



Winning Large-Scale Federal Awards



MSI STEM
Research & Development
CONSORTIUM

Engage diverse talent. Promote innovation. Engineer futures.

www.msrdconsortium.org

MSRDC Mission and Authorities

Created by the US Army in 2015 to...

- Increase participation of HBCUs/MSIs in government research programs
- Recruit a largely untapped pool of science and engineering talent

Use of a Cooperative/Other Transaction Agreement, authorized up to \$86M

- Facilitate the participation of non-traditional innovators/contractors
- Funding mechanism between member government programs and HBCUs/MSIs
- Not subject to most FAR guidelines, including the Competition in Contracting Act
 - Limited competition for member institutions
 - Direct, negotiated awards to investigators/institutions are permissible



Consortium Participants

Over 75 Member Institutions

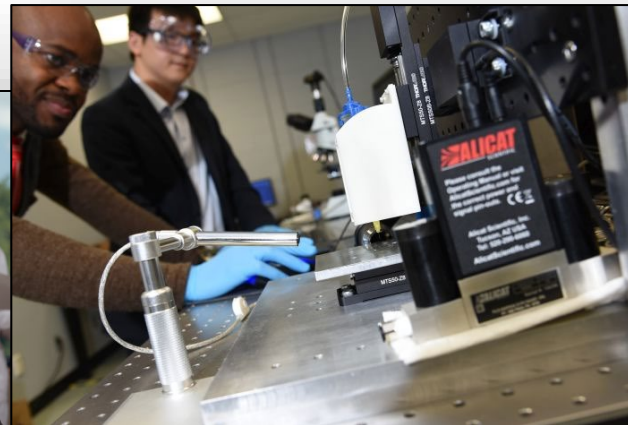
- Historically Black Colleges & Universities (HBCUs)
- Hispanic Serving Institutions (HSIs)
- Asian American, Native American, & Pacific Islander Serving Institutions (AANAPISIs)
- Other Minority Serving Institutions (MSIs)

60+ Collaborative Partners

- Majority universities
- Private industry businesses
- Nonprofit research institutes
- Government research centers

