

**INDUSTRIAL BASE ASSESSMENT:  
Consumers of U.S. Commercial Electro-Optical (EO) Satellite Imagery**



**SCOPE OF ASSESSMENT**

The U.S. Department of Commerce, Bureau of Industry and Security (BIS), Office of Technology Evaluation (OTE), in coordination with the National Geospatial-Intelligence Agency (NGA), is conducting an industrial base assessment of the consumers of U.S. commercial electro-optical (EO) satellite imagery. The principal goal of this data collection is to analyze the size and market behavior of the U.S. industry that directly or indirectly consumes commercial EO satellite imagery.

**RESPONSE TO THIS SURVEY IS REQUIRED BY LAW**

A response to this survey is required by law (50 U.S.C. app. Sec. 2155). Failure to respond can result in a maximum fine of \$10,000, imprisonment of up to one year, or both. Information furnished herewith is deemed confidential and will not be published or disclosed except in accordance with Section 705 of the Defense Production Act of 1950, as amended (50 U.S.C App. Sec. 2155). Section 705 prohibits the publication or disclosure of this information unless the President determines that its withholding is contrary to the national defense. Information will not be shared with any non-government entity, other than in aggregate form. The information will be protected pursuant to the appropriate exemptions from disclosure under the Freedom of Information Act (FOIA), should it be the subject of a FOIA request.

Notwithstanding any other provision of law, no person is required to respond to nor shall a person be subject to a penalty for failure to comply with a collection of information subject to the requirements of the Paperwork Reduction Act unless that collection of information displays a currently valid OMB Control Number.

**BURDEN ESTIMATE AND REQUEST FOR COMMENT**

Public reporting burden for this collection of information is estimated to average 6 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information to BIS Information Collection Officer, Room 6883, Bureau of Industry and Security, U.S. Department of Commerce, Washington, D.C. 20230, and to the Office of Management and Budget, Paperwork Reduction Project (OMB Control No. 0694-0119), Washington, D.C. 20503.

**BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act**

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**Section I****GENERAL INSTRUCTIONS**

- A. Your organization is required to complete this survey using an Excel template, which can be downloaded from the U.S. Department of Commerce, Bureau of Industry and Security (BIS) website. At your request, survey compliance staff will e-mail the Excel survey template directly to your organization. For your convenience, a PDF version of the survey is also available on the BIS website to aid internal data collection. DO NOT submit the PDF version of your organization's response to BIS. BIS will only accept the Excel version.
- B. Respond to every question. Surveys that are not fully completed will be returned for completion. Use comment boxes to provide any information to supplement responses provided in the survey form. Make sure to record a complete answer in the cell provided, even if the cell does not appear to expand to fit all the information.
- DO NOT COPY AND PASTE RESPONSES WITHIN THIS SURVEY.** Survey inputs should be made manually, by typing in responses or by use of a drop-down menu. The use of copy and paste can disrupt the data collection process. If your survey response is corrupted as a result of copy and paste responses, a new survey will be sent to you for immediate completion.
- C. If information is not available from your company's records in the form requested, you may furnish estimates.
- Specific questions or assistance with the Excel survey should be directed to **EOSurvey@bis.doc.gov**
- or
- D. Jason Bolton, Trade & Industry Analyst, U.S. Department of Commerce, 202-482-5936  
Anna Bruse, Trade & Industry Analyst, U.S. Department of Commerce, 202-482-7418  
Erika Maynard, Trade & Industry Analyst, U.S. Department of Commerce, 202-482-5572  
Andrea Chamorro, Trade & Industry Analyst, U.S. Department of Commerce, 202-482-7980  
Amanda Patino, Trade & Industry Analyst, U.S. Department of Commerce, 202-482-5415
- E-mail is the preferred method of contact.
- E. Upon completion, review, and certification of the Excel survey, transmit the survey via e-mail attachment to: **EOSurvey@bis.doc.gov**
- For questions related to the overall scope of this industrial base assessment, contact:
- F. Brad Botwin, Director, Industrial Studies  
Office of Technology Evaluation, Room 1093  
U.S. Department of Commerce  
1401 Constitution Avenue, NW  
Washington, DC 20230  
202-482-4060
- DO NOT submit completed surveys to Brad Botwin's postal or personal e-mail address; all surveys must be submitted electronically to **EOSurvey@bis.doc.gov**

