



*U.S. Army Medical Research and Development Command*

# Gateway to Partnerships

*Innovate • Collaborate • Connect*



*Please note that we offer this guide as a reference.  
Your product, idea, or service must fill a military medical need, and  
any commitment of funds must receive the appropriate approvals.*



## We Need You

At the U.S. Army Medical Research and Development Command (USAMRDC), the advancement of military medicine in support of the warfighter is what we do. A ready flow of innovative products, ideas, and services is how we do it. We seek partnerships with top quality individuals and organizations that will complement and enhance our own research, development, and acquisition capabilities.

This is where you come in. We invite you to better understand what we do, so that you can partner with us to more rapidly advance military medicine. By partnering with us, you can benefit from our unparalleled scientific and regulatory expertise, increase your product or service portfolio, and expand your business outreach to include military-relevant opportunities.

The USAMRDC is a complex organization, and it can be a challenge to navigate our partnering mechanisms. We developed this guide because we understand this—and we need you. This Guide will help you to:

-  Bring us your ideas, products, or services
-  Collaborate with us
-  Connect with us

Think of this guide as a “gateway to partnerships” with the USAMRDC.

***We thank you for your support of military medicine.***





## **INNOVATE:** *Bring Us Your Ideas*

**The USAMRDC recognizes that businesses large and small bring new ideas that generate innovations in military medical research, development, and acquisition. We have a variety of tools in place to engage directly with innovators like you.**

### **New Products and Ideas Website**

The New Products and Ideas (NPI) website is a gateway to partnerships with the USAMRDC. Individuals and businesses wishing to develop their ideas or sell their products to the USAMRDC can submit them to the NPI website and have their idea or product reviewed by our experts. This review will offer insight into the applicability of the product or idea to our mission, as well as any further actions that may need to be taken by the submitter. You'll find the website is easy to navigate and provides detailed descriptions of the types of medical solutions that we seek.

**To access the NPI website, visit <https://mrdc-npi.amedd.army.mil/>.**

**If you have questions about the NPI website, contact us at: [usarmy.detrick.medcom-usamrmc.other.npi@mail.mil](mailto:usarmy.detrick.medcom-usamrmc.other.npi@mail.mil).**

### **Office of Small Business Programs**

The Office of Small Business Programs (OSBP) assists small businesses in developing strategies to compete for funding for products, services, and business solutions that support Department of Defense (DoD) initiatives.

Each year, the Advanced Acquisition Forecast (AAF) is released and serves as a projection of future contracting opportunities with the USAMRDC. The OSBP works with small businesses to use the AAF. Potential contractors can seek additional information on relevant postings; seek partners or sub-contractors for an opportunity; and prepare to submit a proposal if a solicitation is issued for a posting.

**To learn more about the OSBP or to access the AAF, visit <https://smallbusopps.amedd.army.mil/>.**



## Medical Technology Enterprise Consortium

The Medical Technology Enterprise Consortium (MTEC) is a nonprofit corporation consisting of industry, academia, and nonprofit organizations committed to supporting the USAMRDC in developing biomedical technologies for the benefit of our warfighters, veterans, and the wider civilian community. MTEC was organized through an Other Transaction Agreement for prototypes (pOTA), an acquisition tool available to the USAMRDC that offers flexibility for medical prototype development.

Through this unique enterprise, the DoD realizes increased efficiencies in the acquisition process through new and expanded collaborations. The ability to leverage resources, facilities, programs, and people provides a high return on investment and information sharing and allows the focus to remain on biomedicine in the following areas:

- Prevention, diagnosis, and treatment of infectious diseases
- Care of combat casualties
- Military operational medicine
- Clinical and rehabilitative medicine
- Medical training and health information science
- Advanced medical technologies

**Business and management services for MTEC are provided by Advanced Technology International (ATI). Go to <https://mtec-sc.org/> to learn more and review the step-by-step process to join the consortium. For questions, email [mtec-sc@ati.org](mailto:mtec-sc@ati.org).**



# COLLABORATE:

*Partner With Us*

**All USAMRDC research, development, and acquisition awards are made in the competitive marketplace. Prospective partners share in our mission and understand that our procurement environment is highly selective in seeking the best possible solutions to support our service members.**

## **Program Announcements**

Program Announcements (PAs) identify basic and applied research topics that the USAMRDC is particularly interested in funding on a competitive basis. Announcements are posted on Grants.gov for grant seekers to find and apply for these funding opportunities. Each PA includes established open and close dates to submit proposals.

