



GSA's SBIR/STTR Programs

- » Fuels Small Business Growth
- » Strengthens the U.S. Economy
- » Enables Rapid Transition of Innovative Technologies to U.S. Warfighters

Highlights

The GSA Senior Procurement Executive (SPE) officially authorized AAS to begin offering assisted acquisition services in May 2018. AAS has awarded a substantial number of Phase III contracts fulfilling the needs for federal and military organizations, while giving small businesses access to greater opportunities and growth potential, which, in turn, boosts the U.S. economy.

From May 2018 through September 2020, GSA's AAS awarded over 50 Phase III contracts with a combined ceiling of approximately \$2.86 billion, including almost \$1 billion to Woman-Owned Small Businesses, \$333.2 million to Veteran-Owned Small Businesses, and \$308.8 million to Small Disadvantaged Businesses.

These GSA contracts provide U.S. military and federal customers with streamlined access to innovative technologies. They are also providing innovative small-business concerns with a bridge across the proverbial technology "valley of death" while also fueling economic growth in communities around the country. Several success stories are on the next page of this publication.

Overview

The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs are competitive programs coordinated by the U.S. Small Business Administration (SBA) that encourage domestic small businesses to explore their research/research and development (R/R&D) potential. The programs are structured in three phases: Phases I and II focus on R/R&D, while Phase III's objective is to pursue commercialization objectives resulting from Phase I/II R/R&D activities.

GSA's Office of Assisted Acquisition Services (AAS) has the authority to award and manage SBIR/STTR contracts on behalf of customer agencies. These programs allow small businesses to interface directly with the government – encouraging innovation, creating jobs, and increasing private-sector commercialization of federal research and development (R&D) spending to increase competition, productivity, and economic growth.



Successes

Air Force Security Assistance Center (AFSAC) Agile Cloud Migration and Analysis: Vana Solutions (Woman-Owned Small Business)

This contract is providing the Air Force Security Assistance and Cooperation Directorate with an agile approach to transform legacy digital assets. At the same time, this contract agreement will help accelerate the pace at which AFSAC develops, tests, deploys, and sustains new capabilities, enabling the Air Force to support the U.S. foreign military sales mission with cutting-edge cloud solutions. This five-year indefinite-delivery/indefinite-quantity (IDIQ) contract has an award ceiling of \$200 million.

Naval Sea Systems Command (NAVSEA), PEO Submarines: Submarine Steam Suits Propel, LLC (Woman-Owned Small Business)

This contract provides Navy damage-control personnel with a smaller, lighter suit that provides protection for sailors in casualty situations with better maneuverability, dexterity, visibility, communications, and access to emergency air supply than existing protective clothing. Using GSA to assist with this contract is a first for NAVSEA and paves the way for future cooperation to meet critical mission needs with innovative SBIR solutions. This five-year requirements contract features Firm Fixed Price (FFP) orders and an award ceiling of \$3 million.

AFWERX/Army Futures Command: Technology Evaluation Valid Evaluation (Small Business)

This contract continues research on an evidence-based decision assessment tool that enables multiple human technology evaluators to provide their expert opinions while mitigating bias, resulting in more fact-based, objective technology evaluations and improving the success of technology investment decisions. This five-year IDIQ contract features FFP orders and an award ceiling of \$10 million.

Air Force Strategic Development Planning and Experimentation (SDPE) Office: Decision Support for Strategic Planning and Experimentation The Perduco Group, LLC (Woman-Owned Small Business)

This contract provides Air Force planners with an analytically based methodology for evaluating complex decisions involving future uncertainty. Through complex modeling and analytics, large sets of potential solutions are evaluated and visualized according to their “utility” versus “cost” scores, enabling the Air Force to make wise investment decisions early in the acquisition life cycle. This five-year IDIQ contract features an awarded ceiling of \$150 million.

AAS Offers Expertise and Solutions

Maximizing your agency’s ability to meet its mission is of utmost importance. And that’s exactly what GSA’s AAS can do for you – by combining world-class acquisition expertise, unbiased advice, and a comprehensive suite of services.

AAS supports federal customer acquisitions under Phase III of the SBIR and STTR programs, which involves non-SBIR/STTR funded R&D (excluding weapons systems) or production contracts for products, production, or services for use by the government.

Partnering with AAS for SBIR Phase III

- Contact us at gsasbir-sttr@gsa.gov if you have an SBIR/STTR requirement.
- We will assist in developing a solicitation package.
- We will work with the federal agency and the SBIR/STTR-eligible company to establish a contract. We will provide contract management, including post-award administration of the contract, on behalf of the federal agency.
- Industry partners: When responding to the solicitation, verify program eligibility. For SBIR/STTR Phase III, prove eligibility by providing Phase I and II award documentation.

For More Information

If you want to learn more or have questions, please reach out to us at gsasbir-sttr@gsa.gov.