Funding Opportunities
Purpose

To increase understanding of available funding opportunities:

- Congressionally Directed Medical Research Programs
- Opportunity Notices and Award Instruments for Medical Research and Development Awards
- Special Operations Medicine
- Small Business Innovation Research and Small Business Technology Transfer Programs

The views expressed in this presentation are those of the author(s) and may not reflect the official policy or position of the Department of the Army, Department of Defense, or the U.S. Government.
Panel Members

- Col Wanda Salzer
  - Congressionally Directed Medical Research Programs, US Army Medical Research and Materiel Command

- Laurie E. Hovermale
  - US Army Medical Research Acquisition Activity, US Army Medical Research and Materiel Command

- LTC Chris Wilson
  - Office of the Command Surgeon, US Special Operations Command

- Mr. J.R. Myers
  - Plans, Programs, Analysis & Evaluation, US Army Medical Research and Materiel Command
The Congressionally Directed Medical Research Programs (CDMRP)

Wanda L. Salzer, M.D.
Colonel, US Air Force
Director of the CDMRP
20 April 2016
WHO is the CDMRP?

Department of Defense

Department of the Army

Army Medical Command

Medical Research and Materiel Command

Congressionally Directed Medical Research Programs
CONGRESSIONAL PROGRAMS:
- Manages extramural research programs directed by Congress
- Started in 1992 with Breast Cancer, now 27 programs
- Congress specifies disease area, CDMRP determines research strategy and competitively selects the best projects
- Unique public/private partnership encompassing the military, scientists, disease survivors, consumers, and policy makers
- Funds high-impact, innovative medical research to find cures, reduce the incidence of disease and injury, improve survival, and enhance the quality of life for those affected

DoD PROGRAMS:
- Manage extramural and intramural portfolios for Program Area Directorates (PADs) / Joint Program Committees (JPCs) advancing their missions

DIRECTOR:
- Col Wanda Salzer
Targeted research funds added to DoD budget by Congress
Consumers participate throughout process
National Academy of Medicine (IOM) recommended model for application review
Funds high-impact innovative research
Each program’s vision and investment strategy are adapted annually, allowing rapid response to changing needs
Avoid Duplication with other funding agencies
  - Fills Unfunded/Unmet Gaps
Funding flexibility
  - Funds obligated up-front; limited out-year budget commitments
  - Limited continuation funding
  - No “pay line;” funding recommendations based on portfolio composition, adherence to intent of mechanism, relative impact in addition to technical merit
Unique Partnerships

Consumers
- Demonstrate need
- Participate at all levels
- Passion and perspective

Researchers
- Innovation and gaps
- Risk/Benefit
- Product-oriented

Congress
- Add funds to budget
- Targeted guidance

DoD
- Program management
- Contracting actions
- Regulatory requirements

IMPROVE HEALTH OUTCOME
Grassroots consumers heightened political awareness of breast cancer that led to increased funding for cancer research and the 1992 creation of the CDMRP. The voices and experiences of consumers continue to play a pivotal role in the establishment and growth of research programs.

