

# Completing the Company Commercialization Report: Instructions and Definitions

## Reference Guide



|                                   |                                                                                                                                                                                                                                                                                                                                                                                           |
|-----------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Purpose of this document</b>   | The purpose of this document is to provide step by step instructions and definitions to aid users in the completion of the Company Commercialization Report (CCR).                                                                                                                                                                                                                        |
| <b>Commercialization Glossary</b> | <p>SBIR - Small Business Innovation Research program</p> <p>STTR - Small Business Technology Transfer program</p> <p>SBC - Small Business Concern</p> <p>DOD - United States Department of Defense</p> <p>IPO - Initial Public Offering</p> <p>VCOC - Venture Capital Operating Companies</p> <p>HF - Hedge Fund</p> <p>PE - Private Equity</p> <p>R&amp;D - Research and Development</p> |

## Definitions

**"Sales"** includes cash revenue from the sale of new products or non-R&D services embodying the specific technology developed under this SBIR or STTR project.

- Count only such revenue accruing to your firm and not to other entities. If your firm sold or licensed the technological know-how developed under Phase II to another entity, enter the cash revenue accruing to the other entity from its sale of new products or non-R&D services embodying the SBIR or STTR technology in the "3rd Party Revenue" field, not with your firm's sales figures.
- If the new product/service embodying the SBIR or STTR technology is a component of a larger product/service (e.g., an improved coating on an existing optical lens product), count only the sales attributable to the component rather than the larger product/service.

**"Sales"** does not include:

- SBIR/STTR contracts or grants (Phase I or II), or revenue from any other R&D activities, including follow-on R&D contracts or grants. "R&D activities" include any activities directed toward reducing the technical risk of the technology.
- Revenue from your firm's sales to an affiliate of your firm. (13CFR121.103)

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### **"3rd Party Revenue"** (if known):

Includes cash revenues received by an entity other than your firm from the sale of new products or non-R&D services derived from the specific technology developed under this SBIR or STTR project, for example through a license agreement or spin-off. Only count the portion of 3rd Party Revenues that accounts for the SBIR/STTR technology's share of the total product or service. Example: If a new coating for helicopter blades developed under a SBIR/STTR Phase II project is used by a 3rd Party Manufacturer, count only the 3rd Party revenues attributed to the blade coating, not the entire helicopter.

**"Additional Investment"** includes investment by any source other than the federal SBIR/STTR programs (Phase I or Phase II) in activities that further the development and/or commercialization of the specific technology developed under the SBIR or STTR project. Examples of such activities include:

- Additional R&D on the SBIR or STTR technology
- Manufacturing/production start-up
- Purchase of plant and equipment for manufacturing/production
- Protection of intellectual property
- Obtaining certifications
- Marketing start-up and marketing; and
- Training of workforce to manufacture or sell new products embodying the SBIR or STTR technology

These may be activities funded and conducted by your firm or by other entities.

**"Fielded Federal System" or "Acquisition program"** refers to an acquisition program's plan that details the steps, actions and responsibilities of the fielding and successful deployment of a supported materiel system. Acquisition program is a federal procurement initiative.

**"Cost Saving or Cost Avoidance"** refers to a reduction in actual expenditures below the projected level of costs to achieve a specific objective. Cost Avoidance is an action taken in the immediate time frame that will decrease costs in the future.

**"Allocation of Rights Agreement"** between a small business concern and a research institution establishes the intellectual properties rights of the parties prior to the subcontract being issued.

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### Reminder

As you prepare to complete your Company Commercialization Report please remember these Do's and Don'ts

### Do's and Don'ts

1. Do not include Phase I or Phase II SBIR/STTR awards in *sales* or *investment*.
2. Do not count the same item as both *sales* and *additional investment*.
3. Additional R&D services should be recorded as *additional investment*, not *sales*.
4. If two or more SBIR or STTR projects contributed to a single new product that has generated sales revenue and/or additional investment, apportion the sales and investment among the contributing projects without double-counting. Example: Phase II projects A and B lead to a new software product that has generated sales of \$10 million to the Army and \$12 million to retail software stores. For both projects A and B, enter \$5 million for sales to DOD and \$6 million for sales to the private sector.
5. Count only actual sales and investment dollars received to date, not projected sales or investment. For sales to or investment by the government, count only the amount of government funding that has been obligated to date and not the total award amount.
6. Do not double count Government Phase III awards. If you add a Government Phase III contract do not report that funding under sales or investments as this will result in the obligations being double counted.
7. Outside (non-SBIR/STTR) funding received through the Fast Track and/or Phase II Plus/Enhancement/IIB programs, should be reported as *additional investment*, but do not include the government SBIR matching funds.
8. For purposes of this report, your "firm" includes all affiliates. (Reference 13CFR121.103)
9. Only report sales and investment figures on Phase II awards received by your firm. In the case of novation or company acquisition, do not count commercialization accrued to the original firm prior to the novation or acquisition, and explain these special circumstances in the narrative.

