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PRONIRAS / TRIVARIANT PROPOSAL PARTNERSHIP LANDS BARDA WIN

TriVariant's Experience Supporting BARDA BAA Proposals Proves Valuable for Proniras

Reston, VA (July 16, 2018) – Seattle-based biotech firm, Proniras Corporation, was new to working within the proposal framework required by the U.S. Government as they sought to solicit funding from BARDA (Biomedical Advanced Research and Development Authority) for research and development of tezampanel. TriVariant, a consulting firm offering proposal management and project management support, has more than 10 years' experience supporting BARDA programs.

Proniras's research into the molecule tezampanel (LY-293,558) as a treatment for nerve agent-induced seizures was the perfect candidate for BARDA's request for a medical countermeasure (MCM) to "...treat the acute health effects of chemical threats..." Proniras sought help navigating the requirements of the BARDA BAA and meeting proposal deliverables within the BARDA submission deadline. Proniras partnered with TriVariant to help build their proposal.

TriVariant's experience with BARDA contracts includes multiple proposal efforts (White Papers, Full Proposal, and contract options throughout the contract life cycle), as well as performance management support after contract award. TriVariant's expertise proved to be valuable for Proniras in the following areas:

- **Proposal Strategy** –TriVariant's consultants participated in technical and cost proposal strategy meetings to ensure compliance with the BARDA BAA and provided real-world guidance gained from supporting existing BARDA programs
- **Proposal Management** –TriVariant created a schedule to meet the proposal deliverable due date, developed proposal outlines, contributed to the proposal text, and coordinated the efforts of the proposal team
- **Guidance on Development of the Technical Proposal (Volume I)** – TriVariant's subject matter experts worked with the Proniras team to ensure all elements of the Technical Volume met BARDA's requirements
- **Production of the Cost Proposal (Volume II)** – TriVariant's team worked with Proniras to capture cost estimates and detailed pricing assumptions for the Cost Volume
- **Signed, Sealed, Delivered** – TriVariant consolidated the proposal documentation, coordinated final reviews, and supported delivery of the proposal documents to BARDA within the scheduled deadline

TriVariant's Owner and Principal Consultant, Sylvia Alexander, had this to say:

"We are thrilled about the Proniras contract award!

Our team has decades of experience across the various inputs needed for successful proposal development in any industry. What makes TriVariant unique is that we also have many years of experience in the BARDA arena supporting proposals and the post-contract award needs for our clients. We know our teams' strengths, the requirements of the BARDA BAA proposal process, and have a good understanding of how our team fits into that process. We are able to assess the needs of our client's team and integrate with that team making sure all roles are filled to ensure that a quality, compliant proposal is delivered.

Joining forces with the Proniras team for this effort was truly rewarding. The schedule to turn around a proposal after the invitation from BARDA is very demanding. We were able to effectively partner with Proniras and create a cohesive and ultimately successful proposal. The win for Proniras is a win for TriVariant.”

On April 27, 2018, [Health and Human Services \(HHS\)](#) announced the [Proniras contract award](#) with a potential of \$89.5 million over the next five years if all options are exercised.

Christopher Toombs, PhD, DABT, Co-founder and Chief Scientific Officer of Proniras, praised the partnership with TriVariant:

“First and foremost, at Proniras we are focused on the science. We know that tezampanel has great potential and we recognize that its successful development and ultimate acceptance by the FDA fills a critical need as a medical countermeasure for nerve agent exposure and for additional clinical indications. We are devoted to working through the necessary steps to make this happen and the recent BARDA award is a crucial step in helping us achieve our objective.

That being said, when we first entered into the BARDA proposal process, we were not prepared for the intricacies required to successfully submit a U.S. Government proposal. All of the sudden, knowing the science wasn’t enough. Working with TriVariant allowed us “non-government” scientists to understand the language of the BAA requirements. Their team made us comfortable with an otherwise unfamiliar process as we built our proposal submission package.

By trusting TriVariant’s team to guide us through the proposal process, we were able to meet the tight BARDA schedule and check all the boxes which led to our award. Going forward, we will continue our partnership with TriVariant as we execute the program. This will keep our team focused on pursuing development of tezampanel. ”

TriVariant’s core group of professionals provide our customers with a high level of service. In addition to U.S. Government proposal efforts, the TriVariant team also offers an experienced team to support post-award deliverables for project performance management. Detailed information about the solutions and services we provide can be found on our website at www.trivariant.com or contact us at info@trivariant.com.

TriVariant is a project management consulting group dedicated to helping companies, contractors, and government officials run more effective and efficient programs and projects. Though we work with companies of every size, we’re particularly sensitive to the needs of smaller businesses that don’t have the budget or bandwidth of larger organizations. No matter if your company is big or small, our customized solutions and personal attention will help you get the most from your people, processes, and tools. If you would like more information about TriVariant, please contact us at info@trivariant.com.