



Program Announcement  
for  
Disruptioneering  
Defense Sciences Office

DARPA-PA-18-01

February 20, 2018

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ATTACHMENTS:

PROPOSAL TEMPLATE – VOLUME 1: TECHNICAL & MANAGEMENT VOLUME  
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PROPOSAL TEMPLATE – VOLUME 3: ADMINISTRATIVE & NATIONAL POLICY REQUIREMENTS  
MODEL OTHER TRANSACTION (OT) FOR PROTOTYPE

## **1. Overview Information**

- **Federal Agency Name** – Defense Advanced Research Projects Agency (DARPA), Defense Sciences Office (DSO)
- **Funding Opportunity Title** – Disruptioneering
- **Announcement Type** – Initial Announcement
- **Funding Opportunity Number** – DARPA-PA-18-01
- **NAICS Code:** 541715; Small Business Size: 1500
- **Dates** (All times listed herein are Eastern Time.)
  - Posting Date: February 20, 2018 12:00PM
  - Closing Date: February 20, 2019 12:00PM
- **Concise description of the funding opportunity:** The pace of discovery in both science and technology is accelerating worldwide, resulting in new fields of study and the identification of scientific areas ripe for disruption. In order to capitalize on these new opportunities, DARPA's approach to investing must include faster responses with smaller, targeted investments. DARPA calls this new approach Disruptioneering. Disruptioneering will enable DARPA to initiate a new investment in less than 90 days from idea inception.
- **Anticipated individual awards** – Multiple awards are anticipated.
- **Types of instruments that may be awarded** – Other Transactions for Prototype Projects
- **Any cost sharing requirements:** Cost sharing may be required under applicable statutory regulations for other transactions for prototype projects awarded under the authority of 10 U.S.C. § 2371b.
- **Agency contact**
  - **Technical POC:** D. Peter Donaghue, Agreements Officer
  - **Email:** [DARPA-PA-18-01@darpa.mil](mailto:DARPA-PA-18-01@darpa.mil)
  - **Mailing Address:**

DARPA/DSO  
ATTN: DARPA-PA-18-01  
675 N. Randolph St.  
Arlington, VA 22203-1714

## **2. Funding Opportunity Description**

### **2.1 Introduction**

The mission of the Defense Advanced Research Projects Agency is to make strategic, early investments in science and technology that will have long-term positive impact on our nation's national security. As part of this mission, DARPA makes high-risk, high-reward investments in science and technology that have the potential to disrupt current understanding and/or approaches. The pace of discovery in both science and technology is accelerating worldwide, resulting in new fields of study and the identification of scientific areas ripe for disruption. While DARPA's existing investment strategy continues to yield success, in order to capitalize on these new opportunities, its approach to investing must include faster responses with more small, targeted investments. This new approach is called Disruptioneering. Disruptioneering will enable DARPA to initiate a new investment in less than 90 days from idea inception.

To enable this approach, the Defense Sciences Office (DSO) will issue Disruption Opportunities (DO) via targeted Special Notices (SN). These Special Notices will focus on technical domains important to DSO's mission pursuing innovative research concepts that explore Frontiers in Math, Computation and Design; Limits of Sensing and Sensors; Complex Social Systems; and Anticipating Surprise. More information about DSO's technical domains and research topics of interest may be found at <http://www.darpa.mil/about-us/offices/dso>.

### **2.2 Disruption Opportunities (DOs)**

Disruption Opportunities will be announced via Special Notices issued under this Program Announcement (PA), DARPA-PA-18-01. These DO Special Notices will solicit proposals and will be open for at least 30 days from publication at <https://www.fbo.gov/>. DOs will describe rapid projects addressing two phases as described below. During these periods of performance, very high-risk, high-reward topics will be investigated with the goal of determining feasibility and clarifying whether the area is ready for increased investment. The ultimate goal of each DO is to invest in research that leads to prototype development that may result in new game-changing technologies for U.S. national security. Proposals submitted in response to DOs will be evaluated and selected in accordance with Section 6 of this solicitation.

Each DO SN will (1) identify specific details regarding the research topic of interest, and (2) provide proposal content and submission instructions in addition to those outlined in this PA, including the due date for proposal submissions. Proposals must only be submitted in response to a DO SN. Proposals submitted in response to this PA without an active, corresponding DO SN may be disregarded.