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### Instructions

For each SBIR and STTR Phase II award received to date from any Federal agency, provide current and accurate commercialization – Government designated Phase III awards, sales and/or additional investment - resulting from, extending, or completing the Phase II project. To view or print the information currently contained in the Company Registry Commercialization Report, go to “My Dashboard” > “My Documents” located at [www.sbir.gov](http://www.sbir.gov).

### Step 1: Create New / Update Commercialization Report

1. Once signed into your company dashboard scroll down and click on the Update Commercialization button under the My Commercialization section to update an existing report.

My Commercialization

Summary of Latest Published Version

|                                                |                 |
|------------------------------------------------|-----------------|
| Investment Total:                              | \$85,061,194.00 |
| Sales Total:                                   | \$4,012,899.00  |
| Number of Patents:                             | 3               |
| Government Designated Phase III Total Funding: |                 |

Documentation

Download Guide

Download Field Criteria

Update Commercialization Report

Last Updated on 9/23/13

Newly registered firms that have never started a CCR will see an Add Commercialization Report button.

My Commercialization

Summary of Latest Published Version

|                                                |     |
|------------------------------------------------|-----|
| Investment Total:                              | N/A |
| Sales Total:                                   | N/A |
| Number of Patents:                             | N/A |
| Government Designated Phase III Total Funding: | N/A |

Documentation

Download Guide

Download Field Criteria

+ Add Commercialization Report

# Completing the Company Commercialization Report: Instructions and Definitions Reference Guide



## Step 2: Company Profile Information

1. Verify that all displayed "Company Basic information, POC (Admin) and Demographics information is accurate and up to date. (This information is pulled from the firm's SBIR.gov company profile).
2. If any of the displayed information is inaccurate you must update the information by clicking the edit button. Clicking the edit button will navigate the user to the firm's company profile.
3. All information displayed in the Investment Stats, Timeline and Awards cards is auto populated from SBIR.gov award or commercialized awards data.

### Create and Update Commercialization Reports

Testing Labs LLC

[Return to Firm Dashboard](#)

SBIR exists in part to help firms commercialize their technologies to bring ideas to larger markets. Your commercialization data is valuable as SBA evaluates its program effectiveness. **If any of the below information is inaccurate**, please update it in your [company profile](#).

#### Basic Info

1 Main Street  
Melbourne, Florida , 32935

[N/A](#)

SBC Control ID: SBC\_000000000

#### Point of Contact (Admin)

Title: Systems Engineer

Name: Jane Doe

Phone: (321) 222-2222

Email:  
[jane.doe@example.com](mailto:jane.doe@example.com)

#### Investment Stats

Investments: \$4,783,930.10

Sales: \$1,501,000.00

Patents: 0

Government Designated Phase III  
Funding: \$6,434,930.10

Commercialization Total:  
\$12,719,860.20

#### Demographics

Women Owned: No

HUBZone -Certified: No

Socially and Economically Disad. :  
No

SBC Majority Owned by PE, VCOC,  
PF, etc.: No

Current number of employees: 5

#### Timeline

Year Founded: 2006

Year first Phase I award: 2010

Year first Phase II award: 2012

#### Awards

Phase I Awards: 3

Phase II Awards: 3

Number of Employees at first  
Phase II award: 19

[Edit](#)

# Completing the Company Commercialization Report: Instructions and Definitions Reference Guide



## Step 3: Additional Company Information

1. Verify and edit the “Additional Company Information” by clicking on the edit button at the bottom of the section. The edit button will navigate the user to the edit Additional Company Information page. Fill out all fields marked with (required) for they are required for the submission of the report.

**Additional Company Information**

Total Revenue for Last Fiscal Year: \$1,000,000 - \$4,999,999  
Percent Revenue for Last Fiscal Year from SBIR/STTR Funding: 85.00%

Spinoffs Resulting from SBIR/STTR: No  
IPOs Resulting from SBIR/STTR: No  
Mergers and Acquisitions in Last Year: No

Edit

### Additional Company Information

#### Company Commercialization Summary

Your company's estimated total revenue for the last fiscal year:  
(required)

\$1,000,000 - \$4,999,999

What percentage of your company's revenue during the last fiscal year was SBIR and/or STTR funding (required)

85

Did your SBC merge with, acquire, or become acquired by another company within the past two years?

☐ Yes  
☒ No

Has your SBC produced any spin-off companies as a result of the work conducted under SBIR and/or STTR programs?

☐ Yes  
☒ No

#### IPO Information

Has your company completed an Initial Public Offering (IPO) of stock since receiving its first Phase II award that was the result of technology developed under the SBIR and/or STTR programs?

☐ Yes  
☒ No

#### Additional Amounts

Funding reported in this section IS NOT COUNTED towards performance benchmark commercialization outcomes or calculations. This section captures any investment or sales you are unable to distribute to a specific SBIR/STTR project but believe is relevant for informational purposes.