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<b>Section II</b>		<b>DEFINITIONS</b>	
Term	Definition		
Full Time Equivalent (FTE) Employees	Employees who work for 40 hours in a normal work week. Convert part-time employees into "full-time equivalents" by taking their work hours as a fraction of 40 hours.		
Provider of Enabling Technology/Product/Service	A company that provides value added technologies, products, and/or services related to commercial electro-optical (EO) satellite imagery. Examples: A software application for geospatial data, packaging commercial EO satellite images for mapping purposes, or using the Global Positioning System (GPS) to provide navigational services to a customer.		
Research and Development (R&D)	Includes basic and applied research and product development in the sciences and in engineering, and design and development of prototype products and processes.		
Service	An intangible product (contrasted to a good, which is a tangible product). Services typically cannot be stored or transported, are instantly perishable, and come into existence at the time they are bought and consumed.		
Single Source	A company or facility that is designated as the only accepted source for the supply of parts, components, materials, or services, even though other sources with equivalent technical know-how and production capability may exist.		
Sole Source	A company or facility that is the only source for the supply of parts, components, materials, or services. No alternative domestic or foreign suppliers exist other than the current supplier.		
Supplier	An entity from which your facility obtains inputs. A supplier may be another firm with which you have a contractual relationship, or it may be another facility owned by the same parent company. The inputs may be goods or services.		
United States Commercial Electro-Optical (EO) Satellite Imagery	U.S. commercial electro-optical (EO) satellite imagery is that portion of imagery collected by NOAA-licensed private remote sensing satellite operators that is universally available to commercial customers with few or no restrictions. This definition of commercial electro-optical (EO) satellite imagery applies to "unenhanced data" as defined by statutory law, as well as to products derived from unenhanced data that are intended for unrestricted commercial sale.		
United States	The "United States" or "U.S." includes the 50 states, Puerto Rico, the District of Columbia, the island of Guam, the Trust Territories, and the U.S. Virgin Islands.		
<b>BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act</b>			

**Section III WHO MUST RESPOND TO THIS SURVEY**

Your company has been identified as a consumer and/or enabler of U.S. commercial electro-optical (EO) satellite imagery by the U.S. Government.

A.	Is your company a:	
	Direct consumer of commercial EO satellite imagery?	U.S. Commercial EO Satellite Imagery
	Indirect consumer of commercial EO satellite imagery?	Non - U.S. Commercial EO Satellite Imagery
	Provider of enabling technology/product/service that supports geospatial activity based on commercial EO satellite imagery?	Yes/No

**EXEMPTION**

If you selected "No" to all of the statements above, your company may be exempt from completing this U.S. Department of Commerce survey. If you think your company is exempt, call the contacts listed in the General Instructions section of this survey to verify your status.

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**Section 1 COMPANY INFORMATION**

A.	Company Name				
	Business Unit/Division Name <i>(if applicable)</i>				
	Respondent Street Address				
	Respondent City				
	Respondent State				
	Respondent Zip Code				
	Respondent Website				
	Respondent Phone Number				

B.	Points of Contact regarding this survey:				
	Name	Title	Phone Number	E-mail Address	State

C.	Indicate if your organization qualifies as any of the following types of small or disadvantaged business.	<b>Type of Small or Disadvantaged Business</b>		<b>Yes/No</b>
		A small business enterprise (as defined by the Small Business Administration)		Yes/No
		8(a) Firm (as defined by the Small Business Administration)		Yes/No
		A historically underutilized business zone (HUBZone)		Yes/No
		A minority-owned business		Yes/No
		A woman-owned business		Yes/No
		A veteran-owned or service-disabled veteran-owned business		Yes/No
Other Type of Small or Disadvantaged Business(specify)			Yes/No	

Comments	
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**Section 2 SUPPLIER COUNTRIES**

From the list below, identify each country from which your company **currently receives** commercial EO satellite imagery directly or indirectly.

