



The Impact of the Joint Interagency Field Experimentation (JIFX) Program on Small Business Success

*A Data-Driven Analysis of Innovation, Growth, and
Collaboration*

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Why JIFX Matters?

Small businesses struggle to enter the defense innovation ecosystem

JIFX solution: A low-barrier, fail-friendly, operational test environment

Uniqueness: Unlike demos or trade shows—emphasis on experimentation and collaboration



Austere by
Design

Collaboration
is Expected

Failure =
Learning

Bounded,
Not
Controlled

Develop Now

Research Process



- **Thesis Title:** *The Impact of the Joint Interagency Field Experimentation Program on Small Business Success*
- **Research Question:** How does participation in the Joint Interagency Field Experimentation (JIFX) program influence the success of small businesses within the Department of Defense innovation ecosystem?
- Key Focus Areas:
 - Entry into the defense market
 - Technological development and product iteration
 - Business growth indicators (contracts, funding, acquisitions)
 - Strategic networking and repeat engagement

Creation of a JIFX Participant Database, 2013 – Present

- 522 unique JIFX participants
- 87% private companies
- High concentration of SMEs and startups
- Clusters in California, Texas, Virginia
- Key industries: Aerospace, AI, Cybersecurity
- 27% repeat-participation companies (143 total)
- 3.6% of JIFX companies acquired post-participation
 - High-profile acquisitions: Splunk (\$28B), Inmarsat (\$7.3B), Arcturus UAV (\$405M)

Targeted Interviews, New & Returning Companies

Research Process



Why Do Companies Return?

Yotta Navigation

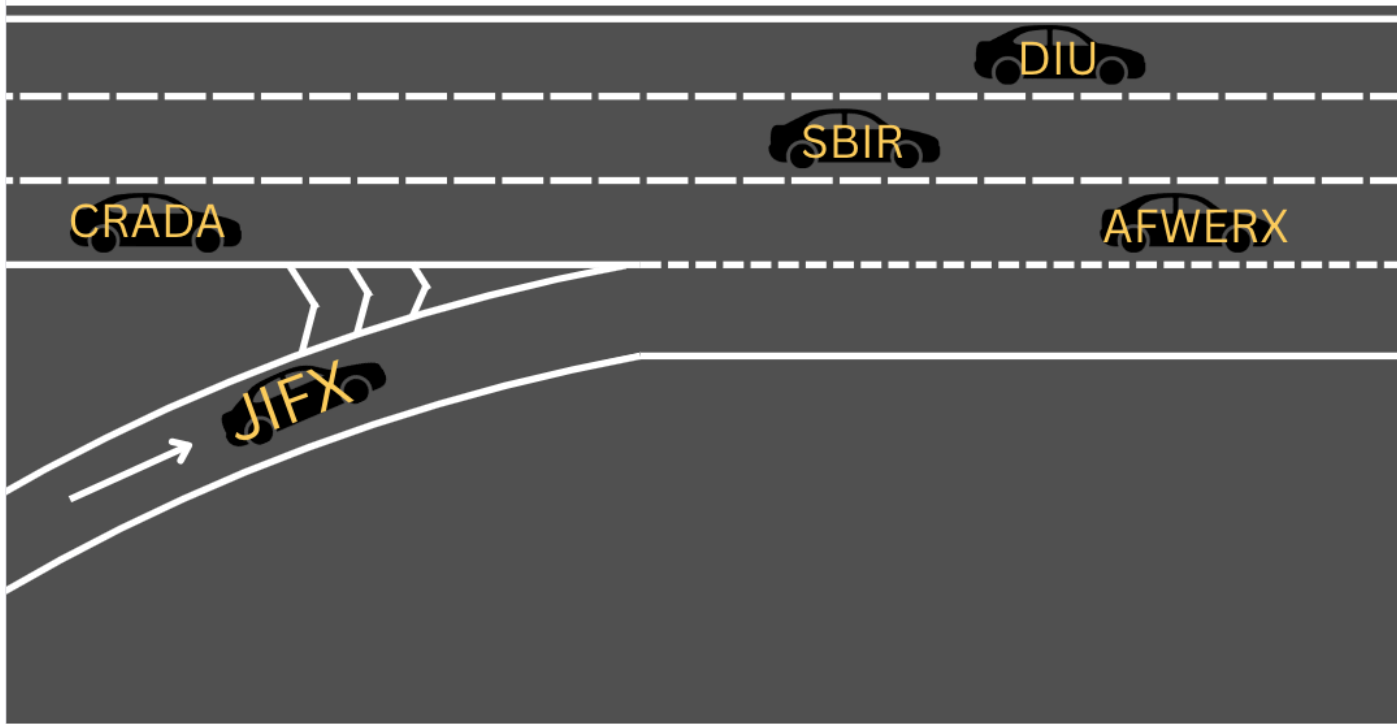
- Attended 8 JIFX events
- Machine learning solutions for real-time sensor data processing on mobile, wearable, IoT, and edge devices. (www.yottanav.com)

JIFX Value

- Accessible field testing
- High-value data collection
- Open & low-overhead format
- Flexible environment

Takeaways

- JIFX was key for prototyping and development, particularly for their small engineering teams
- “Like summer camp for innovators”



JIFX enables small business success by providing unique access, experimentation, and collaboration

It's not just a test site—it's an ecosystem entry point

Accelerating Acquisition: JIFX As An On-Ramp



Thank you

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JIFX 25-3: 12 – 16 May 2025

JIFX 25-4: 11 – 15 August 2025

Visit www.nps.edu/fx for more info