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TECHNOLOGY DRIVEN. WARFIGHTER FOCUSED.

Connecting Academia With Army Research

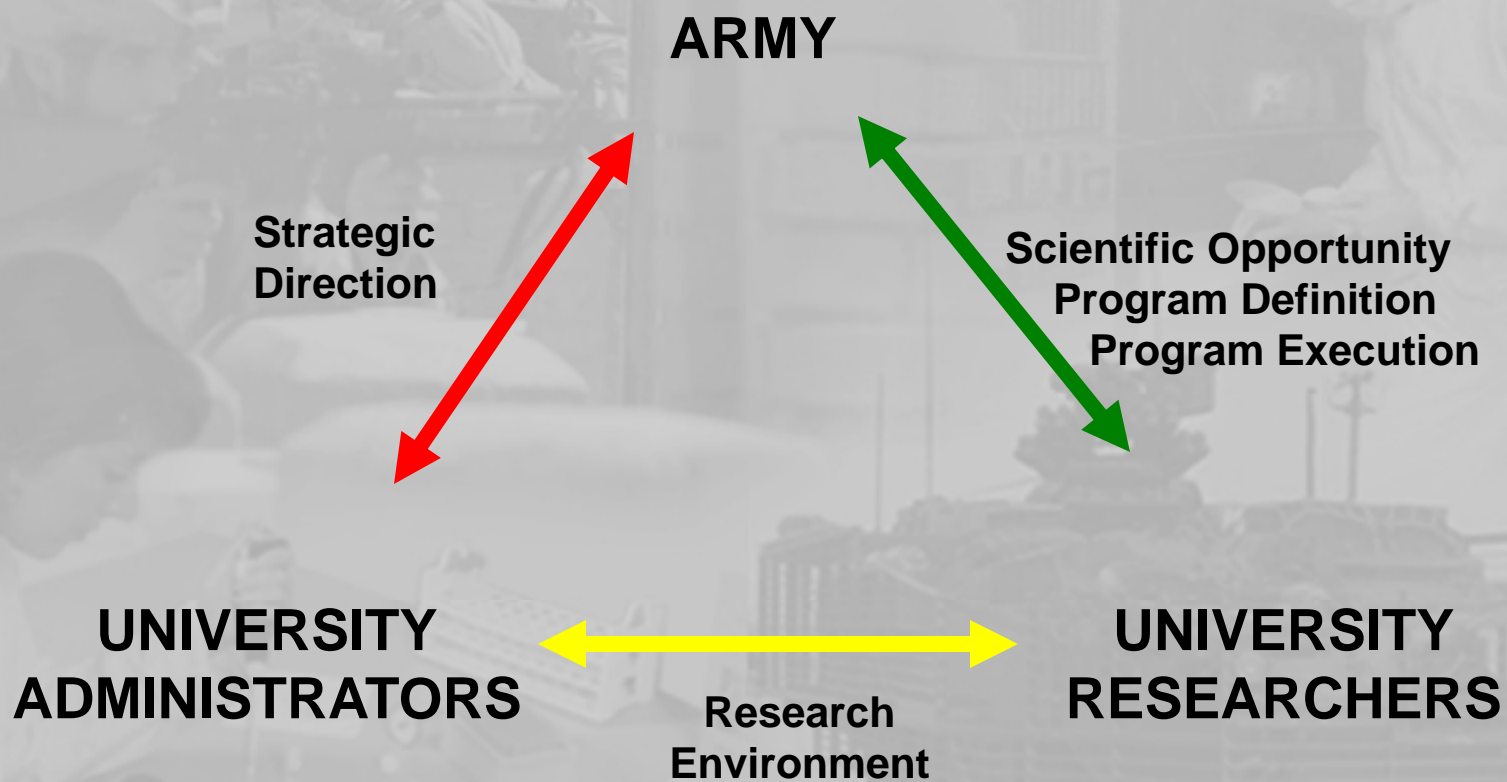
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- Establish the Army – University – Researcher Triad
- Identify Opportunities
 - Read the Broad Agency Announcements
 - Determine Interests of:
 - RDECOM Centers
 - ARL Directorates
 - ARO Divisions
- Understand the Proposal Process
- Communicate with the Program Manager
- Prepare an Effective Proposal



The Army-University- Researcher Triad



Federal support for research is governed by Federal Acquisition Regulations (FAR) and must meet stringent standards for competitiveness.



