



EXHIBIT 43

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Contracts

What is a Contract?


A contract is a legal agreement binding parties that has:

- Defined requirements
- Specific deliverables
- Defined schedule

A contract may be cost or price based.


Grants vs. Contracts


Grant	Contract
<ul style="list-style-type: none">• Assistance	<ul style="list-style-type: none">• Legally binding agreement

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Grant	Contract
mechanism to support research for the public good	acquire goods or services for the direct use or benefit of the government.
<ul style="list-style-type: none">• Peer review of broad criteria• Limited government oversight and control• Reports	<ul style="list-style-type: none">• Award based on stated evaluation factors• More government oversight and control• Deliverables

Finding a Contract Solicitation

All contract solicitations are posted on the [Contract Opportunities](#)  page in Sam.gov. This site serves as the fed-wide portal that supports searching, monitoring, and retrieving contract opportunities for the federal government.

Or you can search for NIH specific opportunities in the [NIH Request for Proposal Directory](#)  by the NIH institute or center of interest.

Types of Contracts

Fixed Price

- Firm price for delivery of a product or service
- May result from sealed bids or negotiations
- Most often for supplies and standard services

Cost Reimbursement

- Contract contains a negotiated estimate
- May or may not have a fixed fee
- Used when
 - Uncertainties involved in contract performance do not permit costs to be estimated with sufficient accuracy

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- Used when costs cannot be estimated with sufficient accuracy to use any type of fixed-price contract
- Most Research and Development (R&D) contracts are cost-reimbursement

How Contracts Are Evaluated

- Contract awards from proposals are usually made on the basis of best value.
- Evaluation factors for award
 - Technical criteria
 - Cost
 - Past performance
 - Small disadvantaged business participation
- Best value considers all factors based on the relative importance
- Technical evaluation criteria are reviewed by independent peer review
 - Sample technical evaluation criteria
 - Technical approach
 - Personnel
 - Facilities
- Technical criteria are often weighted
- Reviewers determine technical acceptability

Submitting a Contract Proposal

Search for a contract opportunity on [Contract Opportunities](#) page in Sam.gov or [NIH Request for Proposal Directory](#).



Read the solicitation carefully! It should contain all the information needed to prepare a proposal.

- Registration requirements
- Statement of Work (SOW) or Statement of Objectives (SOO)
- Instructions to offerors

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- Type of contract
- Set-aside restrictions
- How and where to submit the proposal
- Evaluation factors for award

When Developing a Proposal


1. Convince reviewers of your technical abilities!
 - Demonstrate your understanding of the requirement
 - Demonstrate the soundness of your technical approach
 - Show the strengths of your technical team
 - Present facilities
 - See [Technical Proposal Instructions](#) 
2. Ensure your proposal is cost competitive
 - See [Business Cost Proposal Instructions](#) 

Review Criteria


To find the criteria reviewers will use to evaluate your application, see Section V of your funding opportunity.

See Also

Contract Regulations

Policies and procedures for acquisition by all executive agencies are codified in the [Federal Acquisition Regulations \(FAR\)](#) .

Contact

These [Acquisition Offices](#)  service the NIH Institutes and Centers.

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



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
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
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