SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

Win • Transform • People

Mr. Nyle Wilcocks  Chief, International Operations, Acquisition Operations

INTEROPERABILITY CHALLENGES & OPPORTUNITIES
SOF AT&L Support to Combined Operations

• Task: Align Industry activities in support of Partnered Global Operations

• Purpose:
  – Create Awareness of SOF Partnerships and need for SO-Peculiar and Common Kit
  – Identify Interoperability Challenges
  – Discuss Business Opportunities in Shared Capability Development
  – Guide Industry on DCS/FMS Processes

• Endstate: Increased Interoperability and Lethality ensuring Adversary Overmatch for Mission Success.
J3 International

Partner Nation Liaisons and Exchange Officers
- Integrated to strengthen strategic-level coordination
- Currently representing 24 countries
- Others added as identified by GCCs/TSOCs

US Special Operations Liaisons
- Embedded with Allied/Partner Nation SOF Commands and US Embassy
- Currently 22 SOLOs covering 27 Countries
Allied/Partner Nation Interoperability & Lethality Interest

• U.S. SOF Deployed Alongside Allied / Partner Nations Across The World...

• Deployed Coalition SOF Encounter Cultural and Technical Interoperability Challenges
  – **Cultural:** Organizational, Legal/Policy, Leadership, Training Doctrine, Strategy, Process
  – **Technical:** Data Standards/Formats, Interface Standards, Tech Security, Information Systems, Keeping Pace with Technology and Maintaining Interoperability

• Common Capabilities Derived from Current Operations

• Focusing Interoperability and Interdependency
Focused Interoperability Areas

Common Trend for Capabilities derived from Current Operations:

• Communications / Networks / Systems

• Joint Fires / Joint Terminal Attack Controllers (JTACs)

• Tactical Intelligence, Surveillance, Reconnaissance (ISR)

• Tactical Mobility / Lift
A globally networked force of SOF, interagency, allies and partners able to rapidly and persistently address regional contingencies and threats to stability.
**MISSION**

Provide rapid and focused acquisition, technology, and logistics to Special Operations Forces.

**VISION**

Trusted Experts

**PRINCIPLES**

Deliver capability to user expeditiously; exploit proven techniques and methods; keep Warfighters involved throughout process; take risk and manage it!
Facilitating Collaboration & Sharing

FOREIGN DISCLOSURE OFFICE

NDP-1: Cat 1 – Organization, Trng & Employment of Mil Forces
Cat 2 – Military Material & Munitions
Cat 3 – Applied R&D Information & Materiel
• Coordinates required FDO, OPSEC, CI & PAO Reviews
• Ensures properly marked Docs w/ Distro Statement

INTERNATIONAL COOPERATION AGREEMENTS

CAPABILITY DEVELOPMENT
• Collective Knowledge of Partnering Nations’ Technology Base
• Equitable share of Cost Burden
• 5 Bilateral SOF Capability Development Agreements
• 1 Multilateral SOF Capability Development Agreement (FVEY)
• 4 Foreign S&T Liaisons to SOF AT&L (AUS, CAN, GBR & NOR)
• Leverage 5 Combating Terrorism Technical Support Office International Agreements

Example: Shared Development of Diesel LTATVs

DIRECT COMMERCIAL & FOREIGN MILITARY SALES

V-22
 ISR Platforms

GMV1.1
 Tactical Comms & Networks
Night Vision Goggles

Maritime Mobility
Laser Markers & Sights

CH-47 & UH-60 SOF Mods
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 – 83 Projects ($105M)
• 78 Complete
• 5 Ongoing (Assessments)
• 53 Transitioned / Fielded ($526M Proc)

SECURITY COOPERATION & J3 INTERNATIONAL

• J2 Tech Security and FDO Interface
• J3-International Liaison Interface
• J54 Security Cooperation Interface
• Security Cooperation Cross Functional Team Member

Example: Shared Development of Diesel LTATVs

Facilitating Collaboration & Sharing

DISTRIBUTION A: APPROVED FOR PUBLIC RELEASE
Supporting Partnered Operations

- Section 127e Foreign/Irregular Force Support to USSOF Operations
  - 20 active CONOPS in CENTCOM, AFRICOM, EUCOM and PACOM AORs
  - Approx $22M for Materiel Fielding Requirements Annually

- Section 1209 Supporting C-ISIS
  - $367M in Requirements for FY15; Continued Efforts though FY18
Wide Array of Programs

MILESTONE C

GMV1.1
DVEPS
AC130J
CV-22

Sniper Weapons & Accessories

MILESTONE B

MAAWS
MH-47
CCM Mk 1
DDS / SDV
LRBS
AbMN

Sniper Weapons & Accessories

Genedrive Bio Identifier

GROUND
118 Programs / Projects

AIR
109 Programs / Projects

MARITIME
24 Programs / Projects

C4I
142 Programs / Projects

SRSE
66 Programs / Projects

Intelligence Collection Systems

Special Operations Tactical Video System (TVS)

Prometheus Block 2
Identity Operations

Hand Held Link-16
FCDW

Wide Array of Programs
US Policy Statement

“U.S. policy is to avoid creating false impressions of its readiness to make available military materiel, technology, or information.

