

## Developing a Full Proposal for BARDA: A Case Study

*TriVariant consultants provide proposal leadership on a BARDA BAA proposal submission*

### The Challenge

Our customer had a tight deadline and needed guidance on developing their proposal to the Department of Health and Human Services (HHS) [Biomedical Advanced Research and Development Authority \(BARDA\)](#). Staff was in place to continue research and development, but there wasn't enough bandwidth to cover proposal preparation for a BARDA Broad Area Announcement (BAA). A full proposal consists of four proposal volumes, which typically amounts to more than 200 pages of proposal content. BARDA typically requires full proposal submission within 60 days of an invitation. **At stake was more than \$50 million of US Government funding needed to continue the research.**

Our customer, like many small businesses seeking BARDA funding:

- Had a promising candidate that meets one of BARDA's areas of interest
- Needed help responding to a BARDA BAA within short timeframes
- Required a partner that could seamlessly integrate with their experts and understood the process for responding to a BARDA BAA

### About BARDA

[BARDA](#) supports development of medical countermeasures against public health threats where these needs are not currently addressed. BARDA uses BAAs to solicit proposals to address potential public health emergencies with innovative research and development efforts.

### The Solution

TriVariant was engaged to provide overall proposal management services and to author some proposal sections. Working together with our customer, TriVariant's consultants:

- Created a plan to deliver a fully compliant proposal using multiple review cycles
- Provided a process defining the order of task completion in order to meet the timeline
- Worked with the team to author and revise some proposal content
- Provided guidance on how to best position their medical countermeasure to meet BARDA's strategic goals
- Worked with the customer's Program Manager, subject matter experts, and Finance and Human Resources teams to create the work breakdown structure, integrated master schedule, and detailed basis of estimate; establish indirect rates; and create pricing documentation



## The Outcome

With TriVariant's expert guidance and support, the customer successfully submitted its proposal within the planned timeline. The proposal met BARDA's requirements and demonstrated our customer's capabilities to help BARDA meet its goals.

Whether you need to augment your team with proposal support resources or just want guidance on getting your team organized and moving in the right direction, TriVariant can provide a full range of proposal support services. Our team includes experienced practitioners that have been on the front lines supporting BARDA programs. We've worked with many companies seeking BARDA funding and we understand what it takes to create a compelling proposal. Let us know how we can help you at [info@trivariant.com](mailto:info@trivariant.com).

## About TriVariant

TriVariant is a competitively priced, high-value, hands-on implementer of program management and Earned Value Management solutions. We work side-by-side with our customers to develop compliant and compelling proposals for US Government opportunities.

For more information about our Proposal Support services, please email [info@trivariant.com](mailto:info@trivariant.com) or complete our short online [Request for Information form](#).