NC Coalition for Defense Research <NC CDR>

Welcomes you to

Unlocking Defense Funding for Researchers



What is the NC Coalition for Defense Research?

<u>The Purpose of the NC CDR</u> is to advance the collaboration among NC University researchers, the NC Innovation ecosystem, and the Defense sector to better identify, understand and pursue early stage research in support of national defense.

<u>Vision:</u> NC grows to a top 10 state for annual DOD basic research spending and establishes itself as the **"go to" state for national security research**.

Tasks: Facilitate targeted **DoD connections**. Broaden NC and DoD researcher network. Socialize, educate, mentor NC researchers seeking DoD funding.

<u>Membership:</u> NC CDR membership is voluntary and free. It consists of NC University Offices, state and public private organizations who are committed to advancing NC research for Defense.

<u>Members commit to:</u> Helping educate, inform, mentor, and encourage university researchers to pursue Department of Defense and Department of Homeland Security National Defense research. Supporting and hosting NC CDR events. Collaborating and sharing information among the collective when applicable.

UNC System ECU UNC-CH UNCW UNCC NC A&T NCSU DUKE NC INNOVATION INNOVATE CAROLINA NSIN NCMBC NC DOC STI INSTITUTE FOR CONVERGENT SCIENCE

NCMBC

NCMBC serves as the NC CDR central POC to facilitate communication and collaboration among its members. Functions include:

- Identification and distribution to NC CDR of relevant Defense Information & Networking Events
- Outreach to DOD and DHS agencies on behalf of the NC CDR
- Planning and conducting bi-monthly hybrid webinars
- Facilitating understanding, communications and teaming among members
- Serving as the single POC for member concerns, questions, suggestions
- Growing NC CDR membership

Note that NCMBC does not replace or usurp organizations, rather assists with coordinating member efforts to educate and inform NC researchers.

Information dissemination is between NCMBC and NC CDR members, who then determine further distribution to their respective networks.

For more information or to join: Dennis Lewis <u>lewisd@ncmbc.us</u>. 703-217-3127

Why the NC Military Business Center

- The NCMBC is a statewide, business development and technology transition entity of the State of North Carolina, embedded in the state's community colleges and headquartered at Fayetteville Technical Community College
- Totally State-funded (no fee or charge for services), the NCMBC is the only statewide, military-focused economic development entity in the US, and the only NC entity solely focused on growing the defense economy through existing industry

Mission, Goals and Outcomes

Mission: To leverage military and federal business opportunities to expand the economy, grow jobs and improve quality of life

Goals and Operations:

- 1 Increase federal revenues for businesses
- 2 Support integration of military into workforce
- 3 Support defense-related business recruitment
- 4 Support technology transition to federal agencies

Outcomes: Contracts (6,067), revenues (\$18.05 billion), jobs!



Operations

Business Development

- Assist businesses in identifying,
 understanding, pursuing and winning
 Federal Funding Opportunities
- Standard Federal Acquisition Processes
- Experienced BD Managers located throughout the state
- MatchForce.org. Free automated federal opportunity finder
- https://www.ncmbc.us

Technology Transition

- Provides education, outreach, networking and liaison to enable elements of the NC Innovation Ecosystem to address complex National Security problems.
- Simplified Acquisition Processes (CSO, OTA, Grants, SBIRs)
- Experienced Defense Mentors
- NC Defense Technology Transition Office https://deftech.nc.gov

Market Intel Teaming 1 on 1 Counseling Training Webinars State Wide Events

Institute for Convergent Science & Innovate Carolina UNC-CH

Innovate Carolina is UNC-Chapel Hill's department for innovation, entrepreneurship and economic development that provides a full-scale hub designed for today's problem solvers: innovation-minded faculty, students and community partners who use their ingenuity to nudge the world forward. https://innovate.unc.edu/

