Mr. James “Hondo” Geurts
Acquisition Executive
## EXPONENTIAL ENVIRONMENT

<table>
<thead>
<tr>
<th>Locations</th>
<th>Missions</th>
<th>Partners</th>
<th>C2 Demands</th>
<th>Marketplace</th>
</tr>
</thead>
<tbody>
<tr>
<td>More countries, more diverse operating locations, challenging logistics and communications infrastructure</td>
<td>Dynamic, rapidly changing, encompassing the full range of direct, indirect, training, and preparing</td>
<td>Varying degrees of integrations and reach. Interacting in ops, cooperative development and foreign comparative test</td>
<td>Requires seamless, integrated, and effective C2 at the global scale with high confidence</td>
<td>Global and commercially driven. Heavy use of COTS/GOTs increases complexity</td>
</tr>
</tbody>
</table>
“If the rate of change on the outside exceeds the rate of change on the inside, the end is near.”

Jack Welch
MISSION
Provide rapid and focused acquisition, technology, and logistics to Special Operations Forces

VISION
Be the recognized expert and trusted provider to equip and sustain Special Operations Forces

PRINCIPLES
Deliver capability to user expeditiously; exploit proven techniques and methods; keep Warfighters involved throughout process; take risk and manage it!
New in position since SOFIC 2014
Projected inbound Summer 2015
LEVERAGING A GLOBAL AT&L NETWORK

DOD Labs, Industry, Academia & International Partners

Service/International Acquisition

- Combat Feedback
- Unconventional Uses

- SOF-to-Service Transition
- Innovative Acq Practices

USSOCOM Acquisition, Technology, and Logistics
## FY14 ACQUISITION

**SOF AT&L TEAM**
- ~600 personnel

**INNOVATION**
- Low cost/expendable satellites
- Medical technology & improved tactical combat casualty care
  - Target engagement systems
    - Advanced armor/materials
  - Low Visibility/LPI C4 systems
    - Manned/unmanned ISR
    - SOF-unique night vision
    - Tactical Assault Light Operator Suit
- Operator survival/equipment items
- Low Visibility/LPI C4 systems
- Manned/unmanned ISR
- SOF-unique night vision
- Radios, SATCOM terminals, & ancillary equipment
- Information Technology automation devices & systems
- Operator & Medic kits
- Field Service Reps placed on contract *
  (provided to support USSOCOM via SOF CLSS)
- ISR kits
- Vehicles
- TACLAN FoS equipment deliveries
- SCAMPI node, SOCOM Strategic Entry Point, & media ports
- CASEVAC kits
- Rotary Wing aircraft & systems
- Tactical MISO systems
- Fixed Wing aircraft
- Mobile Technology and Repair Centers operational
- Maritime Surface Crafts

### ANNUAL SCOPE

- 400+ programs/projects
- Oversaw $7.9B
- Awarded $3.0B
- 11,480 contract actions (inc 4,454 actions for services for $1.56B)
### Wide Array of Programs

**MILESTONE C**
- **Sniper Weapons & Accessories**
- **GMV1.1**
- **Genedrive Bio Identifier**

**MILESTONE B**
- **MAAWS**
- **AC130J**
- **RFCM**

**GROUND**
- 118 Programs / Projects

**AIR**
- 109 Programs / Projects

**MARITIME**
- 24 Programs / Projects

**C4I**
- 142 Programs / Projects

**SRSE**
- 59 Programs / Projects

**Intelligence Collection Systems**
- Special Operations Tactical Video System (TVS)
  - BFT
  - Identity Operations

**VHF/UHF Magnetically Coupled Antennas**
- Hand Held Link -16
  - RFCM
  - DCS
  - HH-60

**MILESTONE A**
- **CV-22**
- **SKR**
- **SWCS**

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**Intelligence Collection Systems**
- Special Operations Tactical Video System (TVS)
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**VHF/UHF Magnetically Coupled Antennas**
- Hand Held Link -16
  - RFCM
  - DCS
  - HH-60
AND SERVICE SUPPORT EFFORTS

Knowledge-Based Services
- Global Battlestaff and Program Support
- SOCOM Wide Mission Support

Information Technology (IT) Services
- Special Operations Forces Information Technology Enterprise Contracts I
- Special Operations Forces Information Technology Enterprise Contracts II (via Alliant Contract)

Modifications and Life-Cycle Sustainment
- Special Operations Forces Support Activity
- Special Operations Forces Support Activity Future

