

Strategic Partnerships Office



Guide to Working With The U.S. Army Medical Research and Materiel Command - USAMRMC

Title: Guide to Working With USAMRMC

Department: USAMRMC HQ Strategic Partnerships Office (MCMR-ZCA)

Focus Area: External Vendors' and Partners' Resource to Introduce Products, Ideas and Services to USAMRMC

Contents

1	PURPOSE	3
2	USAMRMC MISSION AND GOALS	3
3	OVERVIEW OF THE PROBLEM	4
4	STEP 1: DETERMINE APPLICABILITY	5
4.1	What does USAMRMC do?	5
4.2	What are USAMRMC's areas of Interest?	5
	Military Infectious Diseases:	5
	Combat Casualty Care:.....	6
	Military Operational Medicine:.....	6
	Clinical and Rehabilitative Medicine Research Program:.....	7
	Medical Chemical and Biological Defense:.....	7
	Telemedicine and Advanced Technology Program	8
4.3	Who can I talk to for more help getting started?	9
4.3.1	United States Medical Research Acquisition Activity (USAMRAA).....	9
4.3.2	Fort Detrick Business Development Office (FDBDO)	9
4.3.3	Office of Small Business Programs.....	10
4.3.4	Strategic Partnerships Office (SPO).....	10
5	STEP 2: DETERMINE APPROPRIATE POINT OF ENTRY	11
6	STEP 3: UNDERSTANDING THE PROGRAMS	13
6.1	FedBizOpps.gov	13
6.2	Grants.gov	14
6.2.1	Broad Agency Announcement (BAA)	14
6.2.2	Program Announcements (PA)	15
6.3	Advanced Acquisition Forecast	16
6.4	Vendor Day	16
6.5	Defense Logistics Agency	17
6.6	NPI – New Products and Ideas.....	19
6.7	<i>Also Consider: Soldier Enhancement Program (SEP)</i>	20
6.8	<i>Also Consider: Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs</i>	20
	THIS DOCUMENT CREATED BY THE STRATEGIC PARTNERSHIPS OFFICE	22

1 PURPOSE

The United States Army Medical Research and Materiel Command (USAMRMC) continually strives to advance medical products and technologies in support of our Armed Forces by participating in collaborations with researchers, businesses and other organizations through cooperative research and development agreements (CRADAs) and extramural funding programs (contracts and assistance agreements).

In an effort to increase the understanding of customer and stakeholder needs, the Strategic Partnerships Office has created this document to outline the process for doing business with USAMRMC to facilitate appropriate submissions and expedited review and response. The Strategic Partnerships Office hopes that by guiding vendors to the most appropriate point of entry to promote their product, service or idea, USAMRMC will be able to serve its customers more efficiently and effectively.

This document provides additional information to the accompanying presentation “Working with USAMRMC”.

2 USAMRMC MISSION AND GOALS

Responsively and responsibly create and deliver medical information and products for the warfighting family.

Goal 1: Build a platform of trust founded on inclusion, transparency, and integrity.

Goal 2: Deliver sustainable medical solutions relevant to the Warfighter and the world.

3 OVERVIEW OF THE PROBLEM

USAMRMC is a large and diverse organization within the Department of Defense (DoD) that is part of the federal government. As such, identifying the most appropriate points of entry to do business with USAMRMC can be difficult and confusing. Vendors, academia and non-government organizations seeking to sell a commercial off-the-shelf (COTS) product, provide services or seek funding for research for product development or an idea often follow the wrong path that delays, or possibly even derails, their ability to do business with USAMRMC. USAMRMC thrives when the organization and its subordinate commands are able to quickly, effectively and efficiently identify and pursue those vendor products, services or research proposals that provide the best solutions to further USAMRMC's mission. The following steps outline the process for working with USAMRMC.



4 STEP 1: DETERMINE APPLICABILITY

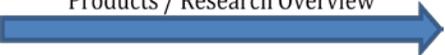
4.1 What does USAMRMC do?

A complex organization, USAMRMC protects and sustains the health and fighting ability of Soldiers, Sailors, Airmen and Marines through its programs in medical research, medical materiel development, medical logistics and the development of new knowledge to improve military health care at home and on the battlefield. USAMRMC is engaged in a broad spectrum of activities, from basic research in the laboratory to innovative product acquisition and the fielding and life-cycle management of medical equipment and supplies for deploying units.

Where to Get More Information:

Website: <https://mrmc.amedd.army.mil/>

4.2 What are USAMRMC's areas of Interest?

Products / Research Overview 

Military Infectious Diseases:

The Military Infectious Diseases Research Program (MIDRP) focuses on the prevention, diagnosis and treatment of naturally occurring disease-causing microorganisms with major potential to reduce mission effectiveness.

