

Amendment 0002
Questions and Answers

Broad Agency Announcement (BAA) 10-007
Electronic Warfare Technology

The purpose of this amendment is to provide answers to questions received in response to the BAA 10-007 entitled, Electronic Warfare Technology and the Industry Day Briefing.

Q1: Who will be the evaluators of the white papers and proposals for this BAA? Will it be just yourself and Mr. Tremper?

A1: See paragraph 2. entitled "Evaluation Panel -" under Section V. of the BAA.

Q2: I'm curious as to the possibilities of combining a proposed effort with other government funded efforts that may happen.

A2: Combining a proposed effort with other government funded efforts is possible, but the relationship and roles would need to be clearly explained and a list of specific deliverables unique to the ONR-funded effort would be needed.

Q3: The BAA mentions Naval Warfare Centers (NWCs) having primary roles for demos and experimentation. Will they be in attendance at the Industry Day?

A3: No NWC participation was planned for Industry Day. As explained in the BAA, it is up to the offeror to make any arrangements for participation with an NWC in advance and that relationship needs to be spelled out in the white paper. ONR will not act as a facilitator for NWC involvement with non-government performers.

Q4: In the white paper, do we need to select one of the suggested research areas in Section 6 that our technology area fits in or can it refer to multiple areas?

A4: It is the offerors responsibility to decide which primary research area that they wish to address, but are free to cite other research areas that also apply. The government may choose to use subject matter experts to review the papers by research area so it is important to specify the area that you feel is best aligned to your technology. Research area 5 (Innovative EW Concepts) should only be used for white papers that don't fit elsewhere.

Q5: What is the best way to address this BAA and the separate government “Call for White Papers” for efforts involving combined government/industry efforts? Should the government lab submit a white paper to lead the effort, and in there list all the participating industry/academic partners? Or should the government lab submit a white paper focusing on leading the transition of the initiative and suggest to the industry/academic partners to pair up and submit a separate white paper geared towards details of technical implementation?

A5: The government prefers to see a single proposed effort instead of a group of proposals with aligned efforts. If the government lab is in the position to lead a combined effort then it should be submitted in accordance with the Call for White Papers and not the BAA. The white paper should clearly indicate how the work will be divided among the participants, the roles of each, and recommend a contracting strategy for industry/academic participation (ONR contract (industry) or grant (academia), Lab contract, or other contract vehicle.) Note that in such a combined effort the government lab participation should have a clear technical value-added and not just act as project manager or as a contracting facilitator.

Q6: If we intend to write a white paper, are we limited to one white paper of two pages in length for any/all of the subsections listed under section 6 (Research Opportunity Description), or can we write a two page white paper for each subsection (1 through 5) we intend to address? If it is the latter, can we write about specific elements of a subsection, i.e. subsection 1, elements 1b, 1c, and 1d, or must we write about the entire subsection?

A6: Any offeror can submit as many white papers as they want, but each individual proposed effort (with a defined technical objective, approach, and set of deliverables) should be limited to a single 2-page white paper. Each white paper should be able to identify a primary research area (1, 2, 3, 4, or 5) and/or sub-area (e.g. 1a, 2e, 3b) that it is addressing from Section 6 of the BAA (Research Opportunity Description), but can identify multiple additional secondary areas/sub-areas as well.

Q7: Is there a single pot of money to fund industry efforts and a separate pot for government efforts?

A7: The \$3 million funding per year for government fiscal years 2011 through 2013 shown in Section II of the BAA, is the total for these Research Areas and will be used to fund all the selected efforts whether they are from industry, academia, FFRDC, UARC, government labs, or warfare centers.

Q8: Is this \$3 million dollars you have set aside for 2011 new starts affected by multiyear efforts from previous years and efforts from future years that may be funded?

A8: The \$3 million shown for FY 2011 has been identified and set aside to fund efforts in the Research Areas identified in the BAA.

Q9: My company requires proprietary information be sent via email to be encrypted. Will this be a problem?

A9: There should not be a problem. However, your company will be contacted if there are problems opening the encrypted file.

