

FAQ FOR PROCUREMENT OFFICERS

Welcome!

This FAQ is here to help procurement officers and government buyers understand how to use the SBIR (Small Business Innovation Research) Phase III vehicle to acquire innovative, proven solutions—without the red tape. We will use Alpha Omega as an example throughout, highlighting our existing SBIR Phase III enabling swift procurement of cybersecurity services.

SBIR Phase III is one of the government's best-kept acquisition secrets. Let's fix that.

Q1: What is SBIR Phase III?

A: SBIR Phase III is the final phase of the federal SBIR program. **It allows agencies to directly award contracts—without competition**—to companies that have completed prior SBIR Phase I or II work. As long as the new work derives from, extends, or completes the original SBIR-funded R&D, it qualifies.

Q2: Why is SBIR Phase III such a powerful tool for procurement?

A: Three big reasons:

1. **No competition required** – Saves time by skipping lengthy solicitations.
2. **Not subject to FAR Part 15** – Reduces paperwork and delays.
3. **Cross-agency eligible** – Any agency—not just the one that issued the original award—can use the Phase III vehicle.

Q3: What kind of work can be procured under Alpha Omega's Phase III award?

A: Alpha Omega's SBIR Phase III contract supports **cybersecurity-focused solutions and services**—including: - Zero Trust implementation - Cybersecurity architecture & strategy - Identity and access management - Continuous monitoring and incident response - Compliance support (e.g., FISMA, CMMC)

If your mission involves securing federal systems, we can help under our existing award.

FAQ FOR PROCUREMENT OFFICERS

Q4: How do I get started with a Phase III award?

A: It's easier than you think:

1. **Contact Alpha Omega at info@alphaomega.com** to discuss your cybersecurity needs.
2. We'll provide documentation showing how the work ties back to the original SBIR award.
3. Your Contracting Officer can then issue a direct Phase III award to Alpha Omega. We'll support you and your team every step of the way.

Q5: Do I need to run a competition or justification?

A: No. SBIR Phase III awards are non-competitive by statute (15 U.S.C. § 638(r)(4)) (6.302-5(b)(7)).

- You do not need to issue an RFP.
- You do not need a J&A or special exception.
- You do not need to limit your agency's use, even if you are not the original sponsor—any agency can award.

Q6: How long does it take to issue a Phase III award?

A: In many cases, **awards can be completed in under 30 days**, depending on your agency's internal process. Since the mechanism is flexible and competition is waived, it moves much faster than traditional procurement.

Q7: What makes Alpha Omega a good Phase III partner?

A: **We're already approved, vetted, and operational under a current SBIR Phase III award.** We are a proven provider of services and our high Technology Readiness Levels (TRL) rated accelerators are ready for deployment today.

And we make contracting simple—we speak both security and procurement.

Q8: Who should I contact to explore a Phase III opportunity?

A: Reach out to us at info@alphaomega.com or submit the "[contact us](#)" form. We're happy to set up a meeting to get you started.