Over 11 Federal Customers

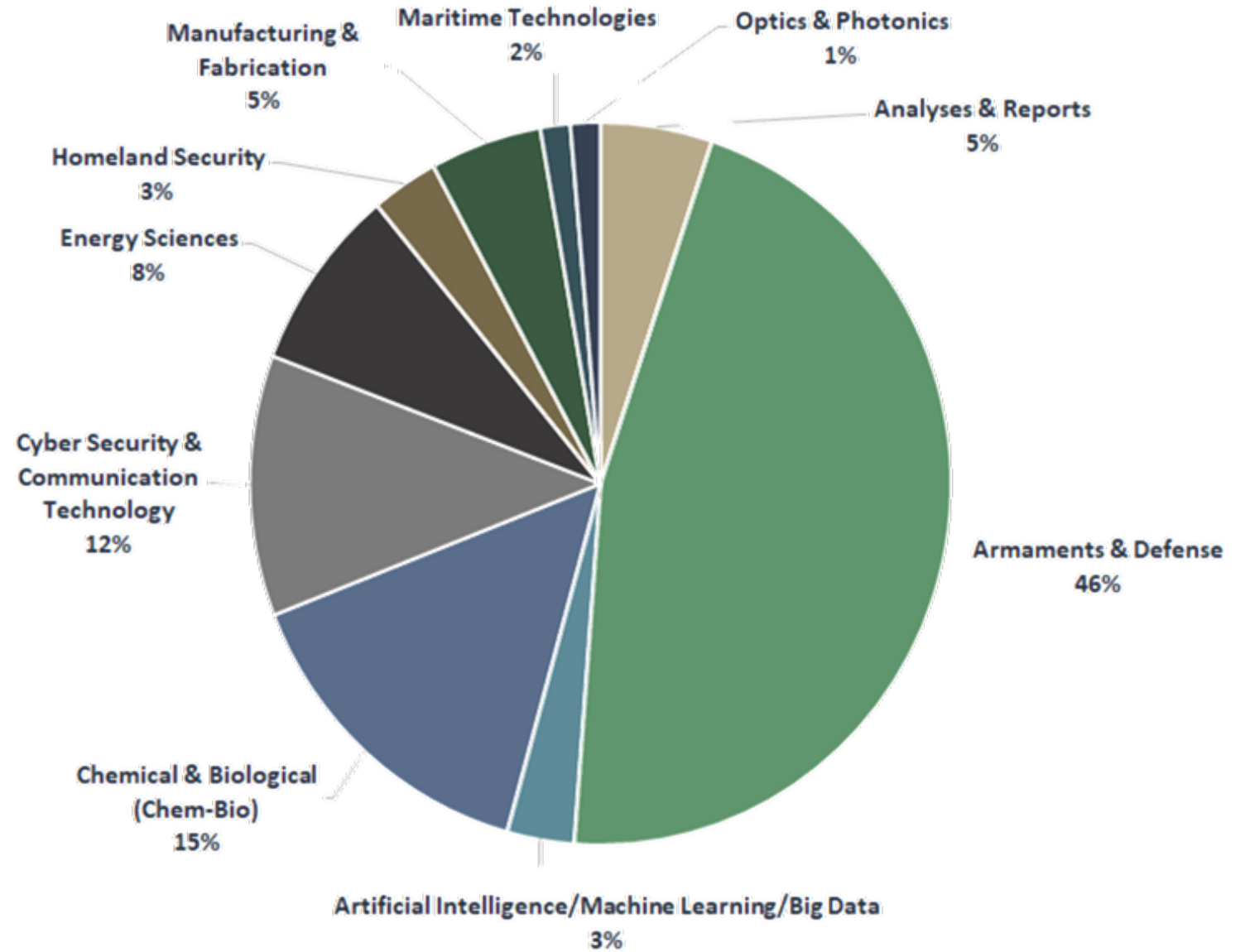
- Defense
- Army
- Navy
- Air Force
- Homeland Security
- Coast Guard
- FEMA
- Customs & Border Protection
- State
- Energy
- NASA