### **2.3 DO Proposal Information and Structure**

Proposals submitted in response to a DO SN must be UNCLASSIFIED and must address two independent and sequential project phases (a Phase 1 Feasibility Study (base) and a Phase 2 Proof of Concept (option)). The periods of performance for these phases are specific to each DO SN (i.e., may vary slightly), but are anticipated to be approximately 3-6 months for the Phase 1 base effort and 12-15 months for the Phase 2 option effort. Combined Phase 1 base and Phase 2

option efforts for any DO are not anticipated to exceed 18 months. Specific technical objectives to be achieved, task descriptions, intellectual property rights, milestone payment schedule, and deliverables will be addressed in each DO.

For any proposal selected for award, the Government reserves the right to award only Phase 1 or a combined Phase 1 and 2 effort. In cases where only a Phase 1 award is made at the outset, the Government may award the option effort for Phase 2 depending on the outcome of the Phase 1 effort and funding availability. Due to the potential for awarding follow-on Phase 2 efforts, DARPA is requesting a proposal validity period of 365 days.

The total award value for the combined Phase 1 base and Phase 2 option is limited to \$1,000,000. All awards made as a result of a DO SN issued under this PA will be Other Transactions (OTs) for prototype projects awarded under the authority of 10 U.S.C. § 2371b.

There are currently no follow-on acquisitions planned once a performer has completed Phase 1 and 2. However, the goal of Disruptioneering and each selected DO research project is to fund research that leads to prototype development. If after Phase 2, a performer has successfully accomplished a proof of concept, and a deliverable prototype is within reach or a promising initial prototype has been developed, the Government may elect to modify the OT agreement to fund additional tasks to pursue further prototype development, fabrication and delivery.

The flexibility of the OT award instrument is beneficial to the program because the Performer will be able to apply its best practices as required to carry out the research project that may be outside of the Federal Acquisition Regulation (FAR) process-driven requirements. Streamlined practices will be used, such as milestone-driven performance, intended to reduce time and effort on award administration tasks and permit performers to focus on the research effort and rapid prototyping. Because of this ability, OTs provide the Agreements Officer the flexibility to create an award instrument that contains terms and conditions that promote commercial transition, reduce some administratively burdensome acquisition regulations, and meet DSO program goals.

Proposers must only propose an OT agreement with fixed payable milestones. Fixed payable milestones are fixed payments based on successful completion of the milestone accomplishments agreed to in the milestone plan. Refer to the model OT provided as an attachment to this solicitation for additional information. Specific milestones will be based upon the Research Project Objectives detailed in the DO SN.

Please see Appendix A and <http://www.darpa.mil/work-with-us/contract-management> for more information on OTs and DARPA's OT authority.

### **3. Award Information**

#### **3.1 General Award Information**

Multiple awards are anticipated. The amount of resources made available under each DO SN issued under DARPA-PA-18-01 will depend on the quality of the proposals received and the availability of funds.

The Government reserves the right to select for negotiation all, some, one, or none of the proposals received in response to this solicitation and to make awards without communications with proposers. Additionally, the Government reserves the right to award all, some, one, or none of the options on the agreements(s) of the Phase 1 performers based on available funding and Phase 1 technical performance. The Government also reserves the right to communicate with proposers if it is later determined to be necessary. If warranted, portions of resulting awards may be segregated into pre-priced options. Additionally, DARPA reserves the right to accept proposals in their entirety or to select only portions of proposals for award. In the event that DARPA desires to award only portions of a proposal, negotiations may be opened with that proposer. The Government reserves the right to fund proposals in phases with options for continued work, as applicable.

The Government reserves the right to request any additional, necessary documentation to support the negotiation and award process. The Government reserves the right to remove a proposal from award consideration should the parties fail to reach agreement on award terms, conditions, and price within a reasonable time, and the proposer fails to provide requested additional information in a timely manner.

Because of the desire to streamline the award negotiation and program execution process, proposals identified for negotiation will result in negotiating an award of an OT for prototype project agreement under DARPA's authority to award OTs for prototype projects, 10 U.S.C. § 2371b. Use of an OT provides significant opportunities for flexible execution to assist in meeting DARPA's aggressive DO program goals. This award construct may also facilitate partnerships with non-traditional contractors and non-Government users to maximize future transition opportunities.

In all cases, the Government Agreements Officer shall have sole discretion to negotiate all instrument terms and conditions with selectees. DARPA will apply publication or other restrictions, as necessary, if it determines that the research resulting from the proposed effort will present a high likelihood of disclosing performance characteristics of military systems or manufacturing technologies that are unique and critical to defense. Any award resulting from such a determination will include a requirement for DARPA permission before publishing any information or results on the program. For more information, see the section on Fundamental Research.