The <u>UNC Institute for Convergent Science</u> "puts UNC Research to work" by building and supporting imaginative teams with disciplined practices in spaces designed for collaboration. Through creative partnerships and its "Ready, Set, Go" innovation framework, the Institute for Convergent Science help move ideas from basic research into transformative applications. <u>https://convergent.unc.edu</u>

Greg Copenhaver, PhD, is the Director of the Institute for Convergent Science and Chancellor's Eminent Professor of Convergent Science. He serves as Associate Provost and holds joint appointments in the Department of Biology and the Integrative Program for Biological and Genome Sciences. Dr. Copenhaver also serves on the NC Board of Science Technology and Innovation and works to bring multidisciplinary teams together to address society's most intractable problems to benefit the citizens of North Carolina and beyond. The **UNC Institute for Convergent Science** is a panuniversity hub that finds solutions to pressing technological or social problems that align with the strategic research priorities of UNC-CH by bringing together teams with broad expertise to work on problem-driven, innovation-oriented science.



Institute for Convergent Science

READY

•<u>CONVERGE</u> •Team Building •Innovation Space •Ideation •Design Thinking •Collaborate

SET

DEVELOP
Pre-Commercial
Lab Space
Prototyping
Proof-of-Concept
AGILE Program
External Grants
Faculty Fellows
Innovation Postdocs

Go

LAUNCH
Innovation to Market
Startup
Licensing
Commercialization
Innovate Carolina
KVS



Wise Investigator

Unlocking Defense Funding for Researchers

7 January 2025 Hosted by the North Carolina Coalition for Defense Research

Julia Barzyk, PhD



Topics

- 1. Why Consider DOD Funding?
- 2. The DOD Approach to Funding
- 3. Connecting with People at DOD
- 4. Next Steps

1. Why Consider DOD Funding?

No

Reasons to Pursue DOD Funding

- DOD supports high-risk research
- DOD supports interdisciplinary research
- Your research may be transitioned
- Some program have relatively high acceptance rates

What research is DOD interested in?

DOD's Critical Technology Areas

- Biotechnology
- Quantum Science
- Future Generation Wireless Technology
- Advanced Materials
- Trusted AI and Autonomy
- Integrated Network Systems-of-Systems
- Microelectronics

- Space Technology
- Renewable Energy Generation and Storage
- Advanced Computing and Software
- Human-Machine Interfaces
- Directed Energy
- Hypersonics
- Integrated Sensing and Cyber

But, basic research is needed to support development of these technologies.

Challenges around DOD Funding

- Seen as hard to 'break in'
- Websites & program organization difficult to navigate
- Research security concerns

The Research Funding Process



Grant Writing

Everything else

2. The DOD Approach to Funding

and the second second

Types of Funders (examples)

<u>Community-driven</u>

NSFNIH

Mission-driven

- DOD
- DOE
- EPA
- ARPA-H

Both types can support basic research.

Comparison of Funder Types

Community-driven

- Strategy guided by scientific community
- Mostly basic research
- Consensus-based decisions
- Organized by traditional discipline
- Non-technical aims also driven by community

Mission-driven

- Strategy determined by org itself
- Basic, applied, or mix
- Individual-based decisions
- May not be organized by traditional discipline
- Non-technical aims decided internally

Consensus- versus Individual-based Decisions

- Risk tolerance
- Perceived fairness
- Direct competition versus 'one-offs'
- Role of manager
- Level of standardization and flexibility in processes





What Makes Getting DOD Funding Easier

- More vetting at the pre-proposal stage
- Less reliance on consensus decision making
- Fewer hard boundaries between disciplines

If you submit blind, you will not benefit from these advantages.

