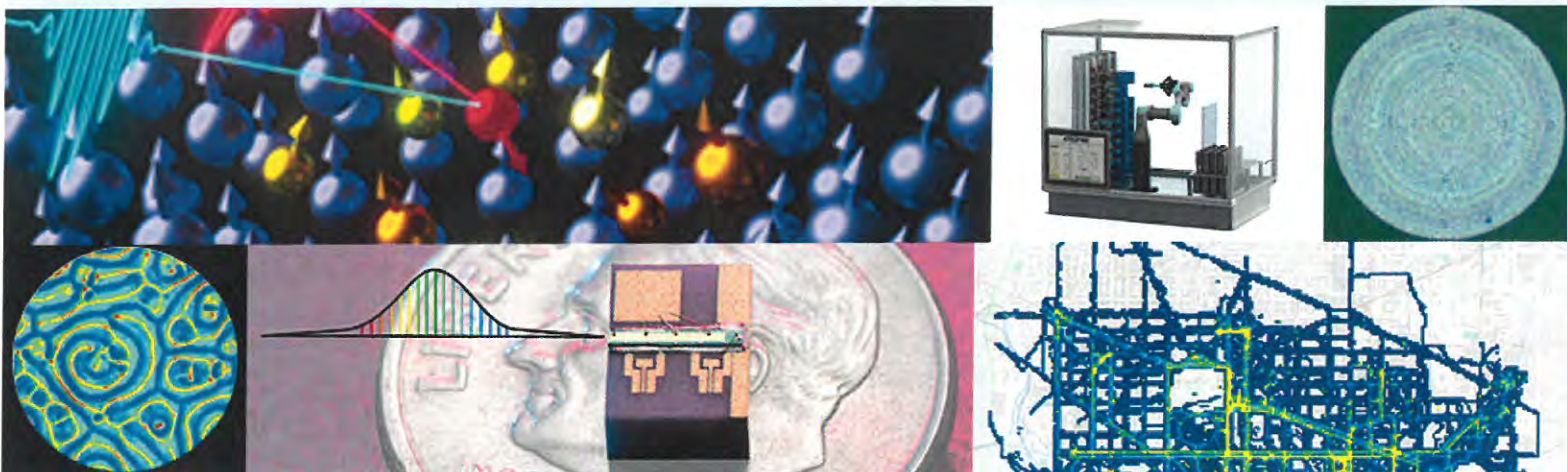




Doing Business with



DARPA's Defense Sciences Office (DSO) identifies and pursues high-risk, high-payoff research initiatives across a broad spectrum of science and engineering disciplines, and transforms them into important, new game-changing technologies for U.S. national security. Current DSO themes include accelerating scientific discovery, exploring fundamental limits, and creating strategic surprise.

DSO relies on the greater scientific research community to help identify and explore ideas that could potentially revolutionize the state-of-the-art.

There are three ways to make DSO aware of your research ideas:

1. Talk to a Program Manager

Program Managers recommend which proposals should receive DSO funding. You may communicate directly with one or more of them (see DSO's website, <http://www.darpa.mil/about-us/offices/dso>). E-mails, phone calls, or face-to-face meetings allow you to explore concepts and ideas and translate them into a substantive proposal.

2. Submit a proposal to DSO's Office-wide Broad Agency Announcement (BAA), DARPA BAA 16 46

The Office-wide BAA is primarily used to fund small, short-duration exploratory projects we call

"seedlings." Seedlings help DSO determine whether "disbelief" in an idea's plausibility can turn into "mere doubt" – and "mere doubt" is often enough to encourage DSO to make a larger investment to determine if a scientific or technology innovation may be possible. Seedlings are typically 3-9 month projects that answer a specific question and involve a very limited number of personnel. Seedling ideas often lead to the next generation of program ideas. (See section entitled "DSO's Office-wide Broad Agency Announcement below.")

3. Submit a proposal to a program-specific BAA

Initial seedling investments that bear fruit and become programs will appear as individual program BAAs throughout the year. You can search for them on FedBizOpps.gov, grants.gov, the DSO website, or the DARPA website under "Solicitations."

DSO's Office-wide Broad Agency Announcement

The current DSO Office-wide BAA covers the entire scope of DSO's technical interests for this year and is open for new ideas through June 22, 2017.

Please note that the Office-wide BAA does not supersede program-specific BAAs. Rather it is intended to fund completely new ideas not connected with programs that are already underway or currently soliciting proposals.

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The Office-wide BAA offers three different ways to submit ideas: (i) executive summaries (typically no more than two pages in length), (ii) abstracts (not to exceed five pages), and (iii) full proposals (Read the BAA instructions regarding the structure and content of full proposals).

We recommend you start by submitting an executive summary (ES), preferably after discussing your ideas with a Program Manager. Your ES will be circulated among all the Program Managers in DSO, and you will receive feedback letting you know if there is any interest. Please understand that a program manager may be exploring several distinct concepts and program ideas, and if there is not immediate interest in your ideas, it is likely because they do not align with what he or she considers the highest priority opportunities.

If you are not getting a timely response from a Program Manager or have other questions, please contact DSO's BAA Administrator directly at DARPA-BAA-16-46@darpa.mil.

General Advice for Submitting New Ideas to DSO

- Do not think small. Bring us ideas that could change the world.
- Rightsize your ideas. Thinking "big" does not imply a large project, it means identifying a question to study that, if answered, could lead to significant changes in a scientific community, technology area or national security problem.
- Convince us that your idea does not violate any laws of physics or thermodynamics. Remember that, at this stage of idea formulation, we are not asking for proof – only for a plausible argument and a robust technical approach for discovering the truth.
- Identify clear demonstrations and metrics that tell us that you are on the right track. We are likely to ask you, "If you had the resources right now, what would you

do?" If you cannot answer this question, then you are not ready.

The "Heilmeier Catechism" is helpful for organizing your thoughts. Developed by Dr. George Heilmeier, Director of DARPA from 1975-1977, DARPA has lived by this catechism for decades. It poses the questions we ask ourselves about every new DSO program:

- What are you trying to do?
- How is it done today, and what are the limits of current practice?
- What's new in your approach and why do you think it will be successful?
- Who cares?
- If you succeed, what difference do you think it will make?
- What are the risks and the payoffs?
- How long do you think it will take?
- Can we transition?
- How much will it cost?

Seriously consider these questions. They are deceptively difficult to answer succinctly. Initially, we recommend you focus on the first four to help define and scope your proposed research. In addition, we will ask you, "Why DARPA? Why DSO? Why now?" These questions of relevance come up every day in conversations at DARPA.

Above all, please read the BAA. If you have questions about the BAA, contact the Office-wide BAA Administrator at DARPA BAA 16 46@darpa.mil.

We look forward to your ideas!

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