Possible Business Opportunities Within The SOF Weapons Program

8 May 2007

Distribution Statement A: Approved For Public Release; Distribution Unlimited
Briefing Objectives

- Provide Information Relative To USSOCOM (PEO-SW) Product Areas
- Discuss Typical Acquisition Approach For SOF Weapons
- Relay Information In Regards to "How And Who" To Do Business With USSOCOM
- Provide Areas OF Possible Future SOF Weapons Business Opportunities
# USSOCOM Integrated Weapons

## Top Map

### Existing Systems

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### Emerging Systems

- **SCAR Family (SCAR L/H)**
  - **SCAR Increment 2:** Enhanced FCU
  - **SCAR Increment 3:** Enhanced Caliber Formats

### Objective Systems

- **40MM GRENADE LAUNCHER**
  - **M4 203**
  - SOST Enhanced Ball 5.56/7.62mm
  - • Proof of Concept Scheduled for May/July 07
  - • 10K rds Each Caliber June/Aug 07

- **EGLM**
  - **EGLM Increment 2:** Programmable Pathway
  - **EGLM Increment 3:** Enhanced Caliber Formats

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*Harnessing the Power of Technology to...*
Typical SOF Weapons Acquisition Approach

- Early Market Research
  - Industry Conference
  - Requirement And Specification Refinement

- Full And Competition
  - Commercial Off The Shelf (COTS) Products
  - “Fly Before You Buy” Acquisition Approach
    - Product Samples Are Part Of The Proposal
    - Go/No Go Criteria
    - User Assessment To Test/Evaluate The Product Samples Submitted
    - Joint Source Selection Utilizing User Assessment Results, DT Data, Past Performance And Pricing

- Best Value
  - Indefinite Delivery/Indefinite Quantity/FFP Contracts
All USG Synopsis:
  • http://www.fedbizopps.gov/

NSWC Crane:
  Vendor
  DoD
  DON/Offices/NAVSEA/NSWC Crane/Class Code (10 And 13)

USSOCOM:
  Other Defense Agencies
  Offices
  US Special Operations Command
  Locations
  HQ Procurement Division MacDill AFB, FL
Foreign Comparative Testing (FCT)
Defense Acquisition Challenge (DAC)
The Programs’ Objectives Are To Improve The U.S. Warfighter’s Capabilities And Reduce Expenditures Through:

1. Rapidly Fielding Quality Military Equipment
2. Eliminating Unnecessary Duplication Of Research, Development, Test, And Evaluation
3. Reducing Life Cycle Or Procurement Costs
4. Enhancing Standardization And Interoperability
5. Promoting Competition By Qualifying Alternative Sources
6. Improving The U.S. Military Industrial Base
USSOCOM CTO DACP & FCT Proposal Process

**Nov- Dec**
- USSOCOM CTO issues Call Letter from AE for new FCT, DACP proposals (Fm 14-iSTARS) (Gov’t)

**Jan - Feb**
- OSD CTO publishes DACP BAA - open 30 days - on OSD BIDs website (Industry)

**Feb**
- Draft proposals posted on OSD BIDs website (Items 1, 2, 7, 9) as prepared by PM, SAM, or vendor
- USSOCOM CTO administrative reviews draft proposals - briefs PEO/SAM on all submissions

**Feb - Mar**
- Technical Review of drafts. PEO/SAM accepts or rejects
- Notify submitter. No further action required.

**May - Jun**
- Forward proposal package to AE for approval
- Obtain PEO priority - Prepare AE Endorsement Letter (Fm14)

**Apr - May**
- Individual proposals validated by PEO
- Yes
- No
- USSOCOM CTO coordinates follow-on action with PEO for proposal candidates not approved.

