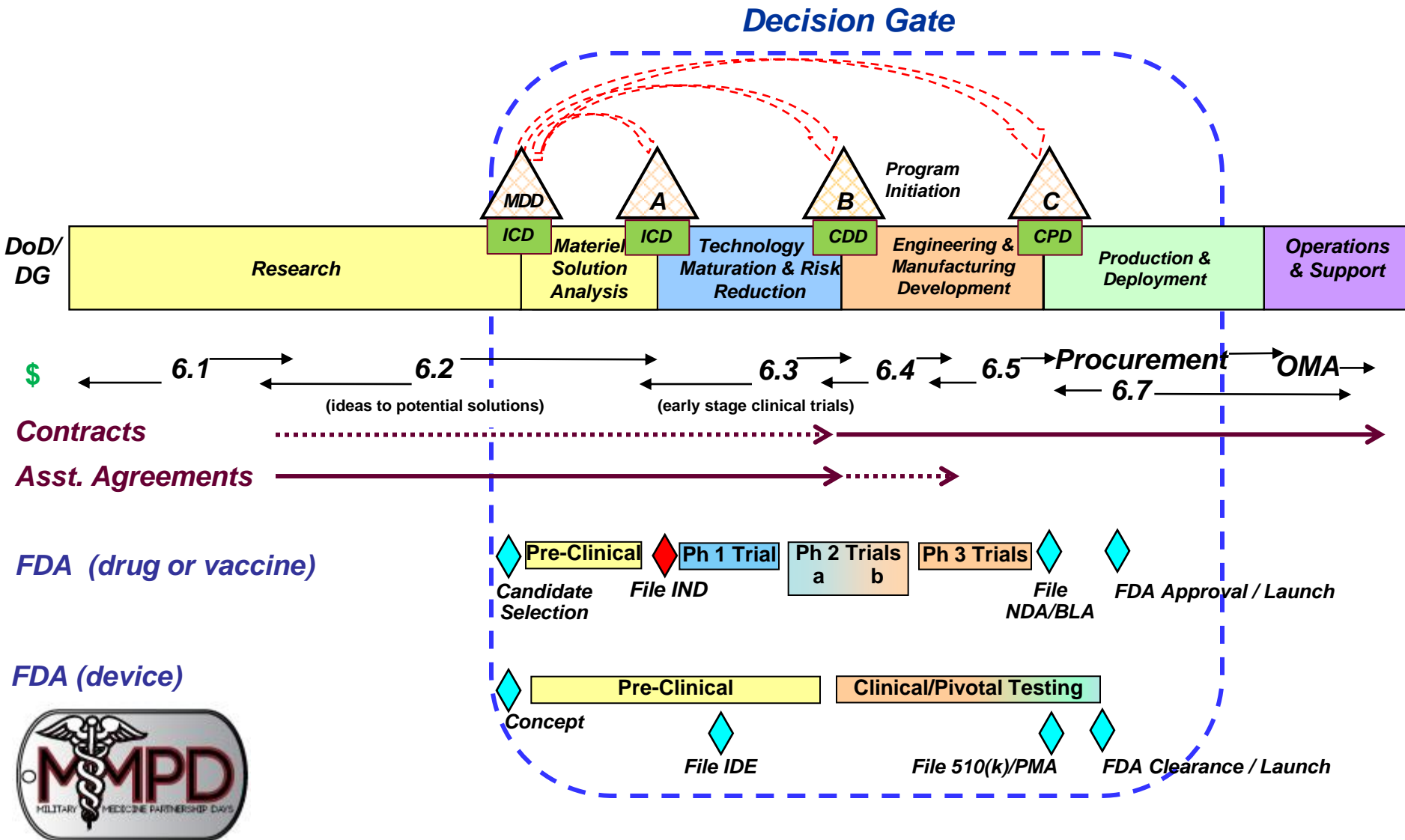
# Types of Instruments for Medical Research & Development Awards



