SOF AT&L
Special Operations Forces
Acquisition, Technology, & Logistics

Mr. James “Hondo” Geurts
Acquisition Executive
THANK YOU
## 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>
We are Living in the Age of Surprise
“If the rate of change on the outside exceeds the rate of change on the inside, the end is near.”

Jack Welch
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”

Vision
Provide Strategic Options Through a Global Network
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!
PROVIDING CRITICAL CAPABILITIES TO THE SOF TEAM

ACQUISITION

TECHNOLOGY

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

### ANNUAL SCOPE
- 500+ programs/projects
- Oversaw $7.9B
- Awarded $3.0B
- 11,480 contract actions (inc 4,454 actions for services for $1.56B)

<table>
<thead>
<tr>
<th>85M</th>
<th>Rounds of ammunition</th>
</tr>
</thead>
<tbody>
<tr>
<td>31,679</td>
<td>Weapons, accessories, lasers, &amp; visual augmentation systems</td>
</tr>
<tr>
<td>37,804</td>
<td>Operator survival/equipment items</td>
</tr>
<tr>
<td>4,527</td>
<td>Radios, SATCOM terminals, &amp; ancillary equipment</td>
</tr>
<tr>
<td>7,442</td>
<td>Information Technology automation devices &amp; systems</td>
</tr>
<tr>
<td>2,974</td>
<td>Operator &amp; Medic kits</td>
</tr>
<tr>
<td>1,003*</td>
<td>Field Service Reps placed on contract *</td>
</tr>
<tr>
<td>1,991</td>
<td>ISR kits</td>
</tr>
<tr>
<td>627</td>
<td>Vehicles</td>
</tr>
<tr>
<td>1,882</td>
<td>TACLAN FoS equipment deliveries</td>
</tr>
<tr>
<td>13</td>
<td>SCAMPI node, SOCOM Strategic Entry Point, &amp; media ports</td>
</tr>
<tr>
<td>83</td>
<td>CASEVAC kits</td>
</tr>
<tr>
<td>132</td>
<td>Rotary Wing aircraft &amp; systems</td>
</tr>
<tr>
<td>91</td>
<td>Tactical MISO systems</td>
</tr>
<tr>
<td>31</td>
<td>Fixed Wing aircraft</td>
</tr>
<tr>
<td>13</td>
<td>Mobile Technology and Repair Centers operational</td>
</tr>
<tr>
<td>9</td>
<td>Maritime Surface Crafts</td>
</tr>
</tbody>
</table>
PACING PROGRAMS

GROUND
118 Programs / Projects

AIR
109 Programs / Projects

MARITIME
24 Programs / Projects

C4I
142 Programs / Projects

Sniper Weapons & Accessories

GMV1.1
Freeze Dried Plasma (FDP)

AC130J

RFCM

VM22

RFM

DDS / SDV

CCM Mk 1

CH-53

Hand Held Link-16

VHF/UHF Magnetically Coupled Antennas

GATR 1.2/2.4M Inflatable Antennas

MAAWS

SKR

Swiper Weapons & Accessories

GATR 1.2/2.4M Inflatable Antennas

Milestones B and C

ACAT II

ACAT III

MH-60
Active Aircraft Survivability Equipment

Passive Aircraft Survivability Equipment

Avionics

Sensors

Silent Knight Radar

MOBILITY

A/MH-6 Light Attack/Assault

Medium Assault MH-60

Heavy Assault MH-47

MISSION EQUIPMENT

A/MH-6M Little Bird

MH-47G CMS

MH-60L/M CMS

TRAINING SYSTEMS

Battle Staff Training Exercise Management Control

PEO ROTARY WING (RW)

MOBILITY

MISSION EQUIPMENT

TRAINING SYSTEMS
Program Executive Office SOF Warrior (SW)

**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

**Lethality**
- "Munitions,Visual Augmentation, Lasers & Weapons"
  - Night Vision Goggles AN/PVS-31
  - Aviation Ammo
  - Demolition Kits
  - Sniper Weapons & Accessories
  - MK 17 Combat Assault Rifles
  - Multi-purpose Anti-armor Anti-personnel Weapon System
  - Handheld Laser Marker
  - Laser Acquisition Markers
PROGRAM EXECUTIVE OFFICE SPECIAL RECONNAISSANCE, SURVEILLANCE, and EXPLOITATION (SRSE)

TECHNICAL COLLECTION SYSTEMS
- Hostile Forces – Tagging, Tracking, & Locating
- Special Operations Tactical Video System
- Joint Threat Warning System

IDENTITY OPERATIONS
- Biometrics and Forensics

INTEL SUPPORT SYSTEMS
- Processing, Exploitation, & Dissemination: Distributed Common Ground/Surface System
- Integrated Survey Program

FOCUSED RDT&E
- Tagging, Tracking, and Locating
- Special Reconnaissance
- Quick Reaction Capabilities
- Specialized Communications
- Tactical Exploitation of National Capabilities
PEO SERVICES

VISIBILITY & OVERSIGHT OF SERVICES

SERVICES POLICY & PROCESS SUPPORT

SERVICES ACQUISITION ADVISOR

PROGRAM MANAGEMENT OF SERVICES ACQUISITION

REQUIREMENTS DOCUMENTATION SUPPORT

CONTRACT ADMINISTRATION SUPPORT

SOVEREIGN PROCESS

SERVICES PROCESS
PROVIDING CRITICAL CAPABILITIES TO THE SOF TEAM

ACQUISITION

TECHNOLOGY

LOGISTICS
Keeping up with Technology
STRATEGY OVERVIEW

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

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)
SMALL BUSINESS INNOVATION RESEARCH