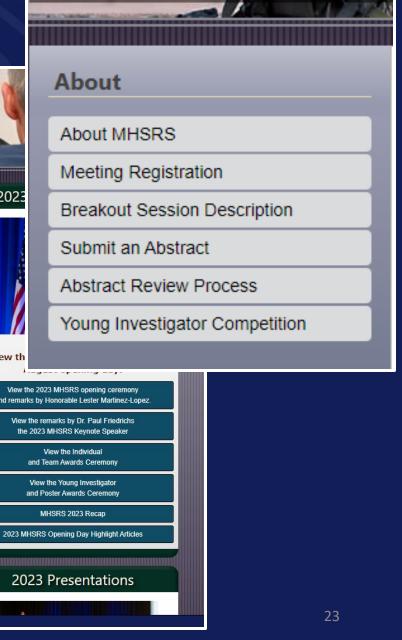
In fact, your chances will be <u>worse</u> than with other funders.

3. Connecting with People at DOD

Conversations with Funders

- Email
- Phone
- Social media
- Audio calls
- Video calls
- In-person





The Pre-proposal Stage

Pitching ideas

- Informal conversations
- Slides
- Whitepapers
- Research menu
- Pre-proposal
- Gathering letters of support / collaboration
- Follow up (before and after proposal submission)

Building and Maintaining Relationships

- With funder points of contact (e.g., program officers)
- With DOD researchers

Understand the value of starting small

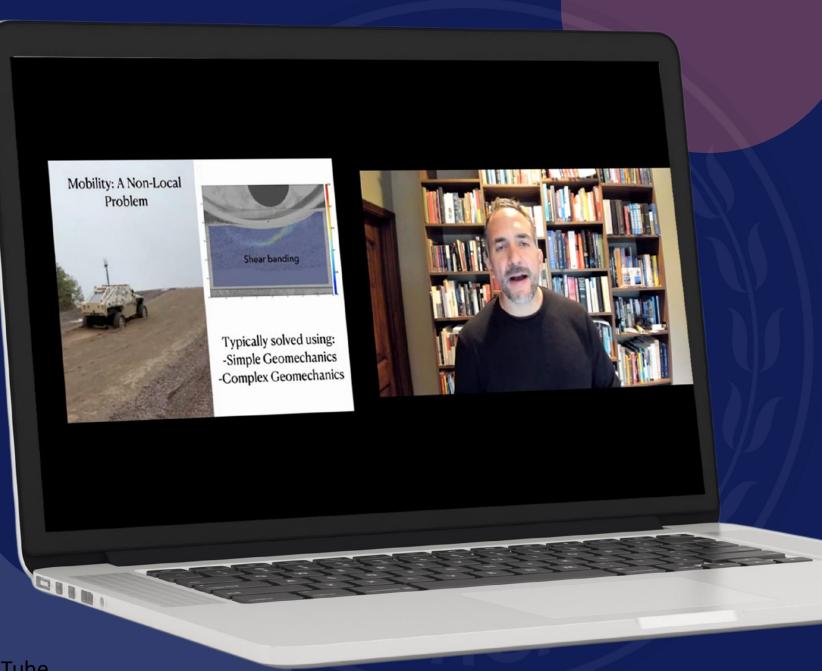


Photo from YouTube



Small grants are the foundation for future, larger-scale projects

4. Taking the Next Steps

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Unlocking DOD Funding

Unlocking DOD Funding for University Researchers is presented by Julia Barzyk, PhD, a former DOD funding agency program manager. The course contains the following lessons:

- 1. Why Consider DOD Funding
- 2. The DOD Approach to Funding 3. DOD Funding Organizations

4. DOD Programs

5. How to Search for DOD Funding

6. How to Learn what DOD has Funded

7. Connecting with People at DOD 8. Taking the Next Steps

When you access the course, your email will be added to the *Wise Investigator Newsletter* list. This newsletter provides strategies, factics, and helpful information to help you have success getting your research funded. The newsletter is also free, and you can unsubscribe at any time.

