US Special Operations Command’s Perspective on Rapid Acquisition

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The overall classification of this briefing is: UNCLASSIFIED
Overview

- SOF Truths
- Acquisition Environment
- SOF Acquisition Culture
- SOF Acquisition Tools
- Acquisition Challenges
- Precision Strike: Addressing the Needs
SOF Acquisition Truths

- Fast does not equal undisciplined
- Humans are more important than hardware
- More bureaucracy does not ensure a better product
- Quality is better than quantity
- Risk must be managed, not avoided
- Competent Special Operations Forces cannot be mass-produced
- Faster does not have to increase cost/risk
- Competition can be done quickly
- Unconventional thinking is an enabler
- Credibility and transparency enable freedom of action
- Most special operations require non-SOF support

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Acquisition Environment

No fail mission – provide effective, wide-ranging, time-sensitive capabilities to our widely dispersed and often isolated Special Operations Forces.
SOF Acquisition Culture

- Everyone is an Acquisition Warrior
- Proximity to leadership
- Rapid communication
- Open channel with warfighter
  - Operators integrated with entire acquisition process
  - Embedded “Ghosts”
  - Knowledge of AOR
- No fear to fail
- Enduring relationships
- SOF as the integrator
Everyone is an Acquisition Warrior

- Entire Command rallies around acquisition problems
  - Full court press to meet the need…field the capability

- Example: High Definition Full Motion Video
  - Urgent requirement
  - Stood up Command-wide Tiger Team
  - Industry quickly responded…briefs, demos, flight, etc
  - COAs developed within days
  - Command decision within weeks

Sprint not run
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SOF as the integrator
AC-130J Integration Strategy

- LMA owns A/C data rights
- Primary integration risk drivers
  - New platform
  - Proprietary C-130J tech data

- Leverage Dragon Spear
  - Proven Technology
  - Cost Avoidance - NRE
- Precision Strike Package risk driver
  - Integration on new platform

- Govt will own all platform integration data rights
- Govt will retain the ability to compete follow on efforts
## Tools Applied to Precision Strike Package

<table>
<thead>
<tr>
<th>Year</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013+</th>
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<tbody>
<tr>
<td><strong>Intelligence, Surveillance, and Reconnaissance</strong></td>
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<tr>
<td>✓ Single Sensor</td>
<td>✓ Dual Sensors</td>
<td>✓ Improved Mission Mgmt</td>
<td>SAR/GMTI sensors</td>
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<tr>
<td><strong>Stand-Off Precision Guided Munitions</strong></td>
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<td>✓ Viper Strike</td>
<td>✓ Griffin</td>
<td>✓ SDB</td>
<td>Hellfire</td>
<td>Laser SDB</td>
<td>Additional weapons</td>
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<td><strong>Medium-Caliber Gun System</strong></td>
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<tr>
<td>✓ Single Gun (Trainable)</td>
<td>Multiple Guns</td>
<td>Future Enhancements</td>
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**Modular, Scalable, Reusable, Tailorable**
SOF Acquisition Tools

- Full and open competition
  - Mid-Endurance Unmanned Aircraft System service
  - SOFSA 10 yr IDIQ sustainment
- Leverage OSD, Services, Labs, DARPA, DoE, OGA
  - SOF payloads on Service-provided MQ-1/MQ-9 UAVs
  - Puma UAV
  - RC-26
- Leverage SOF programs
  - Precision Strike Package migration to AC-130J
  - Multi-mission NSAV, AvFID platforms
- Urgent Deployment Acquisitions
  - Replaced AC-130H target ID system w/ advanced EO/IR sensor
- Commodity Acquisition
  - Stand-Off Precision Guided Munitions
SOF Acquisition Tools (cont'd)

- Full spectrum capabilities of our defense industry
  - Javaman
  - Other GOCOs and COCOs

- Cooperative Research and Development Agreements

- Tactical Network Testbed Experimentation Events
  - SORDAC-S&T / Naval Postgraduate School / Industry partnership

- Technical Industry Liaison Office
  - Entry point for industry marketing briefs or demo visits

- Broad Area Announcements

- Portal / Portfolio management
Information Enabled

Collaborative network with Dashboard metrics

Program portfolios

In depth program information
Acquisition Challenges

- Budget limitations
  - SOF to Service common
  - MC-130J Inc 1 and 2 now Service common mods
  - Synchronizing Service and SOF budget processes

- Find efficiencies to lower cost of ownership
  - Contract Logistics Support
  - Mission execution efficiency

- Limited quantities

- System of systems approach a challenge to SOF, too
  - Moving target tracker
  - Training
Precision Strike: Addressing the Needs

- Moving targets
- Auto-tracker
- Low collateral damage vs lethality
- Plug and play warheads
- Weight / platform on-station time
- Cost control
USSOCOM Acquisition:

- Everyone in SOF is an Acquisition Warrior
- Remains heavily engaged in the FIGHT
- Is effectively executing acquisition programs in direct support of SOF needs
- Relies on the continued support from the Services, industry, and technology base to meet the demanding challenges ahead
Questions?