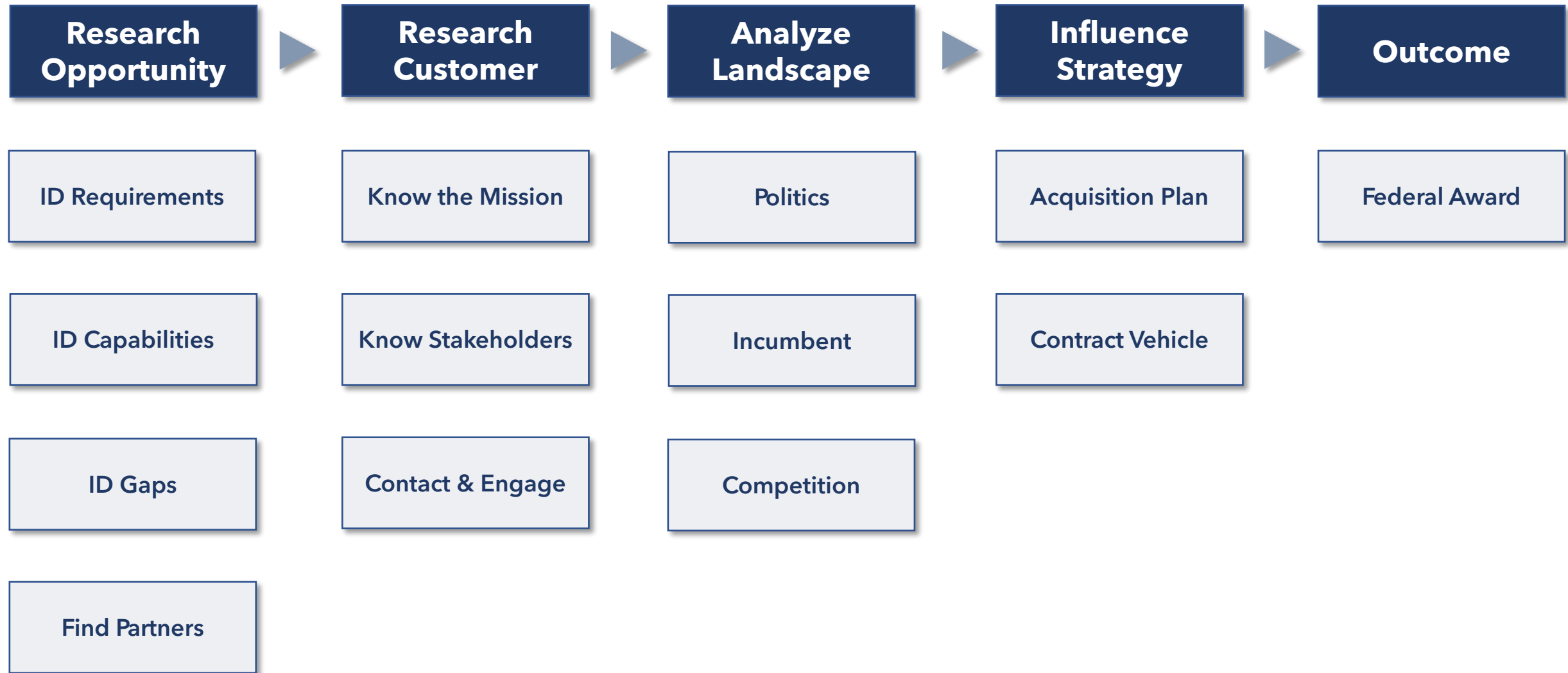
Technical Activity From 2015 To-Date

Over \$41 Million

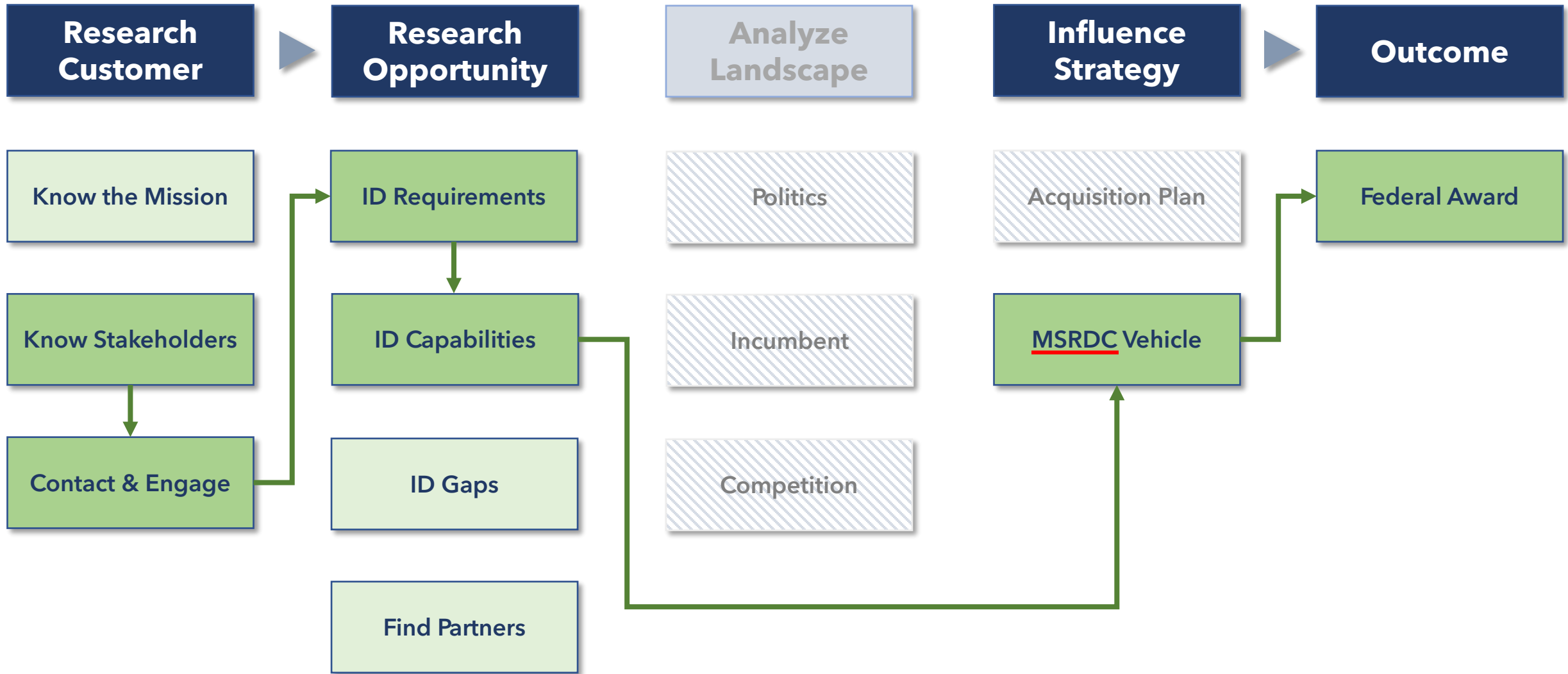
In government research
awards to HBCUs/MSIs