	Non-Procurement (Assistance)		Procurement (Acquisition)
Areas of Difference	Assistance Agreements DODGAR, 2 CFR 200		Contracts FAR, DFARS, AFARS
Award Type	Grants	Cooperative Agreements	Numerous Types
Advertised	www.grants.gov		www.fbo.gov
Solicitation Method & Review Process	Program Announcement (PA) or Broad Agency Announcement (BAA); Peer and Programmatic Review		Request for Proposal (RFP); Source Selection Board
Principal Purpose	The principal purpose of the activity to be carried out is to stimulate or support a public purpose, rather than the direct benefit of the US Government		The principal purpose is the acquisition of supplies and services for the direct benefit or use of the Federal Government
Fee or Profit	DOD does not allow fee or profit		Permitted, Negotiable, For-Profit Organizations
Termination	(1) Recipient has the unilateral right to terminate (2) Government has the right to terminate for "material failure to comply" (3) Mutual agreement of both parties		Government has the unilateral right to terminate at any time for its convenience and for default ("T for C" and "T for D")
Patents	Patent rights per Bayh Dole Act. Gives recipient the right to elect title to subject inventions		Patent rights per Bayh Dole Act. Gives recipient the right to elect title to subject inventions
Intellectual Property (Other than Patents)	Federal Purpose Rights		Procedures and clauses in place to identify, negotiate, and validate right to proprietary information (Data Rights and Copyrights)
Other Considerations		Consortium (Large Arrangements)	Partnering with Commercial Entities Small Business Considerations



# Moving from Applied Research to Development







Type of intended award drives how the requirement is advertised and the location of synopsis.

- Procurement Contracts
  - Synopsized on FEDBIZOPS
  - Solicitation or Request for Proposal released
- Grant or Cooperative Agreements
  - Synopsized on Grants.gov
  - Funding Opportunity Announcement released
- MRMC Broad Agency Announcement
  - Synopsized on FEDBIZOPS and Grants.gov





- URL is <https://www.fbo.gov>
- Advertise:
  - Requests for Information
  - Pre-solicitation Notices and Solicitation/RFP
    - Requirements greater than \$15,000
  - Draft solicitations
  - Award notices





- Active or archive search by:
- Dates
  - Type of Notice
  - Solicitation or Award Number
  - Place of Performance Zip Code
  - Set-Aside Type
  - NAICS/FSC/PSC
  - Key Words
  - Agency Identify or DODAAC (W81XWH)





➤ Tip: Register for Vendor Notification Service by:

- Specific Solicitation Number
- Same selections as Above
- All Notices (Caution)







# Helpful Tips When Responding to Requests For Proposals (1 of 3)



## ➤ FEDBIZOPS

- Read and Respond to Requests for Information or Sources Sought Notices

## ➤ Solicitations/RFP

- Read Entire Document
- Pay Special Attention to:
  - Performance Work Statement / Statement of Work or Minimum Essential Characteristics (Section C)
  - Special Instructions (Section H)
  - Instructions to Offerors (Section L)
  - Evaluation Criteria (Section M)
  - Submission deadlines for questions and proposals





# Helpful Tips When Responding to Requests For Proposals (2 of 3)



## ➤ Solicitations/RFP (continued)

- Determine the type of skills and quantity of resources necessary to perform work
- Take notes

## ➤ Questions

- Do not make assumptions
- Submit all questions timely

## ➤ Proposal Submission

- Complete
- Acknowledge all amendments
- Proper format
- Timely





# Helpful Tips When Responding to Requests For Proposals (3 of 3)



## ➤ Negotiations

- Address all weaknesses and deficiencies
- Review revised proposal before submission

## ➤ After Award

- Ask for a debriefing
- Perform the work as proposed
- Submit timely deliverables
- Monitor FEDBIZOPS for new requirements





