

Special Operations Forces

Industry Conference



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Technology & Industry
Liaison Office

TECHNOLOGY & INDUSTRY LIAISON OFFICE



The TILO Mission

The primary contact for the command and industry, academia and other government agencies to facilitate communications, connections and collaboration of SOF capabilities, ideas and solutions of command areas of interest

TILO Overview

- Provide guidance and direction on how to conduct business with USSOCOM
- Facilitate technical discussions, demonstrations, presentations and other events for the command
- Maintain data repository
- Plan and coordinate execution of the Special Operations Forces Industry Conference
- Receive and coordinate Unsolicited Proposals in accordance with FAR 15.6

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How the TILO Process Benefits You

- **USSOCOM communicates capability areas of interest on USSOCOM website, available to all**
- **Wider dissemination of your information**
- **Everyone goes through the same process**
- **Industry quad charts, white papers, information, etc. available to all USSOCOM personnel for follow-up**
- **Not a guarantee of any immediate or future contract, but does open the channels for idea sharing**
- **Average 700 papers reviewed annually, 1 in 4 invited in**

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How to Provide Your Solution

- Industry provides a detailed “Capability Based” submission via USSOCOM webpage
- TILO reviews information and staffs to SMEs
- SMEs review, provide feedback in @30 days
- If interest is generated, follow on discussion/demonstration
- “No interest now”, does not mean there will never BE!
- One central data repository accessible by all HQ personnel
- Components can request login to data repository

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Submission Guidance

- You must provide the information via the **WEBPAGE, ONLY!**
- Don't provide BAA or RFI response to TILO unless requested
- Technical solution? Provide technical details!
- Do not state the obvious - history, problem, etc.
- Complete signature block, "Real" email address
- Pictures, diagrams, drawings are helpful-no "napkin art"
- If you have a significant changes to your program, ask about sending revised white paper
- Paintball range data is not test data
- You do not need to submit same information multiple times
- At any one time, we are juggling 20-30 briefings, flexibility is helpful!



Presentation Guidance

- Read the visitor instructions carefully
- Clearances not required
- Be on time, our schedule is not flexible
- Informal meetings, more conversational in nature
- Don't bring your entire staff with you
- We do not need corporate history, org chart, etc.
- No "eye doctor" charts
- "Builds" and "fly ins" add no value
- 1 hour meeting, 30 minutes Q/A
- Handouts are helpful



What are the Next Steps

- We will provide attendee roster at the conclusion
- TILO will summarize key discussions point, Due outs
- Provide additional information which you think is relevant based upon the discussion
- TILO will provide any releasable feedback given to us
- You may be invited to participate in other events such as the Tactical Network Testbed (TNT)
- Keep abreast of FEDBIZOPPS announcements
- Follow up with the attendees
- Maybe nothing!



Everything Begins Here

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How to Reach TILO Office

TILO@SOCOM.MIL

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**Please call with questions prior to your
submission via the SOCOM webpage**

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