

Rapid Innovation Fund (RIF)



Program Overview

March 2018

PE 0604775D8Z

Ellen Purdy

OSD Research & Engineering

Email: Ellen.m.purdy.civ@mail.mil

Phone: 571-372-7545

Ted Bujewski

Office of Small Business Programs (OSBP)

Email: theodore.j.bujewski.civ@mail.mil

Phone: 571-372-6256



RIF: Background / General RIF Information



Background



- Established as the Rapid Innovation Program (RIP) in Section 1073 of the Fiscal Year 2011 National Defense Authorization Act (NDAA)
 - A competitive, merit-based program
 - Accelerate fielding of innovative technologies into military systems
- Reauthorized in the FY 2017 NDAA as a permanent program
- Re-designated as the Rapid Innovation Fund (RIF) within the Department of Defense (DoD)

Bottom Line Goal: Transition Small Business Technologies into Fielded Operational Capability or Defense Acquisition Programs



Key Requirements



Proposals or Projects:

- Satisfy an operational or national security need
 - *Accelerate or enhance military capability*
 - In support of major defense acquisition program
- Stimulate innovative technologies
- Reduce acquisition / lifecycle costs
- Address technical risk
- Improve timeliness & thoroughness of test & evaluation outcomes
- Can be completed within 24 months of award
- Cost is not more than \$3 million

Selection Preference to Small Business Proposals



RIF Implementation



• ***Competitive, Merit-Based Two-Step Process***

- **Step 1:**
 - Issue Broad Agency Announcement (BAA) with DoD component requirements
 - Industry Response: 3-page White Paper + Quad Chart
 - Evaluations are “Go” or “No Go”
- **Step 2:**
 - Highest rated “Go” offerors invited to submit full proposals
 - Further competition – invite for proposal DOES NOT guarantee an award
 - Highest-rated proposals lead to award
 - Potential for “Quick Turn” Project Awards if additional funding becomes available.

• ***Public Notice:***

- Federal Business Opportunities: www.FedBizOpps.gov
- Research & Engineering Defense Innovation Marketplace: <http://defenseinnovationmarketplace.mil/RIF.html>



RIF Demand FY 2011 – 2017



Summary Data:

- Over \$1.7B Invested
- 16 Broad Agency Announcements
- 25 DoD Organizations Served
- 16,500+ White Papers
- 1000+ Full Proposals
- 687 Contract Awards (FY11-16 funds)

- 603 awards to Small Businesses
 - ✓ 88% of all awards
- 459 awards to current or prior Small Business Innovative Research (SBIR) participants
 - ✓ 67% of all awards

	FY11 (Actual)	FY12 (Actual)	FY13 (Actual)	FY14 (Actual)	FY15 (Actual)	FY16 (Actual)	FY17 (Act./Est)
Appropriated	\$439M	\$200M	\$250M	\$175M	\$225M	\$250M	\$250M
Organizations	10	13	19	22	20	25	22
BAAs Issued	A, N, AF, OSD	A, N, AF, OSD	A, N, AF, OSD	OSD	OSD	OSD	OSD
White Papers	3,626	2,405	2,763	2,291	1,955	1813	1747
Full Proposals	268	126	174	149	186	156	130 (est.)
Awards	175	86	104	85	103	135	
- Small Biz	95%	85%	85%	86%	84%	91%	TBD
- SBIR	80%	75%	70%	64%	52%	54%	
Avg. Award	\$2.2M	\$2.1M	\$2.1M	\$2.1M	\$2.2M	\$1.9M	TBD



Participating in the RIF BAA



FY 2018 Broad Agency Announcement (BAA)



- Issued on Federal Business Opportunities (FedBizOpps)
 - <https://www.fbo.gov/spg/ODA/WHS/REF/HQ0034-18-BAA-RIF-0001A/listing.html>
 - Solicitation Number:
 - HQ0034-18-BAA-RIF-0001A - - NAICS Codes 541714 – R&D in Biotechnology
 - HQ0034-18-BAA-RIF-0001B - - NAICS Code 541715 – R&D in the Physical, Engineering & Life Sciences
- Opened February 22, 2018 / Closed April 12, 2018
- Contains:
 - Key dates / milestones for submission
 - Instructions for submission
 - Notification of 2-step process: White Papers & Full Proposals
 - Source Selection Criteria: White Papers & Full Proposals
 - Requirements for industry / offeror responses
 - 280+ Requirements from Army, Navy, Air Force, & Defense Agencies
 - Each requirement provides DoD Technical Point of Contact (TPoC)