Research emphasis includes the following:

- Developing vaccines against infectious diseases important to the US military
- Discovering and developing drugs to prevent and treat militarily relevant infections
- Creating techniques to identify disease-causing microorganisms and diagnose infections rapidly
- Collecting and analyzing epidemiological data to optimize infectious disease control strategy
- Evaluating methods to control vectors (insects and arthropods that carry disease-producing microorganisms) of relevant infectious diseases

Combat Casualty Care:

The goals of the Combat Casualty Care Research Program (CCCRP) are to reduce the killed-in-action rate of American troops by 25 percent, reduce the morbidity of combat injuries and reduce the medical footprint on the battlefield. A premium is placed on medical interventions that can be used on the battlefield or as close to it as possible, before or during medical evacuation, preferably by medical corpsmen. Medical materiel must be easily transportable (i.e. small, lightweight and durable); devices must be easy to use, low maintenance, with self-contained power sources as necessary; and drugs and biologics, ideally, should not require refrigeration or other special handling. Research emphasis includes the following:

- Dried plasma
- Mild traumatic brain injury (mTBI) objective diagnostics
- Improved hemorrhage control for noncompressible bleeding
- Prehospital care documentation
- TBI acute and chronic therapies
- Organ support for the critically injured
- Improving wound outcomes by enhancing immune response
- Smart triage and decisional devices for forward areas
- mTBI/concussion definition and TBI-staging criteria
- Metabolic and tissue stabilization

Military Operational Medicine:

The Military Operational Medicine Research Program (MOMRP) represents expertise in both health and performance effects of multiple interacting operational hazards and stressors. The focus of this research program is on multi-stressor interactions involving human tolerances, metabolic physiology and brain functioning. The core biomedical research is organized into two key focus areas: Human Performance Optimization and Force Health Protection. MOMRP emphasizes the following research areas:

- Standards and strategies after neurosensory, musculo-skeletal, and thoracic injury
- Concussion dosimetry/mild brain injury assessment and interventions
- Psychological health and suicide prevention
- Sleep physiology and fatigue interventions
- Bioenergetics, metabolism, and nutrition standards
- Predictive models for heat and cold strain, hydration- monitoring technologies and management, and altitude acclimatization strategies
- Biomonitoring and other multidisciplinary approaches to predict health effects from occupational stressors and health hazards
- Injury prevention and protection technologies
- Physical training interventions to reduce musculo-skeletal injuries, including stress

Clinical and Rehabilitative Medicine Research Program:

The Clinical and Rehabilitative Medicine Research Program (CRM RP) focuses on the innovations required to reset our wounded warriors, both in terms of duty performance and quality of life. Innovations developed from CRM RP supported research efforts are expected to improve restorative treatments and rehabilitative care to maximize function for return to duty (RTD) or civilian life. The interest is in medical technologies (drugs, biologics, and devices) and treatment/rehabilitation strategies (methods, guidelines, standards and information) that will significantly improve the medical care provided to our wounded warriors within the DoD healthcare system. Implementation of these technologies and strategies should improve the RTD of warriors, the time to RTD, clinical outcome measures, and quality of life (QoL); as well reduce the hospital stay lengths, clinical workload (patient encounters, treatments, etc), and initial and long-term costs associated with restorative and rehabilitative or acute care. Development and validation of in vitro and in vivo assessment models that represent militarily relevant conditions in wounded warriors is of interest to CRM RP when they can be used to identify and describe in a predictable manner the safety and efficacy of novel technologies in patients.

The CRM RP focuses its efforts on the following six research areas: neuromusculoskeletal injury (including amputees), ocular and visual system injury (acute and chronic), hearing and vestibular systems injury, acute and chronic pain, regenerative medicine, and cognitive rehabilitation.

Medical Chemical and Biological Defense:

The mission of the Medical Chemical Defense Research Program is to preserve combat effectiveness through the timely provision of medical countermeasures in response to joint chemical warfare (CW) defense requirements. This program executes DoD medical chemical defense science and technology research programs assigned to USAMRMC laboratories by the Defense Threat Reduction Agency's (DTRA's) Joint Science and Technology Office for Chemical and Biological Defense.

Research and product development supporting pretreatment, treatment, diagnostics and clinical management of the chemical casualty are the keys to continuing discovery and fielding of medical countermeasures to CW agents.

The mission of the Medical Biological Defense Research Program is to ensure the sustained effectiveness of U.S. forces in a biological warfare (BW) environment and to deter the use of these weapons by maintaining a strong medical defensive posture. This USAMRMC program executes DoD medical biological defense science and technology research programs assigned to USAMRMC laboratories by DTRA's Joint Science and Technology Office for Chemical and Biological Defense.

Vaccines and drugs for biological threat agents and toxins are designed to prevent casualties in a BW attack. Diagnostic tests and reagents are developed to diagnose disease in the event of actual exposure to biological agents. Antitoxins and drugs are designed to treat casualties, prevent deaths and expedite return to duty after exposure.

