

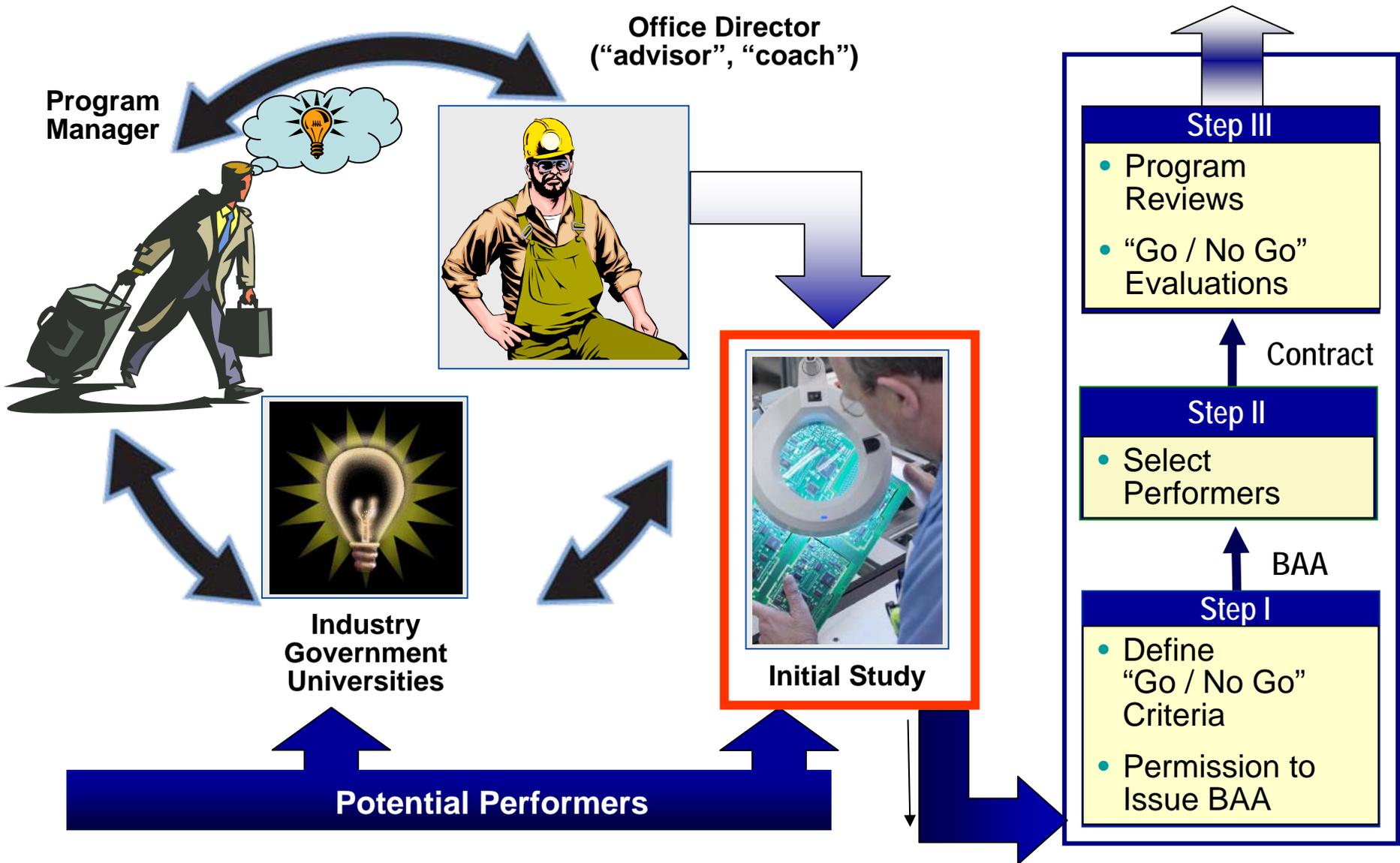
Your Ideas

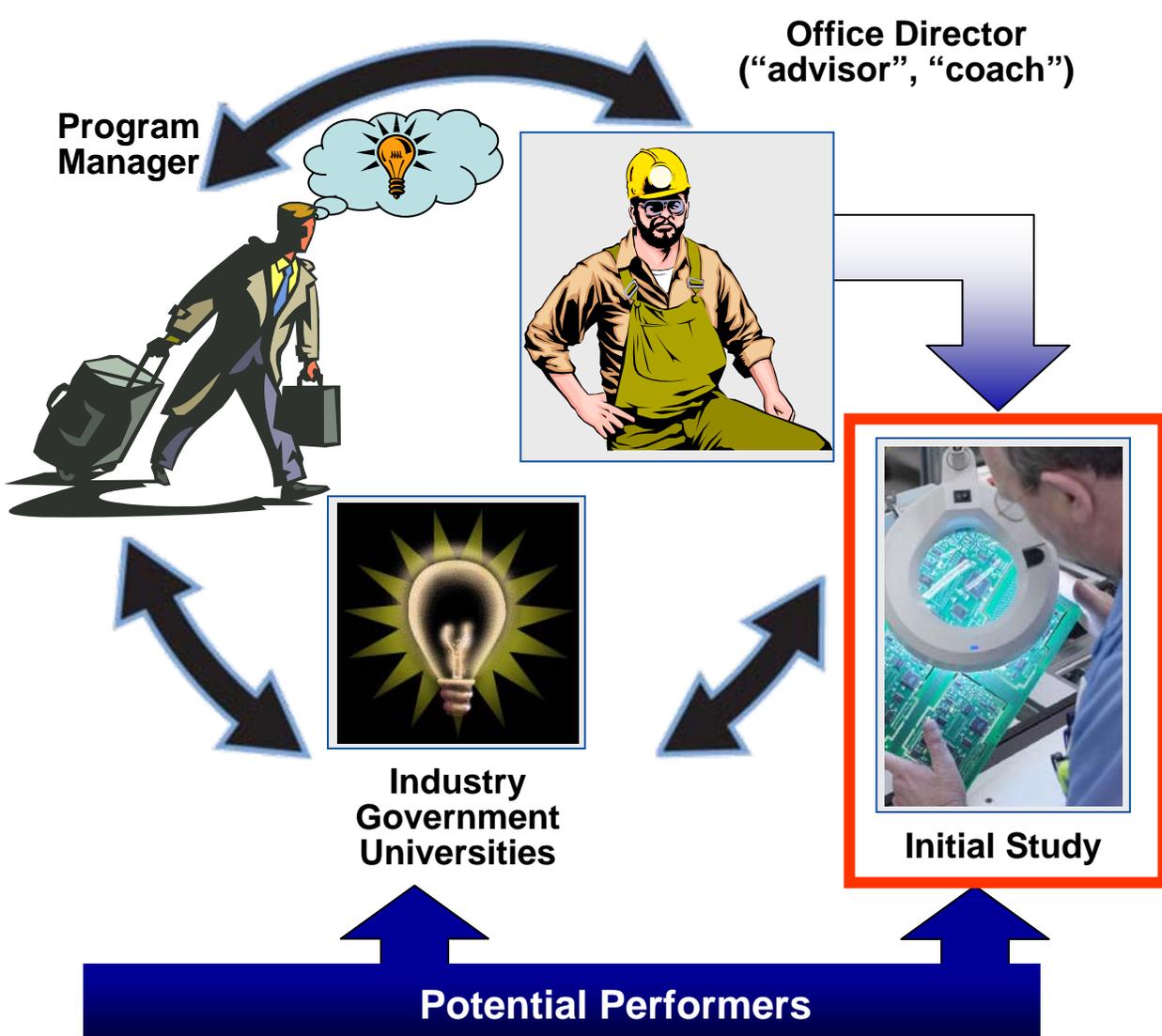


DARPA Funds



How Do These Come Together?





PMs Receive White Papers from all sources (academia, industry, national labs).

Some are passed to other PMs.

Some are read and discarded

Some are interesting to PMs

- Related to a possible future program
- Trigger interest in a future program
- Solve a key challenge emerging in an existing program

PM works with Office Director, Proposer, other PMs to refine interest, define a decisive short-term study, make funding decision

Key Step : Initial White Paper



White Paper



Industry
Government
Universities

What is a White Paper?

The goal of a white paper is to capture the interest of a PM in your idea. Successful white papers are :

Short and Focused

Identify a Problem

Describe a Solution

Focus on Key Challenge and Effort Needed

Outline a Decisive Plan

Typical length ~ 1 year. Typical Budget ~\$300K

Include some graphics, and possibly a Penta-Chart

Your YFA Pre-Proposals are good examples of White Papers. The Full Proposals will also be good examples (we hope!)

When to Send? Anytime. We receive white papers almost every day of the year.

Who to Send To ?

Do some homework :

- Read statements on PM web pages
- Read program descriptions
- Ask Friends and Colleagues with DARPA Funding



Make contact

- We attend conferences
- We (often) read email and answer the phone
- Ask for an appointment when in DC.



Don't be shy

- Find us at meetings
- Resend emails if ignored
- Ask about workshops
- Contact our administrative support people
