



Navigating the DOD Proposal Process

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Navigating DOD Proposals

▶ Objectives

- ▶ Learn basic information about the Department of Defense (DOD) and how solicitations are issued.
- ▶ Describe the requirements for the most common entries for a DOD proposal submission.

Note: This presentation is for 'Beginner' audience level.

Navigating DOD Proposals

Part 1

DoD Mission, Leadership, and Organization

DOD Opportunity Information

Programs of Possible Interest

Submission Systems for DOD Proposals

Take-a-Way

Part 2

Common Entries and Requirements for DOD Submissions

Special Submissions

Take-a-Way

Part 3

After Submission Actions

Review and Award Considerations

Take-a-Way

Navigating DOD Proposals

The mission of the Department of Defense is to provide the military forces needed to deter war and to protect the security of our country.

Created by Congress.

Headquartered in Washington, D.C. in the Pentagon building.

DOD is civilian led with military advisors.



Navigating DOD Proposals

- ▶ DOD is led by Secretary of Defense (Civilian [and can not be retired military with less than 7 years since retirement]) and Deputy Secretary of Defense (Civilian) with advice of Chairman of Joint Chiefs of Staff (Military advisor; most senior member of military) and Vice Chairman of Joint Chiefs of Staff (Military advisor, different service than Chairman). Branches also have Secretaries and service chiefs
- ▶ Military branches under DOD are: Army, Marine Corps, Navy Air Force, Space Force, Coast Guard, National Guard (Army & Air National Guard reserve components; operate in part under state authority) with 11 Combatant Commands.
- ▶ Command authority for the military falls under the Secretary of Defense to the combat commands
- ▶ All of leadership positions in DOD are appointed by President with advice and consent of the Senate. There are a variety of time limits with certain positions; while the Secretary of Defense can be kept when the President changes office it is not common.

Navigating DOD Proposals

▶ **Secretary of Defense**

- ▶ The Office of the Secretary of Defense (OSD) is responsible for policy development, planning, resource management and program evaluation. OSD includes the offices of top civilian defense decision-makers with regard to personnel, weapons acquisition, research, intelligence and fiscal policy, as well as offices the Secretary establishes to assist in carrying out assigned responsibilities.
- ▶ Secretarial priorities are: defend the nation, succeed through teamwork, take care of our people

Navigating DOD Proposals

- ▶ The Under Secretary of Defense for Research and Engineering (USD(R&E)) is the Chief Technology Officer of the Department of Defense. The USD(R&E) champions research, science, technology, engineering, and innovation to maintain the United States military's technological advantage. Learn more at www.cto.mil, follow us on Twitter @DoDCTO, or visit us on LinkedIn at <https://www.linkedin.com/company/ousdre>.

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- ▶ Basic Research Office (BRO) (Office of the Under Secretary of Defense for Research & Engineering) approaches its role in oversight and management of DoD's basic research investments. Additionally, BRO sets scientific priorities aimed toward ensuring DoD is a leader in scientific discovery and identifying new paths for investigation. The office is responsible for setting Department policy for grants, and manages programs including: the [Vannevar Bush Faculty Fellowship](#), the [Minerva Research Initiative](#), [Historically Black Colleges & Universities/Minority Institutions \(HBCU/MI\) Program](#), as well as a number of pilot programs meant to rethink the Department's approach to managing and maturing basic research investments.