DOD Organizations Overview (examples)

Through the Services

- Air Force Office of Scientific Research (AFOSR)
- Army Research Office (ARO)
- Office of Naval Research (ONR)

DOD-level organizations

- Defense Advanced Research Projects Agency (DARPA)
- Defense Threat Reduction Agency (DTRA)
- Strategic Environmental Research and Development Program (SERDP) & Environmental Security Technology Certification Program (ESTCP)

DOD Health-related Funding (examples)

- Army Medical Research and Development Command (MRDC)
 - Walter Reed Army Institute of Research (WRAIR)
 - Congressionally Directed Medical Research Programs (CDMRP)
- Navy Medicine Research & Development (NMR&D) enterprise
 - Naval Health Research Center (NHRC)
- Defense Threat Reduction Agency (DTRA)

DOD Programs (examples)

- Single Investigator or 'core' programs
- Multidisciplinary University Research Imitative (MURI)
- Defense University Research Instrumentation Program (DURIP)
- Historically Black Colleges & Universities (HBCU) / Minority-Serving Institution (MI)
- Defense Established Program to Stimulate Completive Research (DEPSCoR)
- Conferences
- Young Investigator Program (YIP) / Early-Career Program (ECP)

But stay focused on what research you want to do

Young Investigator Program (YIP) & Early Career Program (ECP)

Last updated 16 March 20

Major US early-career university research funding programs (see NOTES on next page)

Click	here 1	for an e	expla	iner vi	ideo!

Funder	Name	Proposal due	Preproposal required?	PI eligibility	Amount funded	No. won most recent year	Proposals received
NSF	CAREER	July	No	Must meet all the following: -Hold at least 50% tenure-track position as assistant professor or equivalent -Be untenured	\$500k/5 years	~1,000	-
DOE	<u>Office of</u> <u>Science</u> <u>Early Career</u> <u>Research</u> <u>Program</u>	<u>April</u>	Yes (due January)	-Received doctorate on or after 01 January 2011 (will go down to 10 years after PhD in 2025 and beyond). Note: extensions may be requested due to life events -Untenured assistant/associate professor on tenure track	\$875k over 5 years	<u>~70</u>	-
AFOSR	Young Investigator Program	June	Whitepaper required (due April)	U.S. citizen, national or permanent resident, tenure-track position, 7 years from PhD	\$450k over 3 years	<u>48</u>	159
ARO	Early Career Program	Rolling	No	U.S. citizen, national or permanent resident, held tenure-track position fewer than 5 years	\$360k over 3 years		-
DARPA	Young Faculty Award	<u>February</u>	No, but executive summary 'strongly encouraged' (due Dec.)	One of the following: -Current tenure-track assistant/associate professor -Current tenured faculty within 3 years of their tenure date -An equivalent at a non-profit research institution within 12 years of receipt of PhD	\$500k over 2 years	<u>30</u>	-
ONR	Young Investigator Program	<u>April</u>	No	U.S. citizen, national or permanent resident, holding first or second tenure-track position, received PhD on or after 01 January 2017	\$750k/3 years	<u>24</u>	220
<u>NIH</u>	<u>K awards</u> (mentored)	Varies	Check each opportunity	U.S. citizen or permanent resident, check each opportunity	<u>Varies</u> , 3-5 year duration	-	-



What you need to know about the various types of letters you may need for your...