*Note: List joint-ventures and regional satellites in "Other" and specify. Example: "Brazil and China".*

		Supplier Country	Supply Commercial EO Satellite Imagery	
A.	1.	United States	Yes/No	
	2.	Algeria	Yes/No	
	3.	Belarus	Yes/No	
	4.	Brazil	Yes/No	
	5.	Canada	Yes/No	
	6.	Chile	Yes/No	
	7.	China	Yes/No	
	8.	European Union	Yes/No	
	9.	France	Yes/No	
	10.	Germany	Yes/No	
	11.	India	Yes/No	
	12.	Indonesia	Yes/No	
	13.	Israel	Yes/No	
	14.	Italy	Yes/No	
	15.	Japan	Yes/No	
	16.	Kazakhstan	Yes/No	
	17.	South Korea	Yes/No	
	18.	Malaysia	Yes/No	
	19.	Nigeria	Yes/No	
	20.	Pakistan	Yes/No	
	21.	Russia	Yes/No	
	22.	Singapore	Yes/No	
	23.	South Africa	Yes/No	
	24.	Spain	Yes/No	
	25.	Taiwan	Yes/No	
	26.	Thailand	Yes/No	
	27.	Turkey	Yes/No	
	28.	United Arab Emirates	Yes/No	
	29.	Ukraine	Yes/No	
	30.	United Kingdom	Yes/No	
	31.	Vietnam	Yes/No	
	32.	Other (specify)		Yes/No
	33.	Other (specify)		Yes/No
	34.	Other (specify)		Yes/No
	35.	Other (specify)		Yes/No

Comments:

**BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act**

**Section 3.a**

**PRODUCTS AND SERVICES**

Select each of the following product and service areas your company participates in utilizing commercial EO satellite imagery. Next, identify your **U.S. and Non-U.S.** commercial EO satellite imagery suppliers for each product/service area selected. Finally, indicate whether the customer for each of your company's product/service is U.S. Defense, U.S. Non-Defense Government (e.g. NASA, NOAA, etc.), U.S. Commercial, Foreign Government/Company and/or Other (specify in box provided). Select all that apply.

- |  |  |
|--|--|
| 1: DigitalGlobe                                  | 6: Non-U.S. Supplier (specify) and GeoEye                        |
| 2: GeoEye  | 7: Non-U.S. Supplier (specify) and both Digital Globe and GeoEye |
| 3: Both DigitalGlobe and GeoEye                  | 8: Non-U.S. Supplier and other U.S. Supplier (specify)           |
| 4: Other U.S. Supplier (specify)                 | 9: Only Non-U.S. Suppliers (specify)                             |
| 5: Non-U.S. Supplier (specify) and Digital Globe | 10: Not Sure   |

Product or Service Area	Are you a Provider of Product/Service?	Commercial Imagery Supplier	Specify	Customer Type				
				U.S. Defense	U.S. Non-Defense Government	U.S. Commercial	Foreign Government/Company	Other (specify)
1. 3D Modeling	Yes	1-10	Write-in	Yes	Yes	Yes	Yes	Write-In
2. Aerial Imaging	No	1-10	Write-in	No	No	No	No	Write-In
3. Analytics Software		1-10	Write-in	Not Sure	Not Sure	Not Sure	Not Sure	Write-In
4. Application Delivery		1-10						
5. Cameras		1-10						
6. Client Server Technology		1-10						
7. Cloud Computing Services & Support		1-10						
8. Collaborative Tools		1-10						
9. Computers/ Hardware		1-10						
10. Computers/ Software		1-10						
11. Consulting		1-10						
12. Cyber Security / Encryption / Secure Communications		1-10						
13. Data Fusion		1-10						
14. Data Sharing		1-10						
15. Data Storage		1-10						
16. Display Hardware		1-10						
17. Document & Media Exploitation		1-10						
18. Education & Training		1-10						
19. Full Motion Video		1-10						
20. Geographic Information Systems		1-10						
21. Geospatial R&D		1-10						
22. Geospatial Software		1-10						
23. Global Positioning		1-10						
24. Image Processing		1-10						
25. Imagery Provider		1-10						