Navigating DOD Proposals

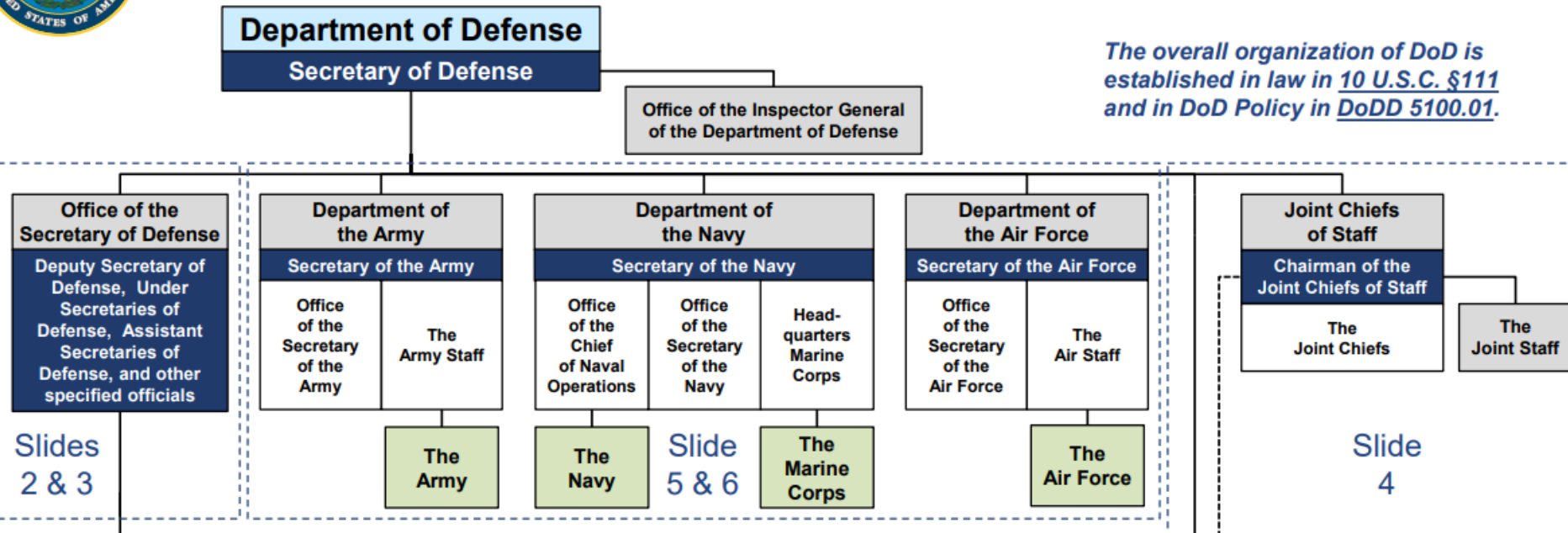
- ▶ DOD website has some info on current and past budget, awards, announcements, strategic plan
 - ▶ <https://www.defense.gov>
- ▶ USAspending is the official open data source of federal spending information (you can also get award information but may have to do special request and wait up to 90 days)
 - ▶ <https://www.usaspending.gov>
- ▶ <https://dodgrantawards.dtic.mil/grants/#/home> publicly searchable database of DOD awards



DoD Organizational Structure

Prepared by: Directorate for
Organizational Policy and
Decision Support,
OP&DS/OCMO/OSD

The overall organization of DoD is established in law in 10 U.S.C. §111 and in DoD Policy in DoDD 5100.01.



- Defense Agencies (19)**
- Defense Advanced Research Projects Agency
 - Defense Commissary Agency
 - Defense Contract Audit Agency
 - Defense Contract Management Agency *
 - Defense Finance and Accounting Service
 - Defense Health Agency *
 - Defense Information Systems Agency *
 - Defense Intelligence Agency *
 - Defense Legal Services Agency
 - Defense Logistics Agency *
 - Defense POW/MIA Accounting Agency
 - Defense Security Cooperation Agency
 - Defense Security Service
 - Defense Threat Reduction Agency *
 - Missile Defense Agency
 - National Geospatial-Intelligence Agency *
 - National Reconnaissance Office
 - National Security Agency/Central Security Service *
 - Pentagon Force Protection Agency

- DoD Field Activities (8)**
- Defense Media Activity
 - Defense Technical Information Center
 - Defense Technology Security Administration
 - DoD Education Activity
 - DoD Human Resources Activity
 - DoD Test Resource Management Center
 - Office of Economic Adjustment
 - Washington Headquarters Services