# How Long is The Process?



- Varies dependent on requirement characteristics and regulatory guidance.
  - Synopsis – 15 days prior to issuance of solicitation if non-commercial
  - Response time (from date of issuance)
    - Questions – approximately 10 days
    - Proposal - 30 days non-commercial
    - Proposal - 45 days R&D
  - Evaluations – range 2 – 4 weeks
  - Discussions/Clarifications – 2 weeks
  - Possible re-evaluation/discussion cycle – 2 - 4 weeks
  - Final evaluation and source selection – 2 - 4 weeks
  - Performance start date – as stated in award







# Be Aware of Subcontracting Opportunities



- **FedBizOpps** “Small Business Events” and “Vendor Collaboration” announcements <https://www.fbo.gov>
- **Defense.gov** >\$7M award notices  
<https://www.defense.gov/News/Contracts>
- **Office of Small Business Programs**  
<https://www.acq.osd.mil/osbp/>
- **SBA SUB-Net** <https://sba.gov/contracting/finding-government-customers/subcontracting/sub-net>





- URL is <http://www.grants.gov>
- Common location for all Federal Funding
- Opportunity Announcements (Extramural)
- Portal for submission of all grant applications
- Ability to browse opportunities or search for specific opportunities





- Browse funding opportunities by:
  - Newest
  - Categories (S&T and other R&D)
  - Agencies (DoD)
  - Eligibilities (state, local gov't, non-profit w/501(c)3)
- “Search Grants” by:
  - Key words
  - Opportunity Number
  - CFDA (12.420)





# Funding Opportunity Announcements



- Format and content established by OMB and used Government wide
- Research requirements announced on either:
  - Specific program area(s) of interest; or
  - Agency's broad areas of interest
- Applications received through Grants.gov







# Program Announcements



- Specific to a Program's research interest
- Application submission deadlines apply
- Result in award of grants or cooperative agreements
- Estimated funding amounts and number of awards
- Pre-application required, full application/proposal by invitation only
- Number of submittals typically restricted
- Follows two-tier evaluation process





## Both FAR and DoDGAR include provisions for Broad Agency Announcements (BAA)

- Applicable to basic, applied and advanced research for scientific study and experimentation directed towards advancing the state of the art or increasing knowledge or understanding rather than focusing on a specific system or hardware solution
- Targets requirements that meet budget activities 6.1 – 6.3 (BA 6.4 grey area)





# How Long is The Process?



- Varies dependent on requirement characteristics and regulatory guidance.
  - Pre-application submission – 30-45 days from posting to Grants.gov
  - Review and invitation release – 30 – 45 days
  - Application submission – 80 days
  - Peer Review – 60 days
  - Programmatic Review – 48 days
  - Funding approval – 2 – 5 weeks
  - GOR pre-coordination – 2 – 4 weeks
  - Award negotiation – 90 – 120 days





# USAMRAA's Approach to Broad Agency Announcements (1 of 3)



- Typically contain all regulatory requirements to allow award of either a research contract, grant or cooperative agreement
- Synopsized on both FEDBIZOPPS and Grants.gov
- Agency's research interests conveyed either for an individual program area or for broadly defined areas of interest for all Agency requirements
- Note: Applications/Proposals received through Grants.gov







# USAMRAA's Approach to Broad Agency Announcements (2 of 3)



## ➤ MRMC Agency BAA

- Broadly defined areas of interest of Agency
- New fiscal year BAA posted every 1 October
- No specified funding amounts or estimated number of awards
- Pre-application required, full application/proposal by invitation only
- No restriction on the number of pre-application submittals
- Follows two-tier evaluation process





# USAMRAA's Approach to Broad Agency Announcements (3 of 3)



- MRMC Program Specific BAA
  - Narrower focus - Program research interest(s)
  - Caution: Application submission deadlines
  - Estimated funding amounts and number of awards
  - Pre-application required, full application/proposal by invitation only
  - Number of submittals may or may not be restricted
  - Follows two-tier evaluation process





# Tips for Collaborating with the DoD



- Collaboration is encouraged!
- Pre-planning is highly recommended
- Caution: Pay special attention to budget submission requirements
  - Military facility costs must be identified separately within the budget submission
  - MRMC opportunities include special budget form “Collaborating DoD Military Budget Form”
    - Used to identify all Military facility direct and indirect costs associated with research project
    - Funding will be transferred via resource management process outside the contract, grant or cooperative agreement award





