



## DE-FOA-0002241 – REEACH SBIR/STTR

Questions can be sent to [ARPA-E-CO@hq.doe.gov](mailto:ARPA-E-CO@hq.doe.gov)

FIRST DEADLINE FOR QUESTIONS TO ARPA-E-CO@HQ.DOE.GOV:

5 PM ET, MONDAY, JANUARY 21

SECOND DEADLINE FOR QUESTIONS TO ARPA-E-CO@HQ.DOE.GOV:

5 PM ET, TUESDAY, MAY 12, 2020

### QUESTIONS AND ANSWERS

PLEASE REFER TO THE GENERAL FAQs SECTION OF ARPA-E'S WEBSITE (<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 looked at the REEACH program FOA for SBIR (Funding Opportunity No. DE-FOA-0002241 CFDA Number 81.135) as well as the main REEACH program FOA [DE-FOA-0002240]. Being a small company, we can submit for SBIR. We have a new fuel cell approach ... . However, looking at the SBIR funding, it is too ambitious to make the whole ESPG system with that funding. We would like to focus on developing the fuel cell and stacking them for higher power. Can we bid only for the fuel cell in the SBIR?**

**ANSWER:** ARPA-E will not pre-assess an applicant's proposal. Applicants must review the technical requirements of the FOA and independently determine whether their proposed concept warrants a submission.

**Q2. We plan to propose [a technology to synthesize carbon-neutral liquid fuel]. Would this concept meet the intent of APRA-E is looking for in the REEACH FOA?**

**ANSWER:** Refer to General FAQ 6.19.

The REEACH program aims to develop and demonstrate a fuel-to-power conversion subsystem that should fit into the ESPG system model proposed by an applicant. Other ESPG components are commercial and not the subject of development.

**Q3. Is ammonia of interest? (Yes/No)**

**ANSWER:** As noted in the first paragraph of Section I.E ("Potential Technical Approaches"): "The applicant is allowed to select any CNLF, fuel-to-electric power conversion device(s), and ESPG configuration so long as it conforms to the "fuel in – electric power out" program concept and meets performance and cost targets defined in section 1.E".

CNLFs responsive to the FOA are defined in the second paragraph of the of Section I.E: "We define CNLFs responsive to this FOA as renewable energy dense liquid fuels (e.g. sustainable hydrocarbons and oxygenates) that meet three specific criteria: (1) enable the cost of delivered energy < \$0.15/kWh at the 100 MWh scale; (2) are produced commercially, or have a feasible pathway to production, at > 1000 metric tons per year; and (3) are liquid over a practical range of temperatures under moderate (up to 10 bar) storage pressure, stable for storage and compatible with existing methods and infrastructure for liquid storage and transportation".

**Q4.1 On the cover page for the DE-FOA-0002241 (SBIR track), the maximum award for Phase I/II/IS combined is listed as \$3,613,889. On page 19, it is listed as \$3,610,000. Could you please confirm the actual award limit for phase I/II/IS combined?**

## QUESTIONS AND ANSWERS

**ANSWER:** The \$3,613,889 is the maximum award amount, as adjusted from time-to-time, by the Small Business Administration (SBA). ARPA-E rounds this figure downward to \$3,610,000 for ease of administration.

### **Q4.2 Does the maximum award limit for phase I/II/IIS (SBIR track) combined include the cost share?**

**ANSWER:** Refer to FOA Section III.E. Cost sharing is not required for this FOA.

### **Q4.3 Under section II (Award Information) in the FOA: “Combined Phase I/II/IIS awards may be funded up to XXX and may have a period of performance up to 48 months (4 years)”. What is the breakdown for the period of performance AND the funds for each of phase I , phase II, and phase IIS?**

**ANSWER:** SBA guidance provides that a six month performance period for Phase I awards, and twenty-four month performance period for Phase II and Phase IIS awards is appropriate, but is subject to negotiation as circumstances warrant. ARPA-E has limited the term of any prospective awards to forty-eight months.

## **II. Full Application Phase Questions:**

### **Q5.1 Can we change the schedule of performance relating to when we complete the phase I of the SBIR (with max funding of \$256,580) as well as of Phase 1 and phase 2 as well as the funding requirement that may be different from that was proposed in the concept paper?**

**ANSWER:** Yes. Also refer to FAQ 4.3 above.

### **Q5.2 It is clear from the modified FOA that there is a Go/No Go at the end of phase 1 (24 mo), however, will there be a Go/No Go at the end of Phase I of the SBIR (with max funding of \$256,580), which may happen by the end of 6 or 8 months into the phase 1 of the SBIR?**

**ANSWER:** Yes. Refer to Attachment 1, Clause 34 (titled *Continuation Approvals*) of ARPA-E’s SBIR/STTR Model Cooperative Agreement, found at <https://arpa-e.energy.gov/?q=site-page/funding-agreements>, and information about SBIR/STTR Continuation Requests found on ARPA-E’s Project Guidance webpage.

### **Q5.3 Can we request a different level of funding with expanded scope to incorporate Phase IIS?**

**ANSWER:** The maximum amount obligated for Phase IIS work is \$1,710,531 per award.



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### QUESTIONS AND ANSWERS

**Q6. I am coordinating the submission of our Full Application to the subject FOA. In your notification letter (attached) it specifies: "The deadline for submission of Full Applications is 9:30 AM Eastern Time on May 18, 2020." However, in Mod 1 of the solicitation it states: "Submission Deadline for Full Applications: 9:30 AM ET, Friday, May 22." Please confirm we are allowed to submit by the solicitation date and not by the award letter date to be compliant.**

**ANSWER:** The DE-FOA-0002241 REEACH SBIR/STTR Funding Opportunity Announcement Full Application submission deadline of 9:30 AM ET Friday, May 22, 2020 is correct.

**Q7. We have a question on the above referenced FOA and will appreciate if you address: For the SBIR/STTR track, could you please specify the breakdown of the award "period of performance length in months" for each of Phase I, Phase I, and Phase IIS?**

**ANSWER:** Refer to REEACH SBIR/STTR FAQ 4.3.