



SOCIETY OF
RESEARCH
ADMINISTRATORS
INTERNATIONAL

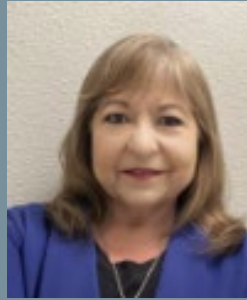
Here they come! ARPA-H and the brave new world.

MAY 2025

Presenters



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AGENDA

Brief introduction to ARPA-H

Solution Summary Submission

FAR vs. Non-FAR: Other Transactions

Submission of Initial SOW

Executing Final Negotiated SOW

Brief Introduction to ARPA-H Advanced Research Projects for Health

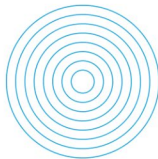
Focus Areas



Health Science Futures

Expanding what's technically possible

[Learn More](#)



Scalable Solutions

Reaching everyone quickly

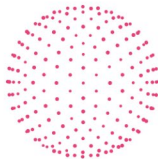
[Learn More](#)



Proactive Health

Keeping people from being patients

[Learn More](#)



Resilient Systems

Building integrated health care systems

[Learn More](#)

The Model

- **Program Manager:** identifies a difficult health-related challenge that is ripe for solving.
- **Challenge:** the challenge should NOT be easily Solvable through Traditional activities (i.e. funding from NIH, DOD, etc.).
- **Program Launch:** the Program Manager seeks (and oversees) several groups of performers aiming to solve the same problem in unique ways.

Performers

- **Performers:** compete to carry out their potential innovative solutions to the challenge.
- **Performance:** is assessed regularly. *If results fail to measure up, a performer's work may be stopped, while more successful performers continue.*

What they want: Product Development vs. Research

- **Highly Targeted Innovative Solutions Openings (ISOs).**
- **Funding Opportunities now open:** <https://arpa-h.gov/research-and-funding/mission-office-iso>
 - Current awards range from \$1.9 Million to over \$61 Million.
- **Health Science Futures** – Accelerating advances across research areas and removing limitations that stymie progress towards solutions for broad ranges of disease and conditions. [View the Health Science Futures ISO on SAM.gov.](#)
- **Proactive Health** – Creating capabilities to detect and characterize disease risk and promote treatments and behaviors to anticipate threats whether viral, bacterial, chemical, physical, or psychological. [View the Proactive Health ISO on SAM.gov.](#)
 - [View a recording of the Proactive Health virtual Proposers' Day](#) on April 9, 2024, 2:00 – 3:00 PM ET and [review the slides.](#)
- **Resilient Systems** – Addressing systemic challenges across the healthcare and public health landscape by investing in cutting-edge technologies that address long-standing gaps in the quality, efficacy, and consistent availability of care. [View the Resilient Systems ISO on SAM.gov.](#)
- **Scalable Solutions** – Addressing challenges including geography, distribution, manufacturing, data and information, and economies of scale to develop impactful, timely, and equitable solutions. [View the Scalable Solutions ISO on SAM.gov.](#)

Solutions Summary Submission

- **Short and compacted proposal -highly targeted**

- Easily prepared with “ambitious” goals, however, must be incorporated into the SOW package if invited for full proposal.

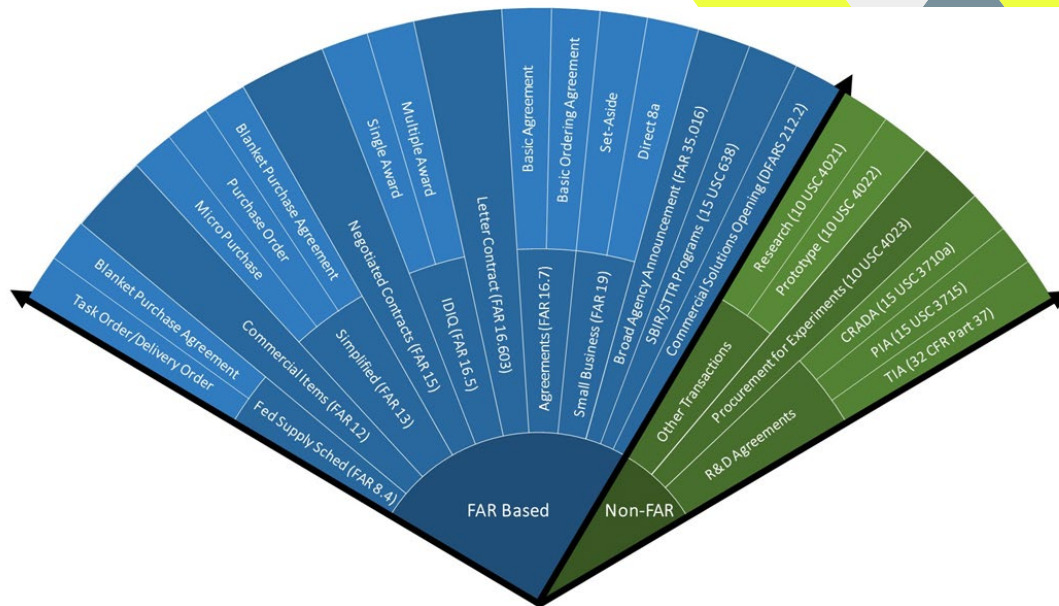
- **Includes built in “general” budget**

- Although this is a high-level budget breakdown, it needs to be based on a detailed budget assumption of project costs

- **Milestone breakdown required**

- Milestones will need to be clearly defined, associated with timeline deliverables, and will eventually need to be tied to budget timeline breakdown

Far Vs. Non-FAR



OTA (Other Transaction Authority)

- **This is a “contract like” award and operates OUTSIDE of FAR**
 - Impacts the post-award management of these contracts
 - Intended to facilitate the gov't ability to engage private entities to produce innovative technologies
 - These are CONTRACTS not grants (what you promise is what you're held accountable for: you must be able to trust your subs).