Over 2,100 consumers representing over 1,000 organizations have served on Peer Review and Programmatic Review panels.
<table>
<thead>
<tr>
<th>Program</th>
<th>$M</th>
<th>Program</th>
<th>$M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alcohol and Substance Abuse Disorders</td>
<td>$4.0</td>
<td>Peer Reviewed Alzheimer’s</td>
<td>$15.0</td>
</tr>
<tr>
<td>Amyotrophic Lateral Sclerosis</td>
<td>$7.5</td>
<td>Peer Reviewed Cancer (13 Topics)</td>
<td>$50.0</td>
</tr>
<tr>
<td>Autism</td>
<td>$7.5</td>
<td>Peer Reviewed Medical (39 Topics)</td>
<td>$278.7</td>
</tr>
<tr>
<td>Bone Marrow Failure</td>
<td>$3.0</td>
<td>Peer Reviewed Orthopaedic</td>
<td>$30.0</td>
</tr>
<tr>
<td>Breast Cancer</td>
<td>$120.0</td>
<td>Prostate Cancer</td>
<td>$80.0</td>
</tr>
<tr>
<td>Duchenne Muscular Dystrophy</td>
<td>$3.2</td>
<td>Reconstructive Transplant</td>
<td>$12.0</td>
</tr>
<tr>
<td>Epilepsy</td>
<td>$7.5</td>
<td>Spinal Cord Injury</td>
<td>$30.0</td>
</tr>
<tr>
<td>Gulf War Illness</td>
<td>$20.0</td>
<td>Tick-Borne Disease</td>
<td>$5.0</td>
</tr>
<tr>
<td>Joint Warfighter Medical*</td>
<td>$50.0</td>
<td>Trauma Clinical Research</td>
<td>$10.0</td>
</tr>
<tr>
<td>Lung Cancer</td>
<td>$12.0</td>
<td>Tuberous Sclerosis Complex</td>
<td>$6.0</td>
</tr>
<tr>
<td>Military Burn</td>
<td>$8.0</td>
<td>Vision</td>
<td>$10.0</td>
</tr>
<tr>
<td>Multiple Sclerosis</td>
<td>$6.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Neurofibromatosis</td>
<td>$15.0</td>
<td>Programs Managed on behalf of Others:</td>
<td></td>
</tr>
<tr>
<td>Neurotoxin Exposure Treatment Parkinson’s</td>
<td>$16.0</td>
<td>Defense Medical R&amp;D*</td>
<td>$299.6</td>
</tr>
<tr>
<td>Orthotics and Prosthetics Outcomes</td>
<td>$10.0</td>
<td>Defense Medical R&amp;D Restoral*</td>
<td>$207.5</td>
</tr>
<tr>
<td>Ovarian Cancer</td>
<td>$20.0</td>
<td>Psychological Health and Traumatic Brain Injury*</td>
<td>$125.0</td>
</tr>
</tbody>
</table>

TOTAL = $1.468B

* CDMRP is assisting with the management of a specified portion of a larger appropriation(s)
The CDMRP is THE leading U.S. funder for Neurofibromatosis research.

The CDMRP is the 2nd largest U.S. funder for research in:
- Breast cancer
- Gulf War Illness
- Lung cancer
- Ovarian cancer
- Prostate cancer
- Tuberous sclerosis complex
# Two-Tier Review Process

**Mission:** Responsibly manage collaborative research that discovers, develops, and delivers health care solutions for Service Members, Veterans and the American public.

<table>
<thead>
<tr>
<th>Peer Review</th>
<th>Partnership</th>
<th>Programmatic Review</th>
</tr>
</thead>
<tbody>
<tr>
<td>◆ Criterion-based evaluation of full proposal</td>
<td></td>
<td>• Comparison among proposals of high scientific merit</td>
</tr>
<tr>
<td>◆ Determination of “absolute” scientific merit</td>
<td></td>
<td>• Determination of adherence to intent and program relevance</td>
</tr>
<tr>
<td>◆ Outcome: Written critique and scores for individual criteria and overall merit</td>
<td></td>
<td>• Outcome: Funding recommendations</td>
</tr>
<tr>
<td>❖ No standing peer review panels</td>
<td></td>
<td>– No “pay line” (portfolio balance)</td>
</tr>
<tr>
<td>❖ No contact between reviewers and applicants</td>
<td></td>
<td>– Funds obligated up front; no out-year budget commitments (but milestones imposed)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>– No continuation funding</td>
</tr>
</tbody>
</table>
Award Mechanisms Pipeline

**Career Development**
*Funding for all career stages*

- **Predoctoral**
- **Postdoctoral**
- **Physician Scientist**
- **New Investigator**
- **Established Investigator**

- **Initial Concepts**
- **Early Ideas**
- **Clinical/ Translational**
- **Team Science**
- **Clinical Trials**

**Research Awards**
*Closing gaps in research through innovative and impactful research*
Transparency

- https://cdmrp.army.mil
- Financials
- Funding Opportunities
- Search Awards
- Research Outcomes
Types of Funding Opportunity Notices and Award Instruments for Medical Research and Development Awards

