Rapid Innovation Fund (RIF)

Program Overview
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Distribution Statement A. Approved for public release
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
• **Competitive, Merit-Based Two-Step Process**
  
  o **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”
  
  o **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:**
  
  
### 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)

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<tr>
<th></th>
<th>FY11 (Actual)</th>
<th>FY12 (Actual)</th>
<th>FY13 (Actual)</th>
<th>FY14 (Actual)</th>
<th>FY15 (Actual)</th>
<th>FY16 (Actual)</th>
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<tr>
<td>Appropriated</td>
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<td>$200M</td>
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<td>$175M</td>
<td>$225M</td>
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<td>13</td>
<td>19</td>
<td>22</td>
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<td>BAAs Issued</td>
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<tr>
<td>White Papers</td>
<td>3,626</td>
<td>2,405</td>
<td>2,763</td>
<td>2,291</td>
<td>1,955</td>
<td>1,813</td>
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<td>Full Proposals</td>
<td>268</td>
<td>126</td>
<td>174</td>
<td>149</td>
<td>186</td>
<td>156</td>
<td>130 (est.)</td>
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<td>Awards - Small Biz</td>
<td>175</td>
<td>86</td>
<td>104</td>
<td>85</td>
<td>103</td>
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<tr>
<td>- SBIR</td>
<td>95%</td>
<td>85%</td>
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<td>86%</td>
<td>84%</td>
<td>91%</td>
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<tr>
<td></td>
<td>80%</td>
<td>75%</td>
<td>70%</td>
<td>64%</td>
<td>52%</td>
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<tr>
<td>Avg. Award</td>
<td>$2.2M</td>
<td>$2.1M</td>
<td>$2.1M</td>
<td>$2.1M</td>
<td>$2.2M</td>
<td>$1.9M</td>
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Participating in the
RIF BAA
FY 2018 Broad Agency Announcement (BAA)

• Issued on Federal Business Opportunities (FedBizOpps)
  o Solicitation Number:
    – HQ0034-18-BAA-RIF-0001A - - NAICS Codes 541714 – R&D in Biotechnology

• Opened February 22, 2018 / Closed April 12, 2018

• Contains:
  o Key dates / milestones for submission
  o Instructions for submission
  o Notification of 2-step process: White Papers & Full Proposals
  o Source Selection Criteria: White Papers & Full Proposals
  o 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*
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)
    o F-35 Joint Strike Fighter
    o Tactical Aircraft Programs
    o Air Anti-Submarine Warfare
    o Assault & Special Mission Programs
    o Unmanned Aviation & Strike Weapons
  – Naval Sea Systems Cmd. (NAVSEA)
    o Aircraft Carriers
    o Integrated Warfare Systems
    o Littoral Combat Ship
    o Ships / Submarines
    o Special Warfare
  – Space & Naval Warfare Systems Cmd. (SPAWAR)
    o Enterprise & Integrated Systems
    o Space Systems
  – Marine Corp (MARCOR)
    o Ammunition
    o Armor & Fire Support Sys.
    o Chemical & Biological Sys.
    o Combat Support Systems
    o Enterprise Info. Systems
    o Infantry Weapons Systems
    o Info. Systems & Infrastructure
    o Light Armored Vehicles
    o Marine Air-Ground Task Force Cmd., Control & Comms.
    o Marine Intelligence
    o Land Systems
    o Training Systems

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

Selection Preference:
Small Business Proposals

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

- DoD Acquisition Programs
- Depots, Arsenals Logistics & Warfare Centers
- Small Business
- Industry:
  - Primes
  - Subsys
  - DoD Labs
Elements of a Good Proposal (2 of 3)

**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

**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

**Technology Readiness Assessment Guidance**

Award By Exception

Required for Majority of Awards: Facilitates Transition

Distribution Statement A. Approved for public release
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

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**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**
1. Research Topics Identified
2. BAA Released

**White Paper (WP) Phase**
3. Contractors Submit WPs
4. WPs Evaluated
5. WPs Approved
6. Contractors Invited to Submit Proposals

**Proposal Phase**
7. Proposals Evaluated
8. Proposals Recommended for Award
9. Source Selection Authority Approval
10. Contractors Selected Notified

**Award Phase**
11. Negotiations
12. Contract Awards

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

Source: GAO analysis of DOD data | GAO-15-421
RIF: Points of Contact & Additional References
# Key DoD POCs

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<tr>
<th>Focal Point</th>
<th>Office</th>
<th>Phone</th>
<th>Email</th>
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<tbody>
<tr>
<td>Ellen Purdy</td>
<td>OSD (R&amp;E) EC&amp;P</td>
<td>571-372-7545</td>
<td><a href="mailto:ellen.m.purdy.civ@mail.mil">ellen.m.purdy.civ@mail.mil</a></td>
</tr>
<tr>
<td>Ted Bujewski</td>
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<td>571-372-6256</td>
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</tr>
<tr>
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<td><a href="mailto:robert.m.saunders14.civ@mail.mil">robert.m.saunders14.civ@mail.mil</a></td>
</tr>
<tr>
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<td>301-227-2388</td>
<td><a href="mailto:scott.bartlett@navy.mil">scott.bartlett@navy.mil</a></td>
</tr>
<tr>
<td>Neville Thompson</td>
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<td>571-256-0319</td>
<td><a href="mailto:Neville.a.thompson.civ@mail.mil">Neville.a.thompson.civ@mail.mil</a></td>
</tr>
<tr>
<td>Dan Jarrell</td>
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<td>571-256-0316</td>
<td><a href="mailto:daniel.k.jarrell.ctr@mail.mil">daniel.k.jarrell.ctr@mail.mil</a></td>
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[http://defenseinnovationmarketplace.mil/RIF.html](http://defenseinnovationmarketplace.mil/RIF.html)
Additional Info / Resources (1 of 3)


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
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
**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**


- Links to other DoD Small Business Offices