



Success Stories provide a means for the Air Force to demonstrate the value of the Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR) Program and for you, the small business, to highlight your accomplishments. This survey will be used to determine if the process for writing a Success Story based on your SBIR/STTR work is a good fit; it **does not guarantee** a story will be written. At some point after submission, you may be contacted to provide additional information or clarification.

Please Note: Once a final story draft is complete, the Department of the Air Force SBIR/STTR Program will work with the Technical Point of Contact (TPOC) to obtain OPSEC and Public Affairs clearance. Once approved for public release through proper Air Force channels, the success story will be published - on the program website and in other collections of material - and becomes part of the public domain. A similar version of this story may also be issued as a news release. As such, do not include any proprietary, sensitive, or For Official Use Only (FOUO) information.

Additionally, any drafts you may have been asked to review for accuracy **are not** authorized for release. No one is authorized to distribute a success story until a final version has been approved for release; only then can the final, approved version be openly distributed by stakeholders.

Once completed, this survey should be sent to timothy.tresslar.ctr@us.af.mil and kristen.dennis.ctr@us.af.mil. By submitting this form, you acknowledge that you understand that this information may eventually become part of a publicly releasable document.

STEP 1: THE BASICS

1. Company and Company POC
(Please include the email address and phone number of the person who can answer questions about this project, as well as the city and state of the company HQ)
2. Contract Number
3. SBIR/STTR Topic Number
4. Title of SBIR/STTR Topic
5. Air Force Technical Point of Contact (TPOC)
(include office symbol, location, email and phone number)
6. Sponsoring Organization

STEP 1: THE BASICS *(continued)*

- 7a.** Total Air Force SBIR or STTR funding for this project/topic - Phase I, Phase II, and/or STRATFI/TACFI
(Do not include any Phase III contracts)
- 7b.** How much has this technology earned your company in Phase III contracts?
(this includes any actual Phase III contracts for the Air Force or another government agency, as well as any contracts/sales to commercial entities)
- 7c.** What command or service requirement does this meet?
- 7d.** Has this technology been transitioned? If so, where is it currently being used?
(please note the specific mission, organization)
- 7e.** If the technology has not been transitioned yet, is that in the process of happening? If so, what mission, organization is this going to and what is the timeline?
- 7f.** If the technology is not going to be directly in the hands of the warfighter in the field, explain how this will be a benefit to the warfighter.
- 7g.** What is the technology replacing? Is there a cost savings associated with that?
- 7h.** How much money has this technology saved the Air Force, or what are the projected cost savings for the Air Force?
- 7i.** What is the economic impact this project has had on your company, or what are you expecting it to have in the near future, based on sales?
(how much additional revenue did this generate, or is expected to generate? How much has employment grown at your company or how much do you expect it to grow?)

STEP 2: THE STORY

8. Provide an eye-catching headline or tagline that communicates the benefits of your project.

9. In simple language, describe your project, how it works and the benefits.

For example: *We developed technology that improves upon the laboratory evaluation of aerospace coatings. Having a better way to measure the effectiveness of coatings that protect aircraft structures from corrosion and environmentally-produced cracks will allow the Air Force to accelerate the adoption of new coatings while reducing the risk associated with their integration.*

10. How did SBIR funding allow you to advance the technology?

11. Describe how your company set about finding a solution to the problem.

STEP 3: THE ECONOMIC IMPACT

12. Explain how your work on this project has improved your company. Has it helped spur the development of other products?

13. What other impact, if any, has the project had?

14. Would you be interested in participating in a webinar to discuss your success story?
If so, a teammate will reach out to you to discuss the opportunity.

YES

NO

STEP 4: OTHER

PHOTOS REQUIRED - Please follow instructions. Attach at least two images as separate JPEG files. These images must be high quality (min. 1MB) and acceptable to use publicly. The rights to these images must be owned by the company or the Air Force. **Do not include slides or charts.** The best photos for our use typically include action photos of work being done on the project and the technology being demonstrated. For examples, please see published success stories at <https://www.afsbirsttr.af.mil/News-Media/Success-Stories/>.

Is your company certified as any of the following? *(select all that apply)*

HUBZone

VOSB

HBCU/MI

SDVOSB

WOSB