Telemedicine and Advanced Technology Program

The mission of the USAMRMC's Telemedicine and Advanced Technology Program is to explore medical science and engineering technologies ahead of programmed research, and to leverage programs to maximize benefits to military medicine. To accomplish this, research is centered around a number of scientific domains: Medical Robotics, Health Information Technologies, Medical Imaging Technologies, Advanced Prosthetics and Human Performance, Computational Biology, Biomonitoring Technologies, Simulation and Training Technology, Genomics and Proteomics, Integrative Disease Management, Infectious Disease, Neuroscience, Regenerative Medicine, Nanomedicine and Biomaterials, Trauma, Medical Logistics, and Telemedicine.

Medical Materiel Management

The US Army Medical Materiel Agency (USAMMA) and the US Army Medical Materiel Center Europe (USAMMCE), serve as USAMRMC's logistics organizations, provide direction and resources, acquire and manage assets, provide capabilities and distribute materiel and support the national military strategy of power projection. Key programs include the acquisition, storage, distribution and transfer of prepositioned stocks located ashore and afloat, medical chemical defense packages, short shelf-life pharmaceuticals and other materiel. Integral to this support are partnerships with defense organizations and inventory management contracts with industry. The Command also supports deployable medical logistics support teams.

Special Programs

The USAMRMC is frequently directed by Congress to manage funding of research programs with specific goals and end-points for health related issues relevant to military personnel, military dependents, veterans and the health of the American public. These research programs are generally concerned with topics relating to health-care delivery; to detection, diagnosis, control or eradication of specified diseases, conditions or syndromes; or to other initiatives relevant to health needs. Funding of these areas is dependent upon Congressional direction and availability of funds.

Where to Get More Information:

Public Affairs Officer
USAMRMC
504 Scott Street
Fort Detrick, MD 21702-5012
Phone: 301.619.2736

MRMC Products: https://mrmc.amedd.army.mil/assets/docs/about/Products_Portfolio_11.pdf

MRMC Medical R&D: https://mrmc.amedd.army.mil/index.cfm?pageid=medical_r_and_d.overview



4.3 Who can I talk to for more help getting started?

4.3.1 United States Medical Research Acquisition Activity (USAMRAA)

USAMRAA is the grants and contracting element of USAMRMC and provides support to the Command headquarters and its worldwide network of laboratories and medical logistics organizations. USAMRAA also supports the Fort Detrick Garrison and its military tenant activities, Army-wide projects sponsored by the Army Surgeon General and numerous congressionally directed programs.

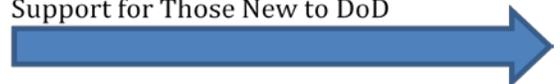
Core Competencies:

USAMRAA’s Core Competencies consist of:

- Contracting and assistance agreement authorities
- Business oversight, research and policy
- Conduit / interface between mission needs and commercial enterprise
- Custodian for socio-economic and competitive considerations
- Repository for command business agreements
- Requirements and financial systems interface

Where to Get More Information:
 Website: <https://www.usamraa.army.mil/>

4.3.2 Fort Detrick Business Development Office (FDBDO)



The FDBDO was established in 2005 through a government contract awarded by the USAMRMC’s US Army Medical Research Acquisition Activity (USAMRAA) to support Fort Detrick. Since its inception, the FDBDO has assisted more than 2500 companies to better understand and participate in the business opportunities at Fort Detrick. The FDBDO provides support to assist businesses and companies of all sizes and geographic locations (its customers) with navigating through the complex government procurement process.

The support that the FDBDO provides to its customers includes:

- Identifying and alerting customers of opportunities
- Ensuring that businesses are aware of applicable opportunities
- Assisting in developing strategic relationships
- Providing a wide array of training classes
- Facilitating prime/subcontractor team relationships

The FDBDO Process

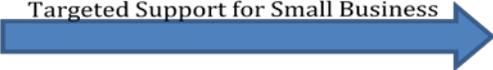


Where to Get More Information:

Website: <http://www.fdbdo.com/>

Vendor Information Package: <http://www.fdbdo.com/wp-content/uploads/2010/10/vendor-information-package.pdf>

4.3.3 Office of Small Business Programs

Targeted Support for Small Business 

The USAMRMC Associate Director, Office of Small Business Programs (OSBP) serves as an assistant to the Commanding General in forging strategic business alliances and providing maximum opportunities for small businesses to compete for opportunities. The OSBP is committed to supporting small businesses by providing relevant products, services and solutions in response to the myriad of requirements associated with integrating research, acquisition, logistics and technology that meets USAMRMC's goals and objectives.