Comments:

**BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act**



**Section 3.b**

**PRODUCTS AND SERVICES (cont.)**

Select each of the following product and service areas your company participates in utilizing commercial EO satellite imagery. Next, identify your **U.S. and Non-U.S.** commercial EO satellite imagery suppliers for each product/service area selected. Finally, indicate whether the customer for each of your company's product/service is U.S. Defense, U.S. Non-Defense Government (e.g. NASA, NOAA, etc.), U.S. Commercial, Foreign Government/Company and/or Other (specify in box provided). Select all that apply.

- |  |  |
|--|--|
| 1: DigitalGlobe                                  | 6: Non-U.S. Supplier (specify) and GeoEye                        |
| 2: GeoEye  | 7: Non-U.S. Supplier (specify) and both Digital Globe and GeoEye |
| 3: Both DigitalGlobe and GeoEye                  | 8: Non-U.S. Supplier and other U.S. Supplier (specify)           |
| 4: Other U.S. Supplier (specify)                 | 9: Only Non-U.S. Suppliers (specify)                             |
| 5: Non-U.S. Supplier (specify) and Digital Globe | 10: Not Sure   |

Product or Service Area	Are you a Provider of Product/Service?	Commercial Imagery Supplier	Specify	Customer Type				
				U.S. Defense	U.S. Non-Defense Government	U.S. Commercial	Foreign Government/Company	Other (specify)
26. Information Management	Yes	1-10	Write-in	Yes	Yes	Yes	Yes	Write-In
27. Intelligence Support Systems	No	1-10	Write-in	No	No	No	No	Write-In
28. Light Detection And Ranging (LIDAR)		1-10	Write-in	Not Sure	Not Sure	Not Sure	Not Sure	Write-In
29. Location Based Services		1-10						
30. Mapping/Geospatial Data		1-10						
31. Media		1-10						
32. Mission Ground Systems		1-10						
33. Mobile Wireless Networking		1-10						
34. Modeling		1-10						
35. Multi-Sensor Data Collection		1-10						
36. Network Implementation & Infrastructure		1-10						
37. Open Source Intelligence		1-10						
38. Optics		1-10						
39. Remote Sensing		1-10						
40. Simulation		1-10						
41. Storage Optimization		1-10						
42. Storage & Server Technology		1-10						
43. Synthetic Aperture Radar		1-10						
44. Systems Integrators		1-10						
45. Unmanned Vehicles		1-10						
46. Visualization Software		1-10						
47. Video Analysis		1-10						
48. Other (Specify)		1-10						
49. Other (Specify)		1-10						
50. Other (Specify)		1-10						

Comments:

**BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act**

**Section 4.a**

**PURCHASE OF COMMERCIAL EO SATELLITE IMAGERY AND RELATED SERVICES**

Does your company purchase U.S. commercial EO satellite imagery directly?

Yes/No or  
Company Does Not Purchase  
Commercial EO Satellite Imagery  
Directly (N/A)

If "Yes", record the total amount of U.S commercial EO satellite imagery purchased, **in dollars**, from each of the vendors below between 2007 and 2011. If you have purchased commercial EO satellite imagery from other vendors, provide this information in the boxes below. Finally, indicate whether the projected 2012 amount of commercial EO satellite imagery purchased will increase, decrease, or remain the same from the previous year.

*Note: If your company has sourced commercial EO satellite imagery from vendors other than DigitalGlobe and GeoEye, provide up to 3 of the most significant additional vendors in descending order by total dollars.*

*Note: Calendar year data preferred.*

Source of Revenue Data:		Corporate/Whole Company or Business Unit/Division					
Reporting Schedule:		Calendar Year/Fiscal Year					
<b>Record in \$ Thousands, e.g. \$12,000.00 = survey input of \$12</b>							
Vendor		2007	2008	2009	2010	2011	2012
DigitalGlobe							Increase
GeoEye							Decrease
Other Vendor (specify)							Remain the Same
Other Vendor (specify)							Not Sure
Other Vendor (specify)							

Comments:

Does your company record the area of the direct commercial EO satellite imagery it purchases?

