DARPA
CONNECT
DISCOVER · COLLABORATE · CONTRIBUTE

DARPAConnect@darpa.mil

DARPAConnect and the Innovation Ecosystem

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DARPAConnect: Breaking Down Barriers for Nontraditional Performers

DARPAConnect is designed to broaden DARPA's reach and stimulate growth and collaboration between DARPA and small businesses and education institutions new to the national security space.

- Focused on breaking down barriers for underrepresented, diverse, and nontraditional performers
- Assist with engagement of a more diverse pool of nontraditional performers
- Resources for disadvantaged performers to assist them in their proposals

For more information or to request assistance please email DARPAConnect@darpa.mil

Breakthrough Technologies and Capabilities for National Security

Create breakthrough, paradigm-shifting solutions
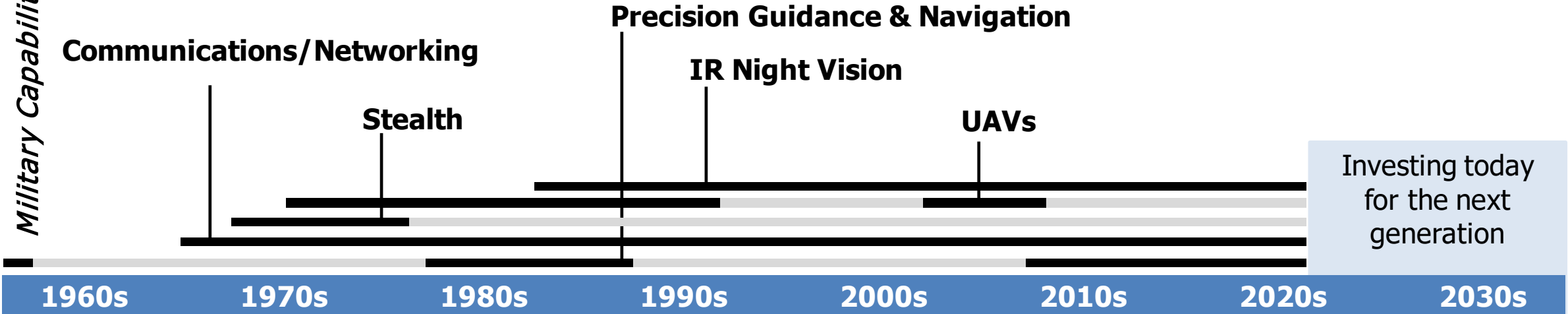
Accept and manage significant technology risk

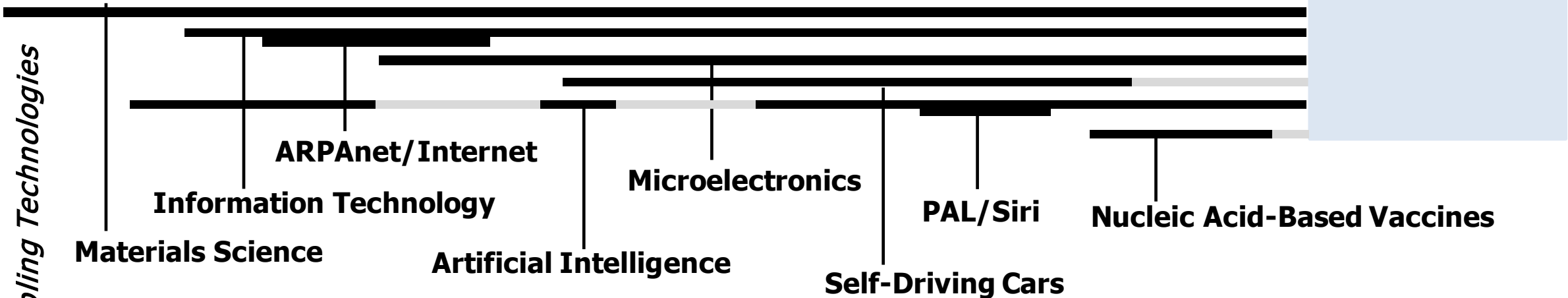**Disrupt or massively accelerate technology roadmaps**