Laurie E. Hovermale
US Army Medical Research Acquisition Activity (USAMRAA)
US Army Medical Research and Materiel Command

20 April 2016
Purpose

To Increase Understanding of:

- The types of USAMRMC Contracting and Funding Opportunities
- When they are used and where they are published
- Quick Links
- USAMRAA is the contracting element of the USAMRMC

- Provides support to the Command headquarters and its worldwide network of laboratories and medical logistics organizations (e.g. Cooperative Agreements, Grants, Contracts, Other Transactions for Prototypes)

- USAMRAA also supports Army-wide projects sponsored by the Army Surgeon General, Joint Service Programs, and numerous Congressionally mandated programs

### Assistance Agreements and Contracts Award Breakout

<table>
<thead>
<tr>
<th></th>
<th>FY 2014</th>
<th>FY 2015</th>
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</thead>
<tbody>
<tr>
<td><strong>Dollars</strong></td>
<td>$752M</td>
<td>$1,027M</td>
</tr>
<tr>
<td><strong>Actions</strong></td>
<td>2,504</td>
<td>2,550</td>
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<tr>
<td><strong>Dollars</strong></td>
<td>$1,321M</td>
<td>$1,247M</td>
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<tr>
<td><strong>Actions</strong></td>
<td>5,236</td>
<td>5,273</td>
</tr>
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### Workload

<table>
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<tr>
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<th>FY 2014</th>
<th>FY 2015</th>
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<tbody>
<tr>
<td>Dollars</td>
<td>$2.1B</td>
<td>$2.2B</td>
</tr>
<tr>
<td>Actions</td>
<td>7,740</td>
<td>7,823</td>
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</table>
### Types of instruments for Medical Research & Development Awards

<table>
<thead>
<tr>
<th>Areas of Difference</th>
<th>Non-Procurement (Assistance)</th>
<th>Procurement (Acquisition)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assistance Agreement</td>
<td>DODGAR</td>
<td>Contracts</td>
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<tr>
<td></td>
<td></td>
<td>FAR, DFARS, AFARS</td>
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<tr>
<td>Grants</td>
<td>Cooperative Agreements</td>
<td>Numerous Types</td>
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<tr>
<td>Advertised</td>
<td>Grants.gov</td>
<td>FedBizOps</td>
</tr>
<tr>
<td>Solicitation Method &amp; Review Process</td>
<td>Program Announcement (PA) or Broad Agency Announcement (BAA); Peer and Programmatic Review</td>
<td>Request for Proposal (RFP); Source Selection Board</td>
</tr>
<tr>
<td>Principal Purpose</td>
<td>The principal purpose of the activity to be carried out is to stimulate or support a public purpose, rather than the direct benefit of the US Government</td>
<td>The principal purpose is the acquisition of supplies and services for the direct benefit or use of the Federal Government</td>
</tr>
<tr>
<td>Deliverable</td>
<td>Report</td>
<td>Product, Service, or Knowledge</td>
</tr>
<tr>
<td>Fee or Profit</td>
<td>DOD does not allow fee or profit</td>
<td>Permitted, Negotiable, For-Profit Organizations</td>
</tr>
<tr>
<td>Termination</td>
<td>(1) Recipient has the unilateral right to terminate</td>
<td>Government has the unilateral right to terminate at any time for its convenience and for default (&quot;T for C&quot; and &quot;T for D&quot;)</td>
</tr>
<tr>
<td></td>
<td>(2) Government has the right to terminate for &quot;material failure to comply&quot;</td>
<td></td>
</tr>
<tr>
<td></td>
<td>(3) Mutual agreement of both parties</td>
<td></td>
</tr>
<tr>
<td>Intellectual Property (Other than Patents)</td>
<td>Federal Purpose Rights</td>
<td>Procedures and clauses in place to identify, negotiate, and validate right to proprietary information (Data Rights and Copyrights)</td>
</tr>
<tr>
<td>Other Considerations</td>
<td>Consortium (Large Arrangements)</td>
<td>Partnering with Commercial Entities Small Business Considerations</td>
</tr>
</tbody>
</table>
Solicitation Notices

FEDBIZOPPS https://www.fbo.gov

DoD and Federal contracting activities post most requirements greater than $15,000 to FEDBIZOPPS website.