- Combatant Commands (9**)**
- U.S. Africa Command
 - U.S. Central Command
 - U.S. European Command
 - U.S. Northern Command
 - U.S. Pacific Command
 - U.S. Southern Command
 - U.S. Special Operations Command
 - U.S. Strategic Command
 - U.S. Transportation Command
 - **U.S. Cyber Command – IOC 2017

Slides
7, 8, & 9

* Defense Agency identified as a Combat Support Agency (CSA) pursuant to 10 U.S.C. §193

** Elevation of U.S. Cyber Command to a Combatant Command will occur upon the confirmation and appointment of the first commander

Navigating DOD Proposals

DOD Opportunity Information

Navigating DOD Proposals

Opportunity Information Sources for DOD

- ▶ Grants.gov
- ▶ The System for Award Management (SAM.gov)
- ▶ OU VPRP ORS website and announcements
- ▶ DOD Website postings and news announcements;
<https://basicresearch.defense.gov>; www.cto.mil;
- ▶ Branch and office announcements (branch minimal)
- ▶ Agency contact

Navigating DOD Proposals

Grants.gov (www.grants.gov)

Provides a common website for federal agencies to post discretionary funding opportunities and for grantees to find and apply to them.

- ▶ The Grants.gov program management office was established, in 2002, as a part of the President's Management Agenda. Managed by the Department of Health and Human Services, Grants.gov is an E-Government initiative operating under the governance of the Office of Management and Budget.
- ▶ Under the President's Management Agenda, the office was chartered to deliver a system that provides a centralized location for grant seekers to find and apply for federal funding opportunities. Today, the Grants.gov system houses information on over 1,000 grant programs and vets grant applications for [federal grant-making agencies](#).
- ▶ **Grants.gov is one of the main posting places for grants and cooperative agreements; 172 currently posted over 3k archived.**

Navigating DOD Proposals



SEARCH: Grant Opportunities ▾ Enter Keyword... **GO**

- HOME
- LEARN GRANTS ▾
- SEARCH GRANTS**
- APPLICANTS ▾
- GRANTORS ▾
- SYSTEM-TO-SYSTEM ▾
- FORMS ▾
- CONNECT ▾
- SUPPORT ▾

GRANTS.GOV > Search Grants

SEARCH GRANTS

BASIC SEARCH CRITERIA:

Keyword(s):

Opportunity Number:

CFDA:

SEARCH

[Search Tips](#) | [Export Detailed Data](#) | **Save Search »**

SORT BY: Posted Date (Descending) ▾ **Update Sort**

DATE RANGE: All Available ▾ **Update Date Range**

1 - 25 OF 2776 MATCHING RESULTS:

« Previous 1 2 3 4 5 6 ... 112 Next »

Opportunity Number	Opportunity Title	Agency	Opportunity Status	Posted Date ↓	Close Date
HR001122S0038		DOD-DARPA-MTO	Posted	05/17/2022	08/08/2022
HHS-2022-IHS-PHN-0001	Public Health Nursing Case Management: Reducing Sexually Transmitted Infections	HHS-IHS	Posted	05/17/2022	08/11/2022
DE-FOA-0002697	Foundational Agrivoltaic Research for Megawatt Scale (FARMS)	DOE-GFO	Posted	05/17/2022	08/30/2022
72061322RFA00002	Partnership for Justice (P4J)	USAID-ZIM	Posted	05/17/2022	06/24/2022
M22AS00287	AT-22-07: Exploring the Connectivity Among Offshore Wind Turbines	DOI-BOEM	Posted	05/17/2022	07/18/2022
72011922RFA00001	Tajikistan Tuberculosis (TB) Bilateral Activity	USAID-KAZ	Posted	05/17/2022	06/21/2022
W81XWH-22-HRRP-FRA	DoD Hearing Restoration Focused Research Award	DOD-AMRAA	Posted	05/17/2022	11/30/2022
22JD10	Evidence-based Workforce Development Partnership Training – Curriculum Development/Conversion	USDOJ-BOP-NIC	Posted	05/17/2022	07/18/2022
RFA-MH-22-180	Expanding Prevention Strategies for Mental Disorders in Mobile Populations in Humanitarian Crises (R34 Clinical Trial Optional)	HHS-NIH11	Posted	05/17/2022	10/25/2022
W81XWH-22-LRP-TVA	DoD Lupus, Transformative Vision Award	DOD-AMRAA	Posted	05/17/2022	09/01/2022