# Key Agency Contacts



**PARC, Director**  
**(301) 619-8808**

**Office Manager**  
**(301) 619-2183**

**Executive Officer**  
**(301) 619-9879**

**Chief of Staff**  
**(301) 619-2933**

**Chief Operations Division**  
**(301) 619-2180**





# **CRADAs**

## **(Cooperative Research and Development Agreements)**

MILITARY MEDICINE PARTNERSHIP DAYS  
*UNCLASSIFIED*

**Mr. Robert L. Charles, J.D., LL.M., M.P.H.**  
**Chief, Medical Research Law**  
**US Army Medical Research and Materiel Command**  
**6 March 2017**

UNCLASSIFIED





# What is a CRADA?



## The Big Picture

- A **flexible** mechanism for **federal laboratories** to do **R&D collaborations** with **nonfederal parties**. CRADAs are used for Non-Disclosure Agreements, Material Transfer Agreements, as well as complex R&D collaborations.





“...any agreement between one or more Federal laboratories and one or more non-Federal parties under which the Government, through its laboratories, provides personnel, services, facilities, equipment, intellectual property, or other resources, with or without reimbursement (but not funds to the non-Federal parties) and the non-Federal parties provide funds, personnel, services, facilities, equipment, intellectual property, or other resources toward the conduct of specified research and development efforts which are consistent with the missions of the laboratory;”





# What is a CRADA? (cont'd)



...any agreement between one or more Federal laboratories and one or more non-Federal parties under which **the Government**, through its laboratories, **provides** resources **with or without reimbursement...**

- This is stand-alone, discretionary to the lab, statutory authority to negotiate and receive reimbursement from \$0.00 up to fair market value for whatever the lab will provide or has provided





# What is a CRADA? (cont'd)



“...any agreement between one or more Federal laboratories and one or more non-Federal parties under which **the Government**, through its laboratories, **provides personnel, services, facilities, equipment, intellectual property, or other resources** with or without reimbursement **(but not funds to the non-Federal parties)**...”

- The lab cannot provide funds, but it can direct the partner to other potential funding sources, such as grants, SBIR, state economic development funds, etc.





# What is a CRADA? (cont'd)



“...any agreement between one or more Federal laboratories and one or more non-Federal parties under which . . . **the non-Federal parties provide funds, personnel, services, facilities, equipment, intellectual property, or other resources...**”







# What is a CRADA? (cont'd)



All resources to be provided by the parties, including how much reimbursement goes to the lab, are

**NEGOTIABLE!**



# Small Business Innovation Research (SBIR) & Small Business Technology Transfer (STTR) Programs at USAMRMC



## MISSION

Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs allow small, high-tech U.S. businesses and academia the opportunity to provide innovative research and development solutions in response to critical Department of Defense (DoD) needs. By capturing the tremendous and agile talents of the U.S. small business community, the SBIR and STTR Programs benefit the DoD, the private sector, and our national economy.

Ms. Colleen Gibney  
Deputy SBIR/STTR Project Manager  
Plans, Programs, Analysis, and Evaluation Directorate  
US Army Medical Research and Materiel Command



# SBIR and STTR Programs



- Congressionally-mandated Programs intended to promote technological innovation and economic growth through Federal investment
- Eleven Federal agencies participate
- The Small Business Administration (SBA) holds programmatic authority as expressed in SBIR/STTR Policy Directives