Special emphasis is placed on assisting entities that have been historically underutilized or have had difficulty participating in the procurement process. The OSBP aims to bring faster, more efficient information on Army forecasted procurement opportunities, by providing the business community adequate time to develop business strategies. It is the mission of the OSBP to ensure that small business concerns, Historically Black Colleges and Universities and minority institutions that wish to do business with the Army have the necessary knowledge about the program and tools to successfully participate either as a prime contractor or subcontractor.

Where to Get More Information:

Website: <http://www.mrmc.smallbusopps.army.mil/>

4.3.4 Strategic Partnerships Office (SPO)

The Strategic Partnerships Office (SPO) provides management and oversight of USAMRMC's strategic partnerships, serving as the integrator, ensuring coordinated, effective, mutually supportive engagements that deliver improved understanding, tools and best practices to support the Command. The SPO also fosters a culture of consultation, collaboration and synergy between the Command and its strategic partners.

Where to Get More Information:

Strategic Partnerships Office
Office: 301-619-2362

5 STEP 2: DETERMINE APPROPRIATE POINT OF ENTRY

The flow chart in figure 1 depicts a high-level view of the appropriate point of entry for those looking to sell commercial items, a service or request funding. The nature of the product, service or idea along with the type of relationship needing to be established as well as the maturity of the product, service or idea will determine the most appropriate point of entry. For the most direct route to secure potential funding, vendors should go through FedBizOpps or Grants.gov, as appropriate. Please note that utilizing the points of entry designated in this document does not guarantee funding or contract award.

