



The BAA

- Broad Agency Announcement
 - Used for Research And Development
 - Government Provides Problem
 - Offeror Provides Solutions (i.e. SOW)
 - White Papers
 - Oral Presentations



Feedback

■ Feedback on Proposal Ideas

- The White Paper is your chance at feedback... Note 7 Page Limit
- Due Date for White Papers 18-Jun-2004, 1600 EST

■ What if I do not submit a White Paper?

- It does not preclude you from submitting a full proposal



Proposal Basics

■ Technical Proposal

- Clear Self-Contained Statement of Work
- Clear List of Deliverables

■ Cost Proposal

- Should Multiply Across Add Down
- Should Reflect Unburdened Labor Rates, Show How Burdens Are Added Etc.



Proposal Basics

- Anticipated \$40 Million Available For All Projects Over Three Years
 - Anticipate Two Concept Development Efforts
 - Possible Underlying Technology Awards
- Be Sure To Check The FAQ's
 - http://www.onr.navy.mil/02/baa/04_018/
- Note Mailing Address... Proposals Due 20-Aug-2004 1600EST
- Evaluation
 - White Papers and Full Proposals will use the criteria listed in the BAA



Proposal Basics

■ Oral Presentations

- A Competitive Range Determination/Down Select Will Be Made After The Initial Evaluations

- Those Remaining Will Be Invited To Give An Oral Presentation

■ Awards Anticipated First Quarter FY05