Acquisition Challenge

No Fail Mission – Provide Effective, Wide-Ranging, Time-Sensitive Capabilities to Our Widely Dispersed and Often Isolated Special Operations Forces
Acquisition Enterprise

- DOD and Service Labs, International Partners, Industry IR&D
- Service Acquisition

SOF Acquisition

- Combat Feedback
- Unconventional Uses
- SOF-to-Service Transition
- Innovative Acq Practices
SORDAC Organization

Commander

Acquisition Executive

Deputy

Military Deputy

Resources & Analysis
Science & Technology
Comptroller
Procurement

PEO Maritime
PEO Rotary Wing
PEO C4
JATF

PEO Fixed Wing
PEO SOF Warrior
PEO SRSE
PEO SOFSA
Many Acquisition Tools

AC130H Sensor Replacer

MH - 47

Traditional Acquisition

Commodity Purchase

Handheld Laser Marker

Combat Evaluation

Abbreviated Acquisition Project

Next Gen NV Goggles

A160T Forester

JCTDs

Solar Panel

Tech/REITS Project

SBIR

Viper Strike

DAC / FCT

Urgent Acquisition / CMNS

Mine Roller

Forward Support to OPS

DAC / FCT

Urgent Acquisition / CMNS

DAC / FCT

Urgent Acquisition / CMNS
Agility Requires Proactive Thinking/Planning in Both Dimensions
FY10 SOF Acquisition

**EQUIPPING THE WARFIGHTER**
- 30+ Fixed & Rotary Wing Craft Systems
- 100+ Vehicles
- 1800+ Weapons Systems
- 7600+ C4I Systems
- 600+ ISR Kits
- 9.7M Ammunition

**INNOVATION**
- Project Dragon Spear
- Mobile Tech Repair Centers
- Solar Panels in FOBs
- Hand Held Laser Markers
- Manned/Unmanned ISR

**WORKLOAD**

**SOF ACQUISITION TEAM**
Operationally Oriented  ~500 Personnel Total

SOCOM Budget $9.78B

Internal Procurement Activity 13,531 Actions

FY01 - FY10
FY 2012 Procurement Request $1,798 Million

- MH-60 Modernization
- Non-Standard Aviation
- MH-47 Chinook

CV-22 Block 20
A/MH-6 Improved Seat System
Hostile Fire Indicating System
Secure Real Time Video
Non-Standard Aviation (NSAV) Low Cost Modifications
AC-130H Overt Signaling Device (OCO)

CV-22 SOF Modifications
AC/MC-130J

NSAV PC-12 Block 5 (OCO)
Aviation Foreign Internal Defense (AVFID)
Unmanned Aerial Systems Payloads
Range Modernization
Civil Affairs Information Management

11 NEW STARTS
# FY 12 RDT&E Request - $496 Million

## Special Operations Technology
- Special Operations Advanced Technology
- Special Operations Aviation
- Systems Advanced

## Special Operations
- Intelligence Systems
- SOF Operations Enhancement
- SOF Rotary Wing Aviation
- SOF Underwater Systems

## 4 NEW PROGRAM ELEMENTS
- RQ-7 Unmanned Aerial Vehicle (UAV)
- RQ-11 UAV
- AC/MC-130J
- Military Information Support Operations

## 8 NEW STARTS
- Modifications for A/MH-6M Block 3 Upgrade
- MH-47 Engine Automatic Re-Light
- MH-47 Upgrades
- Combatant Craft (Heavy)
- MC-130J Simulator
- RQ-7 UAV
- RQ-11 UAV
- Non-Standard Material
SOFIC 2010

“SOF: Accelerating the Force”

- Improve the Effectiveness of the SOF Acquisition C2 Structure
- Develop and Sustain a Workforce of “SOF Acquirers”
- Improve and Streamline SOF Acquisition Processes
- Enhance Transparency, Communications, and Customer Relationships
How Are We Doing?

Industry Engagements
- Industry Meetings – Hosted 89 Visits
- TILO Engagements – FY10: 566 Requests, 115 Events, 1,014 Attendees

Cooperative Agreements
- 3 Agreements in Place
- 6 Agreements Working

Competition

Small Business Participation
- FY10: Goal/Achieved
  - SB – 28%/28.2%
  - SDB – 9%/12%
  - WOSB – 2%/3.8%
  - SDVOSB – 3%/1.6%
  - HUB zone – 1%/1.2%
- FY11: Goal/Achieved
  - SB – 22%/26.2%
  - SDB – 5%/9.2%
  - WOSB – 2%/3.2%
  - SDVOSB – 3%/1.3%
  - HUB Zone – 1%/1%
AT&L Summit

- Coordinating SOF/Service Acquisition Program Plans
- SOF Peculiar/Service Common Transition
- Eliminate Redundant Weapons System Safety Certs
- Expand Role of Technology Awareness
- Service Leverage of SOF Authority/Practices
SOF Acquisition Example

Small UAS SOCOM/Service Synergy

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USSOCOM Pointer JCTD

USSOCOM Develops/fields Raven A and then Raven B (2005-2008)

USSOCOM All-Environment Capable Variant Developed/Fielded (2009)

Adopted by Army/USMC Common Production/Sustainment (2007 - )

Army Procures Via SOCOM Contract (2010)
Setting The Course

- Sustaining OCO–Acquired Equipment
- Leaning Business Processes
- Enabling Unified Communications Capabilities
- Defining Best Competitive Practices
- Managing Service Contracts
- Improving Experimentation Opportunities
- International Program Involvement
SOFIC 2011

• USSOCOM Senior Leader Panels
• PEO/PM and Functional Track Sessions
• Thematically Arranged Format
• Networking Opportunities
• SOF Acquirer Awards Ceremony