- Broad Agency Announcement (BAA)** outlines area of investigation for which agency would like to receive proposals.
- See Grants.gov and agency websites (ARL, ARO, AFOSR, ONR)
 - **“General” funding agency BAA**
 - Open for up to a year, “rolling” submissions till funds gone.
 - Covers many topics (often referenced to agency web site)
 - All submitted proposals are competitive
 - **Laboratory BAA**
 - Allows lab to fund contracts or grants for collaborations, services, etc.
 - Not usually a general call for proposals

- **Specific BAA's and Special Program Announcements (Instrumentation, DEPSCOR, Young Investigators, Centers, HBCU/MI, etc.)**
 - **Absolutely firm deadline for proposal submission (specific time of day)**
 - Do not submit unless meet all criteria, omissions cannot be corrected
 - Every word in announcement has meaning
 - **Determine and address all evaluation categories** (rigid scoring prevails)
 - Identify type and amount of cost-sharing, if any
- **Letters of recommendation and support**
 - Institutional support may be an evaluation criterion
 - Should supplement, not repeat information in proposal
 - May quote recommendations from others





ARMY RESEARCH OPPORTUNITIES

Research Interests/Broad Agency Announcements



VISIT RDECOM Web site: www.rdecom.army.mil

- Search individual Research, Development & Engineering Centers

VISIT ARL's Web site: www.arl.army.mil

- Search individual ARL Directorates
- ARO's pages also at: www.aro.army.mil

Click on 'Broad Agency Announcement'

- U.S. Army Research Office BAA
- U.S. Army Research Laboratory BAA
- Also other solicitations issued periodically, e.g.,
 - > DoD Infrastructure Support Program for HBCU/MI
 - > Defense University Research Instrumentation Program (DURIP)
 - > Defense Experimental Program to Stimulate Competitive Research (DEPSCoR)
 - > Defense Multidisciplinary University Research Initiative (MURI)



ARO Web Page

<http://www.aro.army.mil>



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- Broad Agency Announcements**
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U.S. Army Research, Development and Engineering Command

U.S. Army Research Laboratory

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Careers Doing Business with ARL Research & Analysis Programs Research Highlights & Publications Organizations Search

HOME - Organizations - Army Research Office

Welcome to the Army Research Office:

The U.S. Army Research Laboratory's Army Research Office (ARO) mission is to serve as the Army's premier extramural basic research agency in the engineering, physical, information and life sciences; developing and exploiting innovative advances to insure the Nation's technological superiority. Basic research proposals from educational institutions, nonprofit organizations, and private industry are competitively selected and funded. ARO's research mission represents the most long-range Army view for changes in its technology. ARO priorities fully integrate Army-wide, long-range planning for research, development, and acquisition. ARO executes its mission through conduct of an aggressive basic science research program on behalf of the Army so that cutting-edge scientific discoveries and the general store of scientific knowledge will be optimally used to develop and improve weapons systems that establish land force dominance. The ARO research program consists principally of extramural academic research efforts consisting of single investigator efforts, university-affiliated research centers, and specially tailored outreach programs. Each approach has its own objectives and set of advantages. Programs are formulated in consultation with the Army Research Laboratory Directorates; the Research, Development and Engineering Command's Research, Development and Engineering Centers; the Army Medical Research and Materiel Command; the Army Corps of Engineers; and the Army Research Institute for the Behavioral and Social Sciences. The programs are also jointly coordinated and planned through the Defense Science and Technology Reliance process under the Basic Research Panel.

