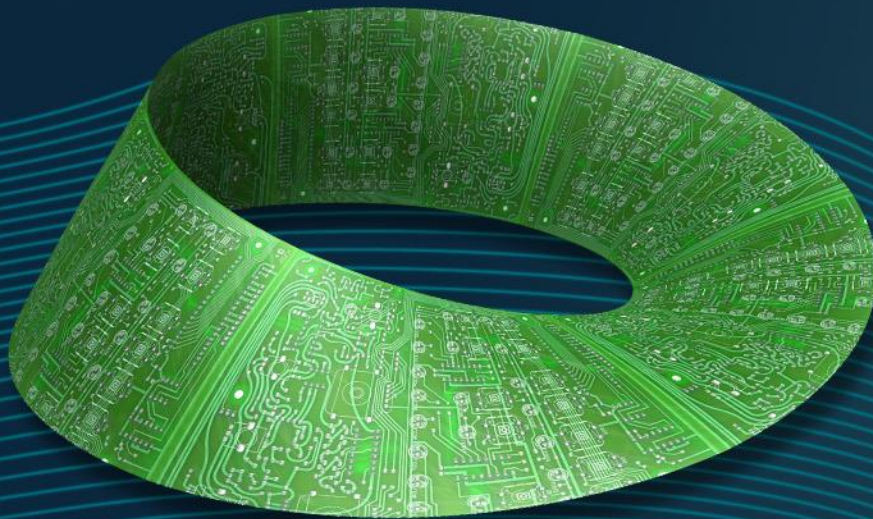




FOA-RQKM-2015-0014

FLEXIBLE HYBRID ELECTRONICS MANUFACTURING INNOVATION INSTITUTE

Presented by: Charlotte Chumack, Grants Officer, Air Force Research Laboratory

19 February 2015 (Washington DC)

26 February 2015 (Monterey CA)

PROPOSERS' DAY



NIST



AGENDA



- **General Information**
- **Award Instrument**
- **Eligibility**
- **Foreign Participation**
- **Cost Share**
- **FOA Process**
- **Concept Paper Format**
- **Cost Proposal**
- **Evaluation Criteria**
- **Review and Selection Process**
- **Notification – Concept Papers**
- **Notification – Negotiation – Award Process**
- **Submission Requirements**
- **Schedule**



GENERAL INFORMATION



- ***Request all questions regarding this program be deferred to notecards***
 - *Questions will be answered at the end of the day (as time permits)*
 - *All briefings, questions and answers will be posted to FedBizOps and Grants.gov*



GENERAL INFORMATION



Read the FOA Instructions!



- ***Proposal Due Date & Time***
- ***Proposal Requirements, Sections***
- ***Page Limitations***



GENERAL INFORMATION



Recommend registering for updates on any Government opportunity

The screenshot shows the FEDBIZOPPS.GOV website. The header includes the site name and navigation tabs: Home, Getting Started, General Info, Opportunities (highlighted), Agencies, and Privacy. Below the header, there's a section for the 'Institute for Manufacturing Innovation - Flexible Hybrid Electronics Manufacturing Innovation Institute'. It lists the Solicitation Number (FOA-RQKM-2015-0014), Agency (Department of the Air Force), Office (Air Force Materiel Command), and Location (AFRL/RQK - WPAFB). A blue arrow points to the 'Watch This Opportunity' button in the 'Notice Details' section. Other buttons visible are 'Return To Opportunities List' and 'Original Synopsis'. A sidebar on the right shows 'ALL FILES' with a link to 'Special Notice - Proposer Day Announcement'.

EW GRANT OPPORTUNITY



FOA-RQKM-2015-0014
Flexible Hybrid Electronics Manufacturing Innovation Institute
Department of Defense
Air Force -- Research Lab

SYNOPSIS DETAILS | **VERSION HISTORY** | **FULL ANNOUNCEMENT** | **APPLICATION PACKAGE**

[Print Synopsis Detail](#)

The synopsis for this grant opportunity is detailed below, following this paragraph. This synopsis contains all of the updates to this document that have been posted as of 1/23/2015. If updates have been made to the opportunity synopsis, update information is provided below the synopsis.