OPPORTUNITY STATUS:

- Forecasted (281)
- Posted (2,495)
- Closed (4,844)
- Archived (60,776)

FUNDING INSTRUMENT TYPE:

- All Funding Instruments
- Cooperative Agreement (1,047)
- Grant (1,899)
- Other (158)
- Procurement Contract (50)

ELIGIBILITY:

- All Eligibilities
- City or township governments (1,135)
- County governments (1,182)
- For profit organizations other than small businesses (1,040)
- Independent school districts (1,042)

CATEGORY:

Navigating DOD Proposals

SAM.gov (<https://www.sam.gov>)

The System for Award Management (SAM.gov) is an official website of the U.S. Government. There is no cost to use SAM.gov. You can use this site to:

- ▶ Register to do business with the U.S. Government
- ▶ Update, renew, or check the status of your entity registration
- ▶ Search for entity registration and exclusion records
- ▶ Search for assistance listings (formerly CFDA.gov), wage determinations (formerly WDOL.gov), contract opportunities (formerly FBO.gov), and contract data reports (formerly part of FPDS.gov).
- ▶ View and submit BioPreferred and Service Contract Reports
- ▶ Access publicly available award data via data extracts and system accounts

Navigating DOD Proposals



Sign In

Home Search Data Bank Data Services Help

Contract Opportunities

Legacy Website



Contract opportunities are procurement notices from federal contracting offices. Anyone interested in doing business with the government can use this system to search opportunities. Opportunities include pre-solicitation notices, solicitation notices, award notices, and sole source notices.

If you are looking for grant opportunities, visit our partner site at [grants.gov](https://www.grants.gov).

Federal Users

Manage contract opportunities as a contracting officer, contracting specialist, or administrator.

Sign in to get started

Go to Contract Opportunities Federal home

Search Contract Opportunities

Advanced Search

e.g. W91QVN-17-R-0088, light bulbs



Show active only

+ Get started searching contract opportunities

Navigating DOD Proposals

- ▶ The Program Announcement (PA) is similar to a National Institutes of Health (NIH) Funding Opportunity Announcement. A PA will lead to an Assistance Agreement or a Cooperative Agreement; in other words, a type of grant. PAs can be put out for military-focused or public-purpose research. PAs can be put out by the government before they are exactly sure what they want, the DoD just has an idea at this point. For that reason, these projects are focused mainly in the early stages of research. The PA will also have defined budgets and timelines, so researchers can see what they will be receiving before applying. When preparing an application for a PA, a researcher should tailor their proposal to each specific budget and timeline. PAs will be found on [grants.gov](https://www.grants.gov)

Navigating DOD Proposals

- ▶ A Broad Agency Announcement (BAA) can lead to either type of agreement, or a contract. BAAs have very broad topic areas and are looking for the investigators to suggest the specific research topic themselves. In contrast with PAs, BAAs do not have a defined budget or timeline. The investigator is responsible for submitting whatever budget and timeline they deem appropriate. Because of this, there is less of a definitive end or beginning for a BAA. Instead, the DoD will notify you if there is money or if there is not. This could be frustrating to be approved, but not be able to receive the grant/contract because of lack of funds. But, the DoD could contact you later with an offer for funding when they have more money available. As mentioned previously, a BAA can result in a grant or a contract. This means that it is up to the DoD staff to decide whether they would like to fund using a contract or a grant for each project. BAAs are typically posted on [grants.gov](https://www.grants.gov); there you will also find whether it is an assistance agreement, cooperative agreement, or contract.

