



**START NAVIGATING
GOVERNMENT TODAY.**

**INTRODUCTION TO DOD FUNDING – INTERESTS AND
MECHANISMS**

June 13, 2023

Disclaimer

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Presenter:
Greg Kapcar, MPA



Agenda

- G2G Background
- Government Funding Sources & Systems
- Key Targets & Agencies
- DoD Basics – Structure, Funding & Collaboration
- Grant Tracking
- Case Studies
- Key Takeaways
- Q&A

Presenter:
Greg Kapcar, MPA



TEAM

- Bipartisan with 100+ years experience
- Raised over **\$524 M** for clients since 2007
- Secured CMS reimbursement, shaped regulations, drafted innovation policies, and led advocacy campaigns

NICHE

- Bioscience and High-Tech Innovation
- Funding – Monthly GBG Report, Grant Tracking
- Legislative Updates
- Industry-related Blogs

LOCATIONS

- HQ and Satellite Operations:
 - Capitol Hill, Washington, D.C.
 - Fairfax, VA
 - Cleveland & Columbus, Ohio
 - Boston, MA
 - Pittsburgh, PA

AFFILIATES

- *BIO* Chapters and NCBiotech
- *Defense*: Women in Defense, NDIA Health Affairs, Defense Health Consortium
- *Healthcare*: HBS Healthcare Alumni Association, HSPH DC Chapter, Women's Health Innovation Coalition, and disease-specific coalition
- *grIP Venture Studio*





Government Funding Sources

Categories:

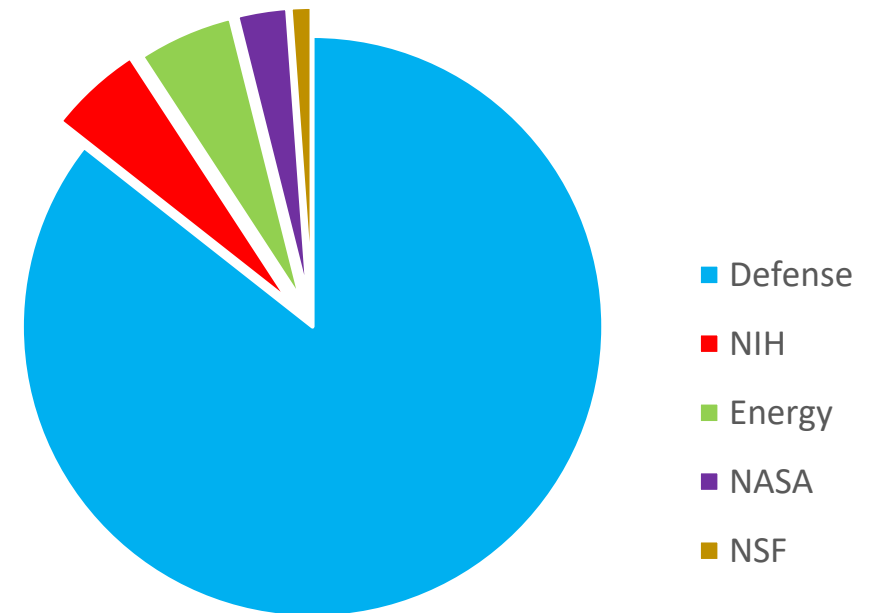
Legislation – Appropriations & Authorizations