# Federal Agency Participation



## SBIR + STTR Programs:



Dept. of Defense



Dept. of Health and Human Services



Dept. of Energy



National Aeronautics and Space Administration



National Science Foundation

## SBIR Program only:



Dept. of Agriculture



Dept. of Education



Dept. of Transportation



Environmental Protection Agency



Dept. of Homeland Security



Dept. of Commerce

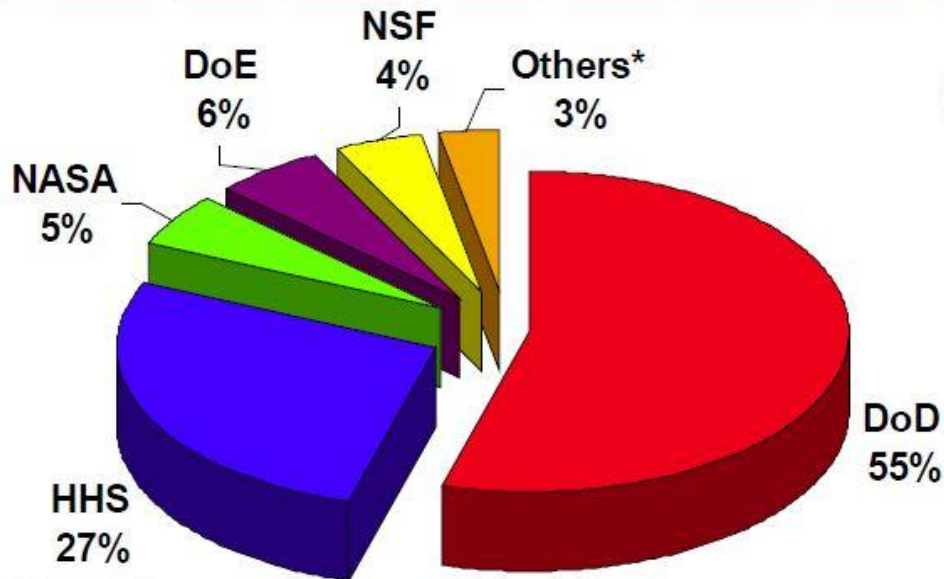




# Federal Agency Participation



	DoD	NASA	DOT	EPA	DHS	USDA	DOE	NSF	DOC	DoED	HHS
SBIR	●	●	●	●	●	●	●	●	●	●	●
STTR	●	●					●	●			●
Contract/ Grant	C	C	C	C	C	G	G	G	G/C	G/C	G/C



- ✓ Small Business Administration (SBA) oversees the federal SBIR/STTR programs
- Policy Directives
  - Congressional Reports
  - Size Determination
  - Waivers







