



Possible Business Opportunities Within The SOF Weapons Program



8 May 2007

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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





PEO SOF Warrior Systems

COL Kevin Noonan

FOSOV



VAS



Ammo/Demo



Weapons



SPEAR



SOF Weapons Suite



SOF WEAPONS



EX16 MOD 0 (SCAR-L)
SOF Combat Assault Rifle (Light)



EX17 MOD 0 (SCAR-H)
SOF Combat Assault Rifle (Heavy)



EX 13 MOD 0
Enhanced Grenade Launcher Module
EGLM



MK12 MOD 1
Rifle, Special Purpose, 5.56mm
1005-01-504-3276



MK18 MOD 0
Close Quarters Combat Carbine CQBR
1005-01-527-2288



MK11 MOD 0
Rifle, Sniper 7.62mm
1005-01-475-7980



MK46 MOD 1
Machine Gun, Lightweight, 5.56mm
1005-01-534-3682



MK48 MOD 1
Machine Gun, Lightweight, 7.62mm
1005-01-539-4164



MK47 MOD 0
Advanced Lightweight
Grenade Launcher, 40mm
1010-01-522-3257



MK13 Rifle, .300 WINMAG
MOD 0: 1005-LL-L99-5364
MOD 1: 1005-LL-L99-5477
MOD 2: 1005-01-523-4611



MK15 MOD 0
Rifle, Special Application Sniper .50 Cal
1005-01-525-7716



MK23 MOD 0
Pistol, .45 Cal
1005-01-426-8951



NSWC Crane Division
Point Of Contact
sofsustainment@navy.mil





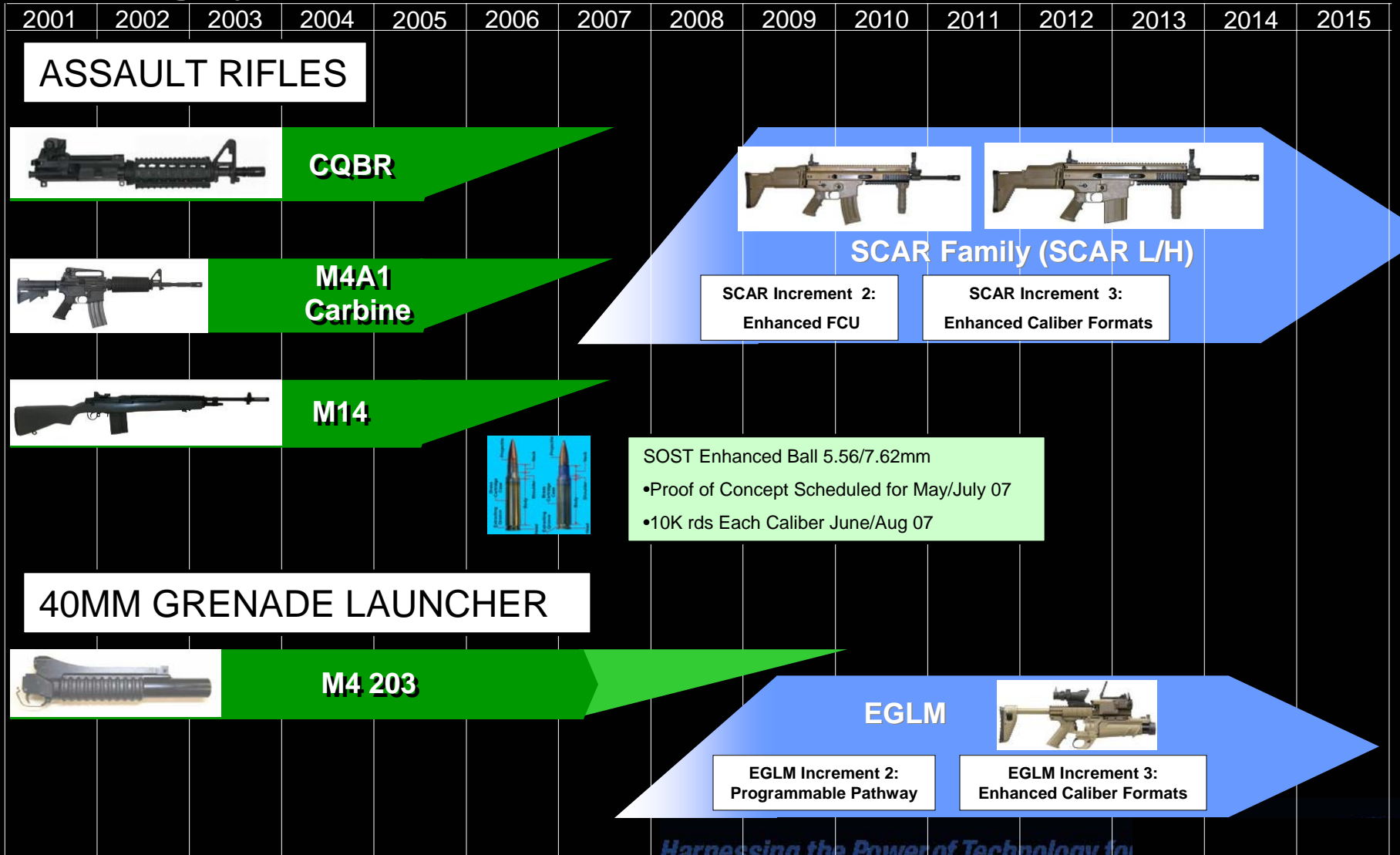
USSOCOM Integrated Weapons Top Map



Existing Systems

Emerging Systems

Objective Systems





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





Doing Business With PM SOF Weapons



➤ 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

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Foreign Comparative Testing (FCT) Defense Acquisition Challenge (DAC)