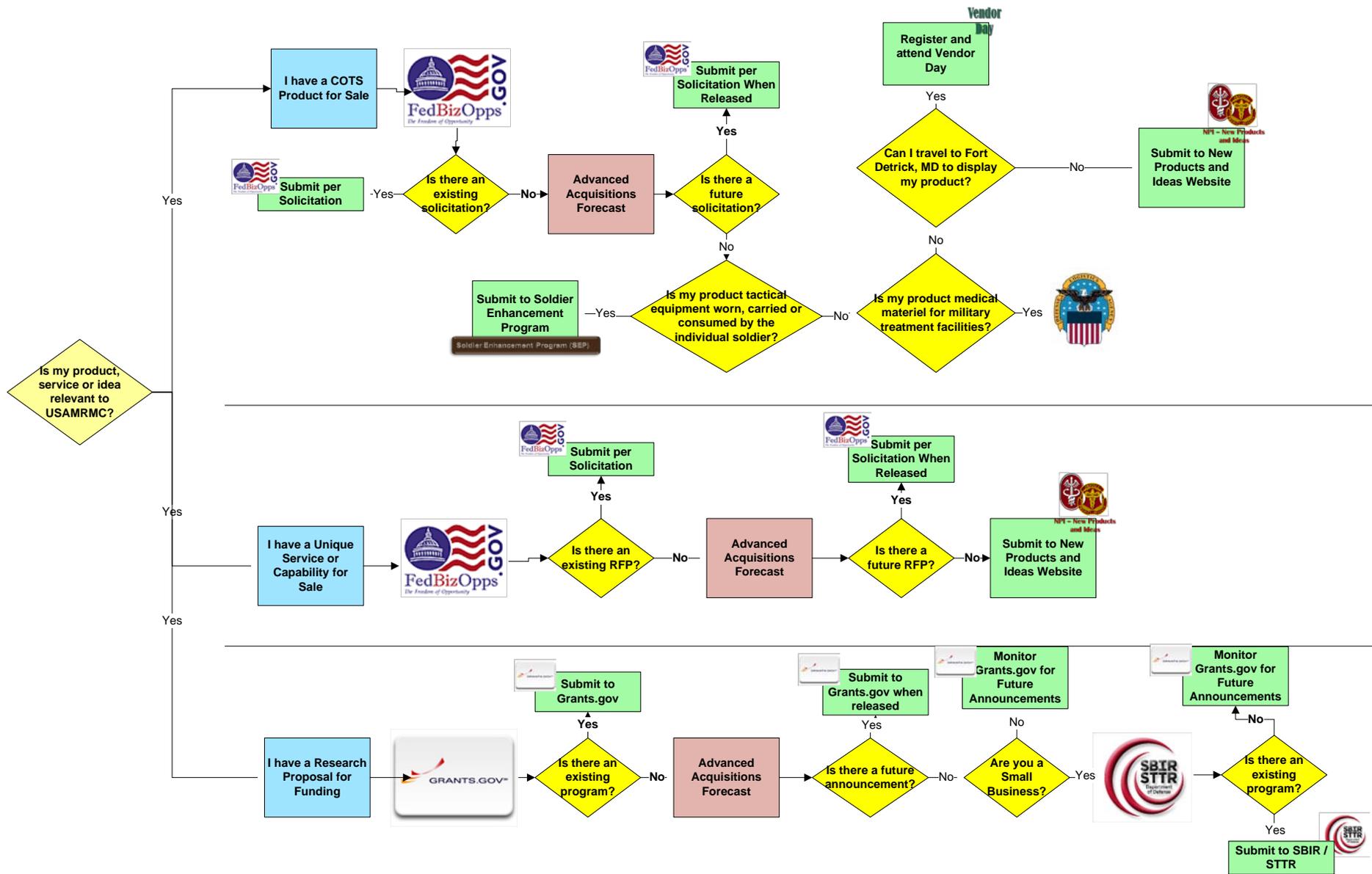


Figure1

6 STEP 3: UNDERSTANDING THE PROGRAMS



6.1 FedBizOpps.gov

FedBizOpps (www.fbo.gov) is a web-based portal which allows vendors to review Federal Business Opportunities (FedBizOpps). FedBizOpps is the single government-wide point of entry for federal government procurement opportunities. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps. Using the FedBizOpps portal, commercial vendors seeking federal markets for their supplies (products) and services can search, monitor and retrieve opportunities solicited by the federal contracting community. Using secured accounts (password protected), vendors are able to take advantage of the following key system functionalities as outlined below:

1. Vendor Profiles – having a profile in place streamlines use of the portal by maintaining the vendor’s DUNS (Data Universal Number System) Number, CAGE (Commercial and Government Entity) Code, and MPIN (Marketing Partner Identification Number)
2. Vendor opportunity review features – vendors can search for opportunities based on the following elements:
 - Key word/Solicitation #
 - Opportunity/Procurement type
 - Posted date
 - Response deadline
 - Last modified date
 - Contract award state
 - Place of performance state
 - Place of performance zip code
 - Set-aside code
 - Classification code
 - NAICS (North American Industry Classification System) code
 - Agency/Office location(s)
 - Recovery and Reinvestment Act action
 - Active and archived status
 - J&A (Justification and Approval) statutory authority
3. Vendor opportunity actions:
 - Vendors are able to add themselves to the “interested vendors list” for potential opportunities
 - Vendors can review other vendors who expressed an interest in the opportunity if the buyer has indicated so

Where to Get More Information:

Website: www.fbo.gov

Vendor User Guide: https://www.fbo.gov/downloads/FBO_Vendor_Guide.pdf



6.2 Grants.gov

Grants.gov simplifies the grants management process and creates a centralized, online process to find and apply for more than 900 grant programs from the 26 federal grant-making agencies. Grants.gov streamlines the process for awarding more than \$360 billion annually to state and local governments, academia, not-for-profits and other organizations. This program is one of the 24 federal cross-agency E-government initiatives focused on improving access to services via the Internet.

A federal grant is an award of financial assistance from a federal agency to a recipient organization to carry out a public purpose of support or stimulation authorized by a law of the United States. Federal grants are not federal assistance or loans to individuals. A federal grant may not be used to acquire property or services for the federal government's direct benefit. Grants.gov is for basic and applied research and that part of development not related to the development of a specific system or hardware procurement. There are several ways to apply for funding on grants.gov, the sections below detail the various ways funding opportunities are announced.

Where to Get More Information:

Website: www.grants.gov

For Additional Support: 1-800-518-4726 or support@grants.gov

6.2.1 Broad Agency Announcement (BAA)

The Broad Agency Announcement (BAA) is intended to request extramural research and development ideas, and is issued under the provisions of the Competition in Contracting Act of 1984, as implemented in Federal Acquisition Regulation (FAR) 6.102(a)(2). The BAA provides a general description of USAMRMC's research programs, including areas of interest for submitting a response to the opportunity; general information; the evaluation and selection criteria; and proposal preparation instructions.

USAMRMC's supporting contracting office, USAMRAA, processes proposals selected for funding. The Grants/Contracting Officers at USAMRAA are the only individuals authorized to commit funds and bind the Government for awards to be funded under the BAA.

Preproposals

Organizations are strongly encouraged to explore USAMRMC interest by submitting a preliminary research proposal (preproposal). Preproposals may be submitted at any time describing a specific idea or project that pertains to any of the research areas of interest outlined in the BAA. Brochures or other descriptions of general organizational or individual capabilities will not be accepted as part of a preproposal.

Full Proposals

If the preproposal is selected for further information, the submitter will be requested to submit a full proposal. Full proposals should be submitted within 90 days after being requested. Receipt of full proposals will be acknowledged by e-mail or postcard. The proposal log number for the full proposal will be the same number used for the preproposal (if one was submitted).

Where to Get More Information:

Website: https://www.usamraa.army.mil/pages/baa_forms/index.cfm

BAA Areas of Interest:

https://www.usamraa.army.mil/pages/baa_paa/BAA_11_1/BAA%2011-1.pdf

6.2.2 Program Announcements (PA)

A Program Announcement (PA) is a formal expression of an institute's ongoing interest in funding a particular area of science. It is a competitive announcement that is program specific with established open and close dates to submit proposals. PA's define areas that USAMRMC is particularly interested in funding. Individual PA's will identify whether or not preproposals or letters of intent are required.

