

## **DARPA SBIR 25.4 & STTR 25.D BAA FREQUENTLY ASKED QUESTIONS**

1. Can an academic PI be a collaborator on more than one proposal for a single Small Business Opportunity (SBO)?  
**A: Yes.**
  2. The solicitation says that the 5-page commercialization section does not count against the 20-page limit, however, this is not stated in DARPA's mandatory Phase I template. Please clarify whether or not the 5-page commercialization section counts toward the 20-page limit for the Phase I proposals.  
**A: The 5-page commercialization section does not count toward the 20-page limit. Please note that there are two types of technical volume templates outlined in the Phase I template: the standard 20page proposal (Section I) and the White Paper & Slide Deck format (Section II). Please select the format outlined in the DARPA BAA instructions for the topic to which you are responding.**
  3. For a US company, can the PI be a non-US citizen?  
**A: Yes, but there are limits on where they can be from if it's an ITAR topic. They usually have to have a H1-B visa.**
  4. Are non-US vendors allowed to be used?  
**A: The prime must be more than 50% US-owned - see 13 CFR § 121.702.**
  5. Our firm would like to discuss the topic with the topic author, but we cannot find the PM information. Can we have a telephone discussion with the PM?  
**A: DARPA intends to use electronic mail for all correspondence regarding this announcement. Administrative, proposal preparation, and award questions should be emailed to [SBIR\\_BAA@darpa.mil](mailto:SBIR_BAA@darpa.mil). All questions must be in English and must include the name, email address, and the telephone number of a point of contact. FAQs for topics are posted with the opportunity at <https://www.darpa.mil/work-with-us/for-small-businesses/sbir-sttr-topic-opportunities>.**
- Each topic will include instructions for submitting questions related to the technical aspects of the research objectives. DARPA will attempt to answer questions in a timely manner; however, questions submitted within 7 days of the proposal due date listed in the BAA may not be answered.**
6. I noticed that in the DARPA cost proposal worksheet template, the G&A rate is applied to a subtotal that includes labor and labor overhead. With other SBIRs, and on the DSIP platform, we can choose to apply the G&A rate only to labor, and in these situations, the G&A rate is only applied to the labor itself, and it isn't calculated based on the sum of (labor cost + labor overhead).  
Is there a way to opt for this alternate G&A calculation anywhere in the DARPA cost proposal spreadsheet? If not, this would be a useful feature so that the calculations can

match exactly what the DSIP portal calculates in the cost volume section.

**A: We assume that you are referring to the Labor Rates tab of the spreadsheet. If you can figure out a formula that accurately calculates a Fully Loaded Rate properly for your organization, you can change the formula in columns J, P, V, etc. to make the numbers on this tab accurate. Note that this Fully Loaded Rate is not used elsewhere (Base or Option tabs) for calculations. It exists for our proposal evaluation purposes.**

**For the Base and Option tabs, the G&A is calculated on row 63 of those tabs. If the G&A cost should not be calculated based on the Subtotal Costs from row 61, you may modify the reference/calculation in cells D63, L63, S63, etc. to make the base number accurate for your organization.**

8. We found a topic of interest to our firm that has closed for submission. Will this topic be released again?

**DARPA does not re-release topics. To keep informed about SBIR and STTR releases across the Department of Defense, join the listserve on the Defense SBIR/STTR Innovation portal at <https://www.dodsbirsttr.mil/submissions/login>.**