DOING BUSINESS WITH DARPA

STREAMLINED AND COMPETITIVE PROCESS

Broad Agency Announcement (BAA) Characteristics:

- No common Statement of Work (SOW)
- Varying technical approaches/solutions are anticipated
- Proposals are evaluated with technical quality and approach as the main factor
- Communication with proposers allowed during the open period of the BAA
- Consider the Heilmeier questions when communicating with DARPA http://www.darpa.mil/work-with-us/heilmeier-catechism
- White papers or proposal abstracts may be solicited
- Usually have Industry Days where Program Managers brief interested communities on the research program solicitation

Technical Office BAAs:

- Tech Offices will issue program-specific BAAs throughout the year
- Tech Offices will also issue one or two year-long BAAs with a more general scope (rolling submission process)

SEEDLINGS VS. PROGRAMS. VS. CHALLENGES VS. SBIR/STTR

Seedlings

- Open to all capable sources
- Usually submitted through Office-Wide BAA
- Small short duration (6-9 months) projects
- Move concepts from "disbelief" to "mere doubt"
- May lead to the next generation of program ideas

Challenges

- Compete on unique DARPA R&D problems
- Tend to include phases with culminating events where winners win monetary or other prizes
- May result in a prize with up to $10M in fair market value

Programs

- Open to all capable sources
- Proposals solicited through specific program BAAs
- Often multi-year, multi-disciplinary efforts
- Technology development to move from "possibility" to "capability"

SBIR/STTR

- Open to eligible small business concerns
- Submitted through an open DoD SBIR/STTR BAA
- Phase I feasibility up to $275K
- Phase II prototype development up to $1.8M
- May lead to the next generation of program ideas

DARPA TECHNOLOGY OFFICES

Biological Technologies Office

- Maintain force readiness
- Tactical warfighter care and functional restoration
- Operational resilience and logistical security
- Biosensors and novel methods and materials

Defense Sciences Office

- Novel materials and structures
- Sensing and measurement
- Computation and processing
- Operations enablement
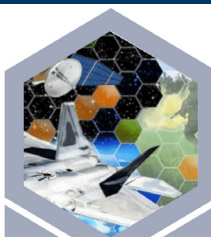- Collective intelligence
- Emerging threats

Information Innovation Office

- Proficient AI
- Advantage in cyber operations
- Confidence in the information domain
- Resilient, adaptable, and secure systems

Microsystems Technology Office

- Disruptive microsystems
- Edge processing
- Microsystems manufacture

Strategic Technology Office

- Advanced sensors and processing
- Battlefield effects
- Command, control, and communications
- System of autonomous systems
- Empowered human decision making

Tactical Technology Office

- Tactical systems
- Platforms, systems, and technologies that enable new warfighting constructs
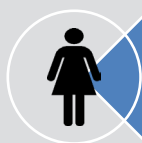- Reimagination of missions across maritime, ground, air, and space domains

DARPA SBIR/STTR

Congressionally mandated programs designed to:

Stimulate technological innovation

Foster and encourage participation by socially and economically disadvantaged Small Business Concerns (SBCs) and by SBCs that are 51% owned and controlled by women

Increase private sector commercialization of Federal R&D to increase competition, productivity, and economic growth

Stimulate a partnership of ideas and technologies between innovative SBCs and research institutions

The SBIR/STTR Program is the largest source of early stage technology financing in the U.S. and is currently authorized through 30 September 2025

BAA AND TOPIC RELEASE PROCESS

- DARPA advertises SBIR/STTR topics through the DoD year long BAA posted to the DoD SBIR/STTR Information Portal (DSIP, www.dodsbirsttr.mil)
  - ▶ Aligns SBIR/STTR funding opportunities with DARPA's primary technology programs, to avail small businesses the benefits associated with integration into established program communities
  - ▶ Places select SBIR/STTR awardees into DARPA Embedded Entrepreneurship Initiative (EEI) to provide more substantial and industry-targeted commercialization assistance
- DARPA SBPO releases SBIR/STTR topics on a Just-in-Time basis as they are approved
- Proposals will be submitted to https://www.dodsbirsttr.mil
- See the BAA for submission specifics and templates

DARPA SBIR/STTR Transition and Commercialization Support Program (TCSP)

The TCSP is guided by three principles designed to equip participants and stakeholders with information and insights for successful transition and commercialization.

- **EDUCATE: The TCSP educates participants on business strategies critical to transition and commercialization. The TCSP ensures SBCs are looking ahead, beyond their DARPA Phase II period of performance and helps them determine the type(s) of assistance or connections they will need to transition, commercialize, and/or secure additional funds for S&T or business development.**

- **COMMUNICATE: The TCSP iterates a quad chart with each SBC and obtains DARPA public release approval for dissemination. The quad chart is the main tool used to communicate an SBC's technology to potential stakeholders and solicit interest in more in-depth discussions. TCSP sends weekly email alerts to all DARPA SBIR/STTR participants and alumni to provide information on targeted opportunities, trainings, and events relevant to small business growth and development.**

- **CONNECT: The TCSP coordinates and facilitates portfolio reviews, technical interchange meetings (TIMs), match-making activities, outreach events, and one-on-one meetings between the program participants and interested Agencies, Primes and alike. The TCSP regularly connects with new and maintains current relationships with key stakeholders in order to maximize transition opportunities for DARPA SBIR/STTR technologies.**