ARO Functions:

- Accelerating research results transition to applications in all stages of the research and development cycle.
- Strengthening academic, industrial, and nonprofit laboratories research infrastructures which serve the Army.
- Focus on those research topics that support technologies vital to the Army's future force, combating terrorism and new emerging threats.
- Directing efforts in research areas relating to new opportunities for Army applications and which underscore the role of affordability and dual-use, especially as they provide new force operating capabilities and emerging threats.
- Leveraging the science and technology of other defense and Government laboratories, academia and industry, and appropriate organizations of our allies.
- Fostering scientist and engineer training in the disciplines critical to Army needs.
- Actively seeking creative approaches to enhance education and research programs at historically Black colleges and universities and at minority institutions.

ARO Visitor Information

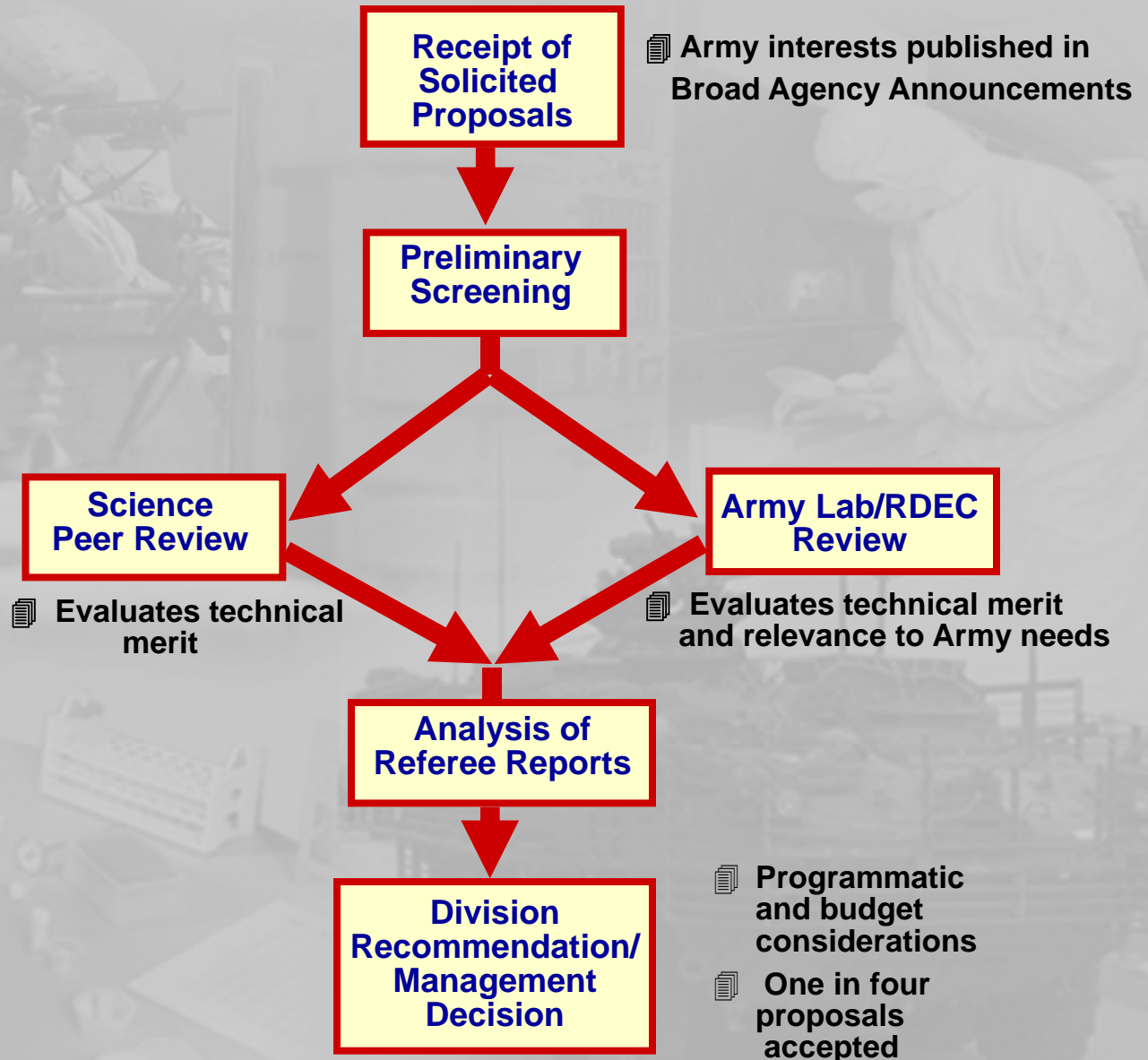
Research Triangle Park, NC



ARO Proposal Evaluation Process



- Broad Agency Announcement
- Initial white papers/program manager contact strongly encouraged
- Funding cycle
 - June-August proposal receipt is optimal
- Two-tiered external review
 - Scientific merit (peer)
 - Army relevance (Army labs)



Finding support for what you want to do
VS.
trying to do what you can get support for.

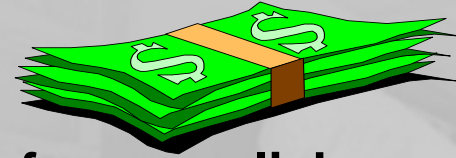
- Participate in conferences and workshops funded by agencies
- Be aggressive to find the right program manager
- Keep trying. Persistence demonstrates persistence
- Search broadly. Some application-oriented agencies fund research.
- Be aware of, and respond to special programs (where appropriate).
- **Consider spending summer in government lab or industry.**
- Don't rely on lobbyists or administrators to represent you.
- **Enjoy your work and let that passion show.**



- **Sell the science ideas first.** Infect reviewer with enthusiasm for work. Try to get reviewer curious about outcome.
- **Have original ideas.** Show that your program is at the “cutting edge”. Don’t propose to duplicate ongoing work.
