



# Late-stage Software Customization and Complexity Reduction S&T for Legacy Naval Systems

## Solicitation # - N00014-17-S-B010

### Industry Day Briefing - ONR Contracts





# Agenda

- Provide a high level background of the ONR contract process
- Provide examples of contract “showstoppers”
- Provide tips for preparing proposals
- Review the proposal due date



# Science and Technology (S&T) Opportunities/Solicitations

- ONR solicits proposals for most of our S&T research using Broad Agency Announcements (BAAs):
  - **Long Range BAA**
    - Current LR BAA #: N00014-17-S-B001
  - **Special Notices**
  - **Program-Specific BAAs**
    - This solicitation is an example of a specific BAA
- All ONR solicitations can be found on the ONR website, as well as FBO.gov and Grants.gov (when applicable).



# Science and Technology (S&T) Opportunities/Solicitations

- BAAs are for the acquisition of Basic and Applied Research and that part of development not related to the development of specific system or hardware. As such, they normally utilize Budget Activities 1-3.
  - Basic Research (BA1)...directed toward greater knowledge or understanding of fundamental aspects of phenomena and of observable facts...
  - Applied Research (BA2)...to understand the means to meet a recognized and specific need...
  - Advanced Technology Development (BA3)...to integrate subsystems & components into system prototypes for field experiments and/or tests in simulated environment.



# Science and Technology (S&T) Opportunities/Solicitations

- BAA processes differ markedly from traditional solicitation process for services and supplies
  - Evaluation factors focus on technical, importance to agency programs and fund availability
    - » Refer to pages 25-26 of the BAA for the specific evaluation criteria and their relative importance.
  - Source selection through Peer or Scientific Review
  - Proposals need not be evaluated against each other
  - Contracts are awarded either as:
    - » Fixed price
    - » Cost-reimbursement, completion-type
  - Debriefs are informal, managed by Program Officer



# Science and Technology (S&T) Opportunities/Solicitations

- BAA Awards take the form of Grants and Contracts
  - Grant: Principal purpose to transfer a thing of value to the recipient to carry out a public purpose of support of stimulation. Not appropriate to acquire property or services for DoD's direct benefit or use.
  - Contract: Principle purpose to acquire property or services for the direct benefit or use of the Federal Government.



# Science and Technology (S&T) Opportunities/Solicitations

- Grants are used for BA1 and (early) BA2 efforts
- Grants are not appropriate if:
  - Prototype or deliverable other than reports is required
  - Fee is proposed
  - Effort is clearly for Navy-only
  - DD254 is required (classified work)
  - Effort involved Export Control issues



# BAA Process

- Proposals received by Program Office and evaluated in accordance with BAA criteria
- Program Office reviews proposals for conformance with BAA
- Offers selected for award
- Package prepared for submission to Contracts
- Package assigned to Contract Specialist
- Package reviewed to ensure proposal is adequate for contract action
- Proposals with “Showstoppers” are held up until corrected





# BAA Process - Showstoppers

- Proposal is missing required documentation:
  - Proposal Checklist
  - Technical Proposal Template
  - Statement of Work Template
  - Cost Proposal Spreadsheet (in the ONR template)
  - Preaward Survey of Prospective Contractor Accounting System Checklist (if applicable)
  - ONR-contract specific representations and certifications



# BAA Process - Showstoppers

- Submission is incomplete or inadequate
  - Missing subcontractor cost proposal and associated prime contractor's cost/price analysis
  - Missing copy of Consultant agreement or supporting documentation
  - Missing supporting documentation for material and other direct costs
  - Vague or incomplete Data Rights Assertions



# Proposal Tips

- **Follow the BAA solicitation proposal instructions**
- Do not send zip files or passwords for documents
- Provide requested supporting documentation with your proposal
- Submit a Subcontracting Plan as required (over \$700K and other than a small business) with positive goals
- Avoid proposing equipment or facilities unless special circumstances apply



# Proposal Tips

- Prepare your statement of work in accordance with the SOW template
  - Address work for each period (base, option) in separate sections
  - Describe the research and tasks to be pursued/completed under the contract
  - Ensure deliverables in SOW are consistent with CDRLs (if submitted) and information in Proposal Checklist
  - There should be no proprietary markings on the statement of work



# Proposal Tips

- Submit Proposal on Time: (Page 23 of BAA):

Any proposal...received at the designated Government office after the exact time specified for receipt of proposals is “late” and will not be considered unless it is received before award is made, the contracting officer determines that accepting the late proposal would not unduly delay the acquisition and

**If it was transmitted through an electronic commerce method authorized by the announcement, it was received at the initial point of entry to the Government infrastructure not later than 5:00 p.m. one working day prior to the date specified for receipt of proposals; or**

**There is acceptable evidence to establish that it was received at the Government installation designated for receipt of proposals and was under the Government’s control prior to the time set for receipt of proposals; ...**



# Proposal Due Date

- Full Proposals are due by **Monday, May 1<sup>st</sup>, 2017 at 15:00 (Local Time, Washington, D.C.)**
  - This includes both the 5 required hard copies and the soft copy of the proposal.
  - Review Section IV (pages 12-25) of the BAA for all application and submission information



# Contact Information

- For any business-related questions, please e-mail:
  - Matthew Murray, Contract Specialist (Code 252)
  - [Matthew.Murray1@navy.mil](mailto:Matthew.Murray1@navy.mil)
- My PoC information is also located on pages 6-7 of the BAA, along with the Security and Technical PoCs