Additional Investment Amount:  
\$0.00

Description:  
0 / 1000

Additional Sales Amount:  
\$0.00

Description:  
0 / 1000

Cancel

Save

Edit Additional Company Information Page

# Completing the Company Commercialization Report: Instructions and Definitions Reference Guide



## Step 4: Investments and Sales

1. The "Additional Investment From, Phase III Sales and Government Phase III Contracts sections are auto populated; no edits can be made to these sections of the report. Users can click on the values and system will display a pop up of detailed information listing awards the totals are derived from. If the information displaying is not accurate users must update the individual associated awards.

### Investments and Sales

#### Additional Investments

Select a dollar amount to see how it was calculated. \*\* Additional Investments are not added to the total.\*\*

| Investment Type                | Investment Amount               |
|--------------------------------|---------------------------------|
| DoD contracts/subcontracts     | <a href="#">\$1,000,000.00</a>  |
| Angel Investors                | <a href="#">\$0.00</a>          |
| Venture Capital                | <a href="#">\$0.00</a>          |
| Self Funded                    | <a href="#">\$0.00</a>          |
| Private Sector                 | <a href="#">\$24,000,000.00</a> |
| Other Federal Contracts/Grants | <a href="#">\$0.00</a>          |
| Other Sources                  | <a href="#">\$0.00</a>          |
| <b>Total Investment</b>        | <b>\$25,000,000.00</b>          |

#### Phase III Sales

Select a dollar amount to see how it was calculated. \*\* Additional Sales are not added to the total.\*\*

| Investment Type                                   | Investment Amount              |
|---------------------------------------------------|--------------------------------|
| DoD prime contractors                             | <a href="#">\$5,000,000.00</a> |
| Private Sector                                    | <a href="#">\$200,000.00</a>   |
| Export Markets                                    | <a href="#">\$0.00</a>         |
| Other Federal Agencies                            | <a href="#">\$0.00</a>         |
| Additional Commercialization by 3rd party revenue | <a href="#">\$0.00</a>         |
| Other Customers                                   | <a href="#">\$0.00</a>         |
| <b>Total Sales</b>                                | <b>\$5,200,000.00</b>          |

#### Government Phase III Contracts

Select a dollar amount to see how it was calculated.

|                                |               |
|--------------------------------|---------------|
| <b>Total Funding Obligated</b> | <b>\$0.00</b> |
|--------------------------------|---------------|

User can click on the hyperlinked award name and will be navigated to the Edit Award page for that specific record.

| Percent Revenue for Last Fiscal Year from SBIR/STTR                          |                  |         |          |            |             |
|------------------------------------------------------------------------------|------------------|---------|----------|------------|-------------|
| Mergers and Acquisitions in Last Year: Yes                                   |                  |         |          |            |             |
| Close                                                                        |                  |         |          |            |             |
| <b>Detailed Information</b>                                                  |                  |         |          |            |             |
| <b>Investment: Other Sources</b>                                             |                  |         |          |            |             |
| Select an award to edit the amount listed.                                   |                  |         |          |            |             |
| Previous 1 2 3 Next                                                          |                  |         |          |            |             |
| Total: \$86,300.00                                                           |                  |         |          |            |             |
| Award Name                                                                   | Contract Number  | Program | Phase    | Award Year | Amount      |
| <a href="#">Software Optimization</a>                                        | 32221-22-AA-0212 | SBIR    | Phase II | 2022       | \$600.00    |
| <a href="#">Airwake Measurement System</a>                                   | AA221-22-AA-0212 | STTR    | Phase II | 2015       | \$30,000.00 |
| <a href="#">A CubeSat-Compatible Neutral Wind Sensor</a>                     | AA221-22-12      | SBIR    | Phase II | 2014       | \$2,400.00  |
| <a href="#">Electromagnetic Induction</a>                                    | CCC21-22-AA-0212 | SBIR    | Phase II | 2014       | \$9,700.00  |
| <a href="#">A Study on Multicomponent Drugs and Vaccines</a>                 | CEW21-22-AA-0212 | SBIR    | Phase II | 2014       | \$1,000.00  |
| <a href="#">High-Conductance Thermal Interface for Aerospace Electronics</a> | GE223-22-JJ-0212 | SBIR    | Phase II | 2014       | \$17,000.00 |
| <a href="#">Configuration Control System for Aircraft Thermal</a>            | GE223-22-JJ-2411 | SBIR    | Phase II | 2014       | \$2,800.00  |

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### Step 5: Commercialization Narrative

1. The next section consists of the Commercialization Narrative (optional). User clicks on the edit button to be able to add/ edit their Commercialization Narrative on the edit page. This section may be used for the following:

You may include a brief optional narrative discussing your firm's commercialization track record, including such items as:

- Commercialization successes that are not fully reflected in the quantitative results (e.g. commercialization resulting from your firm's prior Phase I projects);
- Any mitigating factors that could account for low commercialization; and
- Recent changes in the firm's organization or personnel designed to increase the firm's commercialization success

