

INSIGHTS FROM THE BDO LIFE SCIENCES PRACTICE

Best Practices for Seeking Federal Funding for Biodefense & Life Sciences

For life sciences companies seeking to develop products and technologies that are crucial to the health and safety of U.S. civilians or the U.S. armed forces, the federal government can be a source of non-dilutive funding. The U.S. Department of Health and Human Services (HHS) and the U.S. Department of Defense (DOD) frequently partner with organizations to develop new and innovative products and technologies to address chemical, biological, radiological and nuclear (CBRN) threats, influenza and emerging infectious diseases, in particular those with limited commercial viability that may otherwise hinder the development process.

Best Practices for Submitting a Proposal for Federal Funding

Thoroughly understand the government's **needs and funding priorities**



Gather as much information as possible by formally submitting questions to the government, informally posing questions to government program teams and actively monitoring for relevant procurement information online.

Invest time into building your technical development strategy



Your strategy will act as the foundation for your submission. A well-reasoned and comprehensive strategy will show the government that you have given careful thought and consideration to your development process.

Don't underestimate your **costs or timelines**



It's important to be realistic in your commitments. Avoid making promises you can't keep, and remember: if you exceed your allotted costs, you may be responsible for paying the difference.

Don't overlook the **appendices to your proposal**



Don't think of appendices as add-ons—they're a crucial component to your submission and often contain additional requirements. You may need to include information from external sources in your appendices, so don't wait until the 11th hour to consider them.

Make sure your proposal is **fully responsive** to the government solicitation.



Remember to pay close attention to detail—don't overlook things like page number requirements and font sizes. If you have questions during the submission process, submit them to the government, even if the Q&A window is closed. Chances are, if your question brings up an important point in need of clarification, they will provide an answer.

Present your product or technology to government program teams via **TechWatch**



TechWatch presentations give you the opportunity to present your product or technology to government program teams, both within the HHS and DOD. You can use this time to ask questions and get feedback that might support the development of a white paper or proposal.

The awards submission process is lengthy and time-intensive, but the results are well worth the effort. Overall, it's important to invest time and energy into building the strongest possible submission. This up-front investment is crucial to obtaining government funding.

Already received federal funding and not sure what to do next? Click [here](#) to check out part two of this infographic.

HOW BDO CAN HELP

Want to seek federal funding but unsure where to begin? BDO can be your trusted partner through the product development lifecycle, from designing your strategy to post-award contract management. Our Biodefense, Life Sciences & Government Contracts team is experienced in leading strategic partnerships with government agencies including the Biomedical Advanced Research and Development Authority (BARDA), Advanced Research Projects Agency for health (ARPA-H), DOD's Joint Program Executive Office (JPEO-CBRND) and more. With BDO, you'll have access to the right resources to successfully attain and manage federal funds. With the right approach, our support can often be recovered via future federal awards.

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ABOUT BDO LIFE SCIENCES PRACTICE

BDO's Life Sciences Practice provides the guidance that pharmaceutical, biotech, and medical device manufacturers need, when they need it. From understanding the complexities of research and development tax credits and FDA regulations, to licensing agreements and due diligence, we help our clients grow.

ABOUT BDO

Our purpose is helping people thrive, every day. Together, we are focused on delivering exceptional and sustainable outcomes and value for our people, our clients and our communities. BDO is proud to be an ESOP company, reflecting a culture that puts people first. BDO professionals provide assurance, tax and advisory services for a diverse range of clients across the U.S. and in over 160 countries through our global organization.

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