Active or archive search by dates and/or:

- Type of Notice
- Solicitation or Award Number
- Place of Performance Zip Code
- Set-Aside Type
- NAICS/FSC/PSC
- Key Words
- Selected Agencies

Register for Vendor Notification Service by:

- Specific Solicitation Number
- Same Selections as Above
- All Notices (Caution)
1. Broad Agency Announcement - Synopsis Only
   - New FY BAA is posted every 1 October
   - Posted on Federal Business Opportunities - Fedbizopps: https://www.fbo.gov

2. Broad Agency Announcement & All Program Announcements
   - Posted on GRANTS.GOV
   - http://www.grants.gov

3. “Search Grants” by
   - CFDA No: 12.420
   - DODAAC: W81XWH-
   - Caution: Submission Deadlines
Where to Register

1. System for Award Management (SAM)
   - https://www.sam.gov
   - Start Early

2. Federal Business Opportunities (Fedbizopps)
   - https://www.fbo.gov

3. Grants.gov
   - http://www.grants.gov

4. Electronic Biomedical Research Application Portal (eBRAP)
   - https://ebrap.org/eBRAP/public/index.htm
Contact Information

- Mr. Jerome Maultsby
  - [www.mrmc.smallbusopps.army.mil](http://www.mrmc.smallbusopps.army.mil)
Where to Look

USAMRAA Home Page www.usamraa.army.mil

United States Army Medical Research Acquisition Activity
USAMRAA

PRODUCTS | CUSTOMERS | ORGANIZATION | BUSINESS | REFERENCES | COMMUNITY | TOOLS | LINKS | SITEMAP

- OSBP
- Assistance Agreements
- Forms
- Assistance Advisory Notices
- Procurement Advisory Notices
- New Products & Idea Submissions
- BAA
- Contact Webmaster
- iBAM
- PRWeb Help

- MRMC
- MEDCOM
- ARMY.MIL

- SHARP
- National Suicide Prevention Lifeline

IMPORTANT LINKS
- Conference • Medical Research, Development and Acquisition in Support of the Warfighter
- Center of Excellence
- CMRA
- PRCentral Training Presentations
- HEOC-ML Briefing Presentations
- Advanced Acquisition Forecast (AAF)
- Trouble Accessing the USAMRAA website(s)
- AbilityOne E-Commerce Website
- (USAMRMC Base Supply Program)
- Fort Belvoir Contracting Community Portal
- Sample Contract Supporting Documents
- Contract Requirements Matrix
- VCE-COR website
- Vendor Day
- General Guidelines for Awards Funded by the DOD

NEWS

PROGRAM ANNOUNCEMENT (PA) POSTINGS & UPDATES
For a complete listing of Assistance Agreement Funding Opportunities posted by the U.S. Army Medical Research Acquisition Activity, please see Grants.gov and perform a search using CFDA # 12.420.

NOTICE: Any assistance instrument awarded under these Funding Opportunities will be governed by the award terms and conditions, which conform to DoD’s implementation of OMB circulars applicable to Federal assistance. Terms and conditions of new awards made after December 26, 2014, may include revisions to reflect DoD implementation of new OMB guidance in 2 CFR part 200, “Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards.”

SOLICITATIONS POSTINGS & AMENDMENTS
For a complete listing of Solicitations posted by the U.S. Army Medical Research Acquisition Activity, please see FedBizDocs or the Army Single Point to Industry (ASPI) website and perform a search for W1XVWH. Additionally, announcements with JSA’s can be found on FEDBiz/FRPS and ASPI.