#### Commercialization Narrative

> View Commercialization Narrative

Edit

#### Edit/Add Commercialization Narrative

You may include here a **brief optional narrative** discussing your firm's commercialization track record, including such items as:



- Commercialization successes that are not fully reflected in the quantitative results (e.g. commercialization resulting from your firm's prior Phase I projects);
- Any mitigating factors that could account for low commercialization; and
- Recent changes in the firm's organization or personnel designed to increase the firm's commercialization success

Commercialization Narrative:

test

Cancel

Save

# Completing the Company Commercialization Report: Instructions and Definitions Reference Guide



## Step 6: Commercialized Awards

1. All firm associated awards will be displayed under the "Commercialized Awards" section.
2. To add an award to report commercialization, navigate to the "Add Award tab", select ALL awards they would like to add and click on the "Enter Commercialization Details" button (the number of selected awards will display above this button).

**Commercialization Reporting**

**Add Awards** | Reported Awards

Title

Contract Number

Showing 1 - 8 of 8 results

Added awards: 2

**Filter Results**  
[Clear all filters](#)

**Award Year**

☐ 2023  
☐ 2022  
☐ 2021  
☐ 2020  
☐ 2019  
☐ 2018  
☐ 2017  
☐ 2016

**Program**

☐ SBIR  
☐ STTR

**Phase**

☐ Phase I  
☐ Phase II

| Award Title                                                      | Program | Phase    | Year | Contract Number   | Actions                                                                         |
|------------------------------------------------------------------|---------|----------|------|-------------------|---------------------------------------------------------------------------------|
| Design of Advanced Broadband Optics                              | SBIR    | Phase I  | 2020 | E44839-22-X-0000  | <input type="button" value="Added"/><br><input type="button" value="- Remove"/> |
| Night Sky Characterization System                                | SBIR    | Phase II | 2018 | E44839-22-X-01111 | <input type="button" value="Added"/><br><input type="button" value="- Remove"/> |
| Novel Optics for Tactical Operations                             | SBIR    | Phase II | 2017 | FF4439-22-X-0000  | <input type="button" value="Add"/>                                              |
| Color Night Vision Sensor                                        | SBIR    | Phase I  | 2017 | 444444-22-X-0000  | <input type="button" value="Add"/>                                              |
| Uncooled Multi-Spectral Hostile Fire Detection System            | SBIR    | Phase II | 2016 | E44839-22-WW-0000 | <input type="button" value="Add"/>                                              |
| Novel Optics for Tactical Goggles with Reconfigurable Operations | SBIR    | Phase I  | 2016 | E44839-22-X-003   | <input type="button" value="Add"/>                                              |
| Compact Imaging System                                           | SBIR    | Phase I  | 2015 | ee333-22-X-0000   | <input type="button" value="Add"/>                                              |
| Fire Detection Platforms                                         | SBIR    | Phase I  | 2015 | SS5539-22-X-0000  | <input type="button" value="Add"/>                                              |

1

New Report Screen: no commercialized awards to display.

**Commercialization Reporting**

Add Awards | **Reported Awards**

Title

Contract Number

Showing 0 of 0 results

**No Reported Awards**  
You have not reported any awards as being commercialized as of yet. [Please add awards to your commercialization report.](#) If you have any questions and/or need further assistance contact the SBIR.gov Helpdesk.

Have additional questions? Contact us.

**SBIR/STTR Website Support Staff**  
(571) 306-5201  
Support Hours: Monday - Friday: 9:00 AM - 5:00 PM ET  
[sba\\_sbir\\_support@eisystems.com](mailto:sba_sbir_support@eisystems.com)

# Completing the Company Commercialization Report: Instructions and Definitions Reference Guide



3.To edit/view and or remove previously reported awards, user navigates to the “Reported Awards” section and selects the awards they would like to view/edit and or remove.

Commercialization Reporting

Add Awards

Reported Awards

Title

Contract Number

Search

Reset

Edit or Remove Reported Commercialized Awards

These are awards previously reported as having been commercialized. Edit an award to update the reported information, or remove an award.

