Special Operations Forces
Industry Conference

CTO
Task Lead

COMPARATIVE TECHNOLOGY OFFICE
CTO Mission

- **Implement congressionally mandated** Foreign Comparative Testing (FCT) and Defense Acquisition Challenge (DAC) programs

- **FCT & DAC provides non-MFP-11 RDT&E funds** to acquisition Programs of Record (POR) for comparative or qualitative evaluation of systems/technologies/processes at a mature technical readiness level 7 or greater

- **FCT (1989)** program tests **foreign** defense systems that may meet USSOCOM operational requirements

- **DAC (2003)** program tests **technology, proposes alternatives** to improve a POR cost, schedule and/or technical performance
Applicability

- **DAC** provides any person or activity within or outside the DoD the opportunity to propose to an existing DoD program alternatives, known as “Challenge Proposals,” that could result in improvements in performance, affordability, manufacturability, or operational capability of the systems acquired by that program.
  - For innovators, it means faster entry to the defense acquisition system
  - For the DoD program managers (PMs), it means increased technology insertions to improve systems

- For the **FCT** program foreign items are nominated by a sponsoring organization within the DoD Government Program Office for testing in order to determine whether the items satisfy U.S. military requirements or address mission area shortcomings.
  - CTO funds testing and evaluation
  - Services fund all procurements that result from a successful test
USSOCOM CTO Historical Track Record

FOREIGN COMPARATIVE TESTING PROGRAM
• Since 1996, SOCOM sponsored 69 FCT projects ~ $96.1M
  – 11 Ongoing projects
  – 58 Completed projects
  – 41 met requirements – 38 fielded (93%)

DEFENSE ACQUISITION CHALLENGE PROGRAM
• Since 2003, SOCOM sponsored 38 projects ~ $37M
  – 11 Ongoing projects
  – 27 Completed projects
  – 18 met requirements – 17 fielded (94%)

<table>
<thead>
<tr>
<th></th>
<th>FY09</th>
<th>FY10</th>
<th>FY11</th>
<th>FY12</th>
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<tbody>
<tr>
<td>CTO RDTE</td>
<td>$11M (2%)</td>
<td>$17M (3%)</td>
<td>$10M (2%)</td>
<td>$3.6M</td>
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• CTO Funding has Represented a Sum Equal to 3% of SOCOM RDT&E Budget
• Value of Procurement of Successfully Tested Projects: $499M
• Impressive 300% Return on Investment!
Operational Philosophy

- Enable testing of mature technologies & processes to rapidly meet Special Operations Forces warfighters’ needs
  - Accelerate acquisition process to support Overseas Contingency Operations
  - Expeditiously evaluate mature technologies
  - Reduce development costs
- Enhance interoperability with coalition & allied forces
  - Common equipment at the best value
- Challenge existing programs at component, subsystem or system level
  - Integrate innovative technologies
  - Improve POR cost, schedule, & performance

A Worldwide Focus to Meet Needs Quicker!
What can FCT/DAC do?

- **Jump Start Program of Record**
  - *Accelerates Milestone B with available non-MFP11, RDT&E funds*
  - Requisites: must have ongoing acquisition POR or **signed requirements document**, item must be TRL 7 or greater, **plus intent to procure more systems if test successful**