### **3.2 Fundamental Research**

It is DoD policy that the publication of products of fundamental research will remain unrestricted to the maximum extent possible. National Security Decision Directive (NSDD) 189 defines fundamental research as follows:

"Fundamental research" means basic and applied research in science and engineering, the results of which ordinarily are published and shared broadly within the scientific community, as distinguished from proprietary research and from industrial development, design, production, and product utilization, the results of which ordinarily are restricted

for proprietary or national security reasons."

As of the date of publication of this PA, the Government expects that program goals as described herein may be met by proposed efforts for (1) fundamental research, (2) non-fundamental research, and/or (3) research that may present a high likelihood of disclosing performance characteristics of military systems or manufacturing technologies that are unique and critical to defense. Based on the anticipated type of proposer (e.g., university or industry) and the nature of the solicited work, the Government expects that some awards will include restrictions on the resultant research that will require the awardee to seek DARPA permission before publishing any information or results relative to the program.

Proposers should indicate in their proposal whether they believe the scope of the research included in their proposal is fundamental or not. While proposers should clearly explain the intended results of their research, the Government shall have sole discretion to select award instrument type and to negotiate all instrument terms and conditions with selectees. Appropriate terms will be included in resultant awards for non-fundamental research to prescribe publication requirements and other restrictions, as appropriate.

For certain research projects, it may be possible that although the research being performed by the prime contractor is restricted research, a subcontractor may be conducting contracted fundamental research. In those cases, it is the prime contractor's responsibility to explain in their proposal why its subcontractor's effort is contracted fundamental research.

## **4. Eligibility Information**

### **4.1 Eligible Applicants**

All responsible sources capable of satisfying the Government's needs may submit a proposal that shall be considered by DARPA.

#### **4.1.1 Federally Funded Research and Development Centers (FFRDCs) and Government Entities**

##### **4.1.1.1 FFRDCs**

FFRDCs are subject to applicable direct competition limitations and cannot propose to this PA in any capacity unless they meet the following conditions: (1) FFRDCs must clearly demonstrate that the proposed work is not otherwise available from the private sector. (2) FFRDCs must provide a letter on official letterhead from their sponsoring organization citing the specific authority establishing their eligibility to propose to Government solicitations and compete with industry, and their compliance with the associated FFRDC sponsor agreement's terms and conditions. This information is required for FFRDCs proposing to be awardees or subawardees.

#### **4.1.1.2 Government Entities**

Government Entities (e.g., Government/National laboratories, military educational institutions, etc.) are subject to applicable direct competition limitations. Government entities must clearly demonstrate that the work is not otherwise available from the private sector and provide written documentation citing the specific statutory authority and contractual authority, if relevant, establishing their ability to propose to Government solicitations. This information is required for Government Entities proposing to be awardees or subawardees.

#### **4.1.1.3 Authority and Eligibility**

At the present time, DARPA does not consider 15 U.S.C. § 3710a to be sufficient legal authority to show eligibility. While 10 U.S.C. § 2539b may be the appropriate statutory starting point for some entities, specific supporting regulatory guidance, together with evidence of agency approval, will still be required to fully establish eligibility. DARPA will consider FFRDC and Government entity eligibility submissions on a case-by-case basis; however, the burden to prove eligibility for all team members rests solely with the proposer.

### **4.1.2 Non-U.S. Organizations**

Non-U.S. organizations and/or individuals may participate to the extent that such participants comply with any necessary nondisclosure agreements, security regulations, export control laws, and other governing statutes applicable under the circumstances.

## **4.2 Organizational Conflicts of Interest**

Without prior approval or a waiver from the DARPA Director, a contractor cannot simultaneously provide scientific, engineering, technical assistance (SETA), advisory and assistance services (A&AS), or similar support and also be a technical performer. As part of the proposal submission, all members of the proposed team (including any potential subawardees or consultants) must affirm whether they (their organizations and individual team members) are providing SETA or similar support to any DARPA office(s) through an active award or subaward. All facts relevant to the existence or potential existence of Organizational Conflicts of Interest (OCIs) must be disclosed.

If SETA, A&AS, or similar support is being or was provided to any DARPA office(s), the proposal must include:

- The name of the DARPA office receiving the support;
- The prime contract number;
- Identification of proposed team member (subawardee, consultant) providing the support; and
- An OCI mitigation plan.