Yes/No or  
Company Does Not Purchase  
Commercial EO Satellite Imagery  
Directly (N/A)

If "Yes", record the total amount of U.S commercial EO satellite imagery purchased, **in square kilometers\*** from each of the vendors below between 2007 and 2011. If you have purchased commercial EO satellite imagery from vendors, provide this information in the boxes below. Finally, indicate whether the projected 2012 amount of commercial EO satellite imagery purchased will increase, decrease, or remain the same from the previous year.

*Note: If your company has sourced commercial EO satellite imagery from vendors other than DigitalGlobe and GeoEye, provide up to 3 of the most significant additional vendors in descending order by total number of square nautical miles sourced.*

*Note: Calendar year data preferred.*

*\*Please convert any other unit of area into square kilometers*

Source of Data:		Corporate/Whole Company or Business Unit/Division					
Reporting Schedule:		Calendar Year/Fiscal Year					
<b>Record in Square Kilometers</b>							
Vendor		2007	2008	2009	2010	2011	2012
DigitalGlobe							Increase
GeoEye							Decrease
Other Vendor (specify)							Remain the Same
Other Vendor (specify)							Not Sure
Other Vendor (specify)							

Comments:

**BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act**

**Section 4.b**

**PURCHASE OF COMMERCIAL EO SATELLITE IMAGERY AND RELATED SERVICES (cont.)**

Does your company purchase commercial EO satellite imagery-related products and/or services?

Yes/No or  
Company Does Not Purchase  
Commercial EO Satellite Imagery  
(N/A)

Between 2007 and 2011, estimate the amount, in **dollars**, of commercial EO satellite imagery-related **products and/or services** that your company has purchased from the following providers of commercial EO satellite imagery. If you have purchased commercial EO satellite imagery-related products and/or services from other providers of commercial EO satellite imagery, record this information in the boxes below. Finally, indicate whether the projected 2012 amount of commercial EO satellite imagery-related products and/or services purchased will increase, decrease, or remain the same from the previous year.

*Note: If your company has sourced commercial EO satellite imagery-related products and/or services from vendors other than DigitalGlobe and GeoEye, provide the 3 most significant vendors in descending order by total dollars.*

*Note: Calendar year data preferred.*

A.

Source of Revenue Data:

Corporate/Whole Company or Business Unit/Division

Reporting Schedule:

Calendar Year/Fiscal Year

Vendor		Record in \$ Thousands, e.g. \$12,000.00 = survey input of \$12					2012
		2007	2008	2009	2010	2011	
DigitalGlobe							Increase
GeoEye							Decrease
Other Vendor (specify)							Remain the Same
Other Vendor (specify)							Not Sure
Other Vendor (specify)							

Comments:

**BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act**

**Section 5**

**SALES RELATED TO COMMERCIAL EO SATELLITE IMAGERY**

Record your annual net sales (and other revenue) as indicated on the top line of your income statement (profit and loss statement) for years 2007-2011. Second, as a percentage of annual net sales (and other revenue), estimate the revenue related to your use/application of commercial EO satellite imagery. Finally, indicate whether your company's projected 2012 net sales will increase, decrease, or remain the same from the previous year.

*Note: Calendar year data preferred.*

A.	Source of Revenue Data:	Corporate/Whole Company or Business Unit/Division					
	Reporting Schedule:	Calendar Year/Fiscal Year					
<b>Record in \$ Thousands, e.g. \$12,000.00 = survey input of \$12</b>							
		2007	2008	2009	2010	2011	2012
a.	Net Sales (and other revenue)	\$	\$	\$	\$	\$	increase/decrease/ same
b.	Revenue generated from the use of commercial EO satellite imagery <i>[as a percent of a.]</i>	%	%	%	%	%	
Comments:							

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**Section 6 RESEARCH AND DEVELOPMENT (R&D) RELATED TO COMMERCIAL EO SATELLITE IMAGERY**

Did your company conduct R&D spending between 2007 and 2011? Yes/No

If "Yes", record below your annual R&D spending for years 2007-2011. Second, as a percentage of total R&D spending, estimate the R&D spending related to your use/application of commercial EO satellite imagery. Finally, indicate whether your company's projected 2012 R&D spending will increase, decrease, or remain the same from the previous year.

