WHAT IS THE TILO

• The primary contact for industry, academia and OGAs to facilitate communications, connections, and collaboration of SOF capabilities, ideas, and solutions applicable HQ USSOCOM interest areas

• Lead proponents for technical discussions, demonstrations, presentations and other events to conduct market research

• Maintains data repository of contractor provided information

• Provide guidance and assistance on how to conduct business with HQ USSOCOM
HOW TO PROVIDE USSOCOM MY IDEAS

http://www.socom.mil/sordac/Pages/SubmitYourIdea.aspx

• KNOW YOUR CUSTOMER! Understand the difference between “SOF Unique” and “Service Common”
• Review the Capability Areas of Interest
• Complete the online submission form
• Feedback provided from SMEs in about 30 days
• Multiple outcomes possible
WHAT MAKES UP A GOOD WHITE PAPER

• No official format
• A clear, concise synopsis
• State what your value proposition is
• SWaP-C; technical specifications
• Quantify your solution
• Pictures and/or diagrams
• Innovative look at the problem set
• Government contacts you currently have that RELATE to this effort and POC
• Any testing that is planned or completed (if applicable)
WHAT NOT TO INCLUDE ...

- “Tell us what you need and we’ll make it!”
- Generic company overview
- Your company org chart and personnel biographies
- History of the problem
- Testimonials
- Patent Information
- A list of every government contract you’ve ever received
- Multiple papers on the same topic in different areas of interest
WHAT’S THE NEXT STEP

• It really depends…
• Meeting or demonstration
• Referral to existing contracting vehicle
• BAA, RFI, RFP
• Participation in Technical Experimentation (TE)
• Cooperative Research & Development Agreement (CRADA)
• Referral to another agency
• No interest AT THIS TIME
• Information is archived for two years
FOOD FOR THOUGHT…

- FY 12 – 783 WPs, 208 Briefings, 1524 Attendees
- FY 13 – 729 WPs, 273 Briefings, 1870 Attendees
- FY 14 - 360 WPs, 65 Briefings (As of 1 May), 310 Attendees

New areas of interest just added

Seeking innovative solutions across the board
WHO DO I CONTACT

• All submittals MUST go through the webpage
• Contact the applicable COCOM, TSOC, etc.
• If you have questions or issues:
  – Ms Shelvin Watts
  – 813-826-9482
  – tilo@socom.mil