If you would like to receive notifications of changes to the grant opportunity click [send me change notification emails](#). The only thing you need to provide for this service is your email address. No other information is requested.

In the event of any inconsistency between the original printed document and the disk or electronic document shall be resolved by giving precedence to the printed document.

General Information

Document Type: Grants Notice
Funding Opportunity Number: FOA-RQKM-2015-0014
Funding Opportunity Title: Flexible Hybrid Electronics Manufacturing Innovation Institute
Opportunity Category: Discretionary

Posted Date: Jan 23, 2015
Creation Date: Jan 23, 2015
Original Closing Date for Applications: May 29, 2015
Current Closing Date for Applications: May 29, 2015
Archive Date: Jun 28, 2015





AWARD INSTRUMENT



- **Project Authority: 10 U.S.C. 2358 Research and Development Projects as further defined by 31 U.S.C. 6305 using Cooperative Agreements**
- 10 USC 2358 states:
- Authority.— The Secretary of Defense or the Secretary of a military department may engage in basic research, applied research, advanced research, and development projects that—
- (1) are necessary to the responsibilities of such Secretary's department in the field of research and development; and
- (2) either—
 - (A) relate to weapon systems and other military needs; or
 - (B) are of potential interest to the Department of Defense.



ELIGIBILITY



- **A “Restricted Solicitation”.**
 - Limited to U.S. Non-Profit Organization
- **Partnerships & Teaming arrangements**
 - Universities (Prime)
 - Partnership shall be proposed with a cluster of manufacturing firms and associated institutes
 - Non-Profit (Prime)
 - Partnership shall be proposed to engage universities for applied research



ELIGIBILITY (cont'd)



- **Federally Funded Research and Development Centers (FFRDCs)**

- Are not eligible to receive awards under this solicitation or exclusively team with an offeror prior to the award
- Encouraged to collaborate with all offerors during solicitation
- May enter into teaming arrangements with Institute following award
 - Provided that FFRDC is permitted to do so by charter, statute and Government sponsor
- Institute is encouraged to seek collaborations to transition technology from FFRDC research laboratories to manufacturing process scales

- **Federal Government Organizations**

- Federal government laboratory personnel may not participate in any proposal prior to award or may not serve as technical projects leads, or be involved in the management or administration of the Institute
- After award, the Institute is anticipated to interact with federal government organizations in a manner compatible with their respective purposes/missions



FOREIGN PARTICIPATION



- **Prime Recipient must be a domestic source**
 - Must be registered as a U.S. Organization
- **Foreign participants may utilize the institute:**
 - When activities are determined not to contain or generate ITAR information.
 - On applied research projects (to be addressed on a case-by-case basis).



COST SHARE



- Manufacturing Innovation Institutes are expected to have a minimum of 1:1 cost share
 - Additional cost share beyond 1:1 is encouraged in order to support a more robust FHE-MII
- May include:
 - State & Local Funding (not originating from Federal \$)
 - Private Sector Investment
 - In-Kind Cost Sharing
 - Equipment, facilities, man-power (see OMB Circulars, DoDGARs)
- Quality & Extent of Cost Share is in Eval. Criteria:
 - Source of Cost Share
 - Quality/Applicability of in-kind cost share to operation of the Institute.



PROCESS – 2 step



- **FIRST STEP – Concept Paper**
- **SECOND STEP: Full Proposal**
 - Offerors whose concept papers meet the needs of the Government will receive invitations to submit full proposals
- **ONLY CONCEPT PAPERS ARE BEING SOLICITED AT THIS TIME**