Under this section of the proposal, the proposer is responsible for providing this disclosure with each proposal submitted to this solicitation. The disclosure must include the proposer's, and as applicable, proposed team member's OCI mitigation plan. The OCI mitigation plan must

include a description of the actions the proposer has taken, or intends to take, to avoid, neutralize, or mitigate such conflict, prevent the existence of conflicting roles that might bias the proposer's judgment, and prevent the proposer from having unfair competitive advantage. The disclosure must include a description of the action the proposer has taken or proposes to take to avoid, neutralize, or mitigate such conflict. Prior to the start of proposal evaluations, the Government will assess potential conflicts of interest based on the proposals submitted. DARPA will promptly notify the proposer if any appear to exist. The Government assessment does NOT affect, offset, or mitigate the proposer's responsibility to give full notice and planned mitigation for all potential organizational conflicts.

If, in the sole opinion of the Government after full consideration of the circumstances, a proposal fails to fully disclose potential conflicts of interest and/or any identified conflict situation cannot be effectively mitigated, the proposal will be rejected without technical evaluation and withdrawn from further consideration for award.

If a prospective proposer believes a conflict of interest exists or may exist (whether organizational or otherwise) or has questions on what constitutes a conflict of interest, the proposer should send his/her contact information and a summary of the potential conflict via e-mail to [DARPA-PA-18-01@darpa.mil](mailto:DARPA-PA-18-01@darpa.mil) before time and effort are expended in preparing a proposal and mitigation plan.

## **5. Application and Submission Information**

### **5.1 Proposal Preparation Instructions**

Proposals shall consist of three volumes:

- **Volume 1: Technical and Management Proposal**
- **Volume 2: Price Proposal**
- **Volume 3: Administrative and National Policy Requirements Document**

To assist in proposal development, volume templates have been provided as attachments to the solicitation posted at <http://www.fbo.gov/>. Use of these templates is mandatory.

#### **5.1.1 Volume 1: Technical and Management Proposal**

Proposers are required to use the Volume I, Technical and Management Proposal Template and the Volume 1, Summary Slide Template provided as attachments to this announcement.

#### **5.1.2 Volume 2: Price Proposal**

Proposers are required to use the Volume 2, Price Proposal Template provided as an attachment to this announcement. As an addendum to the Price Volume, proposers must also provide the Price Summary Spreadsheet provided as an attachment to this announcement.

### **5.1.3 Volume 3: Administrative and National Policy Requirements Document**

Proposers are required to use the Administrative and National Policy Requirements Document Template provided as an attachment to this announcement.

### **5.1.4 Model Other Transaction Agreement**

In order to expedite the negotiation and award process, a model OT agreement is provided as an attachment. The model OT agreement is representative of the terms and conditions that DARPA intends to award for all DOs. The task description document, milestone plan and schedule, and data rights assertions requested under Volumes 1, 2, and 3 will be included as attachments to the OT agreement upon negotiation and award.

For additional information on DARPA's authority to award OT agreements for prototype projects, please see Appendix A and <http://www.darpa.mil/work-with-us/contract-management>

## **5.2 Proposal Submission Information**

Responses to all DOs shall be submitted through one of the following methods: (1) electronic upload (DARPA-preferred); or (2) direct mail/hand-carry. Proposers must submit all parts of their submission package using the same method.

DARPA will acknowledge receipt of *complete* submissions via email and assign identifying numbers that should be used in all further correspondence regarding those submissions. If no confirmation is received within two business days, please contact [DARPA-PA-18-01@darpa.mil](mailto:DARPA-PA-18-01@darpa.mil) to verify receipt.

When planning a response to a DO SN, proposers should take into account the submission time zone and that some parts of the submission process may take from one business day to one month to complete (e.g., registering for a DUNS number or TIN).

### **5.2.1 Electronic Upload**

DARPA/DSO encourages proposers to submit UNCLASSIFIED proposals via the DARPA Submission website at <https://baa.darpa.mil/>. First time users of the DARPA Submission website must complete a two-step account creation process. The first step consists of registering for an extranet account by going to the URL listed above and selecting the "Account Request" link. Upon completion of the online form, proposers will receive two separate emails; one will contain a user name and the second will provide a temporary password. Once both emails have been received, the second step requires proposers to go back to the submission website and log in using that user name and password. After accessing the extranet, proposers may then create a user account for the DARPA Submission website by selecting the "Register your Organization" link at the top of the page. Once the user account is created, proposers will be able to see a list of solicitations open for submissions, view submission instructions, and upload/finalize their proposal.