Q10: Regarding encryption of the email for submission of the white paper, do you have a preferred encryption method?

A10: There is no particular method of encryption.

Q11: We have a concept that may be classified but we do not have a classification guide to get a final determination. How would such a white paper be marked and submitted?

A11: Mark the paper according to your company's security office procedures and submit the paper using the instructions in the BAA that refer to classified white paper submission (Section IV., Application and Submission Information, Sub-Section 2 Content and Format of White Papers/Full Proposals).

Q12: How many efforts will be funded in each year with the \$3 million?

A12: The government is unable to determine how many efforts will be funding under this BAA at this time. As stated in the BAA, the government anticipate that most efforts to cost around \$100-\$750K per year for 3 years. So if the selected efforts each cost \$500K per year, we would be able to fund six efforts for \$3 million. It is always possible that higher priced efforts may be selected. However, if you proposed an effort costing \$3 million per year you would need to convince the panel of reviewers that your effort and your effort alone is worthy of being funded. Generally speaking, efforts that request more than \$1 million per year need to show a very compelling reason both technically and programmatically to convince the panel of reviewers that they are worthy of being selected. Effort's requiring \$2-3 million dollars per year may be better suited for funding under the Future Naval Capabilities (FNC) program rather than under the Discovery and Invention (D&I) program.

Q13: Is there an option to combine your funding with a company's IRAD?

A13: There may be the possibility of combining government funding with a company's IRAD. The question would be, "Is the government receiving any benefit in doing this?" It's not the practice of ONR to fund a company to build up their own capability without benefiting the government. There would most likely be intellectual property and data rights issues which would limit the government's ability to use the technology in other efforts they may fund later.

ONR prefers to fund efforts that develop innovative ideas and innovative technologies for the benefit of the DoD community over those that solely benefit one company. If your proposed effort does involve IRAD technology or funding or other intellectual property that is protected in other ways (for instance, under a prior SBIR) you can still submit a white paper but the issue of intellectual property and data rights should be specifically pointed out in the white paper. If omitted in the white paper, it must certainly be addressed in the full proposal in the section titled Assertion of Data Rights and/or Rights in Computer Software as stated in the Section IV Application and Submission Information, Sub-Section 2 Content and Format of White Papers/Full Proposals of the BAA.

Q14: You stated that during the oral presentations in March representatives of industry or academia would not be in the audience but would the audience include proposers from the government?

A14: See paragraph 2. entitled "Evaluation Panel -" under Section V. of the BAA.

Q15: In the resume section of the white paper submission are we allowed to include information or experience about the company that we feel supports our efforts in these technical areas?

A15: Yes, but I recommend such discussions be kept to a minimum. The government does not want 75 page packets submitted that consist of a 2 page white paper and 73 pages of backup material. The government will focus on the 2 page technical content and request that the supplementary material be kept short and to the point.

Q16: How many years will the efforts be funded?

A16: Generally, efforts are funded for three years. One year and two year efforts are fine but if you have a four year effort you need to take a look at the schedule and see if there is any way to compress it down into three years.

Q17: Is there additional funds above the \$3 million in the outyears?

A17: As stated in the BAA, the estimated outyear funding is \$3 million per year.

Q18: Is there a limit on the number of awards a single company can receive?

A18: There is no limit on the number of awards a single company can receive. The government does not intent to see white papers from a single company in which each one develops a separate piece of a system, thereby requiring all of the efforts to be funded to get a complete product. In general each white paper should stand on its own merits and not be tied to any other white papers.

Q19: Will an attendance list be provided for Industry Day's meeting?

A19: A list those people who requested that their names be excluded will be posted on the ONR website.

Q20: Are you willing to fund a company's effort if they are also working with the Army or Air Force Research Labs?

A20: The government would be willing to consider it. Just because a company is not currently working with a Navy lab should not prevent them from submitting a white paper. However, the government would discuss the effort with colleagues from the other services to determine if there is any background to the effort in their service. Each paper would be handled on a case-by-case basis.