Available Funds Accelerate Schedule
# Ongoing FCT Projects

<table>
<thead>
<tr>
<th>FY</th>
<th>FCT Project</th>
<th>Program of Record</th>
<th>PEO</th>
</tr>
</thead>
<tbody>
<tr>
<td>08</td>
<td>40mm L60 HEI Ammunition for AC-130</td>
<td>Aviation Ammunition</td>
<td>SW</td>
</tr>
<tr>
<td>08</td>
<td>Fire Control System for SCAR Grenade Launcher</td>
<td>Combat Assault Rifle-MK13</td>
<td>SW</td>
</tr>
<tr>
<td>09</td>
<td>Airborne Tactical Extraction Platform</td>
<td>Special Projects</td>
<td>SW</td>
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<tr>
<td>09</td>
<td>Enhanced Fuze for 70mm MPP Warhead</td>
<td>Aviation Ammunition</td>
<td>SW</td>
</tr>
<tr>
<td>09</td>
<td>Precision Sniper Rifle</td>
<td>Family of Sniper Weapon Systems</td>
<td>SW</td>
</tr>
<tr>
<td>09</td>
<td>Sub-Caliber Training System for MAAWS</td>
<td>MAAWS M3</td>
<td>SW</td>
</tr>
<tr>
<td>11</td>
<td>Multi-diver Heating &amp; Cooling Sys for Wet Sub</td>
<td>Shallow Water Combat Submersibles</td>
<td>M</td>
</tr>
<tr>
<td>11</td>
<td>SOF Close Target Recon Systems</td>
<td>Sensitive Site Exploitation</td>
<td>SR</td>
</tr>
<tr>
<td>11</td>
<td>Standoff Gas Cloud Detector of Chem War Agents</td>
<td>Special Projects</td>
<td>SW</td>
</tr>
<tr>
<td>12</td>
<td>SOF Special Recon &amp; Exploitation Systems</td>
<td>Hostile Forces Tag, Track Locate</td>
<td>SR</td>
</tr>
<tr>
<td>12</td>
<td>Tactical Communications Enhancements</td>
<td>SOF Deployable Node</td>
<td>C4</td>
</tr>
</tbody>
</table>
# Ongoing DAC Projects

<table>
<thead>
<tr>
<th>FY</th>
<th>DAC Project</th>
<th>Program of Record</th>
<th>PEO</th>
</tr>
</thead>
<tbody>
<tr>
<td>08</td>
<td>Sensor Fusion Clip-on Night Vision Device</td>
<td>Weapons Accessories-CNVD</td>
<td>SW</td>
</tr>
<tr>
<td>09</td>
<td>Hand-Held Fluid Monitor</td>
<td>J4</td>
<td>J4</td>
</tr>
<tr>
<td>09</td>
<td>Improved Viper Strike</td>
<td>Munitions-SOPGM</td>
<td>FW</td>
</tr>
<tr>
<td>09</td>
<td>Next Generation Night Vision Technology</td>
<td>SOVAS-Handheld</td>
<td>SW</td>
</tr>
<tr>
<td>09</td>
<td>Shock Profile of SOF Combat Assault Rifle</td>
<td>Weapons Accessories</td>
<td>SW</td>
</tr>
<tr>
<td>10</td>
<td>Fully Integrated FCU for Machine Guns</td>
<td>SOF Machine Guns</td>
<td>SW</td>
</tr>
<tr>
<td>10</td>
<td>Hostile Fire Aid for AN/AVR-2B</td>
<td>AC Survivability Systems-HFI Systems</td>
<td>RW</td>
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<tr>
<td>10</td>
<td>LW Increased Capacity Magazine for SCAR</td>
<td>Combat Assault Weapon</td>
<td>SW</td>
</tr>
<tr>
<td>10</td>
<td>Tactical BLOS Comms Extension System</td>
<td>SOF Deployable Nodes</td>
<td>C4</td>
</tr>
<tr>
<td>11</td>
<td>Thermal FC for 84mm Carl Gustaf</td>
<td>MAAWS M3</td>
<td>SW</td>
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FCT & DAC Differences

• **New-start Proposals**
  – FCT: Proposed by Government only
  – DAC: Government or non-Government

• **Vendor Sources**
  – FCT: Test foreign systems
  – DAC: Intended to test innovative small US vendor products/processes

• **Technologies Tested**
  – FCT: System candidates that meet SOF requirements
  – DAC: LRU solutions, system spiral developments or processes that challenge (improve) POR cost, schedule or performance

• **FedBizOpps Announcement**
  – FCT: OSD requires for new-start proposal
  – DAC: USSOCOM requires after project approval

