



Responding to Solicitations at Lawrence Berkeley National Laboratory requires review and concurrence by the Office of Sponsored Projects & Industry Partnerships. Call your Contracts Officer in the Office of Sponsored Projects & Industry Partnerships (OSPIP). Provide a copy of the solicitation or a web site where it can be found. Do this early in the process so OSPIP can best advise you and support your effort.

1. Can I respond to a Federal RFP (Request for Proposal)?

No. The Laboratory cannot compete for Federal RFPs under any circumstances.

2. Can I team with a company who is responding to a Federal RFP?

No. The Laboratory cannot be a subcontractor under these circumstances.

3. Can I get a subcontract award after a company is selected under an RFP?

Yes. We cannot be a named subcontractor in the proposal that was selected for award. However, once the selection has occurred, LBNL can be a subcontractor, so long as the original proposal and ultimate selection did not involve LBNL participation.

4. Can I respond to a Broad Agency Announcement (BAA), Research Announcement (RA), or Program Research and Development Announcement (PRDA)?

Yes - as long as the sponsor does not preclude

National Labs,
Federally Funded Research & Development Centers, (FFRDCs)
or other federal agencies from applying.

5. Why aren't these considered competitions while an RFP is considered competition?

These types of solicitation look for proposals in a broad area of research. The specific tasks are not specified by the sponsor. Respondents are not proposing on a common scope of work and selection is based on the unique innovative ideas. Peer review plays a large part in the selection. The primary basis for selection is technical approach, not cost.

In an RFP, proposers are responding to specific tasks and specific deliverables to which all proposers respond.

6. How about non-federal RFPs?

Good question. If the RFP is seeking general areas of research, we may be okay. If, however, it is asking for specific tasks to meet the needs of the sponsor that can be performed by others,

we probably should not respond. We need to look at the RFP to determine if it is more like a Federal BAA or a Federal RFP.

7. And the Bottom Line Is?

Anytime we respond, LBNL must still show it has unique capabilities that are not available in the private domestic sector. Sometimes this will be an easy call, other times it will not.

All proposals must be approved by DOE who is very concerned about the perception that the labs are taking business away from private industry.

LBNL is not a job shop and we must not do work that is available commercially.

8. If I'm not sure, I should ...?

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