Navigating DOD Proposals

- ▶ A Request for Proposals (RFP) is a solicitation type that will become a contract. Because RFPs are always contracts, they will be governed by the FAR. The RFP will typically be later in the acquisitions life cycle, and will therefore be looking for more specific outcomes. Because the DoD office is looking for a specific outcome, there is less creativity, research, and planning. An RFP will usually lead to a prototype or a physical deliverable. RFPs and the FAR also have more strict rules on communication during the application period. For example, any advice given to one applicant must be accessible to all applicants. RFPs can be found with other contracts on **FedBizOpps**. (Now SAM.gov)

Navigating DOD Proposals

- ▶ At the DoD, Small Business Innovative Research awards (SBIRs) will typically lead to contracts. This is different from the NIH and NSF process, which will lead to grants.
- ▶ As the name suggests, SBIRs are reserved for small businesses across the country. Review criteria are set by the Small Business Administration (SBA) as opposed to the DoD itself. Because of this, some agencies at the DoD do not like SBIRs because they surrender control of a majority of the funding process to the SBA..... One benefit being that there are rules and precedent to give you preference for collaborating in the future. If you are awarded a contract for the first round of development, it could be easier for you to win the next round of development on the same technology. This allows the DoD to skip the competitive process involved with SBIR awards and use Sole Source Justification.

Navigating DOD Proposals

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Navigating DOD Proposals

- ▶ DOD does both SBIR and STTR proposals under main DOD areas of operation and all the military branches and some other offices
- ▶ Defense SBIR/STTR Innovation Portal – (DISP)
 - ▶ BAA schedule, FAQs, countdown, help contact
 - ▶ <https://www.dodsbirsttr.mil>

Navigating DOD Proposals

https://www.dodsbirsttr.mil/submissions/login



Quick Links <<



BAA Schedule

View active, upcoming, and archived Broad Agency Announcements (BAAs)



Topics and Topic Q&A (SITIS)

View available topics for each BAA and ask questions during Pre-Release periods



Learning & Support

View templates, training materials, and FAQs



Additional Program Info

Access more information on the DoD SBIR/STTR program



SBIR.gov

Learn more about the overall SBIR/STTR program and search prior awards



DSIP Listserv

Sign up for the DSIP Listserv to receive emails about BAA's, new opportunities, and more!

Active BAAs

DoD STTR 2022.B

CLOSES IN

28 10: 07:06
DAYS HRS MINS SECS

Air Force X2022.4 CSO

CLOSES IN

83 10: 07:06
DAYS HRS MINS SECS

Air Force X2022.D CSO

CLOSES IN

83 10: 07:06
DAYS HRS MINS SECS

DoD SBIR 2022.2

CLOSES IN

28 10: 07:06
DAYS HRS MINS SECS

Air Force X22.2 CSO

CLOSES IN

28 10: 07:06
DAYS HRS MINS SECS

DoD SBIR 2022.4

16 Topics Active

DoD STTR 2022.D

1 Topic Active

Navigating DOD Proposals

- ▶ The Other Transaction Authority (OTA) leads to the ‘Other Transaction’ mechanism. OTAs are intended mainly for research, prototypes, or production and are agreements other than contracts, grants, or cooperative agreements. As mentioned above, OTAs need to go to a non-traditional contractor or a small business. An advantage of an OTA is that it is not governed by the FAR, so it can move a lot faster and has less defined rules. For this reason, OTAs have increased in popularity over the past couple of years; funding went from \$1.4 billion in 2016 to \$3.7 billion in 2018.