CONCEPT PAPER FORMAT



CONCEPT PAPER FORMAT (MAXIMUM = 45 PAGES)
SECTION 1 – Cover Page, Table of Contents (Excluded from the page count)
SECTION 2 - Quad chart (format in Appendix B) (Excluded from page count)
SECTION 3 – Business Plan including period of performance and task objectives
SECTION 4 – Technical Plan
SECTION 5 – Educational & Workforce Development Plan (approximately 3 pgs)
SECTION 6 – Example Annual Program Plan (Excluded from page count) (Example provided in FOA Appendices)
SECTION 7 – (2) Example Project Calls (Excluded from page count)
SECTION 8 – Technical References (Excluded from the Page Count)
SECTION 9 – Biographies of key personnel (Two page each max, excluded from page count)
SECTION 10 – Rough order of magnitude cost



TECHNICAL OVERVIEW



**BRIEFING TO BE PROVIDED
IMMEDIATELY FOLLOWING**



COST PROPOSAL



- **Broken out into two sections:**
 - Terms & Conditions Section
 - Cost Section (Institute Structure, Applied Research Project Examples)
 - While no page limit, goal is not more than 100 pages.
- **Please provide details:**
 - Breakout of all costs by year
 - Labor hours (mix and type), material costs, sub-recipient cost (breakout)
 - Supporting documentation (basis for cost estimate)
 - Vendor quotes for equipment/material etc.
 - Basis for travel estimates etc.



EVALUATION CRITERIA



- Multi-Agency Scientific/Technical Review
 - Not a FAR Part 15 Source Selection Process
 - Evaluation Team is “Government Only”
- Evaluation Process
 - Preliminary review for proposal completeness, eligibility requirements, conformance with FOA requirements.
 - Individual Proposals will be evaluated against the evaluation criteria
 - Proposals are categorized in one of three categories
- Award Selection:
 - Based on overall merit of proposal in response to the FOA, Agency need, and Available funding.



PROPOSAL EVALUATION CRITERIA

(CONCEPT PAPERS AND FULL PROPOSALS)



- The selection of a source for the Flexible Hybrid Electronics Institute will be based on an evaluation of each proposal to determine the overall merit of the proposal in response to the announcement, as well as on Agency need and funding availability.
- The following criteria are listed below, and segregated as Technical criteria and Cost/Price criteria. Cost/Price is a substantial factor, but ranked as the second order of priority after Technical factors. Within the Technical criteria section, the criteria are listed in a ranked order of descending priority. For example, 1) Business Plan is most important, followed closely by 2) Technical Plan / Scope. All criteria need to be addressed within the proposal. Bullets further describing each criterion are of equivalent importance.

- **I. TECHNICAL**

- 1) Business Plan
- 2) Technical Plan/Scope
- 3) Education and Workforce Training Plan

Descending
Order of Priority



- **II. COST/PRICE**



TECHNICAL PROPOSAL EVALUATION CRITERIA



I. TECHNICAL

1) Business Plan

- a) **Management and Operations:** Responses shall be evaluated on the vision and plan for the proposed Director Leadership, organization and operation of the Institute to include: the availability, qualifications, and experience of the proposed management personnel; intellectual property management; the level and role of academic institutions, multiple tiers of industry, end users, networked institutes, and federal and non-federal government participation as appropriate. Responses will also be evaluated on the quality of their Business Integration Strategy
- b) **Physical Infrastructure (Innovation Manufacturing Center(s)):** Responses shall be evaluated on the infrastructure concept in context with the overall program. (If more than one IMC is envisioned, the infrastructure concept will be evaluated on how the different IMCs will interact and be resourced.)
- c) **Attaining self-sufficiency:** The management and operation requirement shall be evaluated on the anticipated Institute structure after the 5 year base federal funding and concepts for achieving self-sufficiency.
- d) **Cost Share:** Quality and extent of the desired 50/50 cost share in terms of the source of the cost share, and the quality/applicability of any in-kind cost share to the operation of the Institute.
- e) **Defense and Economic Impact:** The Institute shall be evaluated on the U.S. economic impact (job creation, spin-off companies, etc.) of technology transition for commercial applications as well as the business plan and technical vision to establish mechanisms for working with DOD agencies to support technology transitions to Program Offices.