Q21: You have said that there is \$3 million per year for three years set aside for efforts funded under this BAA but if an effort required, say \$500K in the first two years and \$750K in the third year, wouldn't this reduce the total amount of funds available for new starts in 2013?

A21: You are correct. When the government selects new starts for 2011 it will award contracts for the entire three year effort. Under this effort, the government intends to make multiple awards with a period of performance from one (1) to three (3) years. The awards will be incrementally funded. Consequently, the government will need to look at the funding profile over the entire three years of each effort to ensure it has adequate funds to support the entire D&I portfolio. It may be possible to trade some initial year new start funding against final year funding for completing efforts, as long as the government can balance the overall D&I budget. These are all considerations and cannot make any promises about where those considerations may lead.

Q22: Does the government solicitation have the same deadline for white papers as the BAA?

A22: The BAA provides the deadlines required by the government.

Q23: You've said we can submit papers that partner with a Navy lab. How specific do we have to be in the white paper with respect to how much industry does as compared to how much the Navy does?

A23: An offeror should clearly delineate what role the Navy lab will play in the effort. The offeror should also ensure that the Navy is already on board to provide their level of

participation. The Navy Principal Investigator should be identified along with his/her resume. Any partnership with the Navy must have already been established. ONR will not be the go between to set up this partnership. In addition, if your effort requires the use or participation of Navy assets or test ranges these have to be arranged by you. ONR will not be a facilitator for your effort.

Q24: Would a white paper that proposed partnering industry with the Coast Guard Research and Development Center be allowed?

A24: A white paper that proposed industry with the Coast Guard Research and Development Center would be allowed.

Q25: How long are the oral presentations that are given in March at the EW Program Review?

A25: The presentations will be 20 minutes long with a 10 minute question and answer period. Offerors that are selected to give an oral presentation will be provided with a briefing template that ensures the technical, programmatic, and required background information is covered.

Q26: Is it possible to add additional subcontractors over the life of the three year effort?

A26: Offerors are encouraged to identify their subcontractors in their full proposal submission. However, there may be some instances where the contractor may require an additional subcontractor to perform the research effort. Additional subcontracts could be added over the life of the contract; however the request must be submitted in accordance with the terms and conditions of the contract. The request will be reviewed and the government reserves the right to approve or disapprove such request.

Q27: You mentioned earlier about data rights issues and concerns that companies have when using IRAD funding but you said that you would like to retain full rights to the technology developed under this BAA. Is there room for negotiation on these points?

A27: The government understands that companies want to develop technology that they can later market to make money. However, the government have to be cognizant of protecting it's rights to use technology funded with government funds without having to constantly go back to the company to ask permission. Offerors should submit their assertion of data rights in accordance with the paragraph entitled "Assertion of Data Rights and/or Rights in Computer Software" on page 10 of the BAA. Data rights will be negotiated in accordance with the applicable Defense Federal Acquisition Regulation Supplement (DFARS) clauses (DFARS 252.227-7013, DFARS 252.227- 7014, and DFARS 252.227-7017).

Q28: Are there any guidelines regarding development in conjunction with Navy labs as opposed to without such partnerships?

A28: There are no guidelines regarding development in conjunction with Navy labs as opposed to without such partnerships. Navy labs may be more cognizant of Navy needs and Navy applications in some cases, so that can be an advantage, but the government have funded several efforts over the past few years that were from academia or industry without any participation from Navy labs or warfare centers. Partnering with a Navy lab will not get you any additional consideration during the evaluation process.

Q29: On page 7, it states that white papers are to be emailed to 312_EC@onr.navy.mil. Then on page 8, it states that the white paper should be emailed to Dr. Peter Craig. Dr. Craig's email address on page 4 is peter.craig@navy.mil. Which email address should we use to submit our white paper?

A29: White papers are to be submitted via electronic mail (email) to 312_EC@onr.navy.mil. Dr. Peter Craig has access to this e-mail account thus emailing the white paper to 312_EC@onr.navy.mil complies with pg 8's requirement of emailing the white paper to Dr. Peter Craig.