*Note: Calendar year data preferred.*

A. Source of R&D Data: Corporate/Whole Company or Business Unit/Division

Reporting Schedule: Calendar Year/Fiscal Year

		Record in \$ Thousands, e.g. \$12,000.00 = survey input of \$12					
		2007	2008	2009	2010	2011	2012
a.	Total R&D Spending	\$	\$	\$	\$	\$	increase/decrease/ same
b.	R&D spending related to use of commercial EO satellite imagery [as a percent of a.]	%	%	%	%	%	

Comments:

**BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act**

**Section 7 CAPITAL EXPENDITURES RELATED TO COMMERCIAL EO SATELLITE IMAGERY**

Did your company have capital expenditures between 2007 and 2011? Yes/No

If "Yes", record below your annual capital expenditures for years 2007 to 2011. Second, as a percentage of total capital expenditures, estimate the capital expenditures related to your use/application of commercial EO satellite imagery. Finally, indicate whether your company's projected 2012 capital expenditures will increase, decrease, or remain the same from the previous year.

*Note: Calendar year data preferred.*

A.	Source of Capital Expenditure Data:	Corporate/Whole Company or Business Unit/Division					
	Reporting Schedule:	Calendar Year/Fiscal Year					
<b>Record in \$ Thousands, e.g. \$12,000.00 = survey input of \$12</b>							
		2007	2008	2009	2010	2011	2012
a.	Total Capital Expenditures	\$	\$	\$	\$	\$	increase/decrease/ same
b.	Capital Expenditures related to use of commercial EO satellite imagery <i>[as a percent of a.]</i>	%	%	%	%	%	
Comments:							

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**Section 8**

**EMPLOYMENT RELATED TO COMMERCIAL EO SATELLITE IMAGERY**

Record your total annual full-time employment for years 2007 to 2011. Next, as a percentage of total annual full-time employment, estimate the proportion of employees involved in the use/application of commercial EO satellite imagery. Finally, indicate whether your company's projects 2012 annual full-time employment to increase, decrease, or remain the same from the previous year.

*Note: Calendar year data preferred.*

Source of Employment Data:		Corporate/Whole Company or Business Unit/Division					
Reporting Schedule:		Calendar Year/Fiscal Year					
		2007	2008	2009	2010	2011	2012
a.	Total Number of Full-Time Employees	#	#	#	#	#	increase/decrease/ same
b.	Full-Time Employees supporting the use of commercial EO satellite imagery <i>[as a percent of a.]</i>	%	%	%	%	%	
Comments:							

**BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act**

Section 9.a		OPERATIONS	
Do the costs of your products and/or services fluctuate in response to increases in the price of commercial EO satellite imagery? If "Yes", <b>estimate</b> the percent change for the following price increases and explain.			Yes/No or N/A
A.	Commercial EO Satellite Imagery Price Increase Percentage	Unit Cost Change %	Explain
	Increase 25%	negative 100% to 100%, other increase/decrease	
	Increase 50%	negative 100% to 100%, other increase/decrease	
Comments:			
<b>BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act</b>			



**Section 9.b**

**OPERATIONS (cont.)**

From the list below, select the impacts that your company experienced as a result of the past U.S. commercial EO satellite imagery vendor consolidation (In January 2006, ORBIMAGE acquired Space Imaging to form GeoEye). Select all that apply.

