

# ***US Special Operations Command***

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## **Equipping America's Quiet Professionals**

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# PEO-Fixed Wing “Acquisition Truths”

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**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

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- **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

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- 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**