Searching for DOD Opportunities

AGENCY:	-	AGENCY: -	AGENCY: -	
ACC APG - Natick [DOD-AMC-ACCAPGN] (1) ACC-APG-Detrick [DOD-AMC-ACCAPGD] (1) ACC-APG-Edgewood [DOD-AMC-ACCAPGE] (1) AFRL Kirtland AFB [DOD-AFRL-AFRLDET8] (2) Air Force Research Lab [DOD-AFRL] (8) Air Force Academy [DOD-USAFA] (1) Air Force Office of Scientific Research [DOD- AFOSR] (9)	•	 DARPA - Strategic Technology Office [DOD-DARPA-STO] (1) DARPA - Tactical Technology Office [DOD-DARPA-TTO] (1) Defense Threat Reduction Agency [DOD-DTRA] (2) Department of Defense [DOD] (4) Dept of the Army Materiel Command [DOD-AMC] (11) 	[DOD-AMC-MICCESH] (1) Munitions Directorate [DOD-AFRL-RW] (2) National Geospatial-Intelligence Agency [DOD-NGIA] (1) NAVAIR [DOD-ONR-AIR] (1) Naval Facilities Engineering Command Southwest [DOD-ONR-FAC-N62473] (2) Naval Information Warfare Center Pacific [DOD-ONR-NIWCPAC] (1)	AGENCY: USACE Portland District [DOD-COE-PORT] (1) USAF 347 Contracting Squadron [DOD-AF347CS] (1) Walla Walla District [DOD-COE-WW] (1)
AGENCY:	-	AGENCY: —	AGENCY: —	 Washington Headquarters Services [DOD-WHS] (4) All Department of Education [ED] (21)
AFOSRJ (9) DARPA - Biological Technologies Office [DOD- DARPA-BTO] (4) DARPA - Defense Sciences Office [DOD-DARPA- DSO] (2) DARPA - Information Innovation Office [DOD- DARPA-I2O] (2) DARPA - Microsystems Technology Office [DOD DARPA-MTO] (3)	•	AMC] (11) Dept. of the Army Corps of Engineers [DOD- COE] (3) Dept. of the Army USAMRAA [DOD-AMRAA] (99) Engineer Research and Development Center [DOD-COE-ERDC] (10) Fort Worth District [DOD-COE-FW] (7) Mission and Install. Cmd. JBSA Ft. Sam Houston [DOD-AMC-MICCFSH] (1)	 Naval Research Laboratory [DOD-ONR-NRL] (2) Naval Supply Systems Command [DOD-ONR-SUP] (1) NAVFAC Atlantic [DOD-ONR-FAC-NAVFACATL] (1) NSWC - CRANE [DOD-ONR-SEA-CRANE] (1) Office of Local Defense Community Cooperation [DOD-OEA] (2) Office of Naval Research [DOD-ONR] (6) 	+ All Department of Energy [DOE] (57)

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Broad Agency Announcements (BAAs)



Air Force Office of Scientific Research (AFOSR)

BAAs: Topic Areas

E AFRLI-ONE FIGHT RLand requirements of th

The focus of AFOSR is on research areas that offer significant and comprehensivand peacekeeping capabilities.

These areas are organized and managed in four scientific divisions:

Engineering and Complex Systems

Leads the discovery and development of the fundamental and integrated science flight.

Information and Networks

Leads the discovery and development of foundational issues in mathematical, in sciences

Physical Sciences

Leads the discovery and transition of foundational physical science to enable air,

Chemistry and Biological Sciences

Leads the discovery and development of innovative fundamental science addres issues.

Game-Changing Thermodynamics Concepts and Innovative Energy Conversion:

Thermodynamics provides insights into energy conversion processes and the foundation to developing potentially game-changing energy-conversion approaches. It also establishes the thermodynamic foundation and framework to analyze the energy requirement and efficiency of propulsion systems and non-propulsive subsystem functions of increasingly significant energy needs. The following topics are of particular interest:

- Learning-based, intelligent thermodynamics framework for analyzing multi-scale, non-equilibrium physical and chemical processes, potentially leading to unconventional, game-changing energy conversion processes that potentially offer significantly higher than normal efficiency and other favorable attributes;
- Thermodynamics foundation and energy optimization for information processing systems.
- Novel, highly efficient approaches to electric propulsion.
- Other non-thermal, reduced-thermal and hybrid energy conversion processes, possibly of non-equilibrium nature, for future propulsion and subsystems, with particular interest in UAVs and robotic platforms;
- Combustion at extremely short time-scales, such as detonation-based processes (e.g. as potential gamechanging propulsion approaches) and meld exothermic processes (e.g. biologically inspired energy conversion processes for UAV and robotic applications)
- Multi-functional fuels: (1) endothermic fuels and systems and (2) aviation fuels from new sources with economic and security advantages and related conversion processes;
- Unconventional formation mechanisms of large and complex carbon-based molecules, compounds and clusters at combustion, thermal or other interesting conditions, relevant to Air Force propulsion, energy and other interests;

Proposers are highly encouraged to contact the Program Officer prior to developing a full proposal, preferably by email, to discuss the current state of understanding, how the research would advance it, the approximate cost for a three-to five-year effort, and if there are any specific submission target dates.

