SPECIAL OPERATIONS
TECHNICAL INDUSTRIAL LIAISON OFFICER

DOING BUSINESS WITH

USSOCOM

USSOCOM Chemical, Biological, Radiological Conference & Exhibition

05 December 2005

Dr. Joseph R Daum
Technical Industrial Liaison Representative
OVERVIEW

- SOCOM Acquisition Authority
- Identifying SOCOM Business Opportunities
- TILO Process
Provide Rapid and Focused Technology, Acquisition and Logistics Support to SOF Warfighters
COMMANDER USSOCOM’s Authority

(10 USC Section 167)

- Develop and Acquire Special Operations-Peculiar Equipment
- Acquire Special Operations-peculiar Material, Supplies, and Services
- Head of Agency for Acquisition Authority
- Head of Contracting Activity
“Special Operations (SO)- Peculiar. Equipment, materiel, supplies, and services required for SO activities for which there is no Service-common requirement. These are limited to items and services initially designed for, or used by, SOF until adopted for Service-common use by other DOD Forces; modifications approved by the Commander in Chief, U.S. Special Operations Command (USCINCSOC) for application to standard items and services used by other DOD forces; and items and services approved by the USCINCSOC as critically urgent for the immediate accomplishment of an SO activity.”

Source: DODD 5100.3, “Support of the Headquarters of Combatant and Subordinate Joint Commands”, certified current as of March 24, 2004
WHO MANAGES SOF ACQUISITION PROGRAMS?

Program Management Structures

<table>
<thead>
<tr>
<th>Milestone Decision Authority</th>
<th>USSOCOM</th>
<th>MILDEP</th>
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<tbody>
<tr>
<td>Program Manager</td>
<td>USSOCOM</td>
<td>MILDEP</td>
</tr>
<tr>
<td>%, by quantity, of MFP-11 Acq Programs</td>
<td>52%</td>
<td>22%</td>
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- **SOAE is initial MDA for all programs.** Program structure is approved at or before Milestone B.
- Policy and procedures vary by structure:
  - For **USSOCOM MDA-USSOCOM PM programs**, D70-1 & SOAL SOP apply. Exceptions are noted in Acquisition Decision Memoranda (ADMs).
  - For **USSOCOM MDA-MILDEP PM programs**, responsibilities and exceptions to SOCOM procedures are defined in Program Specific MOAs
  - For **MILDEP MDA programs**, USSOCOM policy and procedures normally do not apply
USSOCOM ACQUISITION PRINCIPLES

- Deliver Capability To The User Expeditiously
  - Exploit Proven Techniques And Methods
  - Keep Warfighters Involved Throughout The Process
  - Take Risk And Manage It!
IDENTIFYING SOCOM BUSINESS OPPORTUNITIES

- Prime Contract Opportunities
- Subcontracting Opportunities
- Future Technology Interest
- Teaming
- Comparative Testing Program
PRIME CONTRACT OPPORTUNITIES

- Long Range Acquisition Plan
- APBI PEO Briefings
- APBI PEO Side Bars
- Primary Office of Responsibility Solicitations
SUBCONTRACTING OPPORTUNITIES

- LRAP
- APBI
  - PEO Briefings
  - Side Bars
  - APBI Exhibits
- FedBizOps

2005 LRAP Programs

- 76% Contractor Identified
- 24% Contractor TBD
FUTURE TECHNOLOGY INTEREST

- APBI Key Note Address
- APBI Director of Technology Briefing
- Technology Execution Plan
- SOAL-T APBI Exhibit
• Integrate Products w/ Existing Systems
• Communication Early to Reduce Cost/Risk
• Increase Sponsor Probability
• Promote Total System Responsibility
COMPARATIVE TESTING PROGRAM

• Consists of:
  – Foreign Comparative Testing (FCT) Program - to test and evaluate world class, foreign, non-developmental equipment that demonstrate potential to satisfy DOD requirements.
  – Defense Acquisition Challenge (DAC) Program – to evaluate new technologies/enhancements to improve operational capability, sustainability and manufacturability, reduce costs or expedite fielding of ongoing acquisition programs – emphasis on small domestic industry.

• Both programs are:
  – Congressionally mandated
  – Managed by OSD, AT&L administered by Services/SOCOM
  – Competitive
  – Source of non MFP-11 RDT&E funds for test/evaluation
  – “Test to procure”
  – A method to expedite fielding

• To submit a proposal:
  – Information can be found at https://cto.acqcenter.com
  – USSOCOM POC is MAJ Glenn (813) 828-9422 or glenne@socom.mil
INFORMATION SOURCES

• FEDBIZOPS
• Solicitations from USSOCOM and our industry partners
• Technology Broad Area Announcements (BAAs) from USSOCOM and our partners
• Small Business Innovation Research BAAs
• Defense Challenge Program BAAs
• SOCOM Advanced Planning Briefing to Industry (APBI)
• Long Range Acquisition Plan (LRAP)
• Technology Execution Plan
SOF Week/Advance Planning Briefing to Industry
June 19-23, 2006
For Exhibitor and Registration Information go to:
www.meetingmattersplus.com
TILO PROCESS

- Contractor Submits:
  - White Paper
  - Briefing
  - Company Information
- TILO Staffs Information To USSOCOM
- Identify USSOCOM Sponsor
- Schedule Briefing With Sponsor
- Announce Briefing To Command
INFORMATION REQUIRED

- Firm/Address/Phone
- Product/Service Description
- Proposed Dates
- Classified??
- Audio/Visual Support Needed
- Target Audience??*
HOW TO CONTACT

Mail: HQ USSOCOM
       Attn: SOAL-MT
       7701 Tampa Point Blvd.
       MacDill AFB, FL 33621-5323

Fed Ex: HQ USSOCOM
       SOAL-MT (Dr. Joseph R. Daum)
       Bldg. 501, Room 235

Phone: (813) 828-9482
Fax: (813) 828-9488

E-mail: tilo@socom.mil
Web site: http://soal.socom.mil