

Notice to:**Department of Defense and Other Federal Government Agencies****BASHPOLE IS EASIER TO CONTRACT THAN MANY OTHER FIRMS****HOW AND WHY TO USE SBIR PHASE III AND SOLE SOURCE AWARDS:**

Phase I and Phase II SBIR Awards: Bashpole Software, Inc. won Phase I and Phase II SBIR (Small Business Innovation Research) contracts in 2009, 2010, 2015, 2016. Bashpole Software, Inc. created the Updentity contact maintenance solution to be used in addition to a current CRM to append and provide phone, email, mail, demographic, and business information to existing databases. Bashpole Software can perform software development, software integration, data analysis, training, and installation.

Federal Agencies Can Contract Bashpole Software, Inc. Without Competition: Since Updentity was already awarded Phase I and Phase II SBIR contracts, the military and other Federal agencies can award sole source contracts or subcontracts (known as SBIR III contract awards) to Bashpole Software, Inc. for Updentity technology without conducting another competition. This meets the competition requirements otherwise applicable under the Federal Property and Administrative Services Act, the Competition in Contracting Act, and the Armed Services Procurement Act. This substantially reduces the time and paperwork required of YOU before Bashpole Software to begin work for you.

What is an SBIR Phase III? SBIR Phase III awards are for work that derives from, extends or logically concludes prior SBIR Phase I and II work. SBIR Phase III awards are typically oriented towards commercialization of SBIR research or technology to bring it to market.

Congress Intends That Federal Agencies Give Preference to the Original SBIR

Recipient: Congress intends that agencies or their Government-owned, contractor-operated facilities, Federally-funded research and development centers, or Government prime contractors that pursue R/R&D or production developed under the SBIR Program, give preference, including sole source awards, to the awardee that developed the technology. In the case of Updentity, the awardee is Bashpole Software, Inc.

What is a Sole Source Award? A sole source contract awarded to Bashpole Software, Inc. for its Updentity solution can be achieved through a SBIR Phase III award, which is a contract vehicle shared between DARPA and a Federal agency, even if the agency does not participate in the SBIR program directly.

Simplified J&A for SBIR Phase III: For purposes of a Justification and Approval (J&A) pursuant to FAR 6.302-5, it is sufficient to state that the project be deemed a SBIR Phase III award that is derived from, extends, or logically concludes efforts performed under prior SBIR funding agreements and is authorized under 10 U.S.C. 2304(b)(2) or 41 U.S.C. 253(b)(2).

SBA Report Required if an Agency Contracts with a Different Company: The Small Business Act requires reporting to SBA of all instances in which an agency pursues research, development, or production of a technology developed by a SBIR awardee, with a concern other than the one that developed the SBIR technology.

SBIR Phase III Covers Many Different Products and Services: SBIR Phase III work may be for products, production, services, R/R&D, or any combination thereof.

A Company May Receive Many Phase III Awards; No Time Limit; Possible DoD Subsidy:

There is no limit on the number, duration, type, or dollar value of Phase III awards made to a business concern (in this case, Bashpole Software, Inc.). There is no limit on the time that may elapse between a Phase I or Phase II award and Phase III award, or between a Phase III award and any subsequent Phase III award. In some cases, the department that awarded the Phase II contract (DoD in this case) may provide supplemental funding to encourage a Phase III contract, thereby further offsetting the cost of another agency contracting with Bashpole Software, Inc.