SOLUTION THROUGH INNOVATION

PREMIER SOLUTIONS HI

SBIR Lessons Learned
Steve Brennan

VISIT PREMIERSOLUTIONSHI.COM
ALOHA!
ABOUT PSHI
OUR SBIR JOURNEY
LESSONS LEARNED
ABOUT PSHI

FOUNDED 2009 in HONOLULU

SBA 8(a) Program Graduate

SBIR Phase I, II, III

LOCATIONS

   HONOLULU, HI
   SAN DIEGO, CA
   NORFOLK, VA
   FAIRFAX, VA
   DALLAS, TX
   YOKOSUKA, JAPAN

65 EMPLOYEES

CUSTOMERS
No one has explained what I do yet.
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PRODUCTS

SOLUTION THROUGH INNOVATION

FACET
INTELLIGENT DOCUMENT SCANNING AND RETENTION

CLIPBOARD
MOBILE BARCODE ENABLED RECEIVING AND INVENTORY

MOTIV
ANALYTIC TOOLS FOR IN-TRANSIT INVENTORY VISIBILITY
FINANCIAL AUDIT
COMPLIANCE
ENHANCEMENT TOOL
2017
First Phase I SBIR Award

2018
First Innovate Hawaii HSBIR Matching grant

2019
First Phase II SBIR

2020
First Phase III SBIR
LESSON 1:
The Park Inn in Mechanicsburg, PA won’t let you do early check-in, but there’s a Denny’s next door where all the officers get coffee.
LESSON 1:
The Park Inn in Mechanicsburg, PA won’t let you do early check-in, but there’s a Denny’s next door where all the officers get coffee.

WE LEARNED:
You absolutely have to get on a plane, and go meet your customers where they live. Get to know your customer’s pain. Break bread with them.
LESSON 2:
A Facebook post about your company from the Navy Office of Small Business takes a year to get approved … but it is so worth it.
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A Facebook post about your company from the Navy Office of Small Business takes a year to get approved ... but it is so worth it.

WE LEARNED:
Government customers want to help, but are risk adverse. They are entrusted with taxpayer dollars. They have good jobs and want to keep them. You have to build their trust, and trust their process.
LESSON 3:
You can fit two dozen Hawaiian Host Chocolate Covered Mac Nuts gift boxes in a standard suitcase.
LESSON 3:
You can fit two dozen Hawaiian Host Chocolate Covered Mac Nuts gift boxes in a standard suitcase.

WE LEARNED:
People everywhere around the world love our islands and want to see you succeed in your mission. People will open the door for you. You just have to bring the Aloha!
One more thing ...
HOW TO REACH US

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MAHALO!

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BACK-UP SLIDES
Phase III Sole Source Authority

Because the competition for SBIR/STTR 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, Phase III provides an opportunity for a directed award, which will bypass formal solicitation, evaluation, and award procedures.

The Phase III award is made directly to the SBIR/STTR firm, but not made under the Sole Source provisions of part FAR 6. Therefore, an agency that wishes to fund an SBIR/STTR Phase III project is not required to conduct another competition in order to satisfy those statutory provisions. As such, in conducting actions relative to a Phase III SBIR award, in accordance with NMCARS 5206.302-5 (b), contracting officers may use the streamlined SBIR Phase III Justification & Approval template in Annex 13 of the NMCARS25.

-Navy SBIR/STTR Phase III Guidebook
SBIR Phase III Advantages

- Phase III contracts may be awarded by government or prime contractor with or without competition after Phase I/II
- Contract can be for R&D or production of goods, for software/hardware, services, construction or any combination of these
- Contracts can be FFP, Cost+, T&M
- Contracts may be IDIQ, BOA, BPA
- Contracts can accept any color of money
- Unlimited POP, 5 years per order
- No limit on funding (must be Non-SBIR source)
- SBIR firm can “novate” data rights and sole-source eligibility to another company, with no size limit
- Any agency or prime contractor can take advantage of Phase III contracting authority deriving from another agency’s topic/funded research