TECHNICAL PROPOSAL EVALUATION CRITERIA (cont'd)



2) Technical Plan / Scope

- a) **Technical Strategy**: The response shall be evaluated on how the Institute operations will integrate technical strategies to demonstrate Flexible Hybrid Electronics manufacturing innovation.
- b) **Technology Platform Demonstration**: Relevance and potential impact of technology platform demonstrations to defense systems and other government/commercial applications. The response shall be evaluated on how the technology platform demonstrations shall be used to demonstrate manufacturing capabilities that will advance the industry and military base in the respective technology focus. The application focus for the two example projects in the project calls are the Technology Platform Demonstrations.
- c) **Technical Personnel Qualifications**: The qualifications, capabilities and experience of the proposed technical personnel.

3) Workforce & Education Development Plan

- The responses shall be evaluated on the degree of integration of educational and workforce/professional development and training integral to the Institute business and technical plan.



COST PROPOSAL EVALUATION CRITERIA



II. COST/PRICE

- Realism of the proposed cost and consideration of proposed budgets and funding profiles. Cost Realism will ensure proposed cost:
 - Is realistic for work to be performed
 - Reflects a clear understanding of the requirements
 - Is consistent with the unique methods of performance and material described in offerors' technical proposals



REVIEW AND SELECTION PROCESS



- **Category I:** Demonstrates technical merit. Is important to agency programs. The offeror presents relevant experience and access to adequate resources. Risk is acceptable. The cost/price is reasonable and realistic. Proposals in Category I are recommended for acceptance (subject to availability of funds) and normally are displaced only by other Category I proposals.
- **Category II:** Demonstrates technical merit; is important to agency programs; and presents relevant experience and access to adequate resources; but requires further development. Risk is acceptable. The cost/price is reasonable and realistic. Category II proposals are recommended for acceptance, but at a lower priority than Category I.
- **Category III:** Does not demonstrate technical merit; does not meet agency needs; does not present adequate experience or resources; the risk level is unacceptable; or the cost/price is not reasonable or realistic.



NOTIFICATION CONCEPT PAPERS



- **Evaluation notifications sent 28 April 2015**
 - Letters will be sent to all those who submit a concept paper
 - Recommend unsuccessful concept paper proposers team with other entities
- **Full proposals will be requested at this time**
- **Site visits may be scheduled**
 - Anticipated mid July 2015



NOTIFICATION – NEGOTIATION & AWARD



- Evaluation notifications sent mid-August
- **Selection for Negotiation Notification is not to be construed as an “assured award”**
 - Schedule – Award mid September 2015
 - Successful Negotiations are pre-requisite
 - Inability to come to agreement on terms and conditions of a Cooperative Agreement within our schedule may result in moving to another recipient
- Scheduled Award Date - Mid September 2015



SUBMISSION REQUIREMENTS



CONCEPT PAPERS:

- Concept papers cannot be submitted online
 - Submit three (3) hard copies and one (1) copy on CD or DVD and mail to the Contracting POC as identified in the FOA
 - Be advised, if the U.S. Postal Service is used, the building only receives U.S. Postal Mail twice a week and delivery by that means may not meet the proposal due date and time established herein. Early concept paper and proposal submission is encouraged.

FULL PROPOSALS:

- Full proposals for Grants or Assistance must be submitted directly with a hard copy to the AFRL contracting POC listed in the FOA

OR

- May be submitted via grants.gov government-wide electronic portal
 - You MUST notify your contracting POC before the stated proposal due date and time of this notice if you decide to submit your proposal electronically or your proposal will not be considered

NOTE: Proposals received after the due date and time shall NOT be evaluated or considered for an award by the Government



SCHEDULE



Milestone

Date

— Concept Paper Phase

- BAA Launched
- Proposer's Day
- Concept Papers are Due
- Concept Paper Evaluations Complete
- Evaluation Notification

10 February 2015

19 & 26 February 2015

2:00 p.m. ET 27 March 2015

Week of 20 April 2015

28 April 2015

– Proposal Phase

- Proposals are Due
- Proposal Evaluations Complete

Upon Request (anticipate mid June)

Week of 24 July 2015

– Agreement Award Phase

- Negotiations Complete
- Agreement award

Late August 2015

Mid-September 2015