Good Source Document / Reference for Industry Review



FY 2018: BAA Participation

281 Requirements from 26 Defense Activities

Spanning Over 50 Program Offices



DEPARTMENT OF THE ARMY

- Acquisition Program Offices
 - Ammunition
 - Aviation
 - Soldier / Soldier Systems
 - Command, Control, Communications – Tactical
 - Intelligence, Electronic Warfare and Sensors
 - Combat Support / Combat Support Systems
 - Missiles & Space Systems
 - Simulation, Training & Instrumentation
- Research & Development Centers / Other Activities
 - Aviation and Missile Research Development & Engineering Center (AMRDEC)
 - Armament Research, Development & Engineering Center (ARDEC)
 - Army Research Lab (ARL)
 - Communications-Electronics Research, Development & Engineering Center (CERDEC)
 - Edgewood Chemical Biological Center (ECBC)
 - Natick Soldier Research, Development & Engineering Center (NSRDEC)
 - Tank Automotive Research, Development & Engineering Center (TARDEC)
 - Defense Forensics & Biometrics Agency (DFBA)
 - Corps of Engineers (COE)

DEPARTMENT OF THE NAVY

- Acquisition Program Offices
 - Naval Air Systems Cmd. (NAVAIR)
 - F-35 Joint Strike Fighter
 - Tactical Aircraft Programs
 - Air Anti-Submarine Warfare
 - Assault & Special Mission Programs
 - Unmanned Aviation & Strikae Weapons
 - Naval Sea Systems Cmd. (NAVSEA)
 - Aircraft Carriers
 - Integrated Warfare Systems
 - Littoral Combat Ship
 - Ships / Submarines
 - Special Warfare
 - Space & Naval Warfare Systems Cmd. (SPAWAR)
 - Cmd., Control, Comms. Computers & Intel.
 - Enterprise & Integrated Systems
 - Space Systems
 - Marine Corp (MARCOR)
 - Ammunition
 - Armor & Fire Support Sys.
 - Chemical & Biological Sys.
 - Combat Support Systems
 - Enterprise Info. Systems
 - Infantry Weapons Systems
 - Info. Systems & Infrastructure
 - Light Armored Vehicles
 - Marine Air-Ground Task Force Cmd., Control & Comms.
 - Marine Intelligence
 - Land Systems
 - Training Systems
- Other Activities: Warfare Centers, Naval Supply Systems Cmd., Navy Strategic Systems Programs, Naval Facilities Engineering Command, Bureau of Medicine & Surgery

DEPARTMENT OF THE AIR FORCE

- Acquisition Program Offices
 - Battle Management
 - Business Enterprise Systems
 - Command, Control, Communications, Integration & Network
 - Fighter / Bomber
 - Joint Strike Fighter
 - Space
 - Strategic Systems
 - Weapons
 - Intelligence, Surveillance Reconnaissance & Special Operation Forces
- Other Activities
 - Air Force Life Cycle Management Center
 - Air Force Test Center
 - Air Force Nuclear Weapons Center Commander
 - Air Force Propulsion Directorate
 - Air Force Sustainment Center

DEFENSE AGENCIES, OSD ACTIVITIES & COMBATANT COMMANDS

- Chief Information Officer / Defense Information Systems Agency (CIO / DISA)
- OASD(R&E): EC&P, Research, Joint Improvised-Threat Defeat Agency (JIDA)
- Defense Threat Reduction Agency (DTRA)
- Missile Defense Agency (MDA)
- Defense Logistics Agency (DLA)
- Defense Intelligence Agency (DIA)
- National Reconnaissance Office (NRO)
- Combating Terrorism Technical Support Office (CTTSO)
- Joint S&T Office for Chemical and Biological Defense (JSTO / CBD)
- U.S. Africa Command
- U.S. Northern Command / North American Aerospace Defense Command
- U.S. Pacific Command
- U.S. Southern Command
- U.S. Special Operations Command
- U.S. Transportation Command