To view a complete listing of Program Announcements posted by the USAMRDC, visit <https://www.grants.gov/> and follow these steps:

1. On the Grants.gov home page, click the tab “Search Grants.”
2. In the CFDA criteria block, enter “12.420” and click “Search.”
3. In the Opportunity Number column, click on a link for details on an announcement.

## **Broad Agency Announcement**

The Broad Agency Announcement (BAA) is a competitive process to invite basic and applied research submissions. The BAA provides a general description of USAMRDC research and development programs, evaluation and selection criteria, and proposal/application preparation instructions. Research funded through the BAA is expected to benefit and inform both military and civilian medical practice and knowledge. The BAA is a continuously open announcement; pre-proposals/pre-applications may be submitted at any time throughout the 12-month period. You must be invited to submit a full proposal/application.

To view the Broad Agency Announcement posted by the USAMRDC, visit <https://www.grants.gov/> and follow these steps:

1. On the Grants.gov home page, click the tab “Search Grants.”
2. In the CFDA criteria block, enter “12.420” and click “Search.”
3. In the Opportunity Number column, look for number “W81XWH-[YEAR]-[LETTER]-BAA1.”

**For both the PA and the BAA, you will view, complete, and submit your grant package via the Grants.gov website.**



**Additionally, whether a PA or a BAA, all pre-proposals/pre-applications must be submitted through the electronic Biomedical Research Application Portal (eBRAP). You can access eBRAP, along with submission instructions and forms, through <https://eBRAP.org>.**

## **Small Business Innovation Research and Small Business Technology Transfer Programs**

The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs are both congressionally mandated and created to promote small business technological innovation and economic growth through federal investment. Eligible projects must have the potential to develop into a product or service for commercial and/or defense markets. Each year, the DoD issues multiple SBIR announcements, which identify topics that represent serious scientific and technical problems requiring innovative solutions.

The STTR Program is a companion to the SBIR Program. It funds cooperative research and development projects with small business in partnership with universities, Federally Funded Research and Development Centers, and other non-profit research institutions to move research to the marketplace. The DoD offers multiple STTR announcements each year.

**An SBIR/STTR proposal must be submitted through the DoD submission system <https://sbir.defensebusiness.org>.**

**For more information about these programs, the DoD SBIR/STTR website at [www.acq.osd.mil/osbp/sbir/](http://www.acq.osd.mil/osbp/sbir/) contains a wealth of information, ranging from program descriptions to eligibility criteria to current announcements.**



## **CONNECT:** *Meet With Us*

**The USAMRDC hosts or participates in a number of events that bring together the scientific, government, academic, and business communities. These events provide opportunities to display your products in person and speak directly with subject matter experts in a specific medical area.**

### **Military Health System Research Symposium**

The Military Health System Research Symposium (MHSRS) is the DoD's premier scientific meeting that focuses specifically on the unique medical needs of the warfighter. The educational symposium brings together military providers with deployment experience, research and academic scientists, international partners, and industry to exchange new information on military-unique research and development. The collaborative setting fosters frank discussions and a unified path forward to solve the increasingly complex demands of battlefield health care.

**For more information related to MHSRS, visit <https://mhsrs.amedd.army.mil>.**

### **Military Health System Vendor Day**

The Military Health System Vendor Day is a cooperative venture by the military services located on Fort Detrick in Frederick, Maryland. The event is held seven times per year, beginning in March and running through November, and is free to attend. An intimate setting provides the services an opportunity to speak with individuals and businesses wishing to demonstrate their products to the government. Vendors may present at one event per calendar year, and are required to register for an event and to identify which products they intend to display.



To register for a Vendor Day event or to learn more, visit:  
<https://www.health.mil/VendorDay>.