Proposers who already have an account on the DARPA Submission website may simply log in at <https://baa.darpa.mil/>, select this solicitation from the list of open DARPA solicitations and proceed with their proposal submission. *Note: proposers who have created a DARPA Submission website account to submit to another DARPA Technical Office's solicitations do not need to create a new account to submit to this solicitation.*

All full proposals submitted electronically through the DARPA Submission website must meet the following requirements: (1) uploaded as a zip file (.zip or .zipx extension); (2) only contain the document(s) requested herein; (3) only contain unclassified information; and (4) must not exceed 100 MB in size. Only one zip file will be accepted per full proposal and full proposals not uploaded as zip files will be rejected by DARPA.

Technical support for the DARPA Submission website is available during regular business hours, Monday – Friday, 9:00 a.m. – 5:00 p.m. Requests for technical support must be emailed to [BAAT\\_Support@darpa.mil](mailto:BAAT_Support@darpa.mil) with a copy to [DARPA-PA-18-01@darpa.mil](mailto:DARPA-PA-18-01@darpa.mil). Questions regarding submission contents, format, deadlines, etc. should be emailed to [DARPA-PA-18-01@darpa.mil](mailto:DARPA-PA-18-01@darpa.mil). Questions/requests for support sent to any other email address may result in delayed/no response.

*Since proposers may encounter heavy traffic on the web server, DARPA discourages waiting until the day proposals are due to request an account and/or upload the submission. Note: Proposers submitting a proposal via the DARPA Submission site MUST (1) click the “Finalize” button in order for the submission to upload AND (2) do so with sufficient time for the upload to complete prior to the deadline. Failure to do so will result in a late submission.*

### **5.2.2 Direct Mail/Hand-carry**

Proposers electing to submit proposals via direct mail or hand-carried must provide one paper copy and one electronic copy on CD or DVD of the full proposal package. All parts of the proposal package must be mailed or hand-carried in a single delivery to the mailing address noted in Section 1.

## **5.3. Submission Deadlines**

Full proposal packages (Technical and Management Volume, Price Volume, National and Administrative Requirements) and, as applicable, proprietary subawardee cost proposals, classified appendices to unclassified proposals, must be submitted per the instructions outlined herein and received by DARPA no later than the due date and time listed in the DO SN to which the proposal is submitted. Proposals and proposal modifications, unless requested by the Agreements Officer, received after the due date set forth in the DO SN will be considered late and may not be evaluated. Proposers are warned that submission deadlines outlined in the DO SN to which they are applying will be strictly enforced.

## **5.4 Proprietary Information**

Regarding proprietary markings, proposers are responsible for clearly identifying proprietary information. Submissions containing proprietary information must have the cover page and each page containing such information clearly marked with a label such as “Proprietary.” NOTE: “Confidential” is a classification marking used to control the dissemination of U.S. Government National Security Information as dictated in Executive Order 13526 and should not be used to identify proprietary business information.

## **5.5 Security Information**

DARPA anticipates that submissions received under this PA will be unclassified. However, should a proposer wish to submit classified information, an *unclassified* email must be sent to the PA mailbox requesting submission instructions from the DARPA/DSO Program Security Officer (PSO).

Security classification guidance and direction via a SCG and/or DD Form 254, “DoD Contract Security Classification Specification,” will not be provided at this time, since DARPA is soliciting ideas only. If a determination is made that the award instrument may result in access to classified information, a SCG and/or DD Form 254 will be issued by DARPA and attached as part of the award.

# **6. Evaluation of Proposals**

## **6.1 Evaluation Criteria for Award**

Proposals will be evaluated using the following evaluation criteria, listed in descending order of importance:

### **1. Overall Scientific and Technical Merit**

The proposed technical approach is innovative, feasible, achievable, and complete. The proposed technical team has the expertise and experience to accomplish the proposed tasks. Task descriptions and associated technical elements provided are complete and in a logical sequence with all proposed deliverables clearly defined such that a final outcome that achieves the goal can be expected as a result of award. The proposal identifies major technical risks and planned mitigation efforts are clearly defined and feasible.