Grants

Discretionary

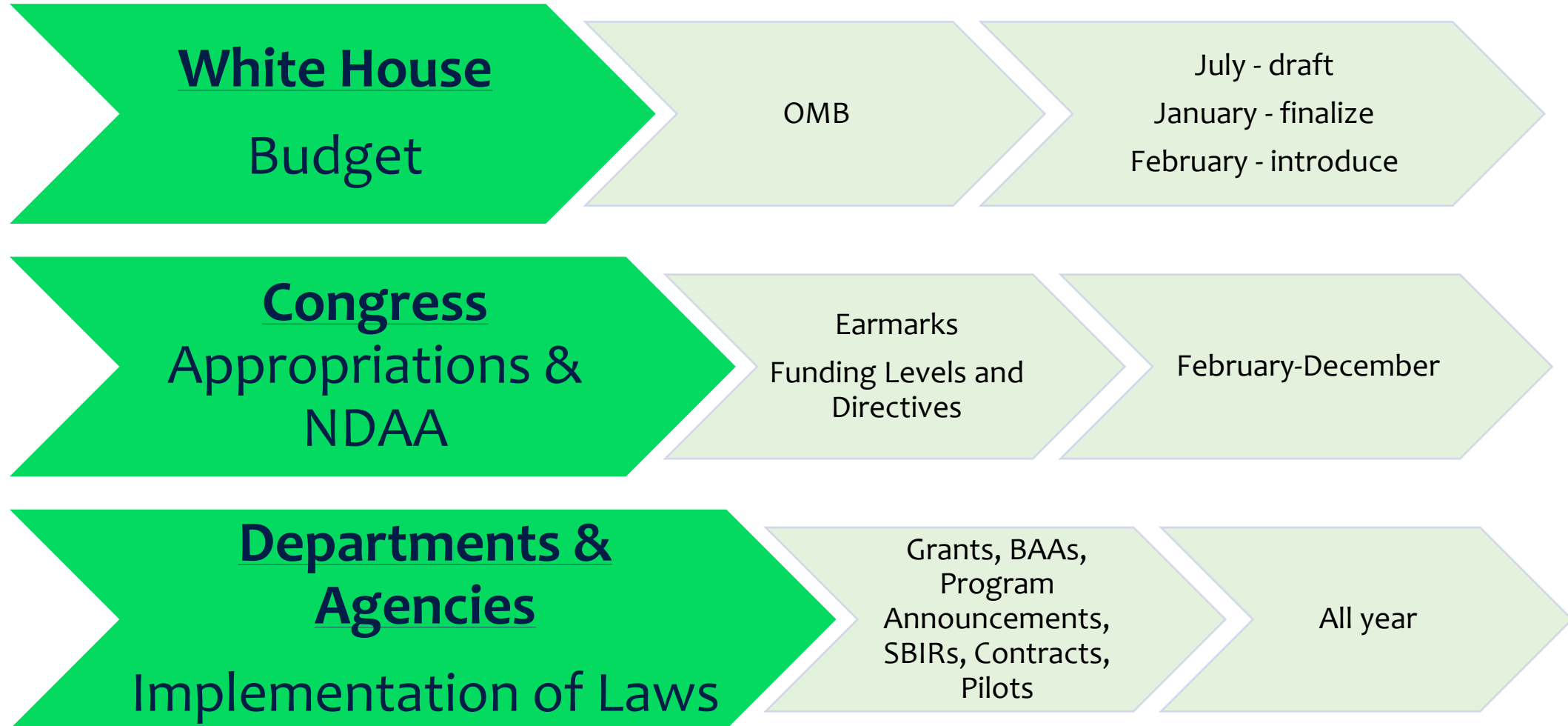
Procurement

Agency	FY22	FY23	FY24
DoD	\$728 B	\$797.7 B	\$842 B
NIH	\$45 B	\$47.5 B	\$51.1 B
BARDA	\$745 M	\$950 M	\$1.015 B
Energy (DOE)	\$46 B	\$46.5 B	\$52 B
NASA	\$24 B	\$25.4 B	\$27.2 B
NSF	\$8.83 B	\$9.54 B	\$11.3 B
FDA	\$3.27 B	\$3.5 B	\$4 B (+\$3.3 B user fees)
VA	\$112.2 B	\$134.7 B	\$142 B





Government Funding Systems





Key Targets – Agencies

Federal Departments

- HHS – NIH – SBIRs/STTRs, R01s, etc
- HHS – CMS reimbursement
- HHS – ARPA-H – *new*
- HHS – BARDA – BAA, DRIVE, ENACT, CARB-X
- NSF – America’s Seed SBIRs/STTRs, EAGER, and RAPID
- DOE – SBIRs/STTRs, ARPA-E
- DOD – SBIRs/STTRs, Program Announcements, CDMRP, JWMP, USAMRDC BAAs, DARPA, AFWERX, consortiums such as MTEC, NC-COMP, BioFabUSA, MCDC, etc
- VA – Pilot projects and research funding