- Don't be shy

What are they?

DARPA Program Managers often hold closed workshops to explore possible ideas and applications that can lead to a new program

Workshop Goal : Make the PM Smarter

How to get Invited :

- Make sure PMs know your areas of interest, contribution and expertise.
- Ask.
- Be prepared to contribute.

Successful Workshops can lead to BAAs. Being at the workshop is probably an advantage in writing a Proposal in response to a BAA. Teams are sometimes formed from workshop participants making connections.





BAAs



DARPA announces calls for proposals through Broad Agency Announcements. These are published at the Commerce Business Daily (CBD) and on the DARPA Website.

Check <http://www.darpa.mil/mto/Solicitations/> FREQUENTLY

BAAs include a complete and detailed list of instructions for responding to the call.

READ IT CAREFULLY. It is intended as a literal document

“Requirements” are really requirements. “Milestones” are meant to measure progress and make decisions about which projects are allowed to continue.

Ask for enough funding to meet all requirements and milestones

If you're here today, it is because you probably did a good job reading and responding to RA07-44





What Makes a DARPA PM



- Idea Generator
- Technical Expert
- Entrepreneur
- Passion to Drive Leading Edge Technology
- National Service



DARPA Hires Program Managers for their Program Ideas

Some of you will be PMs Someday

... come talk to us.



Summary



Don't be Shy

Send White Papers

Watch the MTO Website for Opportunities

Follow BAA Instructions

Don't be Shy

Become a PM

