



March 7, 2025

Robert Schmidt  
Kevin Burns  
Co-Chairmen

RE: Letter of Support for GSA AAS SBIR & iP3 Initiative

Jere Glover  
Executive Director

The Small Business Technology Council (SBTC) is writing to express its support and commendation for GSA's Assisted Acquisition Service (AAS) and their effort to support and execute SBIR Phase III contracts on behalf of other Federal agencies, particularly the DOD.

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Government SBIR Phase III contracts are contracts that follow-on to previous Phase I or Phase II SBIR awards and help further advances the technology into agency programs. Phase III contracts can be issued without further competition or justification. Before GSA began writing SBIR Phase III contracts, small businesses had a difficult and sometime impossible to get the services to write these contracts. Contracting officers often were unfamiliar with Phase III authority, and would frequently refuse to write them. Even when they could find a contracting officer to write a contract, it would frequently take a long time to get the contract written, sometimes over a year.

Since 2018, GSA AAS has helped turbocharge DOD Phase III by leveraging its contracting expertise to act as a one-stop contract shop to help rapidly connect high-tech small businesses in the SBIR program to their DOD customers. In that time, they have executed over 100 total Phase III contracts/agreements with a total value of over \$13 billion, and over \$4 billion in obligations. Last year obligations from GSA-written Phase III awards were \$1.2 billion, roughly a third of all money obligated to Phase III across government. GSA has also dramatically sped the Phase III process up, often getting contracts executed in less than 90 days. This service has made itself an essential component of SBIR Phase III.

According to former Navy SBIR/STTR Director Bob Smith, "Having GSA support the Navy with their Phase III contracting program was critical to the Navy's success. GSA was an indispensable relief valve for our service contracting capacity shortfall."

Despite all of their success, SBTC is concerned that, due to lack of staffing, GSA will not be able to continue writing Phase III contracts for SBIR, resulting in processing of these contracts will be delayed. This was one of one of President Trump's premiere small business initiatives in his first term.



GSA AAS has recently been working on a new initiative called "Innovation in Phase 3" (iP3) which would allow GSA to create multiple award IDIQ contracts under SBIR Phase III authority. SBTC believes this could be an even better and more efficient vehicle to get innovative small business technology to the warfighter quickly. We urge GSA to finalize this initiative and put iP3 in place so that the DOD can continue to rapidly insert the best innovations and technology generated by high-tech small businesses.

Thank you for your consideration,

A handwritten signature in black ink, appearing to read "Jere W. Glover". The signature is fluid and cursive, with a long horizontal stroke at the end.

Jere W. Glover  
Executive Director  
Small Business Technology Council

*The Small Business Technology Council ([www.SBTC.org](http://www.SBTC.org)) is the nation's largest association of small, technology-based companies in diverse fields. SBTC advocates on behalf of firms who participate in the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs.*