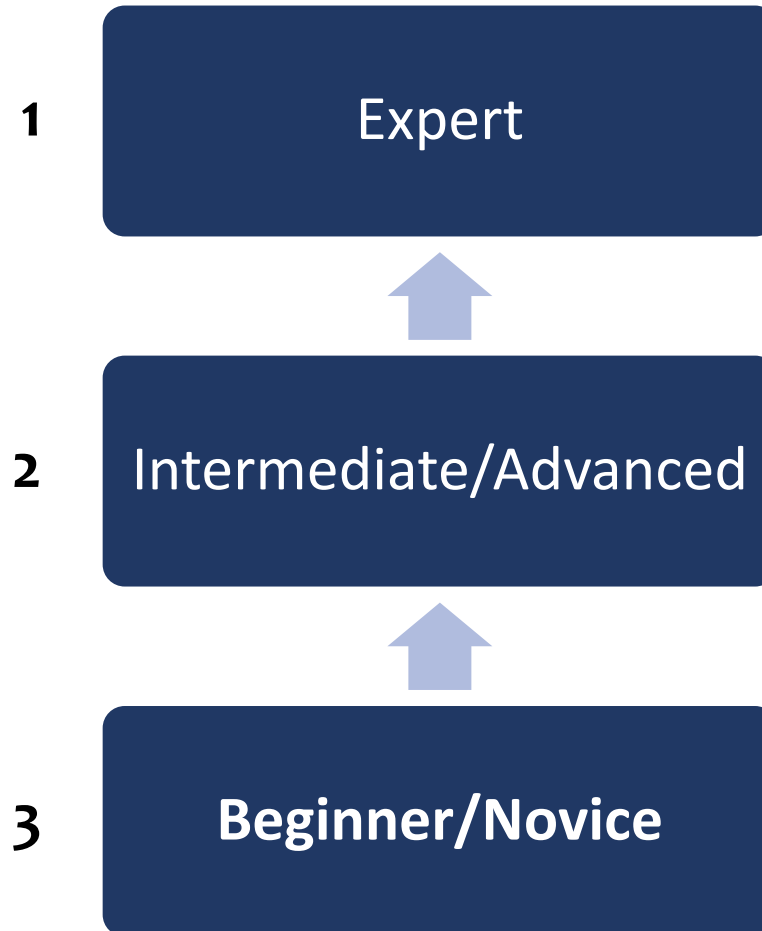
Key Conferences

- MHSRS
- SOMSA/Trauma/Burn Care/AACR
- BARDA Industry Days
- TechConnect



DoD BASICS

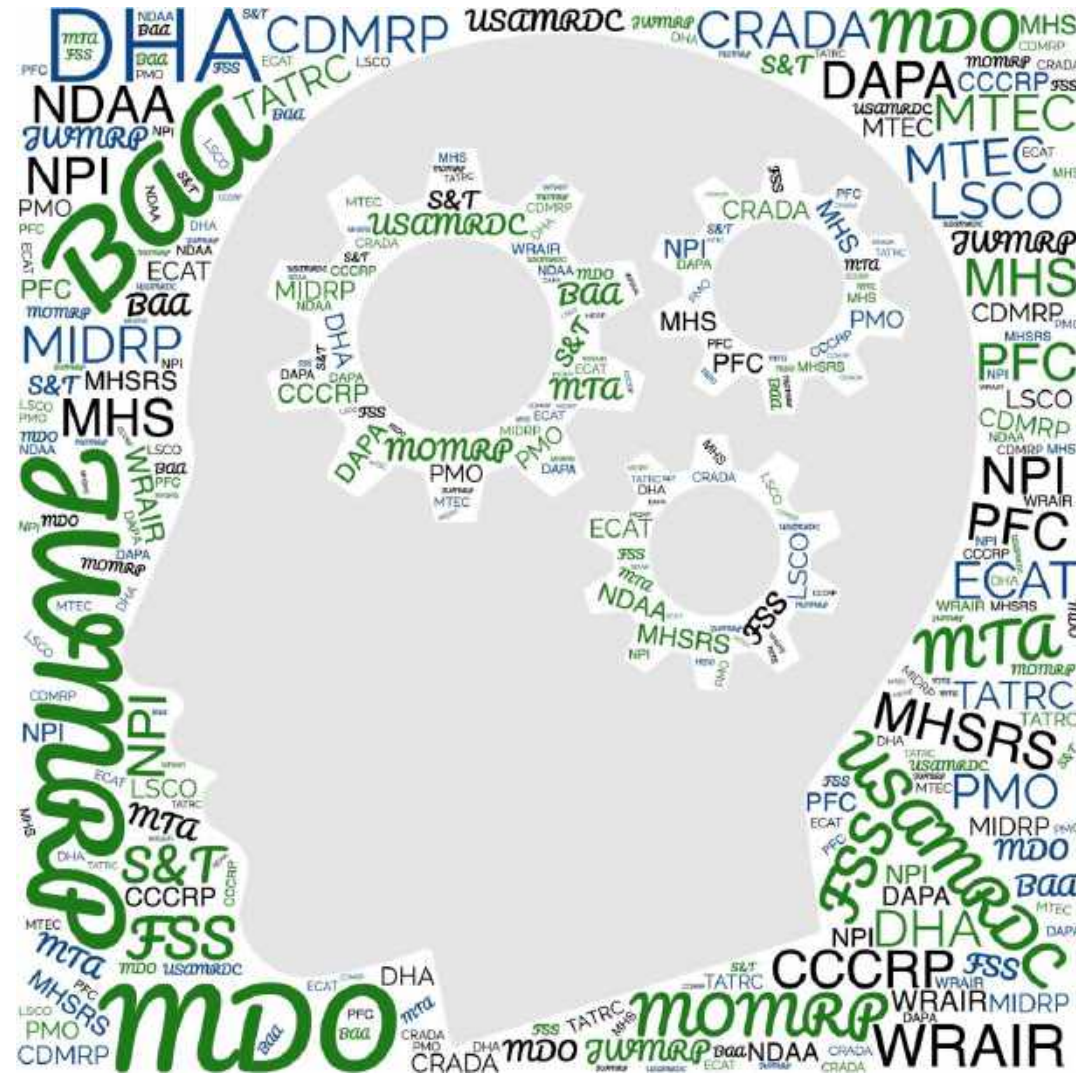
Participant Survey





DoD Acronyms – Where to Start

BAA
CCCRP
CDMRP
CRADA
DAPA
DHA
DLA
ECAT
FSS
LSCO
MDO



MHS
MHSRS
MIDRP
MOMRP
MTA
MTEC
NPI
PFC
PMO
TATRC
USAMRDC
WRAIR

DoD Basics – Lingo



- **Requirements, Capabilities, Priorities, Gaps**
- **Multidomain Operations (MDO)** – air, land, sea, space and cyber
- **Large-Scale Combat Operations (LSCO)** – driving modernization efforts; focus to larger formations capable of integrating with the other services and U.S. allies
- **Prolonged Field Care (PFC)** – managing medical and trauma patients in remote and austere locations far from medical support or logistically cannot evacuate casualties

DoD Basics – Structure



- **Military Health System (MHS)** – one of America’s largest and most complex health care institutions, and the world’s preeminent military health care delivery operation
- **Defense Health Agency (DHA)** – leads MHS integration of readiness and health
- **U.S. Army Medical Research & Development Command (USAMRDC)** – medical materiel developer – R&D and Acquisition



Military Health System



Military Health System:

- 9.6 million beneficiaries:
 - 19,700 inpatient per week and 1,031,000 in year
 - 1,417,000 outpatient per week and 74,000,000 in year
- 55 military hospitals
- 373 military medical clinics
- \$48 billion budget – 10% of entire DoD budget

Veterans Affairs:

- 23 VISNs, 152 medical centers, 800 community-based outpatient clinics, 126 nursing home care units, and 35 domiciliaries
- \$176 billion budget

Key Areas of Interest:

- DoD – Wound healing, regenerative medicine, sensors, traumatic brain injury, and PTSD; Prolonged Field Care is prioritized
- VA – rehabilitation, chronic conditions, health IT, and hospital care
- Cost-savings is valued nearly as much as the improvement of care



U.S. Army Medical Research & Development Command



Program Area Directorates (PADs):

- Military Infectious Disease Research Program (MIDRP)
 - Prevent, diagnose and treat – wound infections, viral diseases, emerging infectious diseases
- Combat Casualty Care Research Program (CCCRP)
 - Battlefield resuscitation, prolonged care, neurotrauma, medical assist support technology
- Military Operational Medicine Research Program (MOMRP)
 - Injury prevention and reduction, environmental health and protection, physiological health and performance, psychological health and resilience



