

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. Full Application Questions:

Q1. WE'VE REVIEWED THE CONCEPT PAPER FOA AND HAVE A FEW QUESTIONS.

A. WITH REGARDS TO III.A.3 "FOREIGN ENTITIES", WE ARE CONSIDERING WHETHER TO INCLUDE A FOREIGN ENTITY WITH A COMPELLING AND UNIQUE TECHNICAL COMPETENCY AT THE CONCEPT PAPER STAGE, WHICH WOULD LATER REQUIRE SUBMISSION OF THE MENTIONED "WAIVER REQUEST" AT THE LATER FULL APPLICATION STAGE. WE ARE TRYING TO GAUGE THE APPLICATION ACCEPTANCE RISK ASSOCIATED WITH THIS.

- DOES THE LIKELIHOOD OF ACCEPTANCE OF THIS WAIVER REQUEST FACTOR INTO THE EVALUATION CRITERIA OF THE CONCEPT PAPER?
- DOES ARPA-E ACCOMMODATE ANY MECHANISM TO "HEDGE OUR BETS" WITH RESPECT TO THE ACCEPTANCE OF THE CONCEPT PAPER OR FULL APPLICATIONS, INSOFAR AS IT HINGES UPON THE INCLUSION OF WORK DONE OUTSIDE THE US?

B. COMPARING I.F.1 "T2M CONSIDERATIONS FOR TECHNICAL AREA 1: SENSORS" WITH I.H "TEAM EXPECTATIONS", PLEASE CLARIFY THE DISTINCTION (IF ANY) BETWEEN "TEAM MEMBERS" AS REFERRED TO IN I.H, AND "PARTNERS" IN I.F AND THE SUBSECTION I.F.1. ARE PARTNERSHIPS ASSOCIATED WITH "STRONG SUBMISSIONS" (FOR INSTANCE, "CARBON MARKET ENTITIES", "OCEAN OBSERVING ORGANIZATIONS", "NGOS AND/OR OTHER RESEARCH GROUPS [INVOLVED IN MCDR TRIALS]") EXPECTED TO TAKE THE FORM OF TEAM MEMBERS INCLUDED IN THE CONCEPT PAPER AND SUBSEQUENT FULL APPLICATION STAGES? OR CAN "PARTNERSHIPS" BE PROPOSED/DISCUSSED DURING THE APPLICATION STAGES AND THEN MATERIALIZED DURING THE ACTUAL PROJECT PERIOD?

ANSWER:

- A. The evaluation criteria for Concept Papers are provided in Section V.A.1 of the FOA.

No such accommodations are provided. It is also important to note that foreign entities are typically eligible to apply for funding under ARPA-E FOAs, ARPA-E will only make an award of funding to a U.S. affiliate or subsidiary entity (i.e. incorporated in the United States or a U.S. territory). Rarely, a "foreign work waiver" may be provided by ARPA-E in order to allow performance of part of the work outside of the United States. ARPA-E's provision of a foreign work waiver is a fact dependent, case-by-case determination that is made only in exceptional circumstances and only for discrete parts of an award that necessitate foreign work. Applicants that anticipate the need for a foreign work waiver to perform some work outside of the U.S. should review the Business Assurances & Disclosures Form.

- B. ARPA-E cannot comment on the particular circumstances of an applicant's proposed project team. Each applicant is responsible for proposing a project team that meets the requirements of the FOA.

Q2. NOW THAT THE OFFICIAL FOA HAS BEEN RELEASED, WE HAD A CHANCE TO DIVE INTO SOME OF THE COST REGULATIONS. WE ARE A PRODUCT DEVELOPMENT COMPANY THAT ONLY USES DIRECT COSTS THAT ARE REASONABLE AND ALLOCABLE. WE PLAN ON SIMPLY USING OUR NORMAL HOURLY RATES FOR CONSULTING SERVICES MULTIPLIED BY THE NUMBER OF HOURS.

FOR EXAMPLE: PROGRAM MANAGER – 100 HOURS AT \$200/HR, AND ENGINEER – 250 HOURS AT \$240/HR. OUR ONLY COSTS OUTSIDE OF TRAVEL WOULD BE THE HOURLY RATES TIMES THE NUMBER OF HOURS. THAT IS A VERY SIMPLE WAY TO WRAP UP OUR TOTAL PROJECT COSTS.

WE DO NOT PLAN ON HAVING ANY FULL TIME EMPLOYEES WORKING ON THIS EFFORT WHERE WE EXPECT TO USE FRINGE BENEFITS, INDIRECT COST RATES, SALARIES AND WAGES. WE SIMPLY WANT TO USE NUMBER OF HOURS X BILL RATE. IS THERE A SIMPLE WAY FOR US TO SUBMIT A PROPOSAL IN THIS MANNER? LOOKING AT THE SF-424 AND 424A AND OTHER COST DOCUMENTS, THEY DON'T SEEM APPLICABLE FOR A SIMPLE HOURS X BILL RATE MODEL.

ANSWER: No, the SF-424 must be filled out in accordance with the instructions, but the SF-424 is not required at the Concept Paper stage.