Other notable activities
- Manned ISR Services
- Unmanned ISR Services
- Preservation of the Force and Family - Care Coalition
- USSOCOM Enterprise Wide Training
- Various CLS Efforts
## COMPETITIVE LANDSCAPE

### FY14 Total vs FY15 (as of 31 Mar 15)

<table>
<thead>
<tr>
<th>Category</th>
<th>FY14 Total</th>
<th>FY15 (as of 31 Mar 15)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business (SB)</td>
<td>28.8%/$653M</td>
<td>32.5%</td>
</tr>
<tr>
<td>SB – Disabled Veteran</td>
<td>10.3%/$230M</td>
<td>11.7%</td>
</tr>
<tr>
<td>SB – Disadvantaged</td>
<td>7.5%/$167M</td>
<td>9.7%</td>
</tr>
<tr>
<td>SB – Women Owned</td>
<td>3.5%/$80M</td>
<td>3.9%</td>
</tr>
</tbody>
</table>

**Chart Note:**
- Competition Trends from FY08 to FY14
- Small Business (SB) and subsets have increased year over year.
- FY15 goal set for SB to increase by 342% of the FY14 goal.
- Total FY14 contract awards: $229.8M.
RDT&E TOTAL

FY16 New RDT&E Starts

- Multi-mission Tactical Unmanned Aerial System (MTUAS)
- SOF Planning, Rehearsal, and Execution Preparation (SOFPREP)
- ISR Payload Technology Improvements
- Sensitive Site Exploitation
- SOF Combat Diving
- Dry Deck Shelter Modernization

Does not include non MFP-11 in support of SOF
FY16 Proc New Starts

- Multi-mission Tactical Unmanned Aerial System (MTUAS)
- SOF Planning, Rehearsal, and Execution Preparation (SOFPREP)
- Integrated Survey Program
- Combatant Craft Heavy
- Internally Transportable Vehicle
- Infrared Countermeasures
- MH60 Block Upgrades

Does not include non MFP-11 in support of SOF
FY16 Focus

- Consolidate for efficiency where possible
- Ensure global responsiveness
- Synchronize requirements with future operational needs
- Look for divestment opportunities

SOF AT&L-MANAGED EQUIPMENT SUSTAINMENT O&M

Does not include O&M for operations or from supplemental/OCO
SOF SUSTAINMENT ENTERPRISE VISION

Core Functions / Capabilities

Product Support Management:
- Log Support to PMs
- Develop & Exercise PSM Construct
- Measuring and Reporting

Supply Chain Management:
- SOF-ICP
- Std Requisitioning Procedures
- Provisioning, Cataloging
- Enterprise Processes / Materiel Mgt

Property Management:
- Enterprise Property Accountability
- Enterprise Asset Management and Visibility
- Financial Improvement and Audit Readiness (FIAR)

Readiness Reporting:
- Authorizations Management
- Maintenance Management
- Status Reporting

Value Proposition

- Increase Effectiveness
- Increase Efficiency
- Enterprise Visibility
- Better Decisions

Who We Serve

Components

Warfighters – operating footprints throughout the world

Key Partners

- DoD
- Joint Staff
- Services
- DLA
- Vendors / Suppliers

TSOCS
PLANNING FOR THE FUTURE

Understand Gaps
Technology Gaps
Component & TSOC Gaps
PEO Gaps
Threat-Related Gaps

Understand Technology
DISCOVER
Scouting
Roadmaps
Red Team

ENABLE
Internal Projects
External Projects
Studies

TRANSITION
PEOs
Military Services
Enablers, COI, OGA, DoD

Develop Solutions
Deliver “Game Changing” Technology
Maximize Leverage (DoD, Industry, Academia, Partner Nations)
Execute Planned Transitions

Involve Warfighters
Increase Speed
Manage Risk
SOF S&T NEEDS

- Comprehensive Signature Management (CSM)*
- Human Performance*
- First Pass Accuracy and Lethality
- Small Unit Dominance (SOFSUD)*
- Intelligence, Surveillance, & Reconnaissance (ISR)
- Tagging, Tracking, & Locating (TTL)
- C4 Revolutionary Capabilities
- Electro-optics, IR, & Lasers
- Military Information Support Operations (MISO)
- Scalable Effects Weapons (SEW)
- Anti-Access/Area Denial (A2/AD)*
- Battlespace Awareness*
- Leap Ahead Energy & Power Systems
- Sensitive Site Exploitation (SSE)