USAMRMC's supporting contracting office, USAMRAA, will process proposals selected for funding. The Grants/Contracting Officers at USAMRAA are the only individuals authorized to commit funds and bind the Government for awards to be funded under a PA .

Where to Get More Information:

Website: <https://www.usamraa.army.mil/index.cfm?ID=16&Type=6>

6.3 Advanced Acquisition Forecast

The Advanced Acquisition Forecast (AAF) is a projection of possible future contracting opportunities with the US Government. Opportunities are posted in order for potential contractors to have an opportunity to seek additional information on relevant postings, seek partners or sub-contractors for the opportunity and to prepare to submit a proposal if a Request for Proposal (RFP) or solicitation request is issued for the posting.

All projected procurements are subject to revision or cancellation. Final decisions of the extent of the competition, small business participation, estimated value, or any aspect of the procurement action will not be made until each procurement is initiated. The forecast data is for planning purposes, does not represent a pre-solicitation synopsis, does not constitute an invitation for bid or request for proposal and is not a commitment by the government to purchase the desired products and services. Actual solicitation notices will be posted on FedBizOpps as prescribed by the FAR.

Where to Get More Information:

Website: <https://www.usamraa.army.mil/pages/FDCC/Pages/AAAF/AAAF.cfm>

**Vendor
Day**

6.4 Vendor Day

Vendor Day is a cooperative venture announced by the military service medical materiel agencies located on Fort Detrick. The agencies involved are:

- Defense Medical Materiel Program Office (DMMPO),
- US Army Medical Materiel Agency (USAMMA),
- Naval Medical Logistics Command (NAVMEDLOGCOM),
- Air Force Medical Evaluation Support Activity (AFMESA),
- Air Force Medical Logistics Office (AFMLO), and the
- US Marine Corps System Command

Vendor Day is an excellent opportunity to showcase commercial products to six medical materiel agencies under the DoD. Participating in this event allows vendors to showcase their medical equipment and supplies.

Vendors are required to complete the online registration form for the day they would like to attend. Vendors must identify, at the time of registration, what products they wish to show. Vendors will be limited to a specific area for showcasing their products and will not bring extra shelters to accommodate additional items. Vendors are required to be present at Fort Detrick for the entire event. There will be no formal demonstration times set aside. Interested participants will view products at their leisure within the time allotted for each day, much like at an exhibit hall.

Where to Get More Information:

Website: <http://www.mrmc.smallbusopps.army.mil/index.cfm?ID=68&Type=3>

For General Questions: USAMMACRM@amedd.army.mil

For Registration Questions: registration@fdbdo.com



6.5 Defense Logistics Agency

The Defense Logistics Agency (DLA) Troop Support Medical Supply Chain (MSC) aims to provide the military medical community the products and services needed every day for every crisis around the world. In fiscal year 2011, DLA Troop Support MSC exceeded \$5 billion in procurement for its customers. They purchased items from more than 1400 suppliers (either manufacturers or distributors).

The DLA's customers determine their requirements for materiel and supplies. DLA Supply Centers consolidate requirements and procure the supplies in sufficient quantities to meet customers' projected needs. Many of DLA's procured items are delivered directly from a commercial vendor; the remainder of the items are stored and distributed through depots located worldwide. Some supply centers also offer specialized services to support customers.

The DLA does not buy all items for the Department of Defense; therefore, vendors must first identify which DoD organization would buy their product or service. DLA does not review or evaluate new items for possible use by the Military Services. The products DLA buys are demand driven and must fit a need as determined by its customers. Products bought by DLA's Defense Supply Centers can be found on the World Wide Web at <http://www.supply.dla.mil/itemsear.asp>. You can search for items by item name or National Stock Number (NSN). It will identify which Supply Center purchases each item.

For those vendors wishing to sell Commercially-available products to brick and mortar military hospitals, DLA Troop Support Medical Supply Chain has established multiple acquisition programs for its customers to purchase medical materiel.

A vendor being a participant in any one or more of the following programs does not assure sales – the vendor will need to market their company and products to the Military Services brick and mortar military hospitals to increase sales.

- Medical/Surgical items
- Dental items
- Optical items
- Laboratory items
- Hospital lab equipment
- Critical care
- Biomedical equipment

Electronic Catalog (ECAT) is a Net-centric ordering, distribution and payment system providing Department of Defense and other Federal customers access to multiple manufacturer and distributor commercial catalogs at discounted prices. The program is a complementary acquisition strategy allowing customers to browse, compare and order a wide range of pharmaceutical, laboratory, dental, optical fabrication and medical/surgical equipment commercial items not available through Distribution and Pricing Agreements (DAPAs) under the Medical Prime Vendor Program. ECAT is a series of long-term Indefinite Delivery Indefinite Quantity (IDQ) contracts, under which the ordering process is web and Electronic Data Interchange (EDI)-enabled.