# DoD Component Participation



## SBIR + STTR Programs:



Air Force



Army



Navy



Defense Advanced  
Research Projects  
Agency



Office of the Secretary  
of Defense



Special  
Operations  
Command



Defense Health  
Agency



Missile Defense  
Agency



Joint S&T Office for  
Chemical and  
Biological Defense

## SBIR Program only:



Defense  
Microelectronics  
Activity



National Geospatial  
Agency



Defense Threat  
Reduction Agency



Defense Logistics  
Agency

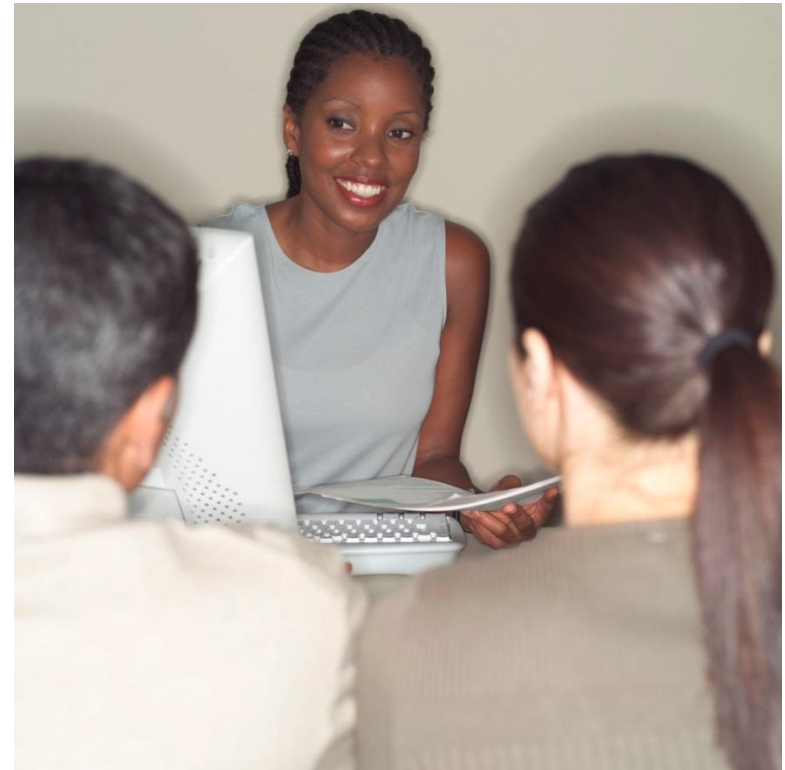




# SBIR Eligibility



- For-profit; based in U.S.
- 500 employees or fewer
- 51% U.S.-owned; controlled by individuals
- Min. 2/3 of Phase I effort and 1/2 of Phase II effort performed by small business
- Principal Investigator's primary employment must be with the small business





# SBIR Eligibility



- Same size, control, and benchmark requirements as SBIR
- Formal cooperative R&D effort
  - Min. 40% by small business
  - Min. 30% by U.S. Research Institution
- U.S. Research Institution (partner):
  - College or university
  - Federally Funded Research and Development Centers
  - Not Government-run labs





# Army & DHA SBIR/STTR Process Flow

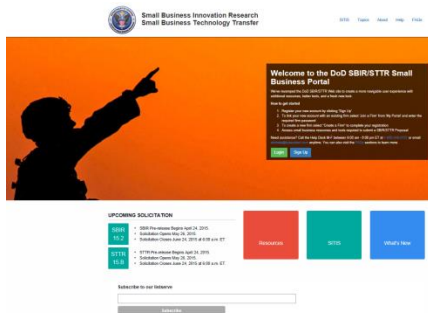


Topics

Phase I

Phase II

Phase III



## DoD Solicitations

SBIR: YY.1, YY.2, and YY.3  
STTR: YY.A, YY.B, and YY.C



## Proof of Concept

\$150K, 6 months

Army SBIR only:  
\$100K, 6 months +  
\$50K Option, 4 months



## Prototype Development

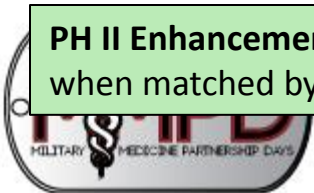
\$1M, 2 years



## Commercialization

Transition to Government  
or private industry  
**No SBIR Funds**  
No funding or  
time limits

**PH II Enhancement** = \$500K SBIR funding may be committed  
when matched by a qualified \$500K non-SBIR investment.





# DoD SBIR/STTR Solicitations



A DoD SBIR/STTR  
Solicitation includes:

