



CAPTURE  PROPOSAL

CAPTURE MANAGEMENT PLATFORM CAPABILITIES

OPPORTUNITY-CENTRIC MARKET INTELLIGENCE

Find and Research government procurement opportunities with the industry's most comprehensive and intelligently correlated and linked data set

PURSUITFLOW - CAPTURE MANAGEMENT AND TEAM ORCHESTRATION

Identify teaming partners, orchestrate capture efforts, and dynamically calculate and update probability of winning across all capture efforts

SECURE ENCLAVE FOR PROPOSAL DEVELOPMENT

Meet and exceed the controls requirements for DFARS 252.204-7012 and NIST 800-171 requirements for controlling unclassified information for DoD proposals

Click [Here](#) for more information on Capture2's Capture Management Platform

CAPTURE Growing with Broad Agency Announcements

As a capture manager, business development leader, or executive working with the federal government focused on winning advertised procurements sales qualification is often captured in the RFP and clearly understood:

Budget - yes, of course, this is a funded program.

Authority - yes, it is under a contract vehicle that is funded and the KO is the decision maker.

Need - yes, absolutely, otherwise there would not have been an RFP release.

Timing - clearly stated in the RFP due date and anticipated award date.

There is however, a scenario that provides a potentially lucrative opportunity for innovative small businesses to get their ideas in front of the government customer that is outside of the traditional RFP and Capture cycle - leverage the Broad Agency Announcement.

In short the BAA is a solicitation method that federal agencies use to signal industry that "we need help!" Some are extremely specific such as 'Grid Spectral Management for Nuclear Enterprise' while others are much broader shouts-from-the-rooftop for innovation in a wide variety of areas ranging from Network Operations, to C4ISR and Cyber, to Environmental Monitoring.

Unlike traditional procurements the BAA is your chance to get in front of the customer with your ideas, bring something new and novel to fulfill a need, and turn that into an exclusive procurement that can often use the Other Transactional Authority (OTA) process and result in a quick and competition free award.

Finding the Right BAA

When searching [FBO.gov](https://www.fbo.gov) for "BAA" or "Broad Agency Announcement" the site returns over 40,000 announcements, far more than most busy capture managers want to sift through. Using the Capture2Proposal system and filtering for BAAs that are expiring in the next year that have had a successful award in the Defense Sector and excluding attachments the result quickly

CAPTURE 2 PROPOSAL™
Identify. Strategize. Win.

OPPORTUNITY: NAVY-NRL DEFINITIVE CONTRACT (UNRESTRICTED) - NRL-WIDE BROAD AGENCY ANNOUNCEMENT

Solicitation: N00173-16-R-BA01 (Previous Solicitations BAAN0017304)
Solicitation Release/Due Date: Apr 15, 2016 / Feb 17, 2017
Award Date: Apr 19, 2017
Solicitation URL: [Click to view](#)
Facility Clearance: Undetermined
Number of Offers: 1

Acquisition Status: Awarded
Set Aside: Full & Open
Last Update Date: Jan 12, 2017

Buttons: Add to Pipeline, Email Colleague

RESEARCH | PURSUIT FLOW
 Information | Existing Contract | Contacts | Activity | Teaming | PWIN | Documents | Scheduling | Tasking

Contract and Award Type: CPFF / Definitive Contract
Contract Vehicle: Not Applicable
Awardee and Value: VOXTEL, INC. (N0017317C2008) for \$475,000.00
NAICS Code(s): 541690 - OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES
Product or Service Code: AD23 - R&D- DEFENSE OTHER: SERVICES (ADVANCED DEVELOPMENT)

Customer Office: NAVY: ONR: NRL: NAVAL RESEARCH LABORATORY
Contracting Office: NAVY: ONR: NRL: NAVAL RESEARCH LABORATORY
Place of Performance: BEAVERTON, OREGON, UNITED STATES
Period of Performance: Apr-19-2017 to Apr-16-2019

Description
 The Naval Research Laboratory (NRL) is the Navy's corporate laboratory. NRL conducts basic and applied research for the Navy in a variety of scientific and technical disciplines. The basic research program is driven by perceptions about future requirements of the Navy. Additional Information URL: <http://heron.nrl.navy.mil/contracts/index04.htm> Additional Information: Link to NRL-Wide BAA N00173-04: Documents: Eligible Applicants: Unrestricted (i.e., open to any type of entity above), subject to any clarification in text field entitled 'Additional Information on Eligibility'

Learn More About Customer Organization
 The United States Naval Research Laboratory (NRL) is the corporate research laboratory for the United States Navy and the United States Marine Corps and conducts a wide range of basic

C2P Analyst Update

Date	Solicitation	Description	Expand All
1/11/2017	N0017316RBA01	The Contracting Officer has released a Modification:	+
03/20/2016	N0017316RBA01	The Contracting Officer has released a Modification. This announcement amends N00173-	+

Opportunity Contacts
 Nriproposals
 Department of the Navy
 Office of Naval Research
 Naval Research Laboratory

The Capture2Proposal platform is the ideal market intelligence solution that links search, capture/teaming, and proposal development into a cohesive and seamless workflow. When searching for agency announcements it is easy to filter to find ones that are active and accepting submissions and set up alerts that signal you when new BAAs are issued in your AO.

narrows to **only sixty-two**, a much more manageable method to identify interesting opportunities.

Prepare your Concept Paper - A simple five-page paper outlining your solution is all you need to kick off the process. Your paper should include a thorough discussion of your unique and innovative approach to solve the government's challenge or to introduce a mission-impacting capability. . Be sure to include key information like your past experience with this technology or innovation in the government and commercial sectors as well as your planned approach to prove the concept and deliver demonstrable and measurable results.

The managing agency for the BAA will share your concept paper with the sponsoring agencies and if it is of interest you will be contacted by the agency to provide more information. It is entirely possible that your solution may be of interest to several agencies who will contact you for more information with many questions and requests for oral briefings. Yes, the government may end up soliciting you!

Procurement - A BAA can use any contracting option, so you can steer the PM toward a vehicle you are prime on. However, the most common vehicle is the OTA (Other Transaction Authority) which allows the PM to fund prototypes, evaluations, and move directly into production....at a DFAR waived speed to production!



For more information on the Capture2 Platform click [here](#)

Capture2, Inc
 2820 Camino Del Rio
 San Diego, CA 92018