DARPA's Role: Pivotal Early Investments that Change What's Possible

Military Capabilities

Precision Guidance & Navigation

Communications/Networking

IR Night Vision

Stealth

UAVs

Investing today for the next generation

1960s	1970s	1980s	1990s	2000s	2010s	2020s	2030s

Enabling Technologies

ARPAnet/Internet

Microelectronics

Information Technology

PAL/Siri

Nucleic Acid-Based Vaccines

Materials Science

Artificial Intelligence

Self-Driving Cars
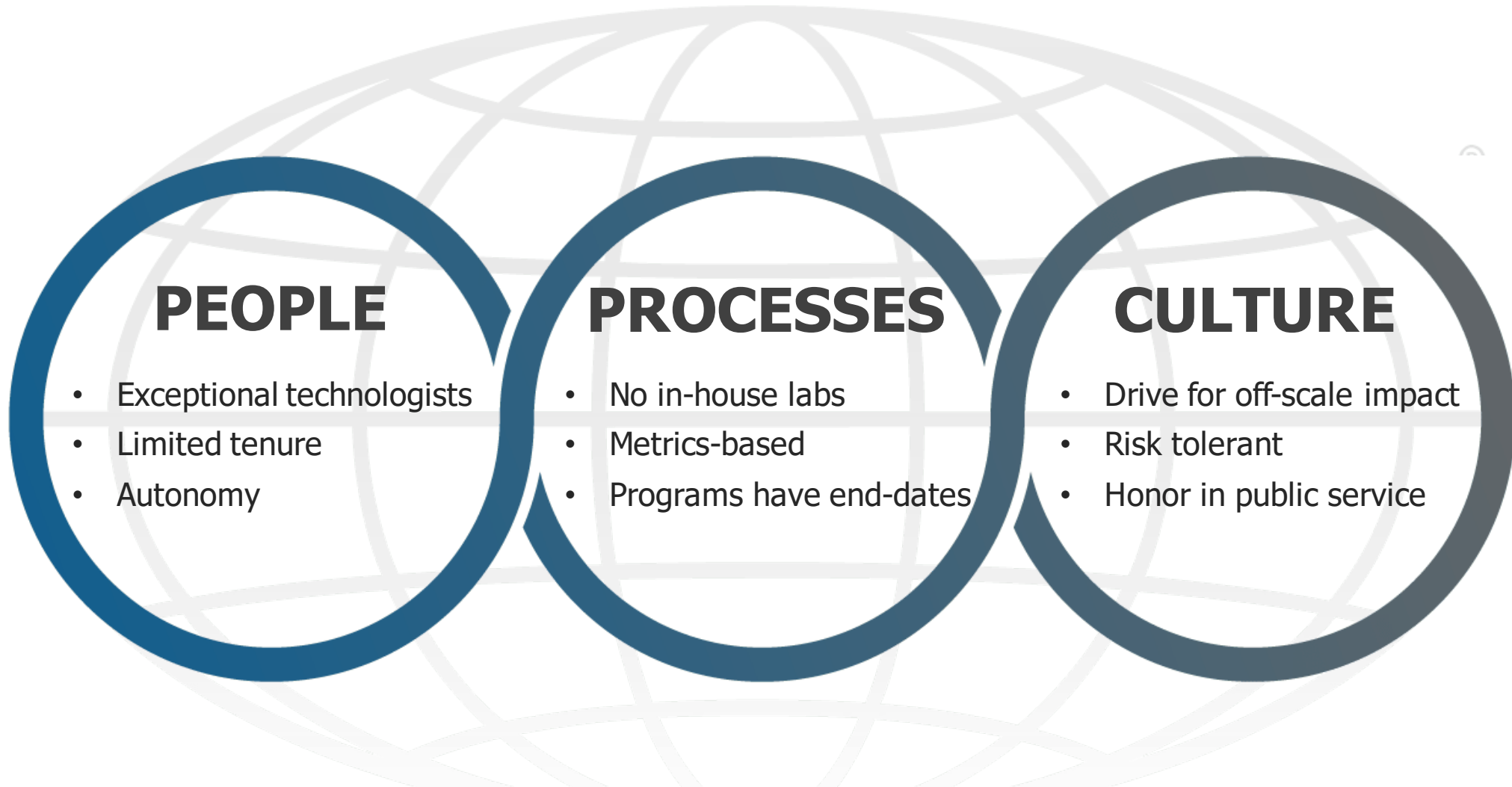
Breakthrough Technologies and Capabilities for National Security

