THANK YOU
A History of Innovation

Water Route — Chih Chiang to Hankow

JAVA-MAN PROJECT
SOFIC Attendance

- 2010: 5,480 attendees
- 2015: 10,048 attendees
- 2016: 11,500 attendees
- 2017: 12,000+ attendees
New This SOFIC

USSOCOM Marketplace:
- Procurement Workshop
- USSOCOM/SOF AT&L 101
- CRADA Crash Course
- Project Vulcan
- Broad Agency Announcement Outreach
- Defense Contract Audit Agency
- Donovan Group
- SOFWerx

SOFIC Workshops

Innovation Showcase + Innovation Challenge

Operation SOFtalk
- Informal Networking Social

• Acquisition Agility
• J-Code Directors Panel
• TALOS Industry Engagement Breakout Sessions
• Live Fire Range Demo
Providing Critical Capabilities to the SOF Team

Acquisition
Technology
Logistics
Wide Array of Acquisition Programs

MILESTONE B

- GMV1.1
- AC130J
- DVEPS
- DDS / SDV
- CV-22
- MIH-47
- CCM-Mk 1
- LRBS
- Hand Held Link-16

MILESTONE C

- MAAWS
- Sniper Weapons & Accessories
- Genedrive Bio Identifier
- SWCS
- AbMN

GROUND
118 Programs / Projects

AIR
109 Programs / Projects

MARITIME
24 Programs / Projects

C4I
142 Programs / Projects

SRSE
66 Programs / Projects

UNCLASSIFIED
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Wide Array of Services Programs

**PEO SERVICES**

**Knowledge Based Services Operating Environment**

- **Taxonomies**
  - Knowledge Based Services
  - Research and Development
  - Medical
  - Facility Related

- **Services Provided Enablers**
  - PEO Oversight
    - Strategic View of Enterprise Services
  - Tools & Support
    - Acquisition Strategy

- **Stand Alone Contracts**
  - POTFF
  - UEWTEP
  - Care Coalition

- **SWMS**
  - A- Full and Open
  - B- SB Set Aside
  - C- SDVOSB

- **OASIS**

- **FEDSIM**

**DIR Procurement**

- **22 USSOCOM Contracting Offices**
  - 5 Components / 6 TSOCS

**PEO C4**

**Information Technology (IT) Services**

- Enterprise Operations & Maintenance IT Services
- Enterprise Consolidated Service Desk
- Cybersecurity
- Applications Management
- Specialty Services

- **GSA Alliant Large Business**
- **GSA Alliant Small Business**
- **Varies, Depending On Scope**

**Modification/Sustainment**

- **PEO SOFSA**

- **Streamlined Design & Rapid Prototyping**
- **Production, Modification & Integration**
- **Lifecycle Sustainment Activities**
**International Operations**

**International Cooperation Agreements**
- 5 Bilateral SOF Capability Development Agreements
- 1 Multilateral SOF Capability Development Agreement
- 3 R&D Liaisons to SOF AT&L
- 5 Combating Terrorism Research & Development (CTRD) Agreements

**Direct Commercial & Foreign Military Sales**
- V-22
- GMV1.1
- ISR Platforms
- Tactical Comms & Networks
- Night Vision Goggles
- CH-47 & UH-60 SOF Mods
- Laser Markers & Sights
- Maritime Mobility
- Air Drop Solutions

**Coalition Warfare Program (CWP)**
- Since 2010 – 5 Projects ($13.5M)
- 3 Complete
- 2 Projects Ongoing
- 3 Transitioned / Fielded

**Foreign Comparative Testing (FCT)**
- Since 1996 – 80 Projects ($102M)
- 74 Complete
- 5 Ongoing (1 Tech Assessment)
- 52 Transitioned / Fielded ($525M Proc)
Global Industry Partners
SOCOM DoD FedGov Competition and Small Business FY16

**Competition Rate**
- **FY16**: SOCOM % 70.40%, DoD % 52.76%, Fed Gov % 63.15%
- **FY17 to date**: SOCOM % 70.40%, DoD % 52.76%, Fed Gov % 63.15%

**Small Business as a Prime**
- **FY16**: SOCOM % 30.35%, DoD % 21.51%, Fed Gov % 23.56%
- **FY17 to date**: SOCOM % 30.35%, DoD % 21.51%, Fed Gov % 23.56%
## FY16 Acquisition Deliveries