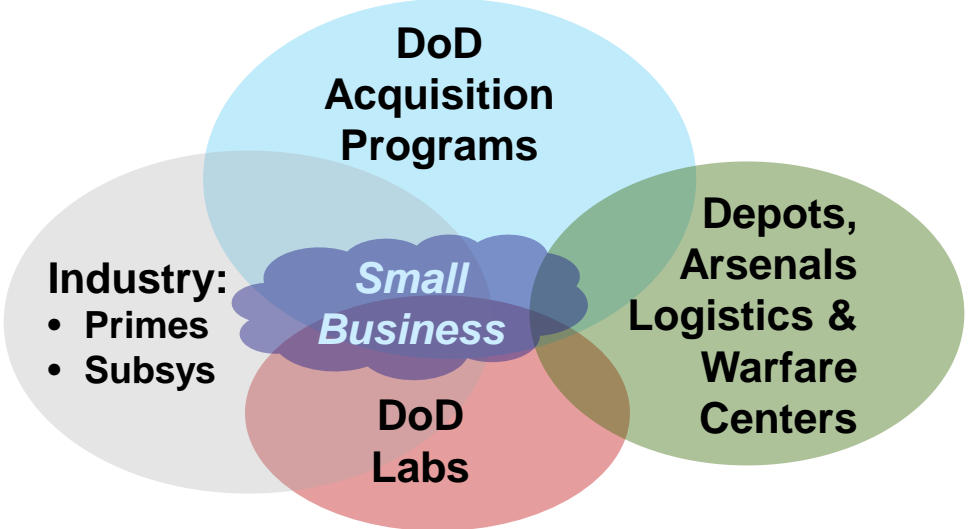
Elements of a Good Proposal (1 of 3)



- Responsive to a BAA requirement
- Effort structured to demonstrate progress in achieving requirement and mitigate risk exposure
- Relationship in place with key customers, or otherwise have an ability to reach-out and establish links -
 - DoD acquisition buyers / Program Executive Offices or Program Managers, depots, logistics or warfare centers
 - DoD prime or subsystem contractor who integrates RIF technology
 - DoD laboratory / technology provider

Selection Preference: Small Business Proposals

- Source Selection Criteria:**
1. Contribution to the Requirement
 2. Technical Approach / Qualifications
 3. Schedule
 4. Cost





Elements of a Good Proposal (2 of 3)



RIF Funded with Budget Activity 4 RDT&E Funds:

- 6 System/subsystem model or prototype demonstration in a relevant environment
- 7 System prototype demonstration in an operational environment
- 8 Actual system completed and qualified through test and demonstration
- 9 Actual system proven through successful mission operations

Maturity Goal: Technology Readiness Level (TRL) 6 – 9
Low TRL accepted
ONLY if:

- Breakthrough capability or operational game-changer
- Cost neutral to the acquisition program
- Accommodated within program schedule

- 4 Component and/or breadboard validation in a laboratory environment
- 5 Component and/or breadboard validation in a relevant environment

Award By Exception

Required for Majority of Awards: Facilitates Transition

Technology Readiness Assessment Guidance - - <http://www.acq.osd.mil/ddre/publications/docs/TRA2011.pdf>



Elements of a Good Proposal (3 of 3)



RIF White Paper (WP) Submission

WHAT TO INCLUDE:

- **Your technology solution**
 - How it addresses the RIF requirement
 - Clear, concise synopsis of approach
 - What's innovative – what sets your technology apart from competition
 - Enough technical specification to demonstrate technology expertise
 - **Some key data:**
 - Pictures & diagrams
 - Key Government contacts that currently relate to this effort
 - Summary of teaming arrangements
 - Any prior testing & summary results

WHAT NOT TO INCLUDE:

- Technology looking for a solution (e.g., unrelated to the requirement)
- Generic company overview (org chart)
- History of the problem
- Testimonials from other industry or lab researchers
- Detailed diatribe of charts and formulas stating why your technology is the best

When BAA opens, read it, ask questions & prepare a DRAFT WP soonest

- ***If missing data, update later. DO NOT WAIT UNTIL LAST MINUTE!***
- ***Follow directions / template as provided in the submission portal(s)***



FY18 Process (\$250M)