Showing 1 - 10 of 319 results

Filter Results

Clear all filters

Award Year

☐ 2023

☐ 2022

☐ 2021

☐ 2020

☐ 2019

☐ 2018

☐ 2017

☐ 2016

Program

☐ SBIR

☐ STTR

Phase

☐ Phase I

☐ Phase II

| Award Title                                                             | Program | Phase    | Year | Contract Number   | Amount       | Actions                           |
|-------------------------------------------------------------------------|---------|----------|------|-------------------|--------------|-----------------------------------|
| Warning Device Deployment System for Autonomous Vehicles                | SBIR    | Phase II | 2022 | 69130DDDDDD       | \$985,090.99 | <div>Edit</div> <div>Remove</div> |
| Water Harvester                                                         | SBIR    | Phase II | 2022 | FEEW3-PP-C-0008   | \$329,444.00 | <div>Edit</div> <div>Remove</div> |
| Planetary Atmosphere Separator                                          | SBIR    | Phase II | 2022 | 80NSSC2JAJAJA     | \$749,960.00 | <div>Edit</div> <div>Remove</div> |
| Non-Invasive Ventilation Mask with Valves and Pressure Monitors         | SBIR    | Phase II | 2022 | FEEW3-PP-C-0008   | \$999,235.00 | <div>Edit</div> <div>Remove</div> |
| Optimizing with Subtractive Manufacturing                               | SBIR    | Phase II | 2022 | N68335-66-UJA-PP  | \$799,111.00 | <div>Edit</div> <div>Remove</div> |
| Baseline Post Flight Nuclear Electric Propulsion                        | SBIR    | Phase II | 2022 | 80NSSCOOOO134     | \$733,000.00 | <div>Edit</div> <div>Remove</div> |
| Gas Trap for Extreme Temperature Environments and Interplanetary Travel | SBIR    | Phase I  | 2022 | AUJSHD3333        | \$100,888.00 | <div>Edit</div> <div>Remove</div> |
| Hydrogen and Hydrogen-Natural Gas Blend Fuel Composition Sensor         | SBIR    | Phase I  | 2022 | KK-89123709       | \$299,888.00 | <div>Edit</div> <div>Remove</div> |
| On-Orbit Gas Transfer                                                   | SBIR    | Phase I  | 2022 | 9090FFRAWE22      | \$142,898.00 | <div>Edit</div> <div>Remove</div> |
| Infinite-Shelf-Life Dynamic Seals for Solid Rocket Motors               | SBIR    | Phase I  | 2022 | HQ0060-AAA-C-7037 | \$149,969.00 | <div>Edit</div> <div>Remove</div> |

« Prev

1

2

3

4

5

...

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» Next »

Cancel

Certify and Submit

# Completing the Company Commercialization Report: Instructions and Definitions Reference Guide



## Step 7: Commercialized Awards – Add Awards

1. The commercialization reporting page continues 2 pages, once consistent of non-funding information (Non-Funding Page), and a Funding Page (where government designated Phase III awards, sales and investment are reported).
2. Based on the responses given to specific questions, additional questions may appear.
3. The Non-funding information page consists of the award information, awarding Agency Information, Patents are now associated with Awards, two additional text fields display if users have a Patent associated with a specific award to report. Users may click on the “+Add another patent” to add more patents.
4. If Users are reporting a STTR award, the “STTR Related Information” section will also display on the Non-funding information page.
5. Any question with a “What does this mean?” text provides additional information and definitions pertaining to the question being asked.

### Commercialized Award - Add Award

#### Non-funding Information

Currently on commercialized award 1 of 2 (page 1 of 2)

#### A Deployment System for Autonomous Vehicles



Agency/Branch: Department of Transportation  
Contract: 5553322C100021  
Topic: 41-AA1

Program/Phase: SBIR /Phase II  
Agency Tracking: DOT-33-ASDA-111  
Year Awarded: 2022

#### Award Information

Has the technology developed under this project been used in a fielded Federal System or acquisition program? **(required)**

[What does this mean?](#)

☐ Yes  
☐ No

Is the technology developed under this project related to manufacturing? **(required)**

[What does this mean?](#)

☐ Yes  
☐ No

Has the technology developed under this project achieved a cost saving or cost avoidance for the government or end users? **(required)**

[What does this mean?](#)

☐ Yes  
☐ No

#### Patents

**Report only nonprovisional granted patents.** A patent for an invention is the grant of a property right to the inventor, issued by the United States Patent and Trademark Office. The right conferred by the patent grant is, in the language of the statute and of the grant itself, “the right to exclude others from making, using, offering for sale, or selling” the invention in the United States or “importing” the invention into the United States.

Do you have any U.S. patents resulting from this award?

☒ Yes  
☐ No

U.S. Patent number:

U.S. Patent title:

[+ Add another patent](#)

#### Names of Companies established for Product/Commercialization

Company 1

[- Remove](#)

Company 2

[- Remove](#)

[+ Add another company](#)

#### STTR Related Information

Who initiated the collaboration? **(required)**

[What does this mean?](#)

☒ Research Institution  
☐ Small Business Concern

Who initiated the technology? **(required)**

[What does this mean?](#)

☒ Research Institution  
☐ Small Business Concern

Number of months taken to negotiate the Allocation of Rights agreement: **(required)**

[What does this mean?](#)

Percentage of proceeds going to the small business: **(required)**

[What does this mean?](#)

Percentage of proceeds going to the research institution: **(required)**

[What does this mean?](#)

[Cancel](#)

[Back](#)

[Save and Continue](#)

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1. The second page is the Funding Information Page.
2. Based on the responses given to specific questions, additional questions may appear.
3. The Funding Page consists of Government Phase III contracts, Additional Investments and Phase III sales. Users are navigated to a "Government Designated Phase III Contracts" page by clicking on the "Add Phase III Contracts" button. Once Government Phase III Contracts are added and user hits save on the page, Users are navigated back to the Funding page and a table displays with the added Government Phase III contracts with the option to edit or delete added records. **Reminder - do not double count Government Phase III contracts. Funding reported from Government Phase III contracts are not to be also reported under sales / investments.**

## Commercialized Award - Edit Award

### Funding Information

Currently editing an award (page 2 of 2)

### Automated Test Program Set Analysis for Maintenance Data Metrics Generation

Your changes have been saved.