A.	Positive Change (specify)		Yes/No	Reduced participation in U.S. Government contracts	Yes/No	
	Decrease in quality of imagery		Yes/No	Reduced participation in Commercial contracts	Yes/No	
	Decreased capital expenditures		Yes/No	Reduction or elimination of particular product lines	Yes/No	
	Decreased research & development expenditures		Yes/No	Restrict ability to meet U.S. Government contract obligations	Yes/No	
	Increased product/service costs		Yes/No	Reduction in sales revenue	Yes/No	
	Increased product/service prices		Yes/No	Increased foreign source purchasing	Yes/No	
	Loss of personnel with key skills		Yes/No	No Impact	Yes/No	
	Longer lead times		Yes/No	Other (specify)		Yes/No
	Pursuit of new product lines		Yes/No	Other (specify)		Yes/No

Comments: \_\_\_\_\_

**BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act**

Section 9.c		OPERATIONS (cont.)				
The following (A. and B.) are hypothetical scenarios that could affect consumers of commercial EO satellite imagery. Please read each scenario and select the impacts that you foresee happening to your company if the scenario were to occur.						
From the list below, select the potential impacts a <b>sudden decrease in the number of U.S.-based</b> commercial EO satellite imagery providers would have on your company. Select all that apply						
A.	Positive Change (specify)		Yes/No	Reduced participation in U.S. Government contracts	Yes/No	
	Decrease in quality of imagery		Yes/No	Reduced participation in Commercial contracts	Yes/No	
	Decreased capital expenditures		Yes/No	Reduction or elimination of particular product lines	Yes/No	
	Decreased research & development expenditures		Yes/No	Restrict ability to meet U.S. Government contract obligations	Yes/No	
	Increased product/service costs		Yes/No	Reduction in sales revenue	Yes/No	
	Increased product/service prices		Yes/No	No Impact	Yes/No	
	Loss of personnel with key skills		Yes/No	Not Sure	Yes/No	
	Longer lead times		Yes/No	Other (specify)		Yes/No
	Pursuit of new product lines		Yes/No	Other (specify)		Yes/No
Comments:						
From the list below, select the potential impacts on your company if due to capacity limits and prioritization of U.S commercial EO satellite imagery providers you were forced to purchase from <b>non-U.S.-based</b> commercial EO satellite imagery providers. Select all that apply.						
B.	Positive Change (specify)		Yes/No	Reduced participation in U.S. Government contracts	Yes/No	
	Decrease in quality of imagery		Yes/No	Reduced participation in Commercial contracts	Yes/No	
	Decreased capital expenditures		Yes/No	Reduction or elimination of particular product lines	Yes/No	
	Decreased research & development expenditures		Yes/No	Restrict ability to meet U.S. Government contract obligations	Yes/No	
	Increased product/service costs		Yes/No	Reduction in sales revenue	Yes/No	
	Increased product/service prices		Yes/No	Increase foreign sourcing purchasing	Yes/No	
	Loss of personnel with key skills		Yes/No	No Impact	Yes/No	
	Longer lead times		Yes/No	Not Sure	Yes/No	
	Pursuit of new product lines		Yes/No	Other (specify)		Yes/No
Comments:						
<b>BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act</b>						

Section 10		ADDITIONAL INFORMATION	
A.	Are there other issues <b>currently</b> affecting the commercial EO satellite imagery industry that were not addressed in this survey or that you would like to further expand on? Explain below.	Yes/No	
B.	Are there other issues you foresee affecting the commercial EO satellite imagery industry <b>in the future</b> that were not addressed in this survey or that you would like to further expand on? Explain below.	Yes/No	
C.	Are there any other comments you would like to make regarding your business operations or the commercial EO satellite imagery industry that you feel are important? Explain below.	Yes/No	
Comments:			
<b>BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act</b>			

**Section 11****CERTIFICATION**

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge. It is a criminal offense to willfully make a false statement or representation to any department or agency of the United States Government as to any matter within its jurisdiction (18 U.S.C.A. 1001 (1984 & SUPP. 1197))

Company Name	
Company's Internet Address	
Name of Authorizing Official	
Title of Authorizing Official	
E-mail Address	
Phone Number and Extension	
Date Certified	

In the box below, provide any additional comments or any other information you wish to include regarding this survey assessment.

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How many hours did it take to complete this survey?	
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**BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act**