Key Steps & Timeline*

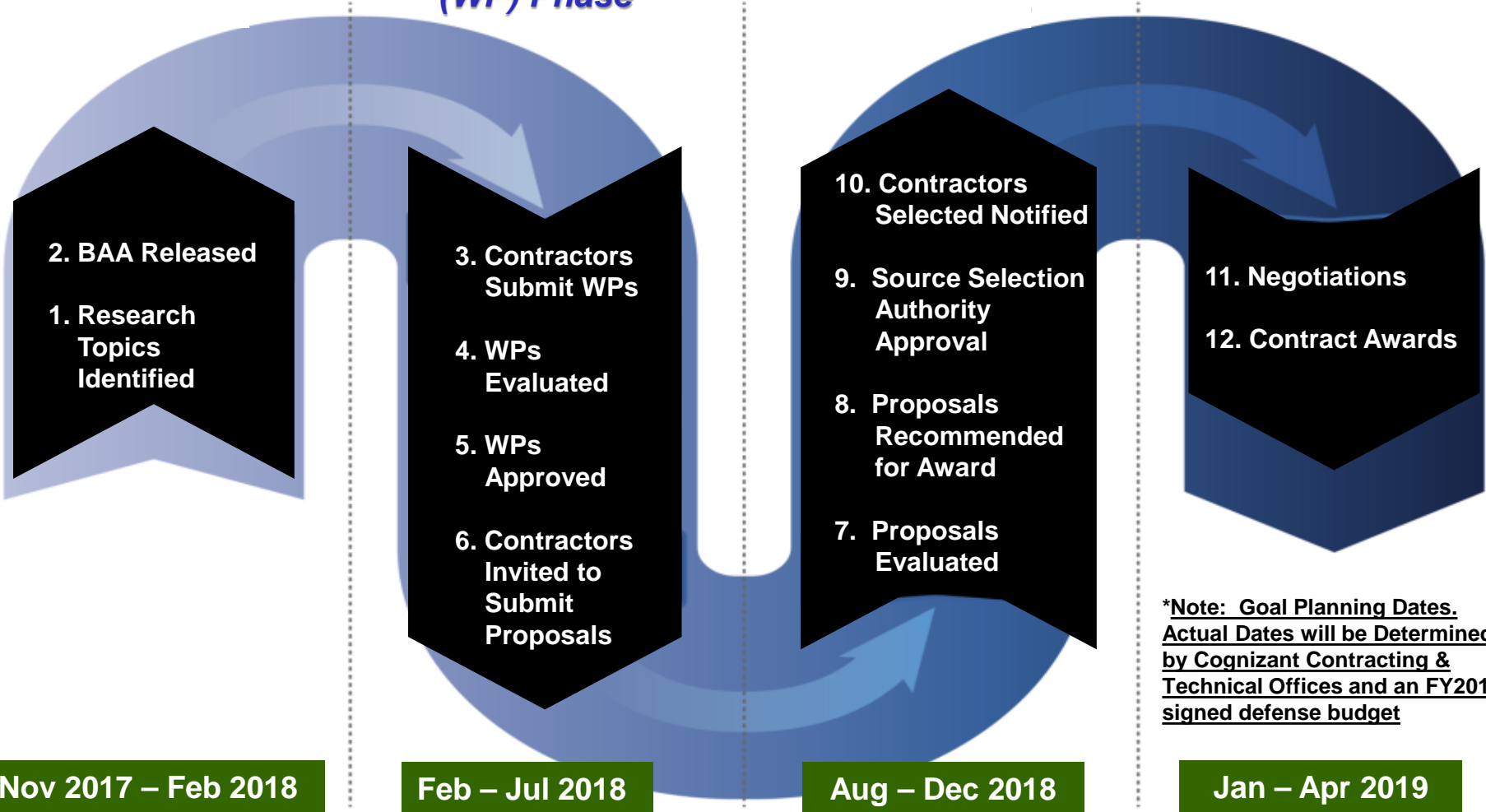


Planning Phase

White Paper (WP) Phase

Proposal Phase

Award Phase



***Note: Goal Planning Dates. Actual Dates will be Determined by Cognizant Contracting & Technical Offices and an FY2018 signed defense budget**

Nov 2017 – Feb 2018

Feb – Jul 2018

Aug – Dec 2018

Jan – Apr 2019

Source: GAO analysis of DOD data. | GAO-15-421



RIF: Points of Contact & Additional References

Key DoD POCs

Welcome to the
RIF FORT

<http://defenseinnovationmarketplace.mil/RIF.html>

Focal Point	Office	Phone	Email
Ellen Purdy Ted Bujewski	OSD (R&E) EC&P OSD (OSBP)	571-372-7545 571-372-6256	ellen.m.purdy.civ@mail.mil theodore.j.bujewski.civ@mail.mil
Rob Saunders	Army (ASA/ALT)	703- 617-0279	robert.m.saunders14.civ@mail.mil
Scott Bartlett	Navy (ONR)	301-227-2388	scott.bartlett@navy.mil
Neville Thompson Dan Jarrell	AF (SAF) AF (SAF)	571-256-0319 571-256-0316	Neville.a.thompson.civ@mail.mil daniel.k.jarrell.ctr@mail.mil



