Overview

- DOD structure
- Army Research Labs versus Army Research Office
- Identifying an Army problem
- Proposal procedure
  - White paper
  - Full proposal
- Review procedure
- Potential strategy

Note: Info in this presentation is based on my own experience only
• Many departments/divisions ...

• Do your research to understand who does what, why, and how
### Army Research Labs vs. Army Research Office

<table>
<thead>
<tr>
<th></th>
<th>Army Research Labs (ARL)</th>
<th>Army Research Office (ARO)</th>
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<tbody>
<tr>
<td><strong>Interest</strong></td>
<td>• Immediate operational benefit (current wars)</td>
<td>• Basic science in support of future operational benefit (future wars)</td>
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<tr>
<td><strong>Timeline</strong></td>
<td>• Short term</td>
<td>• Long term</td>
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<tr>
<td><strong>Risk appetite</strong></td>
<td>• High TRL/low risk</td>
<td>• Low TRL/high risk</td>
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<tr>
<td><strong>Approach</strong></td>
<td>• In-house research and development</td>
<td>• No in-house research</td>
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<td>• Collaborations with external researchers</td>
<td>• Provide funding for external research</td>
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<td><strong>Mechanism</strong></td>
<td>• User-facility-type access to infrastructure</td>
<td>• Contract/grant</td>
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Identifying an Army problem (1)

• ARO/ARL has a Broad Agency Announcement (BAA)
• Read the Broad Agency Announcement (BAA)
  – Provides detailed description of the different research programs and focus areas
  – Lists a technical point of contact (TPC) for each research program
Identifying an Army problem (2)

• Talk to Army researchers about problems they are working on
  – Identify and reach out to ARL researchers through the ARL website: Link
  – Speak with ARL researchers at conferences
  – Visit ARL and/or attend their “Open Campus” events to learn what the different groups are working on, and see their facilities
  – Visit the “Open Campus” website: Link
  – Watch Army documentaries

• Identify areas in which you can contribute to ARL research

• Ultimately, the research you propose must be related to give the Army, or the Warfighter a new capability
Application process

- Follow the instructions in the BAA
  - Submit a white paper (following BAA guidelines) to the program most closely related to the topic of your research
  - Program manager either declines the white paper or invites a full-proposal
  - If invited, develop and submit the full-proposal (following BAA guidelines)
  - Acceptance or rejection notice
Review process

• White paper:
  – Program manager only
  – Include
    • Science problem and significance
    • Research objective
    • Contribution to the Army’s mission
    • Project description
    • Budget
    • CV of PI and co-PI(s)

• Full proposals:
  – Program manager
  – ARL researchers
  – External academic reviewers
Potential strategy

- Pursue an Short Term Innovative Research (STIR) award
  - $50k direct cost, no IDC, no no-cost extensions
  - Invest some start-up, or other discretionary funds
  - Show program manager “what you can do”
  - Publish papers fast
  - Inform ARL connections what you are working on and solicit their input

- Following an STIR project, keep conversation going with program manager
  - Submit white paper
  - Attempt to get a multi-year grant