DoD Basics – Funding



- **Broad Agency Announcements (BAAs), Program Announcements** – \$1-2M each
- **Congressionally Directed Medical Research Program (CDMRP)** – \$200,000-5+M depending on award mechanism
 - **Combat Readiness-Medical Research Program (CRRP)** – \$1.1M
 - **Traumatic Brain Injury and Psychological Health Research Program (TBIPHRP)** – \$500,000-5M
- **DARPA BAAs, SBIRs/STTRs, Program Announcements** – \$1-20M
- **Medical Technology Enterprise Consortium (MTEC)**
 - Other Transaction Agreement; Networking, Partnering & Teaming

DoD Basics – Collaborating



- **Cooperative Research and Development Agreement (CRADA)** – \$0, federal lab (personnel, facilities, equipment, etc), industry, academia
- **Material Transfer Agreement (MTA)** – transfer of scientific materials between investigators, industry and institutions
- **New Products and Ideas (NPI)** – showcase product/technology and receive feedback
- **Vendor Days at Fort Detrick, Frederick, MD** – medical equipment and supply vendors
- **Military Health System Research Symposium (MHSRS)** – August 14-17, 2023 – Gaylord Palms Resort & Convention Center, Kissimmee, FL

DoD Basics – Procurement, Acquisition, Pricing Systems



Defense Logistics Agency (DLA) – supplies to military services, supports acquisition of weapons, fuel, repair parts, and other materials

- Medical Surgical Prime Vendor (MSPV)
 - Medical material supplies through medical/surgical distributors: Owens & Minor and Cardinal Health
- Distribution and Pricing Agreement (DAPA)
 - Not a contract, establishes selling price for medical/pharmaceutical products, distribution authority
- Electronic Cataloging (ECAT)
 - Ordering, distribution, payment, access commercial catalogs at discounted prices
- VA Federal Supply Schedule Services (FSSS)
 - Federal customers can access over 1 million commercial products and services

Grant Tracking – GBG Report



Updated Monthly

June 7, 2023

THE ESSENTIAL GUIDE TO



Non-Dilutive Government Funding

Published by:



Questions?

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Monthly GBG Reporting Service Webinars

3rd Friday of every month

10:00am – 10:30am (ET) – open to all
10:30am – 11:00am (ET) – clients only

<https://www.G2Gconsulting.com/events>

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GBG Report Topics in June

List of Report Categories (Number of topics per category)

New Opportunities

Aging (3)
Cancer (15)
Chronic Pain & Pain Management (1)
Cognitive and Brain Health (11)
Combat Casualty Care (2)
Combat Readiness Medical Research (1)
Convergence Research (1)
Coronavirus (1)
Down Syndrome (3)
Duchenne Muscular Dystrophy (2)
Endocrine and Metabolic Diseases (6)
Genomics (7)
Health IT (9)
Hearing Restoration (1)
Immunology & Infectious Disease (8)

Maternal and Pediatric Health (2)
Mental Health (1)
Musculoskeletal Health (1)
Neurofibromatosis (8)
Patient-Centered Research (9)
Reconstructive Transplant (3)
Reproductive Health (1)
Small Business Development (5)
Substance Use Disorder (13)
Therapeutics (2)
Toxic Exposures (3)
Vision Health (9)
128 New

Recurring Opportunities

Advanced Research Projects Agency for Health (1)
Air Force (3)
Army (8)
BARDA (2)
DARPA (3)
Defense Threat Reduction Agency (2)
Department of Energy (1)
National Science Foundation (1)
Navy (3)
24 Recurring

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CASE STUDIES

Case Study: Grant Funding from DoD for Biologics Innovation

CLIENT

- Life science company with orthopedic innovation
- In search of R&D government funding

PROBLEM

- Company struggled to secure funding from Department of Defense for clinical R&D
- Company didn't know who to work with to access funding for the development of product for clinical use

SOLUTION

- Created strategy to pursue key relationships and funding streams unique to DoD
- Organized meetings at Fort Detrick, Fort Sam Houston and MHSRS
- Identified key DoD Program Managers
- Secured **\$2.5 million** from USAMRDC & AFWERX

TAKEAWAYS

- Work closely with DoD to meet their requirements and ensure science is novel
- Find best vehicles for funding
- Build relationships with DoD decision-makers
- Time interactions, communications and submissions to align with DoD process



