

QUESTIONS AND ANSWERS

PLEASE REFER TO THE GENERAL FAQs SECTION OF ARPA-E'S WEBSITE ([HTTP://ARPA-E.ENERGY.GOV/?Q=FAQ/GENERAL-QUESTIONS](http://arpa-e.energy.gov/?q=faq/general-questions)) FOR ANSWERS TO MANY GENERAL QUESTIONS ABOUT ARPA-E AND ARPA-E'S FUNDING OPPORTUNITY ANNOUNCEMENTS. ADDITIONAL QUESTIONS SPECIFIC TO THIS FOA ONLY ARE INCLUDED BELOW. PLEASE REVIEW ALL EXISTING GENERAL FAQs AND FOA-SPECIFIC QUESTIONS BEFORE SUBMITTING NEW QUESTIONS TO ARPA-E.

I. Concept Paper Phase Questions:

Q1. I WAS HOPING SOMEONE FROM YOUR OFFICE WOULD BE ABLE TO CLARIFY WHETHER OR NOT A NON-LITHIUM-BASED BATTERY THAT IS A COMPONENT PART OF A CHARGER CAPABLE OF RAPID CHARGING WOULD BE ELIGIBLE FOR THIS FOA? THE FOA STATES THAT "WHILE THE PROGRAM ACKNOWLEDGES THE IMPORTANCE OF ADVANCING CHARGER TECHNOLOGY IN PARALLEL TO BATTERY CELL-CENTRIC INITIATIVES, APPROACHES LIMITED TO CHARGER AND/OR CHARGER INFRASTRUCTURE DEVELOPMENT ARE OUTSIDE THE SCOPE OF THIS PROGRAM." (FOA AT 9). THE FOA THEN GOES ON TO SAY "THE PRIMARY OBJECTIVE OF THIS PROGRAM IS TO DEVELOP SOLUTIONS APPROPRIATE FOR EVS THAT CAN ULTIMATELY BE INTEGRATED INTO BATTERY PACKS." (FOA AT 20). OUR INTERPRETATION IS THAT, TAKEN TOGETHER, THESE STATEMENTS EFFECTIVELY DISQUALIFY A BATTERY SOLUTION THAT IS USED AS PART OF A CHARGER AND NOT IN AN EV ITSELF, CORRECT?

ANSWER: Correct. Per Section I(C) of the FOA, "approaches limited to charger and/or charger infrastructure development are outside the scope of this program." Technologies and solutions that are NOT intended to be integrated into battery packs to power an electric vehicle fall outside the scope of the EVs4ALL Program.

Q2. GOOD AFTERNOON. WE HAVE A QUESTION REGARDING CO-MANAGEMENT OF A POTENTIALLY AWARDED PROJECT. COULD OUR OVERALL TEAM HAVE ONE SMALL BUSINESS AS THE PROPOSAL LEAD AND TECHNICAL SCOPE LEAD, AND A SECOND SMALL BUSINESS AS THE LEAD PROJECT MANAGEMENT ORGANIZATION?

ANSWER: Yes.

Q3. REGARDING FOAS DE-FOA-0002761 & DE-FOA-0002760, IT IS UNCLEAR TO THE PROPOSING FIRM WHAT CONSIDERATION WOULD BE TAKEN IN EVALUATING PROPOSALS FOR EACH SOLICITATION. I.E., WHAT LEVEL OF MATURITY TECHNOLOGY AND START-UP WOULD QUALIFY THE COMPANY FOR SUBMITTING A NON-SBIR PROPOSAL? WOULD THE SBIR GRANT COME IN 3 PHASES (PHASE I, II, IIB) OR EVENLY DISPERSED OVER THE GRANT AS IS TYPICAL FOR ARPA-E GRANTS? ALSO, CAN THE PROPOSING FIRM SUBMIT IDENTICAL PROPOSALS TO BOTH FOAS?

ANSWER: Regarding the level of technological maturity, please refer to FAQ(2)(III), above. Awards issued under the DE-FOA-0002761 (SBIR/STTR) FOA are for combined phase I/II/IIS awards; please refer to Section II(A) of such FOA. Further information on funding for SBIR/STTR awards may be found on the SBIR website (see <https://www.sbir.gov/about/about-sbir> and <https://www.sbir.gov/about/about-sttr>). In response to your last question, please refer to EVs4ALL FOA FAQ(4)(I) ; Small businesses that qualify as “Small Business Concerns” are strongly encouraged to apply under the (SBIR/STTR FOA).

Q4. OUR TEAM IS INTERESTED TO ANSWER FOAS FOR “ELECTRIC VEHICLES FOR AMERICAN LOW-CARBON LIVING”. IT LOOKS LIKE THERE ARE TWO FOAS (DE-FOA-0002760 AND DE-FOA-0002761). I HAVE SEVERAL QUESTIONS REGARDING TO THIS TOPIC. PLEASE HELP ME UNDERSTANDING THE FOLLOWING QUESTIONS AND REQUESTS FOR CLARIFICATIONS, SUCH THAT WE CAN IDENTIFY WHICH FOA TO APPLY. THANKS.

