US Special Operations Command

Equipping America’s Quiet Professionals

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PEO-Fixed Wing
“Acquisition Truths”

FAST does not equal UNDISCIPLINED

MORE BUREACRACY does not ensure a BETTER PRODUCT

RISK must be MANAGED NOT AVOIDED

FASTER does not have to increase COST/RISK

COMPETITION can be done QUICKLY

UNCONVENTIONAL THINKING is an ENABLER

CREDIBILITY enables FREEDOM OF ACTION

TIME TO FIELD IS A PEO-FW ACQUISITION KPP
What is Different at SOCOM

• Culture of success and identification with the mission
  – Enterprise wide……supporting the deployed SOF warrior is job 1

• Capability approach to acquisition
  – Start from capability delivery and work backwards
  – Appreciation for the way acquisition can pace/enable operations

• Rapid decision making and access to the decision maker
  – Short chain of command -- empowered teams and program leaders
  – Most issues solvable within the command

• Drive for rapid solutions over perfect solutions
  – Effective expectation mgmt takes more than a document

• Comfort level with risk management
• Joint approaches to enable rather than impede acquisition
Supporting SOCOM Acquisition

• We set necessarily **high** expectations and expect you to meet your **commitments**
• We are not afraid to **take and manage risks** but need to understand them at the start of a program
• We need **rapid business processes** across the entire supply chain to deal with changing SOCOM needs
• We **don’t shy away** from competition, unconventional approaches, or walking away from a failing program
• **Product quality** in the SOF environment can cause a mission to succeed or fail – lives depend on it
• **Performance, not promises, defines your reputation**