<table>
<thead>
<tr>
<th>Count</th>
<th>Description</th>
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<tbody>
<tr>
<td>110M</td>
<td>Rounds of ammunition</td>
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<tr>
<td>60,772</td>
<td>Weapons, accessories, lasers, &amp; visual augmentation systems</td>
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<tr>
<td>211,966</td>
<td>Operator survival/equipment items</td>
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<tr>
<td>779</td>
<td>Radios, SATCOM terminals, &amp; ancillary equipment</td>
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<tr>
<td>28,590</td>
<td>Information Technology automation devices &amp; systems</td>
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<tr>
<td>5,605</td>
<td>Operator &amp; Medic kits</td>
</tr>
<tr>
<td>4,160</td>
<td>ISR kits</td>
</tr>
<tr>
<td>368</td>
<td>Vehicles</td>
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<tr>
<td>2,769</td>
<td>TACLAN FoS equipment deliveries</td>
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<tr>
<td>16</td>
<td>SCAMPI node, SOCOM Strategic Entry Point, &amp; media ports</td>
</tr>
<tr>
<td>522</td>
<td>CASEVAC kits</td>
</tr>
<tr>
<td>153</td>
<td>Rotary Wing aircraft &amp; systems</td>
</tr>
<tr>
<td>16</td>
<td>Tactical MISO systems</td>
</tr>
<tr>
<td>30</td>
<td>Fixed Wing aircraft</td>
</tr>
<tr>
<td>13</td>
<td>Mobile Technology &amp; Repair Centers deployed</td>
</tr>
<tr>
<td>20</td>
<td>Prototype Diver UBAs</td>
</tr>
<tr>
<td>19</td>
<td>Maritime Surface Crafts</td>
</tr>
<tr>
<td>3</td>
<td>Undersea Manned Submersible</td>
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</table>
Full Spectrum Logistics

- Distribution
- Bare Basing
- Warehousing
- Maintenance
Mobile Technology Repair Complex

Expeditionary Innovation

MTRC enables SOF success with responsive point of need engineering, fabrication, and technical support in austere or at limited support locations

38,000+ Projects Since 2010
"The ability to learn faster than your competitors may be the only sustainable competitive advantage."

Arie de Geus
LOCATIONS
More countries, more diverse operating locations, challenging logistics and communications infrastructure

MISSIONS
Dynamic, rapidly changing, encompassing the full range of direct, indirect, training, and preparing

PARTNERS
Varying degrees of integrations and reach. Interacting in ops, cooperative development and foreign comparative test

C2 DEMANDS
Requires seamless, integrated, and effective C2 at the global scale with high confidence

MARKET-PLACE
Global and commercially driven. Heavy use of COTS/GOTs increases complexity

“If the rate of change on the outside exceeds the rate of change on the inside, the end is near.”

Jack Welch
Radical Leveling Technologies

• Linear vs Exponential vs Exponential Plus

• Why We Care
  – Down-skilling
  – Stranger Visions
  – Small Footprint/Signature Reduction/New Signatures
  – Surprise
Strategy for the Future

Vision
The Future(s)

Build Scalable Platforms

Experiment Relentlessly and Boldly

The Future(s)
SOF AT&L Funding (MFP-11)

18 President’s Budget

Does not include non MFP-11 in support of SOF
Breaking Down Barriers

**PEO Industry Days + S&T Lab Days**
- **93**

**Non-FAR Contracts (OTAs)**
- **5**

**Technical Experimentation**
- **170** Experiments

**Industry Visits**
- **127** With AE in FY16

**SOFWERX**
- Ybor City Location opened Dec 2015

**TALOS**
- 30 Rapid Prototyping Sessions
- 215 Different Organizations

**Capability Collaboration Events**
- Monthly: Started April 2016

**SBIRs**
- **56** Projects

**CRADAs**
- **149** Signed

**Prize Challenges**
- TALOS, S&T, SOFWERX
- **10**

**TILO**
- **603** Submissions
- **946** Attendees

**Competition Feedback**
- **13** Sessions
Multiple Engagement Paths

**TILO**
- Exposure
- Interest level/feedback
- Path to follow-on engagement

**SOFWERX**
- Capability Collaboration
- Rapid Prototyping
- Prize Challenges
- New markets for existing products
- Exposure/Feedback

**S&T**
- Cooperative R&D Agreements
- Experimentation opportunities
- SBIR/Rapid Innovation Fund

**PEO/DIRs**
- Cooperative R&D Agreements
- Upcoming Opportunities
- Contracts
- SOF to Service Transitions

**USERS**
- Use cases/needs
- Operator feedback
- Priorities
Innovation Thrives in a Marketplace

CO-INVENTION COLLABORATION EVENTS DRONEWERX
Rapid Prototyping Project Vulcan EDUCATION WITH AT&L
TECHNOLOGY AWARENESS Fellowship/Interns Industry Engagement
WORKFORCE DEVELOPMENT