PEOPLE
- Exceptional technologists
- Limited tenure
- Autonomy

PROCESSES
- No in-house labs
- Metrics-based
- Programs have end-dates

CULTURE
- Drive for off-scale impact
- Risk tolerant
- Honor in public service

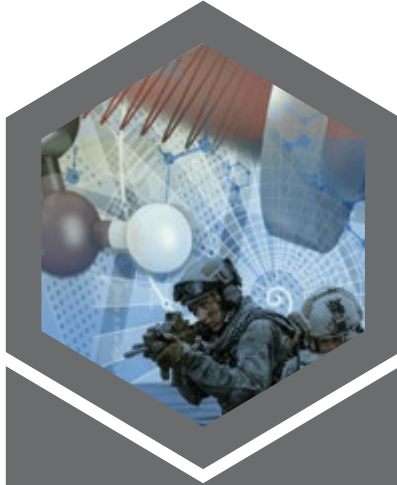DARPA's culture persists and the agency delivers

DARPA Technical Offices

Biological Technologies Office

- Maintain force readiness
- Tactical warfighter care and functional restoration
- Operational resilience and logistical security
- Biosensors and novel methods and materials

Defense Sciences Office

- Novel materials and structures
- Sensing and measurement
- Computation and processing
- Operations enablement
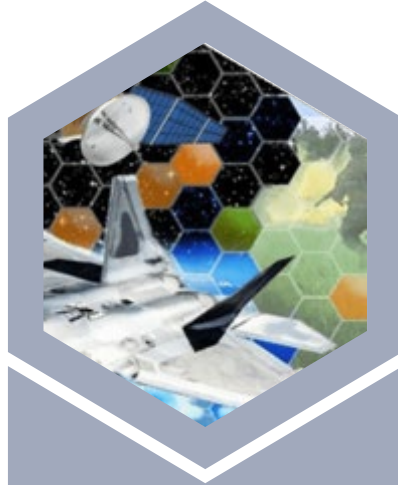- Collective intelligence
- Emerging threats

Information Innovation Office

- Proficient AI
- Advantage in cyber operations
- Confidence in the information domain
- Resilient, adaptable, and secure systems

Microsystems Technology Office

- Disruptive microsystems
- Edge processing
- Microsystems manufacture

Strategic Technology Office

- Advanced sensors and processing
- Battlefield effects
- Command, control, and communications
- System of autonomous systems
- Empowered human decision making

Tactical Technology Office

- Tactical systems
- Platforms, systems, and technologies that enable new warfighting constructs
- Reimagination of missions across maritime, ground, air, and space domains

Program Managers are the Coolest

DARPA Director

| Office Director Deputy Director | BTO leadership | DSO leadership | I2O leadership | MTO leadership | STO leadership | TTO leadership |

Program managers

Small Business Programs Office, Commercial Strategy

Supporting offices (technical support, legal, contracting…)
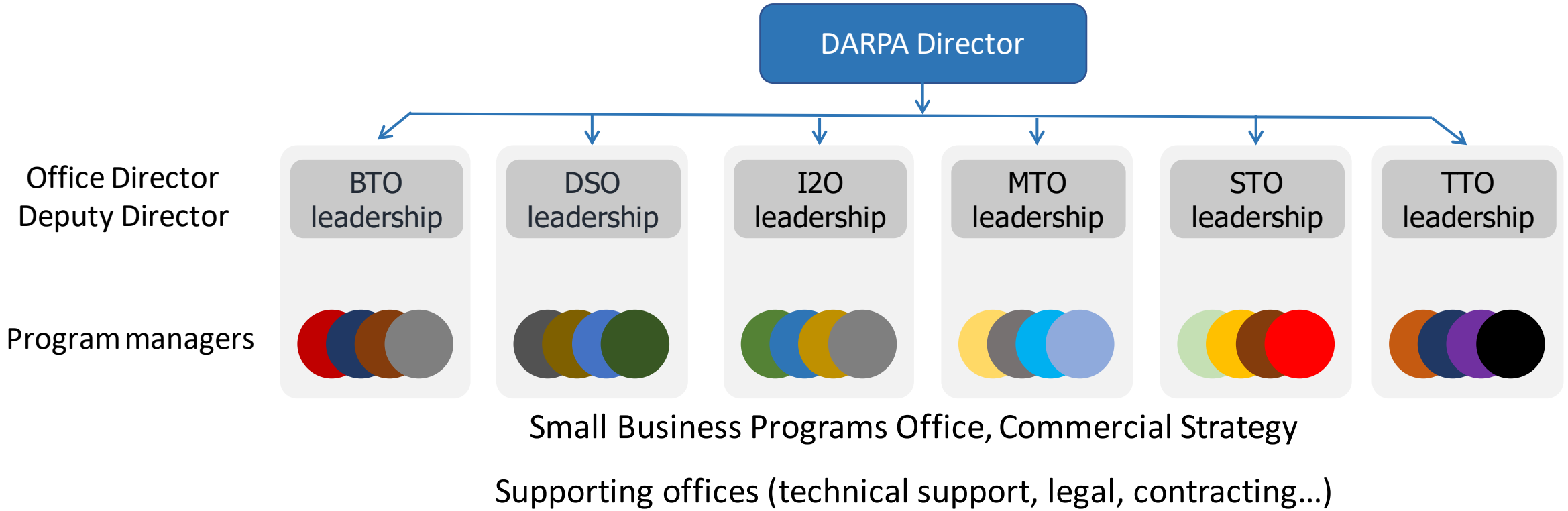
Program managers are forward-looking technology scouts who anticipate technological breakthroughs before they become strategic surprises for the nation