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

- **DoD Overall**: $775
- **SOCOM**: $1,709

|-------------------------|--------------------------------|----------------------------------|------------------|-----------|----------------------------------|------------------|-----------|----------------------------------|

DoD Overall

$1,800
$1,600
$1,400
$1,200
$1,000
$800
$600
$400
$200
$0

SOCOM

$1,800
$1,600
$1,400
$1,200
$1,000
$800
$600
$400
$200
$0

**Ruggedized Digital Camera**

**Light Weight Vehicle Components**

**Miniature Radio Frequency Antenna**

**Enhanced Antenna**

**Rapid DNA**

**Miniature Multi-Band Radar Beacon**
COOPERATIVE RESEARCH AND DEVELOPMENT AGREEMENTS (CRADAs)

- Air-Launched ISR Assets
- Provide Rapid Field Evaluation Units to SOF & Obtain Valuable Feedback
- Positive ID Diagnostics
- Identity Management
- Advanced Munitions
- FY09 to FY14 graph showing trends
PROVIDING CRITICAL CAPABILITIES TO THE SOF TEAM

ACQUISITION

TECHNOLOGY

LOGISTICS
SOF LOGISTICS
OPERATIONAL ENVIRONMENT

Providing logistics support to low density SOF in emerging or enduring presence operations in remote, austere locations for joint distributed operations.
FULL SPECTRUM LOGISTICS

- Distribution
- Warehousing
- Bare Basing
- Maintenance
SUPPORT FOR JOINT SOF

5th SOF Truth: “Most Special Operations Require Non-SOF Support.”

NOTIONAL Special Ops JTF

- Army SOF
- Joint Special Ops Air Component
- Navy SOF
- Marine SOF
- National Mission Forces
- Multi-National SOF

LIMITED ORGANIC SOF LOGISTICS CAPABILITY

- Group Support Battalion
- Logistics Support Unit
- Marine Special Ops Support Battalion
- Special Operations Logistics Support Element
- Special Ops Maintenance/Logistics Readiness Squadrons

NON-SOF SUPPORT

- Strategic Partners
  - Defense Logistics Agency
  - US Transportation Command
- Executive Agent / Lead Service
  - Operational Contracting Support
  - Base Operating Support
  - Military Construction
  - Intra-theater Lift
- Service Provided Combat Service Support
- Inter-agency (Title 22)
- Coalition
- Host Nation
SOF AT&L FUNDING (MFP-11)

Does not include ~$2.6B MFP-11 customer funds
Does not include non MFP-11 in support of SOF
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

Enterprise Integration

Who We Serve

Components
Warfighters – operating footprints throughout the world

Key Partners

DoD
Joint Staff
Services
DLA
Vendors / Suppliers

TSOCS

GAPS = potential opportunities!
ENABLERS
SOF ACQUIRERS/LOGISTICIANS

- Credible
- Technical Expert
- Joint by design
- Innovator/Entrepreneur
- Efficiently effective
- Supported by mission focused team/tools

Sharing SOF characteristics and Mindset
Rewarding Unconventional Thinking
INNOVATION THRIVES IN A MARKETPLACE
THE POWER OF THE NETWORK

(SOF AT&L Gov’t Network)

Numerous US/Int’l SOF partners

ACQUISITION
TECHNOLOGY
LOGISTICS
THORVING COMPETITIVE LANDSCAPE

**FY14 Results**

- **Small Business (SB):** 28.8% ($653M)
- **SB (Disabled Vet):** 10.3% ($230M)
- **SB (Disadvantaged):** 7.5% ($167M)
- **Women Owned SB:** 3.5% ($80M)

**Focus Areas**

- Best Value
- Meaningful incentives
- Service acquisition strategies
NEW AT&L PARTNERS

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)

INTERNATIONAL AGREEMENTS / DIRECT COMMERCIAL SALES / FOREIGN MILITARY SALES

- CV-22
- GMV1.1
- SDV
- ISR Platforms
- Mobile Comms & Networks
- MH-60M
- Laser Markers & Sights
- Air Drop Solutions
- Night Vision Goggles

COALITION WARFARE PROGRAM (CWP)

- Since 2010 – 5 Projects ($13.5M)
- 2 Complete
- 3 Projects Ongoing
- 2 Transitioned / Fielded
NEW OPERATING MODELS

TALOS Rapid Prototyping Environment (RPE)

Field Trials

Rapid Transition Opportunities

Thickening the Network
NEW WAYS OF THINKING
(e.g. 3D Printing)

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
ENABLING OPERATOR DRIVEN INNOVATION
ADAPT OR DIE
FOR FURTHER ENGAGEMENT

SMALL BUSINESS HELP
Christopher Harrington
Director, Office of Small Business Programs
Christopher.Harrington@socom.mil
813.826.9475

INFORMATION ON SOCOM NEEDS, PROGRAMS AND PROCESSES
http://www.socom.mil/sordac

EXPERIMENTATION IDEAS
http://www.socom.mil/sordac/Pages/ExpWithUS.aspx

SUBMITTING PRODUCTS OR IDEAS
Shelvin Watts
Technology & Industry Liaison Officer
TILO@socom.mil
813.826.9482

COME VISIT THE AE
James Geurts
James.geurts@socom.mil
813.826.9402
BACKUP
Faster iteration speed
More adaptable
Risk/failure tolerant
Low barriers to innovate
Defense in depth
Consumable

More complex
High cost to acquire/operate
Long time to field
Fewer numbers
Risk averse
Asymmetric vulnerabilities

DISTURBING TRENDS

HOW DO WE REVERSE THE TREND?

Cost

Time to field
Time to modify