

NIST Small Business Innovation Research (SBIR)

Telephone Commercialization Interview

Interviewer: _____ Date: _____

Company: _____

Year founded: _____ # employees _____

Contact: _____ Phone: _____

Award FY: _____ SBIR Title: _____

Other SBIR awards: _____

Tech Rep: _____

Introduction:

Hello, I'm _____, calling from the NIST SBIR Program Office. You received an SBIR award from NIST in 20XX. We are looking for ways to improve NIST's program. Do you have a few minutes to answer some questions? All Replies will be treated confidentially.

(If respondent does not have time to talk, ask, "Is there a more convenient time that I may call you back?".)

1. Are you still working on the project?

Yes

No

2. What is the current project status?

- 1 - Project ended
- 2 - In development
- 3 - Testing
- 4 - Finished product
- 5 - In marketplace
- 6 - Other

If the project ended (#1), why?

If the product is in development (#2), what hurdles is your company dealing with? And, how are they being dealt with?

- 3. At what stage is your company at with market research and analysis?
- 4. Have you received other funding for this project?

Yes

If yes, from what source?

Private

Public

No

We are looking at ways to connect SBIR applicants with the state's technology development organization, to provide you with assistance and funding support.

- 5. Many states have programs to assist small technology companies. How interested would you be in having your company's contact information provided to the appropriate agency in your state?

- 1 - not at all likely
- 2 - slightly likely
- 3 - somewhat likely
- 4 - very likely
- 5 - extremely likely

When?

- 1- At time of announcement of the funding opportunity
- 2 - At time of award

3 - At time of application

6. What other types of assistance might be useful to your company?

- 1 - Training
- 2 - Other guidance
- 3 - Funding
- 4 - Other

7. What is the current size (# of employees) of your company?

8. It is important for NIST to demonstrate the success of the SBIR program. In your opinion, how could NIST track the impact?

- 1 - Survey
- 2 - Phone Call
- 3 - Requirement (part of contract)

How many years out past the end of the contract?

- 1 year
- 2 years
- 3 years
- 4 years
- 5 years

9. Do you have any other comments about how NIST can improve its SBIR program?

Thank you for your time.

END

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