DR. CHIPING LI, AFOSR/RTA1 Email: energy@us.af.mil

BAAs: Reading the Announcement

SORT BY: Posted Date (Descending)	≎ Update Sort		DATE RANGE:	Update	Date Range
Opportunity Number	Opportunity Title \$	Agency \$	Opportunity Status \$	Posted Date	Close Date
FOAAFRLAFOSR20240008	Fiscal Year (FY) 2024 National Science Portal (NSP)	DOD-AFOSR	Posted	05/03/2024	07/26/2024
FOAAFRLAFOSR20240007	FY24 DEFENSE ESTABLISHED PROGRAM TO STIMULATE COMPETITIVE RESEARCH (DEPSCOR) – RESEARCH COLLABORATION (RC)	DOD-AFOSR	Posted	03/28/2024	11/25/2024
FOAAFRLAFOSR20240006	FY24 DEFENSE ESTABLISHED PROGRAM TO STIMULATE COMPETITIVE RESEARCH (DEPSCOR) CAPACITY BUILDING (CB)	DOD-AFOSR	Posted	03/28/2024	11/25/2024
FOAAFRLAFOSR20240004	Air Force Fiscal Year 2025 Young Investigator Program (YIP)	DOD-AFOSR	Posted	03/11/2024	06/21/2024
FOAAFRLAFOSR20240005	AFRL FY24 DATA ASSIMILATION CENTER OF EXCELLENCE	DOD-AFOSR	Posted	03/07/2024	06/18/2024
FOAAFRLAFOSR20240003	Fiscal Year (FY) 2025 Department of Defense Multidisciplinary Research Program of the University Research Initiative (MURI)	DOD-AFOSR	Posted	02/23/2024	09/06/2024
FOAAFRLAFOSR20249999	Test Forcast	DOD-AFOSR	Forecasted	02/21/2024	
FA9550-23-S-0001	Research Interests of the Air Force Office of Scientific Research	DOD-AFOSR	Posted	01/30/2023	
BAA-AFRL-AFOSR-2016- 0008	Air Force Defense Research Sciences Conference and Workshop Support	DOD-AFOSR	Posted	07/22/2016	



AIR FORCE OFFICE OF SCIENTIFIC RESEARCH BROAD AGENCY ANNOUNCEMENT

OVERVIEW INFORMATION

The Air Force Office of Scientific Research (AFOSR), hereafter generally referred to as "we, us, our, or AFOSR," manages the basic research investment for the U.S. Air Force and Space Force. As a part of the Air Force Research Laboratory (AFRL), our technical experts discover, shape, and champion research within AFRL, universities, and industry laboratories to ensure the transition of research results to support U.S. Air Force and Space Force needs. Using a carefully balanced research portfolio, our research managers seek to foster revolutionary scientific breakthroughs enabling the Air Force, Space Force and U.S. industry to produce world-class, militarily significant, and commercially valuable products.

To accomplish this task, we solicit proposals for basic research through this general Broad Agency Announcement outlining the U.S. Air Force Defense Research Sciences Program. We invite unclassified proposals that do not contain proprietary information for research in many broad areas. We expect to fund only fundamental research. Our research areas of interest are described in detail in section <u>A. Program Description</u>.

We anticipate many awards in the form of grants, cooperative agreements, contracts, technology investment agreements, or other transactions. We reserve the right to select and fund for award all.