... it is understood and acknowledged that no U.S. commitment is intended or implied to furnish additional information or material related to capabilities presented in this brief until approved.

... military materiel, technology, or information must be authorized by designated disclosure officials in the departments and agencies originating the information or by the National Disclosure Policy Committee.”
Global Acquisition Network

- DOD Labs, Industry, Academia & International Partners
- Service/International Acquisition

- Combat Feedback
- Unconventional Uses
- SOF-to-Service Transition
- Innovative Acq Practices

USSOCOM Acquisition
OSD Enablers

CWP
Coalition Warfare Program
Mission – Leverage U.S. and foreign investments to conduct cooperative research and development projects with foreign partners.
Purpose – Provide seed funding to organizations that conduct cooperative RDT&E projects with foreign partners that meet DoD strategic goals:
• Collaboratively address strategic technology gaps for current and future missions
• Develop interoperability solutions for coalition operations
• Strengthen current defense partnerships and develop new relationships

http://www.acq.osd.mil/ic/cwp.html

The only OSD program dedicated to initiating cooperative RDT&E projects with allies and coalition partners.

FCT
Foreign Comparative Testing Program
Mission – Test high Technology Readiness Level (TRL) items and technologies of our allies and other friendly nations to satisfy valid defense requirements more quickly and economically.
Sponsor – OSD Comparative Technology Office
Purpose – Rapidly Find, Assess and Field World-Class Products to Enhance Military Capabilities.

https://cto.acqcenter.com
MFP 6 RDT&E

(Funds $M)

Budgeted
OSD Allocation
SOCOM
Historically FCT-Funded USSOCOM Capabilities

FY01: AT4-CS, 84mm Illum Round for MAAWS, Sensors & Headsets, SOF Chemical Glove
FY02: 7.62 LMG (MK48)
FY03: Flyaway SATCOM, MK13 40mm Launcher, JTWS GSK Systems
FY04: Combat Assault Rifles (5.56 & 7.62), MK48 Ammo Container
FY05: 84mm MT for MAAWS, 70mm MPP for AH6
FY06-07: HF-TTL, Enhanced Small Arms Ammo, MK47 Trainer
FY08: 40mm L60 HEI, SCAR FCU, PSR
FY09: Amphibious Recon Insertion Vehicle, HF-TTL
FY10: Family of Surveillance Systems
FY11: SOF Close Target Reconnaissance
FY12: Special Recon & Exploitation Sys, Enh. Sniper Detection & Locate,
FY13: Rapid DNA Profiler, Clandestine AV & Sensor
FY14: New Starts:
- Family of Surveillance Systems
- Rapid 3D Mapping
- Electronic Underwater Navigation
- Prognostics / Diagnostics of Traumatic Brain Injury (TBI)
FY15: Rapid 3D Mapping
FY16: Airborne Lean Services Architecture
FY17: Compact Long Range Observation
FY18: Prognostics / Diagnostics of Traumatic Brain Injury (TBI)

Funds ($M)
Global Industry Partners
Security Cooperation

Conducted under Title 22 Authority:
- Foreign Military Sales (FMS)
- Foreign Military Financing (FMF)
- Leases
- Int’l Military Education & Training
- Presidential Drawdowns
- Excess Defense Articles (EDA)
- Direct Commercial Sales (DCS)

Benefits:
- Increases Equipment Commonality and Interoperability
- Economies of Scale
- Better Buying Power

Mostly Conducted under Title 10 Authority:
- Harmonize Operational Reqs
- Exchange Information
  - Synchronize Programs
  - Share Reports to Minimize Duplication
- Equipment Loans
  - Explore Capability Solutions
  - Performance studies in Different Operating Conditions
- Cooperative Research
- Development Test & Evaluation
  - Concept Exploration
  - Prototype Development and Testing
  - Technology Experimentation

Benefits:
- Leverages Collective Tech Expertise of Partner Nations
- Shares Development Burden
Contributing to Collaboration Opportunities

• Cooperative Research And Development Agreements
• OSD Enabling Programs: CWP, FCT, RIF, SBIR
• Partnering with Foreign Industry
• Project Vulcan... “Turning Everyone into a Sensor”
• RDTE Project MOUs with Partner Nations
• S&T Directorate’s “Technical Experimentation” venues
• SOFWERX Venues: Collaboration Events, OpenWerx Challenges, Rapid Prototyping... become a member of the Ecosystem
• Technology & Industry Liaison Office (TILO) presentations
Typical Items Being Requested

• C4ISR:
  – Tactical Communications & Networks
  – ISR Payloads and Platforms
  – Mission Planning Kits

• Force Protection
  – Personal Protection Equipment
  – Counter-UAS Capabilities

• Target Engagement
  – Night Vision Goggles
  – Weapons/Sights/Ammunition
  – JTAC Kit: Handheld Link 16, Laser Target Designators/See-spot Sights, Tactical Assault Kit SW