If you have any questions regarding your participation in Vendor Day or the requirements to attend, contact us at [dha.detrick.business-spt.mbx.dmlc-vendor-day@mail.mil](mailto:dha.detrick.business-spt.mbx.dmlc-vendor-day@mail.mil).

**We also connect with academia, private industry, not for profit institutions, and state and local governments to leverage capabilities and technologies. One method is through a Cooperative Research and Development Agreement.**

## **Cooperative Research and Development Agreement**

A Cooperative Research and Development Agreement (CRADA) is a unique opportunity to collaborate with the USAMRDC. A CRADA facilitates shared research and development between one or more federal labs and one or more nonfederal parties. The federal lab can provide materials, equipment, access to facilities, and expertise, but not funding, to the CRADA partner. Notably, the CRADA partner can provide the same plus funding to the federal lab.

**For more information on CRADAs and other technology transfer mechanisms, visit Medical Technology Transfer at <https://technologytransfer.amedd.army.mil/index.cfm>.**

# Explore Our Science

***The USAMRDC conducts research and development in a multitude of medical areas. Collaboration with partners like you is essential to our success in creating, delivering, and sustaining medical solutions. We invite you to explore these areas and many more at <https://mrdc.amedd.army.mil>.***

Aircrew Health & Performance	Gulf War Illness	Parkinson's Disease
Alcohol & Substance Abuse Disorders	Hard Body Armor Testing	Patient Movement/En Route Care
ALS (Amyotrophic Lateral Sclerosis)	Health IT Management	Pre-Hospital Tactical Combat Casualty Care
Alzheimer's Disease	Hearing Loss & Vestibular	Prolonged Field Care
Antimicrobial Countermeasures	Heat, Cold & Terrestrial Altitude	Prostate Cancer
Autism	Hemorrhage, Shock & Coagulopathy of Trauma	Psychiatry & Clinical Psychology Disorders
Autonomous & Unmanned Medical Capability	HIV Vaccine	Psychological Health/Traumatic Brain Injury
Bacterial Diseases	Host Responses to Environmental Health Hazards	Q Fever Vaccine
Battlefield Pain Management	Joint Warfighter Medical Research	Radiation Health Effects
Behavioral Health, Wellness & Resilience	Lung Cancer	Reconstructive Transplant Research
Biomedical Performance Enhancement	Malaria Vaccine Research	Regenerative Medicine
Blunt, Blast & Accelerative Injury & Protection	Maxillofacial Trauma & Combat Dentistry	Rickettsial Disease
Bone Marrow Failure	Medical Aspects of Man-Machine Teaming	Sensory Performance, Injury & Protection
Brain Health & Performance Risk	Medical Model Simulation & Training	Sensory Systems
Breast Cancer	Military Medical Photonics	Shigella Vaccine
Burn Injury	Millennium Cohort Study	Small Business Innovation Research
Chikungunya Vaccine Research	Multiple Sclerosis	Soldier System Architecture
Cognitive Health & Performance	Muscular Dystrophy	Spinal Cord Injury
Cryopreserve Platelet	Musculoskeletal Injury	Staphylococcus Aureus Vaccine
Damage Control Resuscitation	Neurofibromatosis	Suicide Prevention & Reduction
Dengue Vaccine Research	Neuromusculoskeletal Rehabilitation	Systems Biology
Diagnostics Development	Neurotrauma, Neuroprotection & Neurodiagnostics	Systems of Critical Care Delivery
Diarrheal Disease	Nutrition & Weight Balance	Tick-Borne Disease
Directed Energy Health Hazard Assessments	Nutritionally Optimized Food Products	TBI Neurotrauma & Brain Dysfunction
Duchenne Muscular Dystrophy	Ocular Facial Injury	TBI/PH Clinical Trials
Endovascular Hemorrhage Control	Optimizing Mental Acuity	Tri-Service Translational Research
Environmental Toxicant Exposure	Orthopaedic	Tuberous Sclerosis Complex
Epilepsy	Orthotics & Prosthetics Outcomes	Vector Control
Extremity Trauma	Ovarian Cancer	Viral Diseases
Flavivirus Vaccine Research	Pain Management	Virtual Health
Freeze-dried Plasma	Parasitic Diseases	Vision
		Warfighter Physical Performance





For additional information, contact:

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