- DoD Instructions
- Service/Component Unique Instructions
- Topics

## SBIR 17.1 STTR 17.A

Pre-Release  
30 Nov 16

Open  
10 Jan 17

Close  
8 Feb 17

## SBIR 17.2 STTR 17.B

Pre-Release  
21 Apr 17

Open  
23 May 17

Close  
21 Jun 17

## SBIR 17.3 STTR 17.C

Pre-Release  
25 Aug 17

Open  
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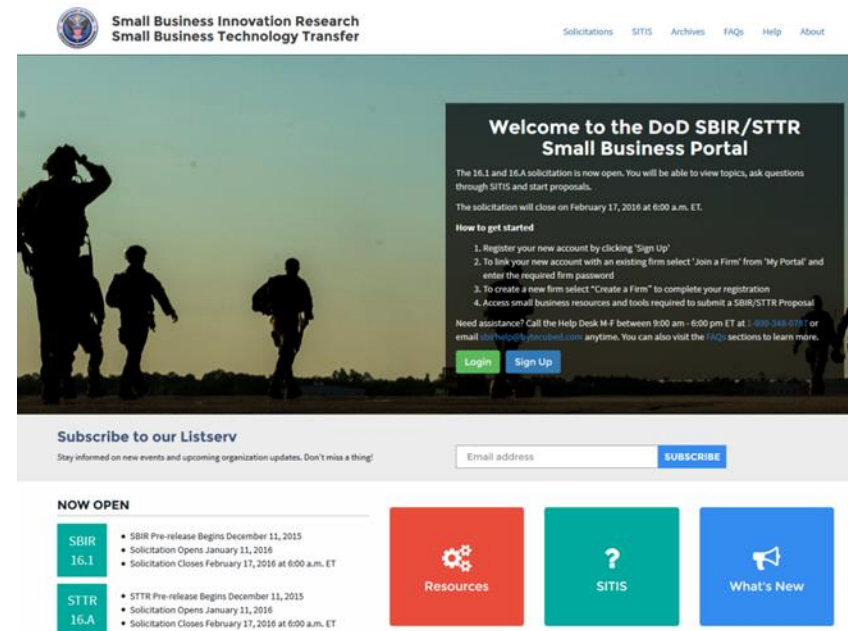




# Proposal Submission



- A SBIR/STTR Phase I or Phase II proposal to any DoD Component must be submitted through the DoD Submission System  
***<https://sbir.defensebusiness.org>***
- Search topics:  
***<https://sbir.defensebusiness.org/topics>***
- Topics Q&A (SITIS):  
***<https://sbir.defensebusiness.org/sitis>***





# SBIR/STTR Resources



## DoD SBIR/STTR Resources

- Program Overview
- Current/ Past Solicitations
- Program Reports
- News
- Doing Business with DoD

U.S. Department of Defense  
SMALL BUSINESS INNOVATION RESEARCH  
SMALL BUSINESS TECHNOLOGY TRANSFER

Home | About | for Small Business | for Government | Awards | Contacts

### SBIR 16.1 & STTR 16.A Solicitations Open

You may now submit your Phase I and Direct to Phase II proposals for the SBIR 16.1 and STTR 16.A solicitations through the DoD SBIR/STTR proposal submission website at <https://sbir.defensebusiness.org>.

Solicitation Closes on **February 17th, 2016** at 6:00 a.m. ET

The DoD SBIR/STTR Help Desk is available Monday-Friday from 9:00 a.m. - 6:00 p.m. ET at 1-800-348-0787, or by email to the Help Desk at [sbirhelp@bytecubed.com](mailto:sbirhelp@bytecubed.com).

#### DoD SBIR/STTR Awards by State - 2012

#### DEFENSE CONTRACT AUDIT AGENCY (DCAA) RESOURCE GUIDE FOR SMALL BUSINESS INNOVATION RESEARCH SMALL BUSINESS TECHNOLOGY TRANSFER

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This graphic shows SBIR/STTR program results. Click on the tabs at the bottom of the graphic to view total Awards, Commercialization or Socioeconomic results by State or by Component. Commercialization results are the combined value of sales and additional non-SBIR investments, from either a federal or private entity, which result from, extend, or logically conclude any Phase II project. Click [here](#) to download the data for these graphics for FY 2009-2011.

[www.acq.osd.mil/osbp/sbir/](http://www.acq.osd.mil/osbp/sbir/)





## SBA's SBIR/STTR Hub

Search for:

- Applicant Instructions
- Awardee Information
- Investors
- Large Businesses
- Agencies
- Policy Directives



***[www.sbir.gov](http://www.sbir.gov)***





# USAMRMC SBIR/STTR Contacts



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**DHA SBIR/STTR Program Analyst**

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*TBD- Army SBIR/STTR Program Analyst*

*TBD- Army and DHA SBIR/STTR Technical Assistance Advocate (TAA)*





# Questions?



**For additional questions after the conclusion of the conference, send an email message to [usarmy.detrick.medcom-usamrmc.mbx.mmpd@mail.mil](mailto:usarmy.detrick.medcom-usamrmc.mbx.mmpd@mail.mil)**

