



NASA over the 1983 to 1994 period, the technology was either incorporated in products and services generating revenues in non-government markets or the firm took significant action to develop a commercial venture at least partially based on the technology. The survey also shows that the degree of strategic alliance partnering among SBIR and non-SBIR firms regarding ventures producing these products and services is significant.

Among other findings, the survey shows that about 90 percent of all firms winning NASA phase II awards have previously received three or fewer NASA phase II awards. Over the past five years, about 46 percent of all firms receiving NASA phase II awards for that period are new to NASA's SBIR program. This particular finding shows that there is significant opportunity for newcomer firms to enter the program.

NASA has extended its survey universe to include all of the more than 800 firms having received NASA SBIR phase II awards over the 1983 to 1995 SBIR award year period. Results are being compiled. The Office of Management and Budget has reauthorized both the survey instrument and methodology for another three years.

Copies of NASA's SBIR commercial metrics survey form may be downloaded from the NASA SBIR web site at <http://sbir.nasa.gov>. Firms should return completed survey forms to Jack Yadvish, Code RW, NASA Headquarters, Washington, DC 20546. Firms generally will not be requested to update the survey information more frequently than about once every two to three years, voluntary updates are invited at any time. Any questions regarding completion of the two-page form should be referred to Mr. Yadvish at 202-358-1981.