Additional Info / Resources (1 of 3)

www.DefenseInnovationMarketplace.mil



DEFENSE INNOVATION MARKETPLACE

HOME **BUSINESS OPPORTUNITIES** COMMUNITIES OF INTEREST NEWS / EVENTS FAQs

INVENTING THE ARMY OF THE FUTURE
Army releases new S&T video

Your Centralized Resource for IR&D Market Research

GOVERNMENT IR&D Searchers

INDUSTRY IR&D Providers

CONNECTING INDUSTRY AND DoD

The Defense Innovation Marketplace is a communications resource to provide Industry with Improved Insight into the Research and Engineering investment priorities of the Department of Defense (DoD). The Marketplace contains DoD R&E strategic documents, solicitations, and News/Events to better inform Independent Research and Development (IR&D) planning. The IR&D Secure Portal houses project summaries that provide DoD with visibility into the IR&D efforts submitted.

<p>NEW BUSINESS OPPORTUNITIES</p> <p>Have a solution to a DoD Technology need? Find links to:</p> <ul style="list-style-type: none"> RFIs RFPs Presolicitations 	<p>TECHNOLOGY INTERCHANGE MEETINGS</p> <p>Technology Interchange Meetings (TIMs) allow DoD and Industry/academia to come together around specific R&E technology challenges and focus areas.</p> <ul style="list-style-type: none"> Weapons Technology (Closed) Human Systems (June 22-26) 	<p>STRATEGIC DIRECTION</p> <p>Where is the Department of Defense headed? Gain insight by linking to key DoD and Services Information:</p> <ul style="list-style-type: none"> Strategic Documents
<p>LONG RANGE R&D PROGRAM PLAN</p> <p>Industry, academia, labs (both corporate and government), FFRDCs and the general public were encouraged to share ideas.</p> <ul style="list-style-type: none"> Learn More 	<p>SMALL BUSINESS RESOURCES</p> <p>Small Business Resources can help your growing enterprise:</p> <ul style="list-style-type: none"> Small Business Resources Small Business Innovation Research (SBIR) program Rapid Innovation Fund 	<p>NEWS & EVENTS</p> <p>What DoD news, events, or meetings do you need to know about?</p> <ul style="list-style-type: none"> News Events Weekly S&T Briefings

CONNECTING INDUSTRY AND DoD

Defense Innovation Marketplace

Business Opportunities

- Small Business Resources
- Acquisition Resources
- Technology Interchange Meetings
- Army, Navy, Air Force & Other DoD S&T Information

Rapid Innovation Fund (RIF) Program

- Current BAA / FBO Link
- Current Year Milestones
- RIF Component Leads / POCs
- Overview Brief (RIF 101)
- RIF Awards
- Transition Guidelines
- Congressional Statute



Additional Info / Resources (2 of 3)

Small Business Administration (SBA)



Doing Business Across the Federal Agencies

<http://www.sba.gov>

- **Starting & Managing a Business**
- **Loan Programs & Grants Assistance**
- **Contracting with the Federal Government**
 - **Contracting Resources for Small Businesses**
 - **Government Contract Field Activities**
 - **Partnership Agreements**
- **Learning Center**
 - **Understanding Your Customer**
 - **Marketing Research**
 - **Legal for Small Businesses**
 - **Patents, Trademarks, Copyrights**
 - **Finding & Attracting Investors**
- **Local Assistance**
 - **SBA Regional & District Offices**
 - **Small Business Development Centers**
 - **Export Assistance Centers**
 - **Procurement Technical Assistance Centers**



Additional Info / Resources (3 of 3)

DoD Small Business Innovative Research



Doing Business with the Department of Defense

<http://business.defense.gov>

- “How-To” work with Defense
- Guides on Marketing to Defense
- Programs for Small Business
 - ✓ SBIR / STTR
 - ✓ Mentor Protégé
 - ✓ Indian Incentive Program
 - ✓ RIF
 - ✓ Velociter
 - ✓ STEM
- Contracting with Defense
- Small Business Training
- Conferences & Workshops
- Frequently Asked Questions

Talk to an Small Business Program Expert

<http://business.defense.gov/Small-Business/DoD-Small-Business-Offices/>

- Links to other DoD Small Business Offices