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Talk to a Program Manager

- Start with: www.darpa.mil
- Identify (if you can) the right PM
- Then, contact them (web page, email, visit)

Some Advice

- PMs are motivated by finding new and highly disruptive problems that will be the basis of new programs
- Generally, you should discuss ideas that might lead to new programs, not present your approaches for ongoing programs

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- PMs will be thinking about the Heilmeier catechism…so you should, too
- PMs are most receptive when you do their homework for them
- Listen to them!

Broad Agency Announcement (BAA)

DARPA BAA Types

Program BAAs

- Issued by DARPA Program Offices to seek solutions to specific problems or direct research focused on a particular topic

- Issued randomly as topics are approved

- Will identify the appropriate award mechanisms associated with that announcement

- May or may not permit Abstracts

Office-Wide BAAs

- One issued for each Program office on annual basis

- Mechanism to propose ideas not covered by Program BAAs

- Proposer recommends award mechanism

- All Office-wide BAAs permit Abstracts

Abstracts or "White Papers" – mechanism to run an idea by DARPA to determine its feasibility and get feedback on whether DARPA recommends the submission of a proposal

Doing Business with DARPA

Programs

- Represent most of DARPA's funding opportunities
- Open to all capable sources
- Proposals solicited through specific program BAAs
- Often multi-year, multi-disciplinary efforts
- Technology development to move from "possibility" to "capability"

Challenges

- Compete on unique DARPA R&D problems
- Tend to include phases with culminating events where winners win monetary or other prizes
- May result in a prize with up to a $10M fair market value

Seedlings, SBIR/STTR, Explorations

- Smaller, shorter projects
- From "disbelief" to "doubt"
- Inspire new program ideas

Seedlings

Submitted to each technical office

SBIR/STTR

darpa.mil/work-with-us/for-small-businesses/participate-sbir-sttr-program

Explorations

Funding vehicles at DARPA

Kind	Typical Award ($M)	Typical Duration (Months)	How	Purpose	Where to Begin
Program	0.5 to >50	48	BAA[1]	To solve a specific national security problem	Directly engage a PM interested in this technical area
Seedling	0.2 to 1	6-12	"Office-wide" BAA[2]	To provide key information to allow a PM to define a Program	
Explorations	1	18	PA[3]	To provide foundational work in an area of potential interest for a future Program	
SBIR/STTR	Phase 1: 0.275 Phase 2: 1-1.8	Phase 1: 10 Phase 2: 24-36	BAA[4]	To stimulate technological innovation lead by small businesses and research institutions	
Young Faculty Award[5]	0.5	24	BAA[6]	To develop the next generation of scientists and engineers and encourage focus on DoD and National Security issues	

[1] http://www.darpa.mil/work-with-us/opportunities
[2] http://www.darpa.mil/work-with-us/office-wide-broad-agency-announcements
[3] https://beta.sam.gov/opp/765d3278dd11489c9ad662a414cc5400/view
[4] https://www.darpa.mil/work-with-us/for-small-businesses/participate-sbir-sttr-program
[5] Available to junior faculty positions in academia and equivalent positions at non-profit research institutions
[6] https://www.darpa.mil/work-with-us/for-universities/young-faculty-award

DARPAConnect Participant Journey

DARPAConnect Digital Platform

DARPAConnect Event
- Regional Pop-Ups
- Workshops
- Industry Day and Proposer Day Support

DARPAConnect Curriculum
- Just-In-Time Training
- Videos, print materials, online modules, event archives

DARPA Engagement
- Outreach to a Program Manager
- Industry/Performer Day Attendance
- Attendance at/Engagement with other DARPA events

DARPAConnect Consulting
- One-on-One Support
  - Requested by Potential Performer
  - Referred by Program Manager

Proposal Submission
- Office-Wide Abstract, White Paper, Proposal
- Program-Specific Abstract, White Paper, Proposal
- Challenges, SBIR/STTR, Seedlings and Explorations, etc.