**Jun**
- Yes
- No
- Obtain AE signature on endorsement letter
- Upload complete proposal package to OSD CTO web site.

**Jun - Aug**
- OSD AT&L Review and Selection Committee Meeting
- OSD AT&L submits recommendations to Congress for approval and funding
- 30 Day congressional notification period
- Approval notice from OSD and funds released

**Sep - Oct**
- No
- Yes
- Submitter, SAM/PM/CTO prepare final proposal w/FBO notice completed

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FY07 Approved CTO Projects

Defense Acquisition Challenge
- Modular Composite Armor Kits ($2.4M)
- Lithium Ion Battery For Seal Delivery Vehicle ($1.8M)
- Improved Radio Frequency Micro-Chip Assemblies ($1.0M)
- Crew Served Heavy Weapons Aiming Laser ($0.3M)

Foreign Comparative Testing
- Hostile Forces Tagging, Tracking, & Locating ($0.9M)
- Anti-Materiel Rifle ($0.9M)
- MK47 Crew-Served Weapon Trainer ($1.3M)
- PSYOP Radio Broadcast Platform ($1.4M)
- Lightweight Deployable Universal Communications System ($1.1M)
Who To Contact

Mr. Ron Schwartz, (813) 826-8985
 schwarr@socom.mil

Mr. Charlie Snellgrove, (813) 281-0560, X729
 Charles.Snellgrove.Ctr@socom.mil

Mr. Jim Santalucia, (813) 281-0560 X511
 James.Santalucia.Ctr@socom.mil

CTO Homepage:  http://www.acq.osd.mil/cto

Proposal Submissions:  https://cto.acqcenter.com/osd/portal.nsf
Special Operations Special Technology
Capabilities Based Analysis

Organized Process By Which Current Capability Gaps And Future Requirements Are Used To Focus The Technology Development And Materiel Acquisition Efforts
High Priority Technology Cross Threads

- Signature Management
- Power And Energy
- Command, Control, Communications, And Computers

Capability Areas

- Tagging, Tracking And Locating (TTL)
- Intelligence
- SOF Warrior (Small Arms)
- Mobility
- Information Operations & Psychological Operations
- Sensors
- Command And Control
- Fire Support (Heavy Weapons)
- Training Systems
- Logistics
- Medical
USSOCOM Technologies Of Interest

- New And Combined Weapon Accessory Capabilities
- Miniaturized / Power-Efficient Gun Lights
- Militarized Green-Light Lasers
- Miniaturized Sound, Flash, And Signature Suppression
- Miniature Red-Dot Sights
- Sights With Integral Or Modular Range Finding/Ballistic Solutions
- New Image Intensification, Thermal, And Sensor Fusion Clip-on Sights
- Grenade Launcher Sights
- Crew-Served Weapons Accessories, Mounts, And Armor Shields
- Militarized Video Flat-Panel Displays
How To Get Funding To Develop The Technology

❖ USSOCOM Focus Is On Near Term Support To Warfighters So Most Programs Are Off The Shelf Or Near Off The Shelf And Very Few Are Funded From Technology Development.

❖ Source Selection Is By Standard Fair And Open Competition. Be Alert For Announcements And Be Responsive In Your Proposals.

❖ Small Businesses Seeking Technology Development Funding Can Participate In The Small Business Innovative Research Program (SBIR)

❖ For More Information, Contact:
  David Saren (813) 826-9363
  sarend@socom.mil
Small Business Innovation Research (SBIR)
SBIR Objectives

- Stimulate Technological Innovation
- Use Small Business To Meet Federal R&D Needs
- Foster And Encourage Participation By Minorities, Disadvantaged Persons, And Women In Technological Innovation
- Increase Private-Sector Commercialization Innovations Derived From Federal R&D
USSOCOM SBIR Process

- Topic Call / Topic Selection (Component R&D and Acquisition Managers)
- Acquisition Program Executive Officer Approval
- DDR&E Approval
- All Questions Go Through SITIS
- Electronic Proposal Submittal
- Technical Evaluation
- Contract Award and Oversight
SBIR Funding Process

- **Budget $1M Per Topic**
  - **Phase I Awards**
    - Feasibility Studies (6-9 Months In Duration)
    - Multiple Contract Awards (<$70K With A <$30K Option)
  - **Phase II Award**
    - Principal R&D Effort That Produces A Well Defined Product Or Process (Approximately 2 Years)
    - Non-Competitive Contract Award(s) To Successful Phase I Offerors (<$750K)