• Mobility:
  – Rotary Wing Lift and Mods for Extended Ranges, Insertion & Self Protection
  – Fixed Wing Precision Strike Roll-on/off Kits, Airdrop Systems
  – SOF Ground and Maritime Platforms
Supporting DCS Export Licensing

• Industry required to obtain an Export License to Market and/or sell an item to a Foreign Government

• Process Managed by the State Department
  - Services and Defense Technology Security Agency provide input
  - USSOCOM is contacted for Exportability of SO-Peculiar items

• Recommendation for License Applications
  - Include USSOCOM J54 Security Cooperation Coordinator as the POC in paragraph 6 for “Name, agency and telephone of U.S. Government personnel (not PM/DDTC) familiar with the commodity.”
  - Indicate the License has “USSOCOM or USSOF Interest in paragraph 20 “Specific purpose for which the material is required, including specific Program/End Item.”
  - Do not bundle too many countries in the same application; it could hold up approvals.
Following the FMS Process

• The Process starts with LOR submitted to US Embassy/Office of Defense Cooperation... “Government to Government Relationship”
• Managed by DSCA on behalf of State Department
• Updated Security Assistance Management Manual (SAMM)
  - LOR should indicate SOF Interest
  - USSOCOM J54 identified as entry point for SO-Peculiar
• Assigned to Implementing Agency (IA)
  - DASA DEC (Army), NIPO (Navy), and SAF/IA (Air Force)
  - Implementing Agency is responsible for writing Letter of Offer & Acceptance (LOA)
    ▪ Much of SOF Kit is Service Common
  - USSOCOM supports Implementing Agency with Pricing and Availability
    ▪ Is SO-Peculiar Item exportable?
    ▪ Can IA use SOF Contract to acquire capability?

Bottom Line: Going Direct to USSOCOM will not Speed up the Process.
Partner Request for US Capabilities

National Security Strategy
Threat
Mission
Budget
Political Factors

Minister of Defense

Needs
How Many?
What Kind?
When?
Where?
Cost?

U.S. Source
Arms Export Control Act (AECA)

Non-U.S. Sources

U.S. Commercial Export

FMS

Letter of Request (LOR)
Foreign Military Sales Process
Simplified Overview

U.S. Embassy/Security Cooperation Office

Combatant Command

U.S. State Department

Submit to

Action to

LOA to

DSCA (DTSA Input)

Implementing Agency (IA)

Air Force: SAF/IA
Army: DASA DEC
Navy: NIPO

IA Coordination for Special Operations Peculiar Equipment

Congress

Air Force: SAF/IA
Army: DASA DEC
Navy: NIPO

IA Coordination for Special Operations Peculiar Equipment

Air Force: SAF/IA
Army: DASA DEC
Navy: NIPO

Submit to

LOA to

DSCA (DTSA Input)
Foreign Military Sales Activities

Need

- Partner Nation Actions
  - Requirements Development
  - LOR Build
- FMS Case Lifecycle
  - LOA Build
- Tech Transfer
  - TSFD Reviews
- Foreign Policy Review & Oversight
  - State Dept/ Congressional Notification
- Acquisition
  - Price And Schedule

Get Signed

- LOR Received
- LOA Offered
- LOA Signed

Fund

- Logistics process
- Manage Case
- Trans
- Sustain

Training

- Design/Build/Test
- Trans
- Sustain

Case Close

STOP

Contract Award

Capability
Considerations for Full Spectrum Capability

Inputs to Full-Spectrum Capability Development

- Weapons System
- Supporting Systems
- Spare/Replacement Parts
- Munitions
- Logistics
- Facilities & Infrastructure
- Maintenance
- Command & Control
- Intelligence Support
- Battlefield Medicine & Education
- Training
- Professional Military Education
- Recruiting & Retention
- United Organization & Allocation
- Deployment Management
- Reserve Component Affairs
- National & Defense Strategy
- Military Plans
- Doctrine & Concepts
- Tactics, Techniques, & Procedures
- Resource Management
- Human Resource Management
- Acquisition, Logistics Systems, & Supply Chains
- Policy Oversight
- Interagency Governance
- Public Relations
Other DCS/FMS Considerations

• Common Interfaces and Standards
• Request consistent with applicable Law, Regulation and Policy
  - Arms Export Control Act (AECA)
  - International Traffic in Arms Regulations (ITAR)
  - Foreign, National Security and Export Policy
• Country Team and COCOM supports request, including Urgent Operational Requirement
• Quantities reasonable
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

National Mission Forces

Multi-National SOF

Navy SOF

Marine 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
Take-Aways

• SOF AT&L aligned with Command Vision and Priorities
  - Globally networked and inoperable SOF
  - New capabilities for increasingly complex world

• Industry involvement in Shared development
  - Leverages Partner Nation S&T Organizations
  - Reduces cost burden allowing other requirements to be addressed

• Increased DCS/FMS opportunities for SOF-peculiar
  - Follow the Process
  - Identify SOF Interest Item

Bottom Line: Equipment Commonality Increases Interoperability and Lethality while Improving Allied/Partner SOF Capabilities as a Global Force Multiplier
"The ability to learn faster than your competitors may be the only sustainable competitive advantage."

Arie de Geus