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BAAs: Reading the Announcement, continued

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BAAs: Digging Deeper

APPENDIX III: DOD AND VA WEBSITES

PIs are encouraged to integrate and/or align their research projects with DOD and/or VA research laboratories and programs. Collaboration with DOD or VA investigators is also encouraged. Below is a list of websites that may be useful in identifying additional information about DOD and VA areas of research interest, ongoing research, or potential opportunities for collaboration.

Air Force Office of Scientific Research https://www.afrl.af.mil/AFOSR/

Air Force Research Laboratory https://www.afrl.af.mil

Armed Forces Radiobiology Research Institute https://afrri.usuhs.edu/home

Combat Casualty Care Research Program https://cccrp.health.mil/Pages/default.aspx

Congressionally Directed Medical Research Programs https://cdmrp.health.mil

Defense Advanced Research Projects Agency https://www.darpa.mil/

Defense Health Agency https://health.mil/About-MHS/OASDHA/Defense-Health-Agency

Defense Technical Information Center https://www.dtic.mil

Defense Threat Reduction Agency <u>https://www.dtra.mil/</u>

Military Health System Research Symposium https://mhsrs.health.mil/SitePages/Home.aspx

Military Infectious Diseases Research Program Naval Health Research Center https://www.med.navy.mil/Naval-Medical-Research-Center/R-D-Commands/Naval-Health-Research-Center/

Navy Bureau of Medicine and Surgery https://www.med.navy.mil/

Naval Medical Research Center https://www.med.navy.mil/Naval-Medical-Research-Center/

Navy and Marine Corps Public Health Center <u>https://www.med.navy.mil/Navy-Marine-</u> Corps-Public-Health-Center/Pages/Home/

Office of Naval Research https://www.nre.navy.mil/

Office of the Under Secretary of Defense for Acquisition, Technology and Logistics https://www.acq.osd.mil/

Telemedicine and Advanced Technology Research Center https://www.tatrc.org/www/

Uniformed Services University of the Health Sciences <u>https://www.usuhs.edu/research</u>

U.S. Air Force 59th Medical Wing_ https://www.59mdw.af.mil

U.S. Army Aeromedical Research



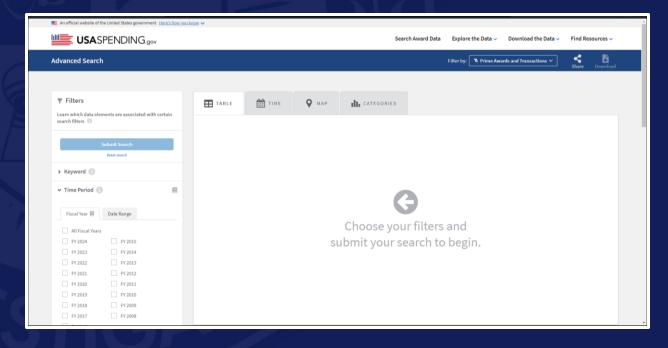


Army Medical Research and Development Command BAA

Learning What DOD has Funded

Defense Technical Information Center

- Program officers <u>and</u> non-POs
- LinkedIn
- USA spending.gov



Defense Technical Information Center (DTIC)



DEFENSE TECHNICAL INFORMATION CENTER PRESERVING KNOWLEDGE • CONNECTING PEOPLE • INSPIRING INNOVATION

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The Research Funding Process



Grant Writing

Everything else

Wise Investigator Free Resources



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Julia G. Barzyk, Ph.D.



Toward mutually beneficial collaborations Listen for how you can help.

Julia G. Barzyk, Ph.D.



Jun 30, 2024 Are you listening? How to listen better for funding success

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Aug 04, 2024 The processes of research funding Changing your expectations supports success.

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You are an Olympian Celebrate your accomplishments. Julia G. Barzyk, Ph.D.



Letting written documents speak to you Reading between and around the lines Julia G. Barzyk, Ph.D.



Jul 07, 2024 funders

One-on-one conversations with Listening for the 'why'

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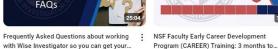






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