Proposal Feedback
- Qualitative Feedback from Program Manager

Join the DARPA Enterprise
- Become a Performer, PM, Young Faculty, Fellow, or SETA

Participants begin by attending a DARPAConnect event and then progress through more robust stages of engagement.

0835-0850 **Welcome to Indiana**
Gov. Eric Holcomb (Indiana) introduced by Dave Roberts (ARI)

0850-0915 **Welcome Remarks and Introduction to DARPA Connect**
Ben Griffin (DARPA), Jennifer Thabet (DARPA), Bill Kiser (ARI)

0915-0945 **Engaging DARPA Program Managers**
Jennifer Thabet (DARPA - Moderator), Reggie Cooper (DARPA), Andrew Detor (DARPA), Ben Griffin (DARPA)

0945-1020 **Heilmeier Catechism: Understanding Effective DARPA Communications**
Kerri Dugan (DARPA), Ben Griffin (DARPA)

1020-1035 **DARPA Performer Stories**
Jennifer Thabet (DARPA - Moderator),
Andrew Detor (DARPA), Paul Braun (UIUC)

Networking Break: 1035 - 1100

1100-1130 **Understanding DARPA Announcements and Contract Vehicles**
Mark Jones (DARPA), Natalie Kent (DARPA)

1130-1210 **Interpreting and Shredding DARPA Solicitations**
Bill Kiser (ARI - Moderator)
Kerri Dugan (DARPA), Ben Griffin (DARPA)

1210-1225 **DARPA SBIR/STTR Program**
Jennifer Thabet (DARPA)

1225-1230 **INTAP SBA Lightning Talk**
Natasha Jensen-Matta (IEDC)

Lunch: 1230 - 1330

1330-1415 **Fireside Chat: Building an Effective Team**
Jess Resig (ARI - Moderator), Reggie Cooper (DARPA), John Maddox (TCRDF), Brooke Pyne (ARI)

1415-1500 **Tying It All Together: Strategies for Success**
Jennifer Thabet (DARPA), Reggie Cooper (DARPA), Andrew Detor (DARPA), Ben Griffin (DARPA), Mark Jones (DARPA), Natalie Kent (DARPA)

1500-1515 **NavalX Midwest Tech Bridge Lightning Talk**
Anne Fields Lucas (NWSC-Crane)

Networking Break: 1515 - 1530

1530-1545 **IEDC Lightning Talk**
Chris Jeffers (IEDC)

1545-1615 **Planning Your DARPA Journey**
Jennifer Thabet (DARPA), Bill Kiser (ARI)

1615-1630 **Concluding Remarks**
Jennifer Thabet (DARPA), Bill Kiser (ARI)

Networking Social: 1630 - 1800

Doing Business with DARPA - Resources

- Become familiar with DARPA's challenges and opportunities for National Security https://www.darpa.mil/about-us/about-darpa.

- Contact a DARPA Program Manager (PM) about your idea prior to submitting a abstract, white paper, or proposal to gain insight, PMs are key to working with DARPA https://www.darpa.mil/about-us/people.

- Visit www.grants.gov or www.sam.gov to view DARPA Broad Agency Announcements (BAAs), Research Announcement (RAs), and Program Solicitations (PS). BAAs also appear on the Opportunities page of the DARPA website at https://www.darpa.mil/work-with-us/opportunities.

- Visit https://www.dodsbirsttr.mil to view DoD Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Program Announcements.

- Visit https://acquisitioninnovation.darpa.mil/ to learn more about DARPA's Contract Management Office (CMO) and tools/resources it offers.

DARPA Presence
- ➢ Facebook
- ➢ Twitter
- ➢ LinkedIn
- ➢ Podcast
- ➢ YouTube

For more information or to request assistance please email DARPAConnect@darpa.mil

or
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