SOLICITATIONS $15,000 TO $25,000
Pursuant to FAR 5.101(a)(2), all solicitations issued by this activity expected to exceed $15,000 and not expected to exceed $25,000 will be posted on Federal Business Opportunities at https://www.fbo.gov. Choose the “Opportunities” tab, then enter “Department of the Army / U.S. Army Medical Research Acquisition Activity” in the Agency search field.

FISCAL YEAR 2016 YEAR END CUT-OFF CONTRACTING SERVICES
Memorandum: Notification of Fiscal Year 2016 (FY16) Year-End Cut-Off for Acquisition Services

MISSION
The US Army Medical Research Acquisition Activity provides quality, timely, and cost effective business advice and solutions for our customers.
Special Operations Medicine

LTC Chris Wilson
Office of the Command Surgeon
US Special Operations Command
20 April 2016
USSOCOM Research Areas of Interest

- Medical Simulation and Training Technologies
- Prolonged Field Care
- Global Treatment Strategies
- Analgesia
- Far Forward Blood, Blood Components, Blood Substitutes & Injectable Hemostatics
- Austere Surgical Stabilization
- Biological
- Occupational and Environmental Health (OEH) Hazards
USSOCOM Research Areas of Interest Continued

FHP & Environmental Medicine
- Optimal Acclimatization Strategy
- Chemical, Biological, Radiological, Nuclear, and Explosive (CBRNE) Rapid Diagnostics, Treatment, and Prophylaxis
- Chelation Strategies

Canine Medicine
- Environmental Extremes
- Sensory Optimization and Protection
- Trauma Resuscitation /Non-Traditional Anesthesia
- Pre and Post Trauma Training/Behavioral Issues
- Optimizing Canine Performance and Nutrition

Human Operational Performance
- Optimal Performance Strategy
- Pharmaceutical and Nutritional Supplement interactions
- Heart Rate Variability
- Nutritional Status
- Enhanced Physiological Performance
INDUSTRY ENGAGEMENT

Technology & Industry Liaison Office (TILO)
tilo@socom.mil

USSOCOM Biomedical Broad Agency Announcement(s)
USSOCOM SBIR Program

Identify Technology – Provide Feedback – Advance Tech Readiness Level

Research & Grant Opportunities
Advanced Development Opportunities
Small Business Outreach

Industry
Outreach
COTS Focus

• USSOCOM Extramural Biomedical R&D BAA [www.grants.gov](http://www.grants.gov)
• USSOCOM Science & Technology BAA [www.fbo.gov](http://www.fbo.gov)
• Email: biomedical@socom.mil

Professional Partnerships

MHSRS
SOFIC
SOMSA
Cooperative Research & Development Activity
USAMRMC SBIR/STTR Programs

Mr. J.R. Myers
Plans, Programs, Analysis & Evaluation
US Army Medical Research and Materiel Command
20 April 2016
To increase understanding of the USAMRMC Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs.

• Agenda
  - SBIR/STTR Programs
  - Small Business Eligibility
  - Three-Phased Process
  - DoD SBIR/STTR Solicitations
  - Proposal Submission
  - SBIR/STTR Resources
SBIR and STTR Programs

• Congressionally-mandated Programs intended to promote technological innovation and economic growth through Federal investment

• Several Federal Agencies participate

• Small Business Administration holds programmatic authority as expressed in SBIR/STTR Policy Directives
Federal Agency Participation

SBIR + STTR Programs:

- Dept. of Defense
- Dept. of Health and Human Services
- Dept. of Energy
- National Aeronautics and Space Administration
- National Science Foundation

SBIR Program only:

- Dept. of Agriculture
- Dept. of Education
- Dept. of Transportation
- Environmental Protection Agency
- Dept. of Homeland Security
- Dept. of Commerce
# Federal Agency Participation

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<th></th>
<th>DoD</th>
<th>NASA</th>
<th>DOT</th>
<th>EPA</th>
<th>DHS</th>
<th>USDA</th>
<th>DOE</th>
<th>NSF</th>
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<td>STTR</td>
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</tr>
<tr>
<td>Contract/Grant</td>
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<td>C</td>
<td>C</td>
<td>C</td>
<td>C</td>
<td>C</td>
<td>G</td>
<td>G</td>
<td>G</td>
<td>G/C</td>
<td>G/C</td>
</tr>
</tbody>
</table>