The Traditional Pathway to Winning Federal Awards



The MSRDC Pathway: Find the Talent & Skip the Line



The Maxims of the Federal Marketplace

- The government is the buyer.
- You are the seller.
- You sell your capability.
- Buying and selling must be done through a contract vehicle.
- People do business with people they know... and trust.



The MSRDC Pathway: Examples of Skipping the Line

Case Study	Relationship	Technical Objectives: Requirements	Technical Capabilities	Contract Vehicle
<p>City College of New York PI: Jorge Gonzalez Topic: Cold-Climate Heat Pumps Value: \$707,000</p>	<p>Program manager (PM) and Principal investigator (PI) knew each other through PI having previously served on reviewer committee.</p>	<p>Program manager had a new requirement for cold-climate heat pumps.</p>	<p>Heat transfer applied to environmental flows; heat transfer in industrial processes; solar thermal technologies; urban climate and weather; HVAC</p>	<p>MSRDC staff presented PI's capabilities to DOE staff, including the PM, who recognized the PI's name. PM understood how to leverage the unique terms of the contract vehicle to fund the project.</p>
<p>NC A&T State University PI: Ram Mohan Topic: Reduced Weight Polymer Sabots on Anti-Tank Rounds Value: \$947,000</p>	<p>Relationship first facilitated by MSRDC staff between customer, (Armaments Research Center – ARDEC) and Principal Investigator.</p>	<p>ARDEC sought proposals to develop next-generation sabot materials that exceeded existing aluminum designs.</p>	<p>Composite production and performance evaluation; computational modeling; cost analysis; & manufacturing feasibility evaluation</p>	<p>MSRDC staff convinced ARDEC to announce the opportunity requirements to consortium in tandem with an already established Broad Agency Announcement (BAA).</p>



Want to Know More? Reach Out and Connect with Us!

Michael J. Hester

President & CEO

michael.hester@msrdconsortium.org

Brenda Dillard

Senior Advisor for External Relations

brenda.dillard@msrdconsortium.org

Business Development

busdev@msrdconsortium.org

Meet Us!

www.msrdconsortium.org

Join Us!

www.msrdconsortium.org/join

Contact Us!

info@msrdconsortium.org