A vendor will enter into an actual contractual arrangement with the government to sell through ECAT. There are two ways to do this; the first is for the vendor to submit a proposal under an open ECAT solicitation through FedBizOpps. The second way a vendor can sell through ECAT is to partner with an ECAT vendor already on contract that will distribute the product on the vendor's behalf; this requires a modification to the existing vendor's ECAT contract.

Where to Get More Information:

Website: <https://www.medical.dla.mil/Portal/Supplier/Overview.aspx>

USAMMA: <http://www.usamma.army.mil/homepage.cfm>

AFMOA: http://airforcemedicine.afms.mil/sg_newswire/oct_03/NewAFcorporateStructure.htm

NMLC: <http://www-nmlc.med.navy.mil/>

DMMPO (formerly DMSB): <https://www.dmsb.mil/>



NPI – New Products and Ideas

6.6 NPI – New Products and Ideas

The NPI is a mechanism for potential vendors to submit products and ideas that do not fit under the BAA (Broad Agency Announcement), PA (Program Announcement) or RFP (Request for Proposal) constraints. The NPI submission portal requires a less extensive application and has a shorter review cycle.

The NPI was designed to evaluate potential interest in a product or idea while avoiding extensive submissions to individual personnel or departments. This tool is meant to be used once it is determined that there are no existing or upcoming RFPs or matching opportunities through the BAA or PA related to the product, service or idea being submitted. Entry into this site does not guarantee funding but does provide an opportunity for a product, idea or service to be evaluated and for the submitter to receive guidance with respect to potential funding opportunities.

Vendors will need to include the following information when submitting to the NPI:

- Keywords
- Significance and/or uniqueness of the product or idea
- Potential military relevance
- Funding requirements
- Duration of project to be studied (years/months)
- Estimated cost of project
- Participating personnel and effort
- Major capital equipment/subcontracts exceeding \$10k
- Brief description of animal and human use
- List of relevant publications
- Additional information

Where to Get More Information:

Website: https://www.usamraa.army.mil/pages/Products_Ideas/index.cfm

Additional Support: USAMRAA_NPI@amedd.army.mil

6.7 Also Consider: Soldier Enhancement Program (SEP)

Soldier Enhancement Program (SEP)

Soldier Enhancement Program (SEP) was established by Congress in 1989 to improve lethality, survivability, command and control, mobility and sustainability for all Soldiers. SEP commercially-available items enhance Soldiers' overall effectiveness and performance, including their ability to protect themselves and to detect, identify, locate and engage the enemy. SEP solicits suggestions from individual Soldiers, field commanders, industry leaders and combat and materiel developers worldwide. PEO Soldier, in coordination with TCM Soldier, reviews submissions and decides whether to evaluate an item further, buy or produce it, conduct field testing, or standardize and issue it to Soldiers in the field. SEP's mission is to identify and evaluate COTS individual weapons, munitions, optics, combat clothing, individual equipment, water purification technologies, shelters, communication and navigational aids.

Where to Get More Information:

Website: <https://peosoldier.army.mil/newpeo/Sep/index.asp>

To submit a proposal: <https://peosoldier.army.mil/newpeo/forms/sepform.asp>

6.8 Also Consider: Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs



The DoD **SBIR** Program was established by Congress in 1982 to fund Research and Development (R&D) through small businesses of less than 500 employees. Eligible projects must serve a DoD R&D capability gap and have potential to develop into a product or service for commercial and/or defense markets. The DoD SBIR Program is part of a larger federal SBIR Program administered by 11 federal departments and agencies. Each year, the DoD issues three SBIR solicitations, which identify hundreds of topics from the DoD components that represent serious scientific and technical problems requiring innovative solutions. The topics are available at www.dodsbir.net/solicitation. Small businesses respond to solicitations by submitting Phase I proposals electronically at www.dodsbir.net/submission during the four week open period. During the pre-release period, companies have an opportunity to discuss technical questions directly with the topic authors (contact information available on the solicitation website). Technical questions may also be submitted electronically through SITIS, the SBIR Interactive Topic Information System at www.dodsbir.net/sitis.

Congress established the Small Business Technology Transfer (STTR) Program in 1992. It is similar in structure to SBIR and funds cooperative R&D projects with small business in partnerships with not-for-profit research institutions to move research to the marketplace. Similar to SBIR, the STTR program is a 3-phased program that funds cooperative R&D between small businesses and US research institutions, such as universities, Federally Funded Research and Development Centers (FFRDCs) and not-for-profit research institutions. Through the STTR program, small businesses and research institutions work together as a team to move ideas from the nation's research institutions to the market place, foster high-tech economic development and address the technological needs of our armed forces. The DoD offers two STTR solicitations a year with the Army, Navy, Air Force, DARPA, MDA and OSD participating.