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FCT/DAC Objectives



➡ 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

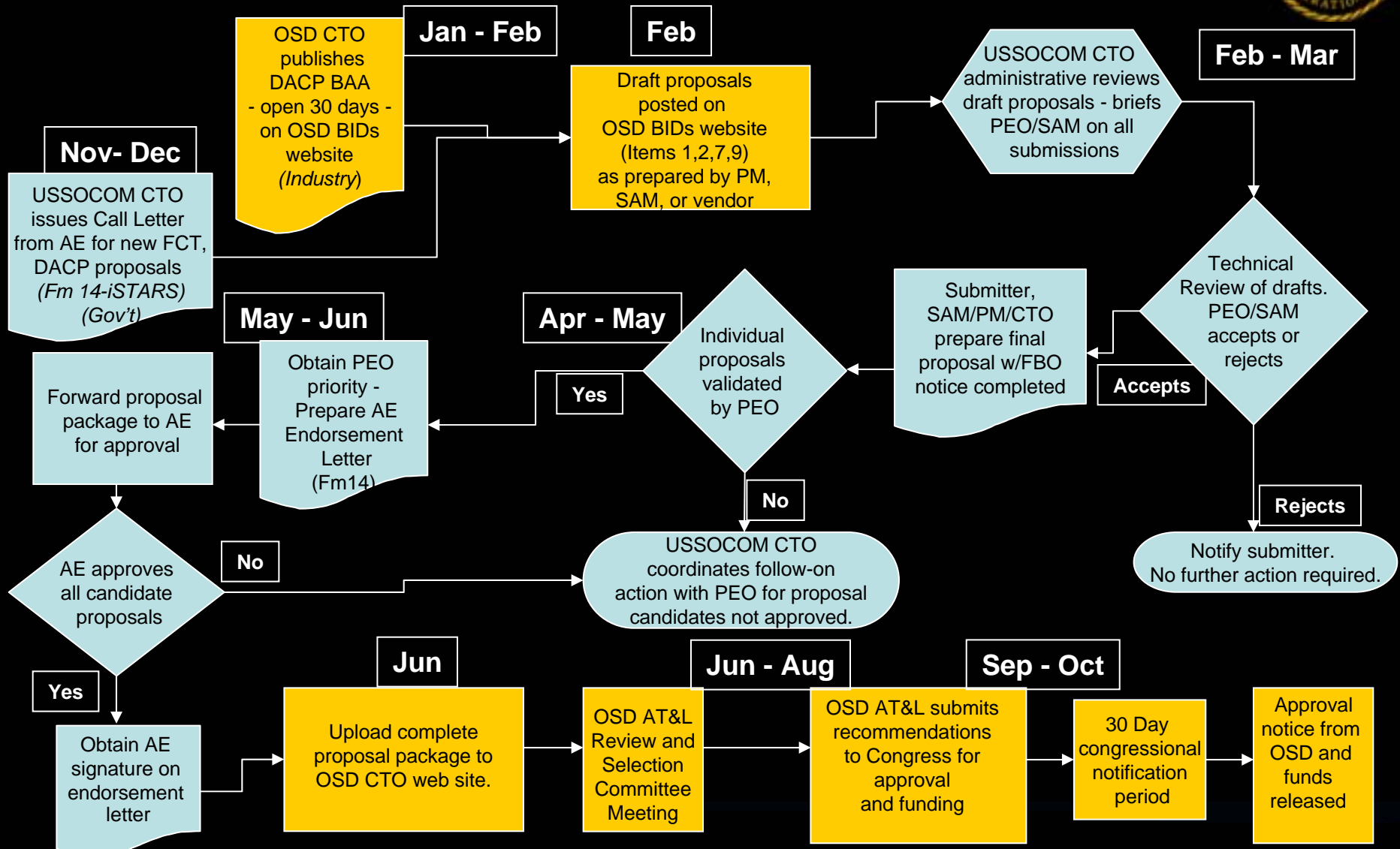
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USSOCOM CTO DACP & FCT Proposal Process





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 (\$.3M)

➤ Foreign Comparative Testing

- Hostile Forces Tagging, Tracking, & Locating (\$.9M)
- Anti-Materiel Rifle (\$.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





USSOCOM Capabilities Gap Analysis



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

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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

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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

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Small Business Innovation Research (SBIR)

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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

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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





2008.1 SBIR Solicitation



- ➡ 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





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/submission>

➡ Web Site Includes A Variety Of Locations For Assistance In Preparing And Submitting Proposals

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Contact Information



SBIR Program Manager

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shawn.martin@socom.mil

<http://www.acq.osd.mil/osbp/sbir>



Deputy Director,

Small Business Programs

Karen Pera

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<http://soal.socom.mil>



SBIR Program Coordinator, NSWC Crane

Mary Motyka

mary.motyka@navy.mil

<http://www.crane.navy.mil/acquisition/smbussbr.htm>

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"You Have A New Idea"



- ④ You Have Invented A New Paradigm Shifting, Overmatching, Revolutionary, Transformational Capability That Weighs Nothing, Costs Nothing, And Never Breaks.
- ④ Contact The USSOCOM Technical Industrial Liaison Office For An Appointment To Brief Our Technology, Requirements, And Acquisition Team.

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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>



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





Contact Information



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