- **Describe impact.** How will your program advance the state-of-the-art? Where will field be if all objectives are met?
- **Show how capabilities allow ideas to be tested.** Don’t discuss capabilities first, or in too much detail.
- **Be able to defend cost items in budget** in terms of efforts. Program managers do not give away money, they support efforts.
- **Ask for feedback** on unsuccessful proposals.

- You don't have a track record. The reviewer doesn't know you. YOU should be revealed in proposal. Don't make it too formal and remote.
- It's probably a bad idea to justify something because "everyone is doing it" or "it is an area of great current interest"
- That something "is not understood" is not *a priori* a reason to study it.
- Not everything that can be known is worth knowing, or worth the resources to find it out.
- Don't say you will "study" or "investigate"
- Don't let your proposal read like a standard form
- Try writing a description that would entice your best friend from graduate school to join you in this research.





- Keep Program Manager (PM) informed of accomplishments **and** problems in real time
- Determine PM's preferences with regard to notification of presentations and publications, receipt of preprints and reprints, then follow them.
- Always let PM know in advance if you propose related work to another agency
- Keep aware of your budget and expenditures. They are tracked by PM
- **Funds don't count as spent until they are billed by your institution and reimbursed.** Congress judges expenditures by comparing to agencies paying salaries in real time. Don't let delays in billing torpedo your renewal. **Notify PM of unavoidable delays in spending.**

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A Final Reminder

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We Are Here to Help



- Access the Broad Agency Announcements
- Contact the Program Manager
 - Pre- and Post-Proposal Discussions
 - Problem Solving
 - Advocacy
- Contact ARL/ARO Management
 - Strategic Directions
 - Problem Solving

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Thank You

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