- **Small Business Administration (SBA)** oversees the federal SBIR/STTR programs:
  - Policy Directives
  - Congressional Reports
  - Size Determination
  - Waivers

**DoD** 55%

**NASA** 5%

**HHS** 27%

**Others** 3%

**NSF** 4%
DoD Component Participation

SBIR + STTR Programs:

- Air Force
- Army
- Navy
- Defense Advanced Research Projects Agency
- Assistant Secretary of Defense/Research & Engineering
- Special Operation Command
- Defense Health Program
- Joint S&T Office for Chemical and Biological Defense
- Missile Defense Agency

SBIR Program only:

- Defense Microelectronics Activity
- National Geospatial Agency
- Defense Threat Reduction Agency
- Defense Logistics Agency
SBIR Eligibility

• For-profit, based in U.S.
• 500 employees or fewer
• 51% U.S.-owned; controlled by individuals
• Min. 2/3 of Phase I effort and 1/2 of Phase II effort performed by small business
• Principal Investigator’s primary employment must be with the small business
STTR Eligibility

• Same size, control, and benchmark requirements as SBIR
• Formal cooperative R&D effort
  – Min. 40% by small business
  – Min. 30% by U.S. Research Institution
• U.S. Research Institution:
  – College or university
  – Federally Funded Research and Development Center (not Government-owned labs)
Army & DHP SBIR Process Flow

Topics

DoD Solicitation
CY.1*, CY.2, and CY.3*

*MRMC Participation

Phase I

Feasibility Study
Army: $100K, 6 Months
$50K Option, 4 Months

DHP: $150K, 6 Months

Phase II

Prototype Development
$1M, 2 Years

Phase III

Commercialization
Transition to Federal Government or Private Industry
No SBIR Funds

Phase I + Phase II = $1,150,000

PH II Enhancement = NTE $500,000
Army & DHP STTR Process Flow

Topics

DoD Solicitation
CY.A*, CY.B, and CY.C*

*MRMC Participation

Phase I

Feasibility Study
$150K, 6 Months

Phase II

Prototype Development
$1M, 2 Years

Phase III

Commercialization
Transition to Federal Government or Private Industry
No SBIR Funds

Phase I + Phase II = $1,150,000
No PH II Enhancements
A DoD SBIR/STTR Solicitation includes:

- DoD Instructions
- Service/Component Unique Instructions
- Topics

**SBIR 16.1 STTR 6 A**
- Pre-Release: 11 Dec 15
- Open: 11 Jan 16
- Close: 17 Feb 16

**SBIR 16.2 STTR 6 B**
- Pre-Release: 22 Apr 16
- Open: 23 May 16
- Close: 22 Jun 16

**SBIR 16.3 STTR 6 C**
- Pre-Release: 26 Aug 16
- Open: 26 Sep 16
- Close: 26 Oct 16
Proposal Submission

- A SBIR/STTR Phase I or Phase II proposal to *any* DoD Component must be submitted through the DoD Submission system [https://sbir.defensebusiness.org](https://sbir.defensebusiness.org)

- Finding Topics [https://sbir.defensebusiness.org/topics](https://sbir.defensebusiness.org/topics)

- Topics Q&A (SITIS) [https://sbir.defensebusiness.org/sitis](https://sbir.defensebusiness.org/sitis)
DoD SBIR Website

- Program Overview
- Current/ Past Solicitations
- Program Reports
- News
- Doing Business with DoD

www.acq.osd.mil/osbp/sbir/
SBA’s SBIR/STTR Website

Search for:

• Applicants
• Awardees
• Investors
• Large Businesses
• Agencies
• Policy Directives

www.sbir.gov
For additional questions after the conclusion of the conference, send an email message to usarmy.detrick.medcom-usamrmc.mbx.mmpd@mail.mil