• **Approval Level**
  – FCT: Congress approves new start projects
  – DAC: ASD (R&E) Approves; updates Congress annually
Frequently Asked Questions

• **What can I use money for?**
  – Test articles (TA): items purchase or lease, vendor engineering support
  – Test agency costs: ranges, personnel
  – Program management costs: travel, documentation, engineering support
  – Cannot use for production items beyond First Article Test units

• **Can I test foreign and domestic technology under one project? Yes:**
  – Test item procurement is restricted; i.e., FCT money can be used to buy foreign TA candidates only; & DAC money can buy domestic & foreign TA
  – However, domestic and foreign TA can be tested head-to-head using either FCT or DAC funding, i.e., test agency and program management costs

• **Is a project announcement (RFI/RFP) required after project approval? Yes:**
  – Ensure full and open competition
  – OSD requires FCT include FedBizOpps announcement as part of proposal
  – USSOCOM requires DAC announcement post project approval
Frequently Asked Questions (cont.)

• Do multiple sources for the same capability require separate DAC/FCT projects? No:
  – One comparative test project can involve numerous vendors with the same test objectives
  – A project can test head to head foreign and domestic candidate technology - note above restriction on procuring candidate TA

• How much money can I get for how many years?
  – Projects normally run one to two years; sometimes three years
  – Usual upper limit is $1.5M-$2M a year; no lower limit

• Are there restrictions on what countries can be involved in an FCT project?
  – Allied countries: NATO and Non-NATO Allies
  – Other non-aligned countries
  – Not with countries in direct confrontation with the US: Iran, North Korea, Syria, Sudan, Cuba, Venezuela
FY 2013 FCT Proposal Process Timeline

(for Fiscal Year 2014 Budget & Execution)

Dec 2013

SOCOM AE Initiates Internal Proposal Invitation to PEOs, COCOMs and TSOCS

Jun 2013

Final Proposals Staffed and SOAE Prioritization & Approval

Jun-Aug 2013

Final FY14 Proposals to OSD CTO

May 2013

Draft FCT Proposals Due to SOCOM CTO

Mar 2013

OSD Subject Matter Expert (SME) Review

Nov 2013

ASD (R&E) Approval (plus 7 days @ Congress for FCT)

Oct 2013

2014 Funds Released

1 Nov 2013

2014 CTO Kick-Off

UNCLASSIFIED
FY 2013 DAC Proposal Process Timeline (Tentative)

(for Fiscal Year 2013 Budget & Execution)

OSD BAA Requesting Submission of Proposals to CTO Website

Draft DAC Proposals Due

Mandated SOCOM Administrative and Technical Evaluation

Development of Final DAC Proposals & SOAE Validation

Submission Final Proposals to OSD CTO

ASD (R&E) Review Selection Approval

2013 Funds Released

UNCLASSIFIED
A Winning Proposal

- Clear Explanation of Impact/Benefit to Warfighter
- Concise Description of Technology – Title & Bumper Sticker
- Valid Special Operations Requirement, Supported by USSOCOM
- Government Sponsor Contribution – Activity & Funding
- Solid Acquisition Strategy – Procurement funds in FYDP
- Return on Investment – Intangible or $$$ Savings
- Substantiated Claim of TRL 7
- Benefit to Other Users – Joint is Good
- Letters of Endorsement & Intent to Procure
- Well Designed Project Plan – Executable Schedule
Summary

• **OSD managed, administered by SOCOM/Services**
  – FCT – Foreign non-developmental systems
  – DAC – Mature systems, technology, processes
• **Source of OSD RDT&E funds for Government & Industry**
• **Evaluate “mature technologies” for military use**
• **Test to procure!!!**
  – Jumpstarts POR test & evaluation, accelerates transition from test to production
• **Competitive selection process**

_Faster Evaluation, Quicker Fielding!_
Contact

• CTO located HQ USSOCOM, MacDill AFB, FL

• Web Sites:
  – BIDS:  https://cto.acqcenter.com/osd/portal.nsf/

• SOFIC Booth  # 33