### **2. Potential Contribution and Relevance to the DARPA Mission**

The potential contributions of the proposed effort are relevant to the national technology base. Specifically, DARPA’s mission is to make pivotal early technology investments that create or prevent strategic surprise for U.S. National Security. The proposed intellectual property

restrictions (if any) will not significantly impact the Government's ability to transition the technology.

### **3. Price**

A price analysis will be conducted to ensure that the final agreed-to price is fair and reasonable. Adequate price competition as described in this program announcement is anticipated to establish price reasonableness. If needed, the Government may use various price analysis techniques and procedures to ensure the proposed price is fair and reasonable. This includes a comparison of proposed prices to historical prices paid for the same or similar scope of research or a comparison of proposed prices with independent Government price estimates.

Unrealistically low or unreasonably high proposed prices, may be grounds for eliminating a proposal from competition on the basis that the Offeror does not understand the requirement and cannot be found Responsible. Offers should be sufficiently detailed to demonstrate its reasonableness. The burden of showing price reasonableness rests with the Offeror. An assessment that the proposal is not reasonable or responsible may result in the offer being non-selectable for award.

## **6.2 Review and Selection Process**

It is the policy of DARPA to ensure impartial, equitable, comprehensive proposal evaluations based on the evaluation criteria listed above and to select the source (or sources) whose offer meets the Government's technical, policy, and programmatic goals.

DARPA will conduct a scientific/technical review of each conforming proposal. All proposal evaluations will be based solely on the evaluation criteria in Section 6.1: (1) Overall Scientific and Technical Merit, (2) Potential Contribution and Relevance to the DARPA Mission, and (3) Price.

Using the evaluation criteria, the Government will evaluate each proposal in its entirety, documenting the strengths and weaknesses relative to each evaluation criterion, and, based on these identified strengths and weaknesses, make a determination of the proposal's overall selectability. Proposals will not be evaluated against each during the scientific review process, but rather evaluated on their own individual merit to determine how well the proposal meets the criteria stated in this solicitation.

An award will be made to a proposer(s) whose proposal is determined to be the most advantageous to the Government, consistent with instructions and evaluation criteria specified in the PA herein and availability of funding. Given the limited funding available for each DO, not all proposals considered selectable will be selected for funding.

For the purposes of this proposal evaluation process, a selectable proposal is defined as follows:

**Selectable:** A selectable proposal is a proposal that has been evaluated by the Government against the evaluation criteria listed in the PA, and the positive aspects of the overall proposal

outweigh its negative aspects. Additionally, there are no accumulated weaknesses that would require extensive negotiations and/or a resubmitted proposal.

For the purposes of this proposal evaluation process, a non-selectable proposal is defined as follows:

**Non-Selectable:** A proposal is considered non selectable when the proposal has been evaluated by the Government against the evaluation criteria listed in the PA, and the positive aspects of the overall proposal do not outweigh its negative aspects. Additionally, there are accumulated weaknesses that would require extensive negotiations and/or a resubmitted proposal.

Regarding price analysis, a price is based on adequate price competition if two or more responsible offerors, competing independently, submit priced offers that satisfy the Government's expressed research requirement and if an award will be made to the offeror whose proposal is considered most advantageous to the Government where price is a factor in selection, and there is no finding that the price of the otherwise successful offeror is unreasonable.

**Conforming:** Conforming proposals comply with all requirements detailed in this PA and the DO SN to which the proposal is submitted. Proposals that fail to comply may be deemed non-conforming and may be removed from consideration. **Non-conforming submissions may be rejected without further review. A proposal will be deemed non-conforming if the proposal fails to meet one or more of the following requirements:**

- The proposed concept is applicable to the technical area(s) described in the DO Special Notice to which they are applying.
- The proposers meet the eligibility requirements of the solicitation.
- The proposal met the submission requirements of the solicitation.
- The proposal met the content and formatting requirements of the solicitation.
- The proposal provided sufficient information to assess the validity/feasibility of its claims.
- The proposed concept is important to DSO's current investment portfolio.
- The proposed work has not already been completed (i.e., the research element is complete but manufacturing/fabrication funds are required).
- The proposer has not already received funding or a positive funding decision for the proposed concept (whether from DARPA or another Government agency).

Non-conforming proposals may be removed from consideration. Proposers will be notified of non-conforming determinations via letter.

DARPA's intent is to review proposals as soon as possible after they arrive.