Case Study: Congressional Funding for DoD-Related Technology

CLIENT

- Life science company in trauma care
- In search of R&D government funding

PROBLEM

- Company struggled to secure funding from government
- Company had tried 3 times on own to obtain funding without success

SOLUTION

- Created strategy to pursue funding
- Built relationships in Congress
- Identified line of Appropriations bill and tied to DoD Program Manager
- Secured **\$5 million** in the Omnibus bill

TAKEAWAYS

- Work with Congress and the Agency
- Make sure the funding request matches the bill
- Build relationships with your Member of Congress and committee to make it a priority
- Time interactions, communications and advocacy to align with appropriations process



Case Study: Funding and Navigating MHSRS for Life Sciences Company

CLIENT

- Wanted to find a way into working with the Defense Department
- In search of introductions to decision-makers and funding opportunities

PROBLEM

- Had never attended MHSRS or worked with government other than submitting an SBIR application to NIH
- Start-up company had 2 employees

SOLUTION

- Researched and identified funding sources
- Advised on participating in MHSRS, arranged meetings, and made new contacts
- Followed up to secure funding via the BAA
- Developed champions in Congress and Agencies
- Secured **\$120 million** for cellular therapy grants and contracts over 5 years

TAKEAWAYS

- Engage in comprehensive assessment of funding landscape
- Target key Members of Congress, Program Managers, and staff
- Time interactions, communications and relationship development to align with government process and SMEs



Case Study: Advocacy, Policy-Shaping, and Funding for Cancer

CLIENT

- Cancer non-profit & for-profit
- In search of ways to raise awareness and address gaps in rare cancer care, research, and access systems

PROBLEM

- Had never engaged in advocacy before
- Didn't know where to start or who to target

SOLUTION

- Created strategy for working with government
- Targeted committees, agencies and White House to educate and build champions
- Wrote legislation, advocated throughout Congress, and led grassroots campaign
- Secured **policy changes and \$72 million** for rare cancer research efforts over 4 years in 4 bills

TAKEAWAYS

- Do comprehensive advocacy with patients & doctors
- Target Members of Congress touched by cancer
- Work with key committees of jurisdiction
- Time interactions, communications and advocacy to align with appropriations process



Tips for Engaging DoD and Beyond

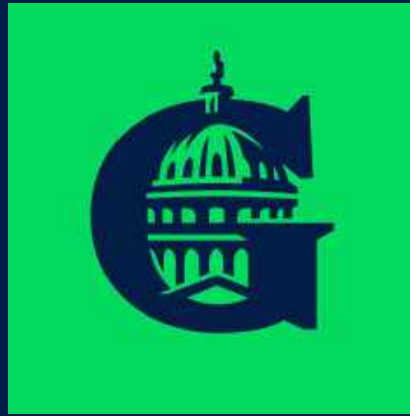


- Track funding opportunities, conferences, symposia, meetings, etc
- Write White Papers – Problem, Solution & Request
- Talk to Program Managers before submitting application
- Tailor request to each office or Program Manager
- Develop relationships by going to MHSRS and other DoD-related conferences
- For grants, understand program goals, intent of award mechanism, and criteria; follow deadlines and budget guidelines; and register with SAM.gov, UEI, Grants.gov, eBRAP, etc

Tips for Engaging DoD and Beyond



- Explore consortia and BAAs via MTEC, ARMI, MCDC, North Carolina Center for Optimizing Military Performance (NC-COMP), etc
- Collaborate with government via CRADAs, MTAs, and grants whenever possible
- Get to know your Members of Congress
- Be succinct and clear
- Be persistent, build relationships, and focus on matchmaking and becoming a resource
- Sign up for G2G emails!



Thank You!

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ADDENDUM

DoD ACRONYMS

DoD Acronyms - Uncluttered



REQUIREMENTS, CAPABILITIES, PRIORITIES, GAPS

<u>DoD Lingo</u>	<u>Acronym</u>
Multidomain Operations	MDO
Large-Scale Combat Operation	LSCO
Prolonged Field Care	PFC

STUCTURE - BASICS

<u>System-Agency-Command</u>	<u>Acronym</u>
Military Health System	MHS
Defense Health Agency	DHA
U.S. Army Medical Research & Development Command	USAMRDC

