

# ATP Collaboration & Related Results<sup>1</sup>

**Approximately 85 percent of ATP participants indicate that their project involves collaboration with other organizations including companies, universities, and other research organizations. Of those involved in collaborations:**

- 2 out of 3 indicate that ATP is responsible for the collaboration to a great extent.
- About 90 percent indicate that ATP is responsible to a moderate or great extent.

**At least 80 percent of the participants involved in these ATP collaborations indicate that collaboration enabled the following<sup>2</sup>:**

- Obtain R&D expertise which their company lacks
- Accelerate product entry into the marketplace
- Save time, in general
- Stimulate creative thinking
- Encourage future collaborations

**Collaborations also improved other areas of work. Collaborations helped:**

- “Identify customer needs” for about 3 out of 4 participants.
- “Ensure a reliable/quality source of supply” and “Save on labor cost” for about half of the participants.
- “Plan for manufacturing during the R&D phase” and “Save on equipment costs” for over 40 percent of the participants.

**The cost of R&D collaboration appears relatively insignificant for the majority of the ATP participants. Of those involved in collaborations:**

- 4 out of 5 participants indicate little to no delay in beginning their R&D.
- Nearly half of the participants reported that project coordination and management costs had increased moderately as a result of collaboration, but only 8 percent reported a significant cost increase.
- About 9 out of 10 participants indicate little to no delay for product entry into the marketplace while involved in ATP collaborations.

Similar collaboration effects were reported in the April 2000 publication entitled **“Development, Commercialization, and Diffusion of Enabling Technologies: Progress Report”**. Although two and a half years passed between the two sets of data, collaboration and its enabling effects appear to have been quite constant.

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<sup>1</sup> Based on Business Reporting System (BRS) survey data from 678 organizations in 347 ATP projects funded from 1993-1998 – for projects with one or more years of ATP funding.

<sup>2</sup> These participants responded that collaborations significantly or moderately enabled the reported outcomes.