* FY15-19 Science and Technology Integrated Priority List (STIPL)
BREAKING DOWN BARRIERS

- CRADA
- TILO
- TALOS
- SOFWORX
- SBIRs
- PEO Industry Days
- Prize Challenges
- Non-FAR Contracts (OTAs)
- Industry Visits w/AE
- Experimentation
- Exercises
COOPERATIVE RESEARCH AND DEVELOPMENT AGREEMENTS (CRADAs)

Positive ID Diagnostics

Provide Rapid Field Evaluation Units to SOF & Obtain Valuable Feedback

Identity Management

Air-Launched ISR Assets

Advanced Munitions

Graph showing data from FY09 to FY15.
SMALL BUSINESS INNOVATION RESEARCH

Average DoD Commercialization Funding (Phase II SBIR Projects: Funding from DoD Sales and Investments) [in thousands of dollars]

- **Ruggedized Digital Camera**
- **Light Weight Vehicle Components**
- **Miniature Radio Frequency Antenna**
- **Enhanced Antenna**
- **Miniature Multi-Band Radar Beacon**
- **Rapid DNA**

**As of FY14**
- **DoD Overall**: $775
- **SOCOM**: $1,709

NetBio: Rapid DNA Analysis Solutions
PRIZE CHALLENGES

- Survivability
- Power & Energy
- Operator Interface
- Mobility / Agility
- Offensive Systems
- Human Factors
- C4I

2014
- OPERATOR INTERFACE

2015
- POWER & ENERGY

2015
- SURVIVABILITY
GLOBAL AT&L PARTNERSHIPS

INTERNATIONAL ARMAMENTS COOPERATION AGREEMENTS

- 5 Bilateral Agreements
- 1 Multilateral in Final Negotiation
- 2 R&D Liaisons
- 5 Combating Terrorism Research & Development (CTRD) Agreements

FOREIGN COMPARATIVE TESTING (FCT)

- Since 1996 – 78 Projects ($100M)
- 69 Complete
- 9 Ongoing (2 Tech Assessments)
- 47 Transitioned / Fielded ($506M Proc)

POTENTIAL INTERNATIONAL AGREEMENTS / DIRECT COMMERCIAL SALES / FOREIGN MILITARY SALES

- CV-22
- ISR Platforms
- MH-60M
- GMV1.1
- Mobile Comms & Networks
- Laser Markers & Sights
- SDV
- Air Drop Solutions
- Night Vision Goggles
- 5 Combating Terrorism Research & Development (CTRD) Agreements

COALITION WARFARE PROGRAM (CWP)

- Since 2010 – 5 Projects ($13.5M)
- 2 Complete
- 3 Projects Ongoing
- 2 Transitioned / Fielded
GLOBAL INDUSTRY PARTNERS

S301i

[Images of various military equipment, including submarines, helicopters, and firearms.]
NEW OPERATING MODELS

TALOS Rapid Prototyping Environment (RPE)

Field Trials

Rapid Transition Opportunities

Thickening the Network
INNOVATION THRIVES IN A MARKETPLACE

CO-INVENTION
Rapid Prototyping
Technology Awareness

THUNDERDOME EVENTS
Project Vulcan
Education with AT&L Fellowship/Interns

WORKFORCE DEVELOPMENT
Industry Engagement
NEW WAYS OF THINKING

Strategy: Enable the Global SOF Network with distributed use of networked advanced design and manufacturing tools

Objective: Empowered units and individuals solving problems and implementing solutions at the point of need
THE POWER OF THE NETWORK
(SOF AT&L Gov’t Network)

Numerous US/Int’l SOF partners

UNCLASSIFIED

ACQUISITION
TECHNOLOGY
LOGISTICS
INDUSTRY

Numerous US/Int’l SOF partners
SOF PRIORITIES

Ensure SOF Readiness
“The right people, skills, and capabilities...now and in the future”

Help Our Nation Win
“Addressing today’s challenges and keeping the Nation safe”

Continue to Build Relationships
“Global understanding and awareness that creates options”

Prepare for the Future
“SOF ready to win in an increasing complex world”

Preserve Our Force and Families
“Short and long-term well-being of our SOF Warriors and their families”

SOF Vision
Provide Strategic Options Through a Global Network
WINNING in a COMPLEX WORLD

U.S. SPECIAL OPERATIONS COMMAND