- Assist Firms With Transition From Phase II To Phase III
- Highest Transition Rate In DOD
USSOCOM R&D Topics Release Date: 6 Nov 2007*

Open Solicitations:
- 6 Dec 2007: Beginning Date For Accepting Proposals*
- 10 Jan 2008: Close-Out Date For Submission Of Proposals*

* Dates May Be Subject To Change
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**DoD Web-Based Proposal Submission**

- **All PHASE I & II Proposals Must Be Submitted Electronically Via Web Site**
  - [http://www.dodsbir.net](http://www.dodsbir.net)
  - [http://www.dodsbir.net/submission](http://www.dodsbir.net/submission)

- **Web Site Includes A Variety Of Locations For Assistance In Preparing And Submitting Proposals**
Contact Information

Presented by the NSWC Crane Division, Acquisition Division
SBIR Program Manager
Shawn Martin
shawn.martin@socom.mil
http://www.acq.osd.mil/osbp/sbir

Deputy Director, Small Business Programs
Karen Pera
karen.pera@socom.mil
http://soal.socom.mil

SBIR Program Coordinator, NSWC Crane
Mary Motyka
mary.motyka@navy.mil
http://www.crane.navy.mil/acquisition/smbussbr.htm
“You Have A New Idea”

You Have Invented A New Paradigm Shifting, Overmatching, Revolutionary, Transformational Capability That Weighs Nothing, Costs Nothing, And Never Breaks.

Contact The USSOCOM Technical Industrial Liaison Office For An Appointment To Brief Our Technology, Requirements, And Acquisition Team.
Who & What Is A TILO

(U) Technical Industrial Liaison Officer

- Mr. David J. Johnson Is The Initial And Primary POC For All Wishing To Do Business With USSOCOM
- Single Entry And Exit Point
- Arranges And Attends All Meetings With GO/FO/SES Level Officials

Contact Information

- (813) 828-9482
- tilo@socom.mil
- Fax: (813) 828-9488

(U) Staffs Information Across USSOCOM

- White Papers
- Company Information

(U) Responds Back To Industry On Meetings And Opportunities

(U) Interfaces With Industry

- Identify A USSOCOM Sponsor
- Schedule Briefings With The Sponsor
What We Need

(U) You Provide

- Firm / Address / Phone / Email
- Product/Service Description
- Propose Dates Of Availability
- Classified Or Unclassified Brief
- Who You Recommend For Target Audience
- What Type Of Support Needed
  - Audio/Visual
  - Computer And Software
How To Contact

(U) Mail:
United States Special Operations Command
Attn: SOAL-KB (TILO)
7701 Tampa Point Blvd.
MacDill AFB, FL 33621-5323

(U) Fed Ex:
United States Special Operations Command
SOAL-KB (Mr. David J. Johnson)
Bldg. 306

(U) Electronic:
- tilo@socom.mil
- http://soal.socom.mil
SOF Weapons “Possible”
Future Opportunities

Present “Spiral” Requirements

- **Signature Suppression**
  - MK46 (5.56x45MM)
  - MK48 (7.62x51MM)

- **Precision Sniper Rifle (Caliber 338) Suppressor**

- **Rifles**
  - Anti Material Rifle
Present “Spiral” Requirements (cont.):

**Ammunition**
- “Flashless”/Low Signature Ammunition
- Caliber .338
- Enhanced 40mm (Low/Medium Velocity) to 600M
- Programmable 40MM (Low/Medium Velocity) Ammunition

**Sighting Systems**
- Ballistic Fire Control Solution For 40MM

**Combat Pistol**
- USSOCOM Revising Combat Pistol Requirement
- Full And Open Competition/Product Samples
- Create A Qualified Vendor List Of Pistols In Calibers 9MM, 40, And 45
Summary

- Provided Information Relative To PEO-SW Product Areas
- Discussed Typical Acquisition Approach For SOF Weapons
- Relayed Information In Regards To ”How And Who To”
- Provided Areas Of Possible Future Business Opportunities
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