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 Materiel Command (USAMRMC), 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 USAMRMC 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 USAMRMC. 

*We thank you for your support of military medicine.*
The USAMRMC 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 USAMRMC. Individuals and businesses wishing to develop their ideas or sell their products to the USAMRMC 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** [http://mrmc-npi.amedd.army.mil/](http://mrmc-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 USAMRMC. 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** [http://smallbusopps.amedd.army.mil/](http://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 USAMRMC 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 USAMRMC 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 http://mtec-sc.org/ to learn more and review the step-by-step process to join the consortium. For questions, email mtec-sc@ati.org.
All USAMRMC 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 USAMRMC 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 USAMRMC, visit http://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 USAMRMC 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 USAMRMC, visit http://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]-R-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/ contains a wealth of information, ranging from program descriptions to eligibility criteria to current announcements.
The USAMRMC 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 Medicine Partnership Days

Military Medicine Partnership Days (MMPD) provide a forum for science and industry representatives to learn more about the mission of the USAMRMC, our programs, and our gap areas. MMPD promotes networking opportunities for individuals and businesses to ask questions of our experts and to share their ideas and advances in medical research and development. MMPD is your opportunity to learn about our business processes and how you can partner with us.

If you have any questions related to MMPD or want to be added to our mailing list, contact us at usarmy.detrick.medcom-usamrmc.mbx.mmpd@mail.mil.

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 an event or learn more about Vendor Day, visit: http://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.

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 USAMRMC. 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 http://technologytransfer.amedd.army.mil/index.cfm.
The USAMRMC conducts research, development, and acquisition 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 http://mrmc.amedd.army.mil.

Explore Our Science

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

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