

“SBIR Sally Says”



SBIR Phase III Sole Source Awards

Did you know “the competition for SBIR Phase I and Phase II awards satisfies any competition requirement of the Armed Services Procurement Act, the Federal Property and Administrative Services Act, and the Competition in Contracting Act”?

Rest of the Story:

This means for any effort that “derives from, extends, or logically concludes effort(s) performed under prior SBIR funding agreements,” sole source awards may be made by any federal agency to the small business that performed the related SBIR work without the time and expense of an additional competitive source selection. Make sure your potential customers in the Federal Government are aware of this provision in the Small Business Administration SBIR Policy Directive. It could be of significant benefit to both you and your potential customer.