- 1. WHAT ARE THE MAIN DIFFERENCES BETWEEN DE-FOA-0002760 AND DE-FOA-0002761?**
- 2. FOR DE-FOA-0002761, WILL THE FOLLOWING JOINT VENTURES QUALIFY THE SBIR ELIGIBILITY? IF THE JOINT VENTURE COMPRISES OF TWO COMPANIES, BOTH ARE REGISTERED IN US. BUT, ONE IS 100% OWNED BY US CITIZEN BUT THE SECOND ONE IS 100% OWNED BY FOREIGN CITIZEN.**

ANSWER: 1. The FOAs are the same except that the DE-FOA-0002761 EVs4ALL SBIR/STTR is for Small Business Applicants. However, note that small businesses that qualify as a “Small Business Concern”, as defined in the SBA’s “Guide to SBIR/STTR Program Eligibility” (http://sbir.gov/sites/default/files/elig_size_compliance_guide.pdf) may apply to only one of the two funding opportunities. Small businesses that qualify as “Small Business Concerns” are strongly encouraged to apply under the (SBIR/STTR FOA). To determine eligibility as a “Small Business Concern” under DE-FOA-0002761 EVs4ALL (SBIR/STTR), please review the eligibility requirements in Sections III.A – III.D of that FOA.

3. Please refer to Section III.A of DE-FOA-0002761, including footnote 56.



II. Full Application Phase Questions:

Q5. WHAT SHOULD BE SUBMITTED FOR A DOD LABORATORY PROPOSAL PARTNER IN LIEU OF A DOE FWP? IS THE LETTER OF INTENT SUFFICIENT?

ANSWER: Yes, that is sufficient.

Q6. REGARDING DE-FOA-0002761 (EVS4ALL SBIR) FULL PROPOSAL:

- 1. THE BUDGET WORKSHEET HAS FOUR PHASES (I, II, II (CONT), AND IIS). THE SOLICITATION OFFERS NO GUIDANCE AS TO THE TIMING FOR EACH PHASE-- IS THIS UP TO THE PROPOSING FIRM? IF SO, COULD WE SIMPLY GROUP INTO THREE PHASES (I, II, IIS) FOR SIMPLICITY?**
- 2. THE SOLICITATION STATES THE PROJECTS SHOULD COVER 36 MONTHS MAX, BUT NO MINIMUM TIME GUIDANCE. IS A FULL PHASE I/II/IIS PROJECT OVER 24 OR 30 MONTHS ACCEPTABLE IF IT MAKES SENSE FOR THE PROJECT TECHNICAL PLAN?**
- 3. THE SOLICITATION STATES "PHASE I WILL BE MADE AS A FIXED-AMOUNT AWARD. PHASE II AND PHASE IIS OF COMBINED PHASE I/II/IIS AWARDS WILL BE MADE ON A COST-REIMBURSEMENT BASIS." DOES THIS MEAN THERE WILL BE AN UPFRONT \$275,766 AWARD FOR PHASE I FOLLOWED BY COST REIMBURSEMENT FOR THE REMAINING \$3,676,872 OVER PHASE II/IIS? HOW SHOULD FUNDS BE ALLOCATED ON THE BUDGET WORKSHEET (RE QUESTION 1)**
- 4. THERE IS NO GUIDANCE OF SUBMISSION OF LETTERS OF SUPPORT, PLEASE ADVISE.**

ANSWER: 1. Each of the 3 Phases (I, II, IIS) are 12 months each in period of performance for a total of 36 months.

2. See answer 1.3. Budgets should be allocated with Phase I as a fixed-amount, and both Phase II and Phase IIS as cost-reimbursable.

4. Letters of support may be included in the Technical Volume or cited in the Technical Volume, but in both cases will count towards the maximum page limitation for the Technical Volume. If applicants exceed the maximum page limitation for the Technical Volume, ARPA-E will only review the authorized number of pages, starting with the first page and disregard any additional pages exceeding the limit. Please refer to the "Content and Form for Full Applications" section of the FOA for applicable page limitations.

Q7. [REDACTED].

THE APPLICATION ASKS TO SPECIFY THE PI'S PUBLICATIONS AND PATENTS, AND I DON'T HAVE ANY UNDER MY BELT (YET).

IS NOT HAVING A PHD/PUBLICATIONS/PATENTS DISQUALIFYING FOR THIS APPLICATION?

ANSWER: No, it is not disqualifying.



Q8. I AM WRITING TODAY WITH THREE QUESTIONS.

1. [REDACTED]
2. WE ARE STILL IN THE PROCESS OF INCORPORATING, SO WE DO NOT YET HAVE A UEI OR CERTIFICATION OF REGISTRATION WITH THE SBA. BUT WE WILL HAVE CERTIFICATION BEFORE AWARD NEGOTIATIONS ARE EXPECTED TO BEGIN. MAY OUR FULL-PROPOSAL SUBMISSION STILL BE CONSIDERED IF IT DOES NOT INCLUDE THE SBA REGISTRATION CERTIFICATE?
3. THE BUDGET JUSTIFICATION WORKBOOK (FORM SF-424A) HAS COLUMNS FOR "PHASE II" AND "PHASE II CONT'D". IS THERE A REQUIRED OR RECOMMENDED WAY OF DIVIDING PHASE II INTO THESE TWO TIME PERIODS FOR BUDGETING AND PLANNING PURPOSES?

ANSWER: 1. Redacted

2. Yes

3. Please see Q6 above.