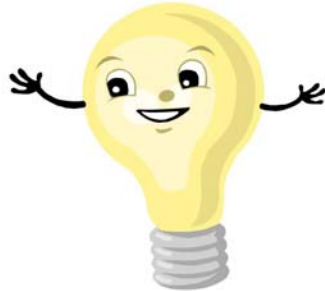


“SBIR Sally Says”



Commercialization Achievement Index

Do you know your Commercialization Achievement Index (CAI) rating?

Rest of the Story: If you have received four or more SBIR Phase II awards over the last five years, the Department of Defense (DoD) calculates a CAI rating for your company based on the revenue you have reported as deriving from SBIR related follow-on work in the commercialization report you submit with your SBIR proposals. If your CAI is too low, you may be downgraded on future SBIR proposals you submit to any DoD agency when the commercialization potential is being evaluated. So make sure you are tracking and documenting any revenue you receive from any activity that “derives from, extends, or logically concludes effort(s) performed under prior SBIR funding agreements.”