### **6.2.1 Handling of Source Selection Information**

It is the policy of DARPA to treat all proposals as source selection information and to disclose their contents only for the purpose of evaluation. Restrictive notices notwithstanding, during the evaluation process, submissions may be handled by support contractors for administrative

purposes and/or to assist with technical evaluation. All DARPA support contractors are expressly prohibited from performing DARPA-sponsored technical research and are bound by appropriate nondisclosure agreements. Input on technical aspects of the proposals may be solicited by DARPA from non-Government consultants/experts who are strictly bound by the appropriate non-disclosure requirements. No submissions will be returned. Upon completion of the source selection process, an electronic copy of each proposal received will be retained at DARPA and all other copies will be destroyed. A certification of destruction may be requested, provided that the formal request is received at this office within five (5) days after notification that a proposal was not selected.

## **7. Award Administration Information**

### **7.1 Award Notices**

The following notices will be provided as applicable:

- Request for clarification (if applicable)
  - May occur at any time during the evaluation process
  - Proposal changes are not permitted
- Request for open communications (if needed)
  - Proposers shall be advised of any deficiencies and/or major weaknesses in their proposals and given an opportunity to respond, to include offering proposal revisions
- Notice of non-selection
- Notice of selection

As soon as the evaluation of proposals is complete, the proposers will be notified that (1) the proposal has been selected for funding, subject to OT agreement negotiations, or (2) the proposal has not been selected for funding. The above listed notifications will be sent via Electronic Mail to the Technical and Administrative POCs identified on the proposal coversheet.

### **7.2 Administrative and National Policy Requirements**

#### **7.2.1 System for Award Management (SAM) Registration and Universal Identifier Requirements**

All proposers must be registered in SAM and have a valid Data Universal Numbering System (DUNS) number prior to award of an OT agreement from this solicitation. You must maintain an active registration in SAM with current information at all times during which you have an active Federal award or idea under consideration by DARPA. Information on SAM registration is available at [www.sam.gov](http://www.sam.gov). This is a quick process and you must be registered in order to be paid under any resultant agreement. See [www.darpa.mil/work-with-us/additional-baa](http://www.darpa.mil/work-with-us/additional-baa) for further information.

NOTE: new registrations can take an average of 7-10 business days to process in SAM. SAM registration requires the following information:

- DUNS number
- TIN
- CAGE Code. If a proposer does not already have a CAGE code, one will be assigned during SAM registration.
- Electronic Funds Transfer information (e.g., proposer's bank account number, routing number, and bank phone or fax number).

### **7.2.2 Controlled Unclassified Information on Non-DoD Information Systems**

All proposers and awardees will be subject to the DARPA requirements related to Controlled Unclassified Information on Non-DoD Information Systems as detailed at [www.darpa.mil/work-with-us/additional-baa](http://www.darpa.mil/work-with-us/additional-baa).

### **7.2.3 Intellectual Property**

Proposers should note that the Government generally does not ultimately own the intellectual property or technical data or computer software developed under awards made as a result of this PA. Based on the terms of a negotiated OT, the Government acquires a license right to use the technical data or computer software. Regardless of the scope of the Government's rights, awardees may freely use their same data/software for their own commercial purposes (unless restricted by U.S. export control laws or security classification). Therefore, it is anticipated that technical data and computer software developed under an award will remain the property of the awardees, and the Government will receive the license rights to the technical data or computer software, as negotiated under the terms of the OT.

### **7.2.4 Human Subjects Research/Animal Use**

Proposers that anticipate involving human subjects or animals in the proposed research must comply with the approval procedures detailed at [www.darpa.mil/work-with-us/additional-baa](http://www.darpa.mil/work-with-us/additional-baa), to include providing the information specified therein as required for proposal submission.

### **7.2.5 Electronic Invoicing and Payments**

Awardees will be required to submit invoices for payment electronically via Wide Area Work Flow (WAWF) at <https://wawf.eb.mil>, unless an exception applies. Registration in WAWF is required prior to any award under this solicitation.

## **8. Communications**

DARPA intends to use electronic mail for all correspondence regarding solicitation DARPA-PA-18-01. Proposals must NOT be sent by fax or e-mail; any proposals sent by fax or e-mail will be disregarded.

Administrative, technical, and award questions should be emailed to [DARPA-PA-18-01@darpa.mil](mailto:DARPA-PA-18-01@darpa.mil). All questions must be in English and must include the name, email address, and the telephone number of a point of contact.

DARPA will attempt to answer questions in a timely manner; however, questions submitted within 7 days of the proposal due date listed in the DO SN may not be answered. DARPA will post a Q&A list at: <http://www.darpa.mil/work-with-us/current-dso-solicitations>. The list may be updated on an ongoing basis until the solicitation closing date stated in Part 1.

