



## SBIR RIF Survey

In January of 2015 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. When asked how this program has benefitted their companies, **91%** of respondents said that receiving an RIF award helped their company grow. **81%** said that without the funding that RIF provided, they would not have been able to advance their technology. **88%** 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 not 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"
- "Without the DoD RIF, our image processing/computer vision technology would NEVER have made it to the warfighter. The primes dominate the programs of record, making it next to impossible to transition new technology to weapons programs."
- "The RIF program allowed our company to further refine our technology, and deliver innovative solutions to real-world problems facing the Air Force."
- "The RIF provides a critical role in helping transition from Phase II to a program of record. There is a large gap in technology maturity at the end of Phase II. The RIF helps bridge the gap to mature our technologies."

## 2015 SBTC RIF Survey Responses

**Q2: Have you been awarded funds under the DOD's Rapid Innovation Fund (RIF) program?**

Answer Options	Response Percent	Response Count
Yes	23.1%	45
No	76.9%	150
<i>answered question</i>		195
<i>skipped question</i>		4

**Q3: How has the RIF program helped your company grow?**

Answer Options	Response Percent	Response Count
Significantly	51.2%	22
Moderately	20.9%	9
Just a little	18.6%	8
Not at all	9.3%	4
<i>answered question</i>		43
<i>skipped question</i>		156

**Q4: Could you have advanced your technology without the funding you received from RIF?**

Answer Options	Response Percent	Response Count
Yes	19.0%	8
No	81.0%	34
<i>answered question</i>		42
<i>skipped question</i>		157

**Q5: Have you attempted to commercialize SBIR technology in the past?**

Answer Options	Response Percent	Response Count
Yes - attempted and succeeded	78.6%	33
Yes - attempted but did NOT succeed	16.7%	7
No - never attempted	4.8%	2
<i>answered question</i>		42
<i>skipped question</i>		157

**Q6: Have you found it difficult getting follow-on contracts from DOD?**

Answer Options	Response Percent	Response Count
Yes	87.8%	36
No	12.2%	5
<i>answered question</i>		<b>41</b>
<i>skipped question</i>		<b>158</b>

**Q7: Did your RIF application and/or transition experience help you understand how to collaborate more productively with PEOs and Acquisition Program Offices throughout the technology transition path?**

Answer Options	Response Percent	Response Count
Yes	86.1%	31
No	13.9%	5
<i>answered question</i>		<b>36</b>
<i>skipped question</i>		<b>163</b>

**Q8: Did your RIF application and/or transition experience help you better understand technological risk in a DOD acquisition context, and work to identify and mitigate risk in your own project?**

Answer Options	Response Percent	Response Count
Yes	94.6%	35
No	5.4%	2
<i>answered question</i>		<b>37</b>
<i>skipped question</i>		<b>162</b>

**Q9: Did your RIF application and/or transition experience help improve your capabilities as a DoD vendor?**

Answer Options	Response Percent	Response Count
Yes	94.6%	35
No	5.4%	2
<i>answered question</i>		<b>37</b>
<i>skipped question</i>		<b>162</b>