COL Joe Capobianco
Program Executive Officer

SOF WARRIOR

Operator Focused: On Time, On Target!
MISSION

“Provide rapid and focused acquisition of SOF-unique capabilities to USSOCOM operators conducting decisive SOF activities and global operations against terrorist networks”
PORTFOLIO OVERVIEW

MOBILITY
“Individual to Heavy Ground Vehicles”
- Light Tactical All Terrain Vehicles
- Non-Standard Commercial Vehicles
- GMV 1.1
- Ground Mobility Vehicle (Medium)
- MRAP-ATV (Heavy)

SURVIVAL
“Protection, Load Carriage & Medical”
- Combat Uniform & Helmets
- Body Armor / Load Carriage System
- Individual & Combat Medic Kits
- Casualty Evacuation
- Integrated Comms

LETHALITY
“Munitions, Visual Augmentation, Lasers & Weapons”
- Combat Assault Rifles
- Night Vision Goggles
- Aviation Ammo
- Multi-purpose Anti-armor Anti-personnel Weapon System
- Handheld Laser Marker
- Laser Acquisition Markers
- Demolition Kits
- Sniper Weapons & Accessories

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SOF WARRIOR

UNCLASSIFIED
ACCESS TO USSOCOM/SORDAC

How to get my “foot” in the door

The Teams
- TILO
- S&T
- Combat DEV
- PEO/PMs
- Material DEV

Industry
# TIMES HAVE CHANGED
How SOCOM Interacts w/Industry

<table>
<thead>
<tr>
<th>Yesterday</th>
<th>Today</th>
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</thead>
<tbody>
<tr>
<td>• Declared Theater Active Armed Conflict (DTAAC) Iraq / Afghanistan</td>
<td>• Outside Declared Theater Active Armed Conflict (ODTAAC) Everywhere / TSOC</td>
</tr>
<tr>
<td>• DoD / SOCOM Resourced to Win ($$$$)</td>
<td>• DoD Resource Constrained ($$)</td>
</tr>
<tr>
<td>• Overseas Contingency Operating (OCO) = Norm</td>
<td>• Base Dollars (O&amp;M Shortages) impact Investment Dollars</td>
</tr>
<tr>
<td>• Demand – Large Force / High Volume / Specialized</td>
<td>• Demand – Capable Force / Broad Range</td>
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<tr>
<td>• Conferences/Conventions = Industry Collab</td>
<td>• DoD Guidance on Travel, attendance at Conferences/Conventions = Less Uniform in crowd</td>
</tr>
<tr>
<td>• CBT MSN Need Statements – Fast Rrmts</td>
<td>• Deliberate Requirements / Funding</td>
</tr>
<tr>
<td>• Continuous Fielding Capabilities (High Volume)</td>
<td>• Sustaining High Volume of Fielded Capability</td>
</tr>
</tbody>
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WHO IS BRIEFING TODAY

Opportunities in:

- PM-FOSOV - Mobility
- PM-A&W - Lethality
- PM-SSES - Survival
- TCCC
Win the Current Fight
Expand the Global SOF Network
Preserve the Force / Families
Responsive Resourcing

- Sustain Current Programmatics
- Increase Acquisition Agility
- Protect the Budget
- Strengthen the SOF Information Enterprise
AE’S KEYS TO SUCCESS

1. We are as **proud** of our people as the **capabilities** we field and sustain
2. We seek **simplicity** in a time of ever increasing **complexity**
3. We should not fear **failure** as we try **new** things
4. Achieving **greatness** requires intense **commitment** to high standards
5. We are a **continual** work in process
BETTER BUYING POWER

• Incorporated performance based payments to improve contractor schedule performance and increase expenditures
• Incorporated step ladder pricing to reduce unit costs
• Increase the use of IDIQ contracts to reduce lead time for follow on efforts
• Effective market research provided a 100% small business set aside solicitation
• Used competitive acquisition on traditionally sole source efforts
SPECIAL OPERATIONS FORCES WARRIOR INDUSTRY COLLABORATION (SOFWIC) DAY

Oct 2014

Location to be distributed through FEDBIZOPPS

To include collaboration with other PEOs
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