Where to Get More Information:

Website: <http://www.acq.osd.mil/osbp/sbir/>

Army SIBR / STTR: <https://www.armysbir.army.mil/default.aspx>

THIS DOCUMENT CREATED BY THE STRATEGIC PARTNERSHIPS OFFICE

Where to Get More Information:

Strategic Partnerships Office

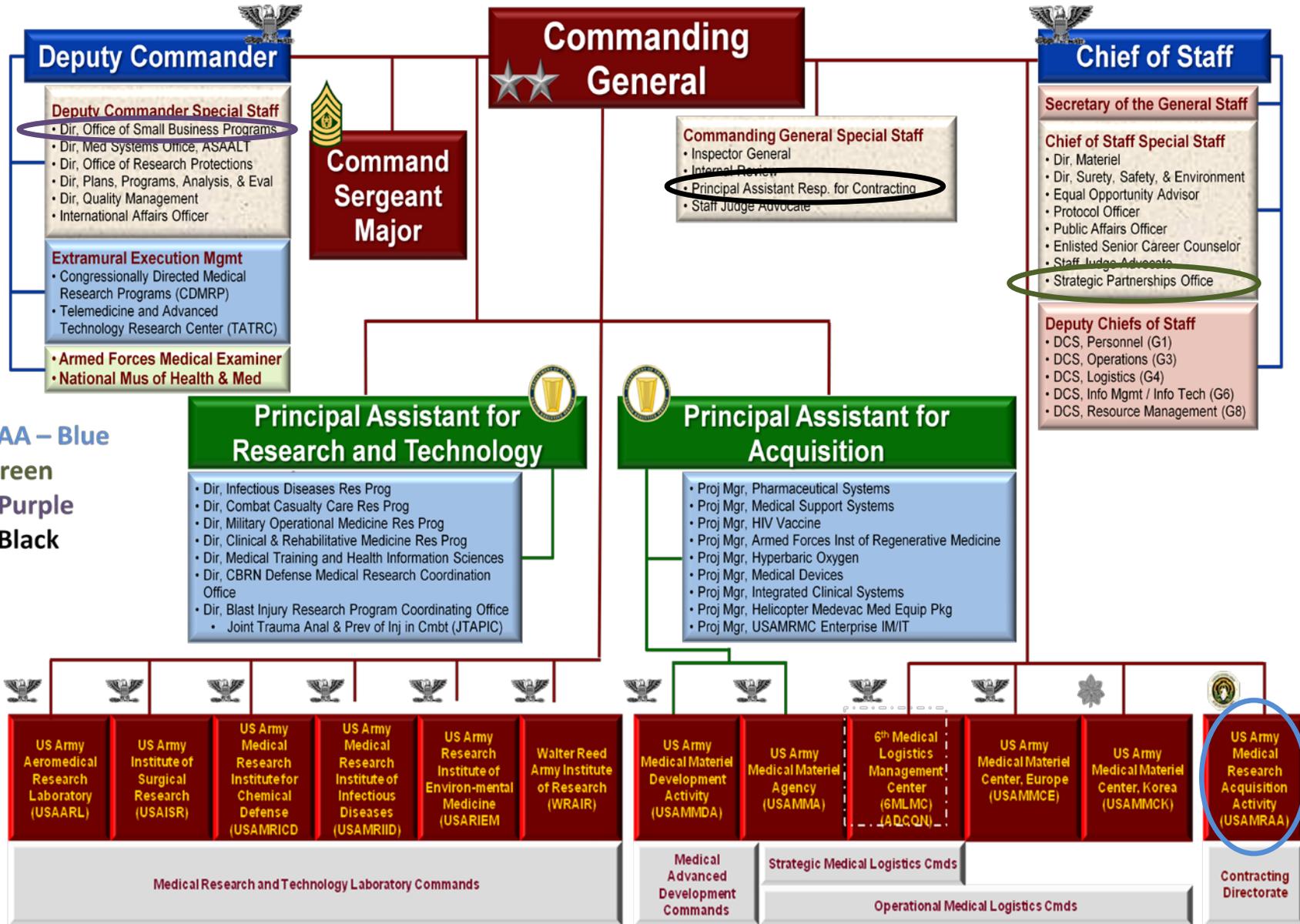
NICBR Engagement / Stakeholder Relations / Educational Outreach

Office: 301-619-2362

504 Scott Street

Fort Detrick, MD 21702-5012

APPENDIX A



Prepared By:

Document Owner(s)	Organization
Director	Strategic Partnerships Office
Project Manager	Strategic Partnerships Office

Document Version Control

Version	Date	Change Description
1	23NOV11	Document Published