



SBIR RIF Survey Preliminary Results

In December of 2014 the Small Business Technology Council sent a survey to all known recipients a Rapid Innovation Fund (RIF) award. The purpose of this survey was to try to identify what benefits, if any, this program has had for companies that have received RIF funding. It was also to identify any problems or weaknesses with the program that could be identified to improve in the future.

The responses we received from RIF companies were overwhelmingly positive about this program. **86%** of respondents said that receiving an RIF award did help their company grow. **79%** said that without the funding that RIF provided, they would not have been able to advance their technology. **89%** of respondents said that they have found it difficult to get follow-on contracts from the DOD in the past, making the RIF that much more important to high-tech small businesses in the current R&D commercialization climate.

While most of the responses were positive, there were concerns about RIF being too difficult to be invited to submit a proposal, and RIF funding being cancelled midway through an award. Also, the uncertainty about whether this program will be continue to be funded in the future makes it difficult for RIF companies to factor this program into their long-term plans.

Here is a sampling of quotes from RIF companies about their experiences with the program:

- "Without the DOD RIF our technology would have made it to the warfighter"
- "RIF presented an opportunity to showcase the technology as well as the company's capabilities"
- "Our RIF awards helped us advance our technology significantly instead of incrementally"
- "RIF funding canceled at 25% completion (not for technical reasons)"
- "RIF accelerated our technology"
- "RIF provides a critical role in helping transition from Phase II to a program of record"
- "RIF program has been invaluable to our success"