## Government Designated Phase III Contracts

[+ Add Phase III Contract](#)

### Phase III Contracts

| Contract Number  | Title                                         | Award Year | Funding Obligated | Agency/Branch | Actions                                       |
|------------------|-----------------------------------------------|------------|-------------------|---------------|-----------------------------------------------|
| Contr-15632      | Testing Aution                                | 2020       | \$150,000.00      | DOD,NAVY      | <a href="#">Edit</a>   <a href="#">Delete</a> |
| FA8519-15-C-0003 | Test Program Set Investment Retention Program | 2015       | \$2,984,991.57    | DOD,USAF      | <a href="#">Edit</a>   <a href="#">Delete</a> |

## Additional Investments

Do you have any additional investment amounts to report?

[What does this mean?](#)

☐ Yes  
☒ No

## Phase III Sales

Do you have any Phase III sales to report?

[What does this mean?](#)

☐ Yes  
☐ No

[Cancel](#) [Back](#) [Save and Continue](#)

## Government Designated Phase III Contracts

### Voxel-based Fusion (VOXION)

Please note government designated Phase III awards will be summed up separately, these awards **should not be distributed** across the investments/sale to avoid double counting the amounts.

### Phase III Contract

Funding agreement/contact number: *(required)*

5994383939

Project Title: *(required)*

test

Year Awarded *(required)*

2019

Funding amount obligated (to-date): *(required)*

5504539

Agency *(required)*

Department of Defense

Branch

Defense Logistics Agency

[+ Add Another](#)

[Cancel](#)

[Save](#)

# Completing the Company Commercialization Report: Instructions and Definitions Reference Guide



1. Based on the response users provide for the Additional Investments section and Phase III Sales Additional questions will display.

## Additional Investments

Do you have any additional investment amounts to report?  
(required)

☒ Yes  
☐ No

Outside (non-SBIR/STTR) funding received through the Fast Track and/or Phase II Plus/Enhancement/IIIB programs, should be reported as additional investment, but do not include the government SBIR matching funds.

Department of Defense contracts or subcontracts amount:

100.00

Angel Investors amount:

200.00

Venture Capital amount:

300.00

Self Funded amount:

400.00

Other federal agencies or prime contractor contracts/grants amount:

If this total includes sales to a prime contractor, do not report that amount again under Private Sector

500.00

Private sector investments amount:

500.00

Other sources amount:

0.00

If you have other sources, please provide a description:

Test description

16 / 1000

## Phase III Sales

Do you have any Phase III sales to report? (required)

[What does it](#)

☒ Yes  
☐ No

Department of Defense contracts or subcontracts amount:

1501000.00

Other federal agencies amount:

0.00

Export markets amount:

0.00

Private sector amount:

0.00

Additional commercialization by 3rd party revenue amount:

0.00

Other customer amount:

0.00

If you have other customer, please provide a description:

0 / 1000

Cancel

Back

Save and Continue

# Completing the Company Commercialization Report: Instructions and Definitions Reference Guide



## Step 8: Submission of Commercialization Report

1. After all information has been reported click on the “Certify and Submit” button to submit the report.

Commercialization Reporting

Add Awards

Reported Awards

Title

Contract Number

Search

Reset

Showing 1 - 10 of 319 results

Filter Results

Clear all filters

Award Year

☐ 2023

☐ 2022

☐ 2021

☐ 2020

☐ 2019

☐ 2018

☐ 2017

☐ 2016

Program

☐ SBIR

☐ STTR

Phase

☐ Phase I

☐ Phase II

| Award Title                                                             | Program | Phase    | Year | Contract Number   | Amount       | Actions                           |
|-------------------------------------------------------------------------|---------|----------|------|-------------------|--------------|-----------------------------------|
| Warning Device Deployment System for Autonomous Vehicles                | SBIR    | Phase II | 2022 | 6913DDDDDD        | \$985,090.99 | <div>Edit</div> <div>Remove</div> |
| Water Harvester                                                         | SBIR    | Phase II | 2022 | FEEW3-PP-C-0008   | \$329,444.00 | <div>Edit</div> <div>Remove</div> |
| Planetary Atmosphere Separator                                          | SBIR    | Phase II | 2022 | 80NSSC2JAJAJA     | \$749,960.00 | <div>Edit</div> <div>Remove</div> |
| Non-Invasive Ventilation Mask with Valves and Pressure Monitors         | SBIR    | Phase II | 2022 | FEEW3-PP-C-0008   | \$999,235.00 | <div>Edit</div> <div>Remove</div> |
| Optimizing with Subtractive Manufacturing                               | SBIR    | Phase II | 2022 | N68335-66-UIA-PP  | \$799,111.00 | <div>Edit</div> <div>Remove</div> |
| Baseline Post Flight Nuclear Electric Propulsion                        | SBIR    | Phase II | 2022 | 80NSSCOOOO134     | \$733,000.00 | <div>Edit</div> <div>Remove</div> |
| Gas Trap for Extreme Temperature Environments and Interplanetary Travel | SBIR    | Phase I  | 2022 | AUJSHD3333        | \$100,888.00 | <div>Edit</div> <div>Remove</div> |
| Hydrogen and Hydrogen-Natural Gas Blend Fuel Composition Sensor         | SBIR    | Phase I  | 2022 | KK-89123709       | \$299,888.00 | <div>Edit</div> <div>Remove</div> |
| On-Orbit Gas Transfer                                                   | SBIR    | Phase I  | 2022 | 9090FFRAWE22      | \$142,898.00 | <div>Edit</div> <div>Remove</div> |
| Infinite-Shelf-Life Dynamic Seals for Solid Rocket Motors               | SBIR    | Phase I  | 2022 | HQ0060-AAA-C-7037 | \$149,969.00 | <div>Edit</div> <div>Remove</div> |

« Prev

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5

...

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» Next »

Cancel

Certify and Submit

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1. Users must read and click the boxes at the end of each statement section if in agreement with what is stated in each pertaining field.
2. Both boxes need to be checked off before users can submit the report successfully.
3. Once users check off both boxes the Submit button will become available to click and submit
4. Click on the blue button "Submit" to submit the report.

### Commercialized Award

#### Certify and Submit

I am an officer of the business concern authorized to represent it and sign this certification on its behalf. By signing this certification, I am representing on my own behalf, and on behalf of the business concern that the commercialization information provided here is true and correct, as of the date of submission, to the best of my knowledge. I acknowledge that any intentional misrepresentation of the information reported in this commercialization questionnaire may result in criminal, civil or administrative sanctions, including but not limited to: (1) fines, restitution and/or imprisonment under 18 U.S.C. § 1001; (2) treble damages and civil penalties under the False Claims Act (31 U.S.C. § 3729 et seq.); (3) double damages and civil penalties under the Program Fraud Civil Remedies Act (31 U.S.C. §3801 et seq.); (4) civil recovery of award funds; (5) suspension and/or debarment from all Federal procurement and nonprocurement transactions (FAR Subpart 9.4 or 2 C.F.R. part 180; and (6) other administrative penalties including termination of SBIR/STTR awards.

☒ I have read and agree to the statement above \*

#### Additionally I agree that:

- No Phase I or II SBIR or STTR funds have been counted as "sales" or "investment." \*
- If your new product/service embodying the SBIR/STTR technology is a component of a larger product/service, your reported "sales" includes only the sales attributable to the component rather than the larger product/service. \*
- Your reported "additional investment" includes only investment in activities that further the development and/or commercialization of the specific technology developed under SBIR/STTR technology.
- Your commercialization report apportions sales and investment among contributing SBIR projects without double-counting. \*
- For sales to or investment by the government, only the amount of government funding that has been obligated to date, and not the total award amount, is counted as "sales" or "investment." \*
- Your reported "sales" includes only cash revenue from the sale of new products or non-R&D services embodying the specific technology developed under the SBIR or STTR award. \*
- Your reported "sales" does not include revenue from the sale or license of technological know-how, does not include revenue from any R&D activities, and does not include sales to an affiliate of your firm. \*

☒ I have read and agree to the statement above \*

Cancel

Submit

# Completing the Company Commercialization Report: Instructions and Definitions

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2. Once users click on the submit button, they are navigated to the confirmation page informing them that they have successfully submitted their CCR.



**Your company commercialization report has been certified.**

All newly commercialized awards will now appear underneath "reported awards" on your CCR dashboard. They can be edited as new information becomes available.

**If you have any additional questions, please contact our helpdesk:**

SBIR/STTR Website Support Staff

(571) 306-5201

Support Hours: Monday - Friday: 9:00 AM - 5:00 PM ET

[sba.sbir.support@reisystems.com](mailto:sba.sbir.support@reisystems.com)

**Return to Dashboard →**

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# Completing the Company Commercialization Report: Instructions and Definitions Reference Guide



## Step 9: Download pdf

1. Once you submit the report, the system will go back to the “My Dashboard” screen.
2. Download the “Company Commercialization Report” pdf from My Dashboard under the My Documents section of the dashboard.

ABC Enterprises, Inc.