Navigating DOD Proposals

DOD Funding Mechanisms

- ▶ An Assistance Agreement is most similar to a grant. An Assistance Agreement is put out by the DoD to fulfill a specific government need priority. In many cases, the government will not know an exact solution, but are instead looking for researchers to come up with their own unique ideas for the research priority. An Assistance Agreement gives the principal investigator (PI) more freedom, as they are left to come up with ideas and research solutions without substantial involvement from the DoD. Because of the nature of these unknowns, the DoD does not expect perfect results each time they give money for an Assistance Agreement. This is why they are called "Best Effort" grants. In other words, the funding is not contingent upon getting a certain outcome from your research.
- ▶ Assistance Agreements at the DoD are governed by the DoD Grant and Agreement Regulations (DoDGAR), and not the Federal Acquisitions Regulations (FAR). You can find these agreements on [grants.gov](https://www.grants.gov).

Navigating DOD Proposals

- ▶ Cooperative Agreements are very similar to Assistance Agreements. They are both grants and stem from specific research priorities set forth by the DoD. The main difference is that in Cooperative Agreements, the researcher will have substantial involvement from the DoD. This means that you are not doing this independently. Rather, you are working closely with staff at the DoD and continually seeking their input. But, Cooperative Agreements also carry the same "Best Effort" rule as above and can be found at grants.gov.

Navigating DOD Proposals

- ▶ Contracts are more specific on what the government needs and what they expect to get in return. It is less of a "Best Effort" structure, and could have a broad range of ways in which they agree to give you the money. This could mean that your payment is dependent on your work, such as a cost reimbursement. This also means that if you exceed budget, you may be responsible for the extra costs. The DoD can also ask for different deliverables during contract negotiations. A specific type of deliverable is called a Contract Data Requirements List (CDRL), an assurance that you will send them some type of data at the end of the reward.
- ▶ In terms of regulation, contracts are governed by the FAR as opposed to the DoDGAR. You can find contract listings on [SAM.gov](https://www.sam.gov) as well as grants.gov.

Navigating DOD Proposals

- ▶ Military Interdepartmental Purchase Requests (MIPRs) are another type of award mechanism. This is a type of agreement between governmental agencies, usually originating from the DoD. This is relevant if you want a part of your award subcontracted to another federal laboratory or institute. In most cases, the DoD staff will understand and employ this mechanism only if needed.

Navigating DOD Proposals

- ▶ CRADA (Cooperative and Development Agreements) is not actually a funding mechanism, but another way to share and cooperate between federal laboratories. Investigators can share research using these agreements easily. An example of a use of CRADA is applying for use of a certain piece of equipment that is only in a federal lab, or otherwise inaccessible to you. But with this mechanism, no funds from the government will go to a non-federal organization - meaning you will not be paid for this, but you might have to compensate the federal laboratory for using their equipment.

Navigating DOD Proposals

- ▶ Other Transaction: This category describes ways in which the government will give out money other than a contract, grant, or agreement. This process is typically faster than the other mechanisms mentioned above. It is specifically intended for speed in prototyping, research, or production. The 'Other' category is not governed by FAR, but is mainly preferred for non-traditional contractors. This could be businesses or researchers that haven't done many projects with the DoD already.

Navigating DOD Proposals

Programs of Possible Interest

Navigating DOD Proposals

▶ National Security Education Program

The David L. Boren National Security Education Act of 1991 mandated that the Secretary of Defense create and sustain a program to award scholarships to U.S. undergraduate students, fellowships to U.S. graduate students, and grants to U.S. institutions of higher education. These awards are for study or program development in languages and regions critical to national security. Based on this legislation, the National Security Education Program (NSEP) was established. NSEP is one of the most significant efforts in international education since the 1958 passage of the National Defense Education Act, and it continues to play a critical role within the Department of Defense