## **Appendix A: OT Authority**

Other Transactions (OTs) for prototype projects are awarded under the authority of 10 U.S.C. § 2371b. This authority allows DARPA to use OTs for prototype projects directly relevant to enhancing the mission effectiveness of military personnel and the supporting platforms, systems, components, or materials proposed to be acquired or developed by the Department of Defense (DoD), to the improvement of platforms, systems, components, or materials proposed to be acquired or developed by the DoD, or to the improvement of platforms, systems, components, or materials in use by the Armed Forces.

Other transactions for prototype projects are instruments that are generally not subject to the Federal laws and regulations governing procurement contracts. OTs are not subject to the Federal Acquisition Regulation (FAR) and the DoD supplement (DFARS) or applicable grant and cooperative agreement regulations, and the clauses in OT awards can be negotiated between the awardee and the Government. Further, OT awardees are not subject to the FAR cost accounting standards. As a result, the use of OTs should streamline the award process, making it faster than the traditional Government contracting process and more akin to a commercial contract award timeline. Once the selections are made, the negotiation time will vary from contractor to contractor. Quick negotiations between responsive parties will enable fast awards.

With the passing of the National Defense Authorization Act (NDAA) of 2018, an update to the statutory language under 2371b(d)(1) permits DARPA's OT authority to be used only when one of the following conditions are met:

- (A) There is at least one nontraditional defense contractor participating to a significant extent in the prototype project;
- (B) All significant participants in the transaction other than the Federal Government are small businesses (including small businesses participating in a program described under section H. R. 2810—213 9 of the Small Business Act (15 U.S.C. 638)) or nontraditional defense contractors;
- (C) At least one third of the total cost of the prototype project is to be paid out of funds provided by sources other than the Federal Government; or
- (D) The senior procurement executive for the agency determines in writing that exceptional circumstances justify the use of a transaction that provides for innovative business arrangements or structures that would not be feasible or appropriate under a contract, or would provide an opportunity to expand the defense supply base in a manner that would not be practical or feasible under a contract.

As defined by 10 U.S.C. § 2302(9), a nontraditional defense contractor, with respect to a procurement or with respect to a transaction authorized under section 2371b of this title, means an entity that is not currently performing and has not performed, for at least the one-year period preceding the solicitation of sources by the Department of Defense for the procurement or transaction, any contract or subcontract for the Department of Defense that is subject to full coverage under the cost accounting standards prescribed pursuant to section 1502 of title 41 and the regulations implementing such section. To be considered as participating to a significant extent, the proposal should substantiate that the effort being performed by the nontraditional defense contractor is critical to the technical success of the project.

If the proposer requests award of an OT as a non-traditional defense contractor, as defined by section 2302 (9) of title 10, United States Code, or as a small business, as defined under section 3 of the Small Business Act (15 U.S.C. § 632), information must be included in the price proposal to support the claim. Additionally, if the proposer requests award of an OT agreement without the required one-third (1/3) cost share, information must be included in the price proposal supporting that there is at least one non-traditional defense contractor or small business participating to a significant extent in the proposed prototype project or that all significant participants in the transaction other than the Federal Government are small businesses or non-traditional defense contractors. Proposers shall provide in their price proposal an explanation of why the proposer believes the non-traditional defense contractor is participating to a significant extent.

If cost share is required, proposers have wide latitude in satisfying the cost share provisions. Acceptable forms of cost share include (but may not be limited to): Cash contributions (application of discretionary resources) from prime proposer and/or subcontractor(s); unreimbursed labor; materials and equipment; use of materials or equipment for program duration (lease value equivalent); and intellectual property with established market value. Non-acceptable forms of cost share include (but may not be limited to): foregone fee; foregone G&A and COM if using independent research and development (IRAD) funds as cost share; valuation of intellectual property with no established market value; facilities or other assets accounted for in overhead rates applied to labor; and capital assets without clear and direct contribution to the program.

Alternative management constructs such as use of spin-off entities, independent research and development (IR&D) resources, or direct project funding may also impact how OT provisions for non-traditional entities and/or cost share can be met. Proposers are encouraged to ask questions during the proposal period to ensure adequate understanding and acceptable implementation of the OT provisions.

If proposers meet the conditions under the statutory guidance for not providing cost share, proposers may still provide cost share at their discretion or in kind.