### Company Identification

ABC Enterprises, Inc.

123 Main Street  
Western, NY 22030  
United States  
<https://www.example.com/>

UEI: 06112655562

[Edit Profile](#)

[View Full Profile](#)

[Sync with SAM.gov](#)

### My Documents

SBC Registration (Proof of Registration/Certification)

SBC Control ID: SBC\_0000002222

[Download PDF](#)

Company Commercialization Report

[Download PDF](#)

### Awards

| Phase | Award Count | Performance Benchmarks |
|-------|-------------|------------------------|
| I     | 20          | Required               |
| II    | 6           | Not Required           |

### Points of Contact



Chief Executive Officer (Admin)  
Dan Smith  
315-222-2222  
[example@example.com](mailto:example@example.com)



Business Official  
Ashley Jones  
315-222-2222  
[example@example.com](mailto:example@example.com)



Business Official  
Ashley Jones  
315-222-2222  
[example@example.com](mailto:example@example.com)

[+ Add/Edit Contacts](#)

### \*\*\*\* NOTE \*\*\*\*

As you submit SBIR/STTR Phase I and Phase II proposals some Federal agencies may request you include a copy of your Company Commercialization Report. You may download a timestamped PDF copy here.

# Completing the Company Commercialization Report: Instructions and Definitions Reference Guide



3. The below image is an example of what the Commercialization Report pdf looks like


**SBIR Company Commercialization Report**

**Test Firm**

|                           |                     |                       |               |
|---------------------------|---------------------|-----------------------|---------------|
| <b>Total Investments:</b> | <b>Total Sales:</b> | <b>Total Patents:</b> | <b>* CAI:</b> |
| \$0.00                    | \$0.00              | 0                     | 0             |

*\*This CAI is calculated at the time of submission. CAI is calculated 1st of every month for all the organizations. This might change your firms CAI. Please visit our company dashboard on SBIR.Gov to view the most recent CAI for your organization.*

**Company Information**

**Address:** 123 Main Street, Ashburn, AL, 20148  
**SBC Control ID:** SBC\_001707977 **Company Url:**

|                                                                                                              |                                                                                                            |
|--------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------|
| <b>Company POC</b>                                                                                           | <b>Commercialization POC</b>                                                                               |
| <b>Title:</b><br><b>Full Name:</b> Joe Smith<br><b>Phone:</b> 7031234567<br><b>Email:</b> joesmith@gmail.com | <b>Title:</b> Com POC<br><b>Full Name:</b> Joe Smith<br><b>Phone:</b> () -<br><b>Email:</b> joes@gmail.com |

**Additional Company Information**

|                                                               |                                                                                 |
|---------------------------------------------------------------|---------------------------------------------------------------------------------|
| <b>% Revenue for last fiscal year from SBIR/STTR funding:</b> | <b>Total revenue for last fiscal year:</b>                                      |
| 30.0%                                                         | < \$100,000                                                                     |
| <b>Year Founded:</b>                                          | <b># Employees Currently:</b>                                                   |
| 2019                                                          | 40                                                                              |
| <b>Year first Phase I award received:</b>                     | <b># SBIR/STTR Phase I Awards:</b>                                              |
| 2020                                                          | 1                                                                               |
| <b>Year first Phase II award received:</b>                    | <b># SBIR/STTR Phase II Awards:</b>                                             |
| 2020                                                          | 1                                                                               |
| <b># Employees at first Phase II award:</b>                   | <b>Mergers and Acquisition within past 2 years:</b>                             |
| 40                                                            | No                                                                              |
| <b>Spin-offs resulting from SBIR/STTR:</b>                    | <b>IPO resulting from SBIR/STTR   Year of IPO:</b>                              |
| No                                                            | No   N/A                                                                        |
| <b>Patents resulting from SBIR/STTR   #Patents:</b>           | <b>List of Patents:</b>                                                         |
| No   N/A                                                      |                                                                                 |
| <b>Woman-Owned:</b>                                           | <b>Socially and Economically Disadvantaged:</b>                                 |
| Unavailable                                                   | Unavailable                                                                     |
| <b>HUBZone-Certified:</b>                                     | <b>SBC majority-owned by multiple VCOC, HF, PE firms   By what percent (%):</b> |
| Unavailable                                                   | No   N/A                                                                        |

**Additional Investment From (Year over Year)**

|                                | 2018 | 2019 | 2020   |
|--------------------------------|------|------|--------|
| DoD contracts/DoD subcontracts | -    | -    | \$0.00 |
| Angel Investors                | -    | -    | \$0.00 |
| Venture Capital                | -    | -    | \$0.00 |
| Self Funded                    | -    | -    | \$0.00 |
| Private Sector                 | -    | -    | \$0.00 |
| Other Federal Contracts/Grants | -    | -    | \$0.00 |
| Other Sources                  | -    | -    | \$0.00 |
| <b>Additional Investment</b>   | -    | -    | \$0.00 |