Navigating DOD Proposals

- ▶ The Department of Defense announced \$195 million in **Multidisciplinary University Research Initiative (MURI)** awards for the Fiscal Year 2022 (FY22) competition to 28 research teams pursuing basic research spanning multiple scientific disciplines. These grants will be provided to teams located across 63 U.S. academic institutions for five years each, subject to satisfactory research progress and the availability of funds.
- ▶ The highly-competitive MURI program, which complements the Department's single-investigator basic research grants, has made immense contributions to both defense and society at large. Notable examples include advances in development of new theories, algorithms, and automated toolsets to speed synthesis of novel energetics for the DoD, including energetics; modeling and tools to understand and predict population migration due to naturally occurring and human-caused events; and development of novel materials with unprecedented optical, thermal, and mechanical properties for a wide array of DoD application. These and other important technological advances from the MURI program have had a significant impact on current and future military capabilities as well as multiple applications in the commercial sector.

<https://www.defense.gov/News/Releases> includes a list of the fy22 MURI awards with title and team lists

Navigating DOD Proposals

- ▶ Arlington, VA - The Department of Defense (DoD) has announced awards to 144 university researchers totaling \$46 million under the **Defense University Research Instrumentation Program (DURIP)**. These grants will be provided to 81 institutions across 35 states in Fiscal Year (FY) 2022.
- ▶ **Defense Established Program to Stimulate Competitive Research (DEPSCoR)** aims to increase the number of university researchers and improve the capabilities of institutions of higher education in eligible jurisdictions to perform competitive basic research in science & engineering relevant to the DoD mission and reflect national security priorities.
- ▶ DoD announced today awards of \$28.7 million in grants to 17 university-based faculty teams through the FY2021 **Minerva Research Initiative** to support research in social and behavioral science.

Navigating DOD Proposals

▶ <https://cdmrp.army.mil/>

▶ The **Congressionally Directed Medical Research Programs (CDMRP)** originated in 1992 via a Congressional appropriation to foster novel approaches to biomedical research in response to the expressed needs of its stakeholders-the American public, the military, and Congress. (good website)

- [Autism](#) [Bone Marrow Failure](#) [Combat Readiness-Medical](#) [Epilepsy](#) [Joint Warfighter Medical](#) [Kidney Cancer](#) [Lung Cancer](#) [Multiple Sclerosis](#) [Neurofibromatosis](#) [Ovarian Cancer](#) [Pancreatic Cancer](#) [Peer Reviewed Alzheimer's](#) [Peer Reviewed Cancer](#) [Peer Reviewed Orthopaedic](#) [Prostate Cancer](#) [Rare Cancers](#) [Spinal Cord Injury](#) [Tick-Borne Disease](#) [Tuberous Sclerosis Complex](#) [Vision](#)

Content similar to NIH proposals.

Navigating DOD Proposals

- ▶ Early Career programs for faculty exist in Army, Navy, Air Force – do not confuse with career development programs for service members.
- ▶ The Vision of DoD STEM is a diverse and sustainable Science, Technology, Engineering, and Mathematics (STEM) talent pool ready to serve our Nation and evolve the Department of Defense’s competitive edge.
<https://dodstem.us/about/> and <https://www.defense.gov/news/>
(funding for school/kid/student program operation, program/curriculum development, internships with various labs/departments; scholarships [undergraduate, graduate, masters])

Navigating DOD Proposals

▶ **Submission Systems for DOD Proposals**

- ▶ Grants.gov
- ▶ Sams.gov
- ▶ Fedconnect (limited; possibly phasing out)
- ▶ Agency/Office specific portal
- ▶ Email, fax,

Per instruction by solicitation or program officer (also called Portfolio Manager)

Navigating DOD Proposals

Take-a-Way

- ▶ Effect of Congressional Charter (budget & direction)
- ▶ Effect of Presidential appointment
- ▶ Allow **extra** time, especially if subcontracts, collaborative, and cost share are involved. (This means weeks not hours or days.) Information sheet is always required at the time anything written is sent to a sponsor.
- ▶ Watch websites with ‘.com’

Navigating DOD Proposals

Contacts Information

- ▶ **Fran Stephens, Director of Research Services**
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Navigating DOD Proposals

Questions??