Accepted for funding

- **ATI (Advanced Technology International)/PATIO: the gov't third party vendor that oversees the administrative management of contracts.**
- **Prepare full proposal (in 45-60 days) including all Appendices**
- **Clearly develop a detailed budget by Milestone**
- **Highly synchronize subs and their budgets with your Milestone completions and cost per Milestone.**

Submission of Initial SOW

- Program Manager communications are heavily encouraged; Proposers Day is hosted and typically recorded for dissemination
- Solution Summary has evolved from general concepts to detailed projects with attached Milestones and budgets per Milestone
- The SOW will become the guiding (and abiding) rubric for the contract
- Salary, fringe, effort will need to be calculated as closely to real dollars as possible
- Expenses will need to be invoiced per Milestone, on the correct timeline-precision burn rates are required from onset
- *Invoicing requirements for these contracts exceed what most academic institutions are used to (NIH, NSF, typical DOD, and foundations awards).*

Executing Final Negotiated SOW: budget and invoicing

- **Timeline of Milestone completion vs. budget by Milestone and the implications on invoicing**
- **Subaward lag in invoicing to prime and preparation of prime invoices to ATI**
- **Invoicing : variances in effort (salary support); F&A drawn down variances per institution; internal billing and how institutions process those invoices.**
- **Fees: allowable, unallowable, rates and applications vary within the same project and same project period.**

Extreme attention to detail on invoices

- **Very deep researcher involvement with invoicing**
- **Institutions have lost ARPA-H contracts, in part, due to the inability to comply with reporting requirements.**
- **G&A (F&A) variances between months.**
 - Depending on the accounting practices of your institution, variances may arise that result in what appears to be fluctuations in your rate between months. A meeting with your accounting department would be recommended to elaborate on any variances seen within your invoices.

Invoicing and Draw Downs

- **Funding is “drawn down” in variable amounts that do not match the highly detailed and timed budgets:**
 - For example: a project funded for a total award of \$45M, will have a first project period budget of \$12M but be awarded \$20M.
 - This often results in the need for the research admin staff to create an entirely new budget different from the previously provided documentation and will need to be distributed through your project periods correctly.
- **The opposite is also very possible.**
 - In this case you must spend down 75% of the awarded amount before drawing down additional funds.

Excel workbook invoice supplemental support document

Example: Subcontracts
(beyond threshold)

Milestone	Deliverable	February	March	April	May	LABOR HRS	MATERIALS	SERVICES
5.1	4.1	100				3	\$ 2,214.67	\$ 4,950.00
5.2	N/A		80	85	90		\$ 2,214.67	
5.3	4.2		70	95	100	8	\$ 2,214.67	
5.4	4.28	N/A						
5.5	4.28		100			8	\$ 2,214.67	\$ 4,950.00
5.6	N/A	100					\$ 2,214.67	
5.7	4.16	25	50				\$ 2,214.67	
5.8	4.28				33	8	\$ 2,214.66	
5.9	4.3	40	80	90	95	2	\$ 2,214.66	
5.10	4.17							
5.11	4.29							
5.12	4.28							
5.13	N/A							
5.14	4.11; 4.12							
5.15	4.6	10	25			2	\$ 2,214.66	
5.16	4.22							
5.64a	4.30							
TOTAL						31.00	\$ 19,932.00	\$ 9,900.00

Excel workbook invoice supplemental support document

Example: Subcontracts
(beyond threshold)

Effort Sourcing Charges								
	% effort for each month	Annual rate	Monthly rate	Effort support on project March, April, and May	Salary charged to Project	variance of effort vs. salary charged	% variance to month*	Fringe
Principle Investigator	5.95%	\$285,000.00	\$23,750.00	\$4,239.38	\$ 4,239.39	(\$0.02)	0%	\$ 822.14
					Total salary plus fringe		\$ 5,061.53	
Hours per Milestone								
	5.1	5.3	5.5	5.8	5.9	5.15	total	
Principle Investigator	3	8	8	8	2	2	31	
% Effort (for the month) per Milestone								
	5.1	5.3	5.5	5.8	5.9	5.15	total	
Principle Investigator	10%	26%	26%	26%	6%	6%	100%	
February Milestone 5.1								
Employee	% Effort	Hours Accrued	Total Labor	Fringe	Total Labor +Fringe			
Principle Investigator	10%	3	\$ 410.26	\$ 79.56	\$ 489.83			
TOTAL		3	\$ 410.26	\$ 79.56	\$ 489.83			

Excel workbook invoice supplemental support document

Example: Subcontracts
(beyond threshold)

Materials and Services										
	Milestone									
Vendor	5.1	5.2	5.3	5.5	5.6	5.7	5.8	5.9	5.15	Total
RDSolutionsOnline	\$4,950.00			\$ 4,950.00						\$ 9,900.00
Software	\$2,214.67	\$ 2,214.67	\$2,214.67	\$ 2,214.67	\$ 2,214.67	\$ 2,214.67	\$ 2,214.66	\$ 2,214.66	\$ 2,214.66	\$ 19,932.00
										\$ -
										\$ -
										\$ -
										\$ -
GRAND TOTAL										\$ 29,832.00
*Invoices attached to packet										

Recommendations

- **One - get support from pre-award, post-award, legal, contracts, sponsored programs**
- **Two - plan regular team meetings with scientific team for administrative updates and reconciliation**
- **Three - anticipate the need for routine administrative support to produce invoice packets**

Thank You

