SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

Accelerating SOF Innovation

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SOFWERX
SOFWERX Origins

SOF AT&L Leadership Concerns and Interest in Seeking New Opportunities

• Commercial Industry Avoiding DoD
• Complexity and Burdensome Acquisition Process
• Lengthy Contracting Process
• Government Specific Terms and Conditions
• Intellectual Property Concerns
• Unstable Budget
### SOFWERX Value to Gov & Non-Traditional Industry

#### CAPABILITIES
- SOF Focused Ecosytem ~40k+
- Ideation Sessions & Collaboration
- Prize Challenges, Prototyping, Experimentation, Combat Evals
- Fast and Flexible Agent
- Commercial Non-FAR Sub-Awards
- Off-Base Access
- Honest Broker

#### VALUE
- Making New Tech & Capabilities Available
- Pacing Tech Gains & Threats
- High Iterative Cycles, Low Cost
- Better Informed And Quality Decision Making
- Low Barriers to Entry for Industry
- Accelerate Entre into Acquisition Cycles
- Building Relationships
SOFWERX Pathways

Network Building
- Problem Statements
- Technology Strategies
- Information/Ideas/Contacts

Problem Validation
- Preliminary Designs
- Concept Prototypes
- Feasibility Assessments

Solution Validation
- Concept Prototypes
- Operational Assessments
- Test Data

Solution Delivery
Agile Acquisition Roadmap Using PIA

Problem Identification & Definition
- Wargames, Experimentation, TTXs, Hackathons, Tech Scouting, Challenge Competitions, etc.

Limited Trials
- Prototyping, Testing & Evaluation, Refining, Developing CONOPs, etc.

Decision Point
- Scale Up
- Cancel
- Harvest Technology
- Understand Operational Needs
- Continue Limited Production

Existing Requirements

No Requirements

User Input

Program Office Need

Collaborative Project Order

SOFWERX Event & Activity

Prototyping/Product Maturation

Down Select

Vendor Selection

Follow-On Production

Further Prototyping
Collider & Disrupter Events
SOFWERX as an Enabler for Competitive Processes

SOFWERX hosted events that align SOF AT&L Technology Focus Areas (TFAs) planned for execution in 0-18 months to agile acquisition pathways.

Designed as a competitive acquisition process to agile acquisition pathways that may be developed or executed during the event using USSOCOM’s agile authorities:

- 10 USC 2371 and 2371b (Other Transactions)
- 10 USC 2373 (Procurement for Experimental Purposes)
- 15 USC 3715 Business to Business SubAwards (Partnership Intermediary Agreements)
- 15 USC 3710a (Cooperative Research and Development Agreements)

3 phased process for White Papers/Quad Chart Evaluations, Pitch/Presentations and Requests for Proposals
Collider Event by the Numbers

- **12 Tech Focus Areas**
- **7 PEO/Dirs Contributed**
- **7 Agreements Officers**
- **~50 Evaluators**
- **~60 Trained in Non-FAR Acquisition Pathways**
- **234 Companies Responded**
- **65 Companies Invited**
- **68 Solutions Offered**
Message to Industry

- Join the SOFWERX Ecosystem
- Become Knowledgeable of Non-FAR Acquisition Authorities
- Understand that SOFWERX Events may lead to Follow-On Activities
- Recognize that ROI comes in Many Forms: Contracts; Feedback; Insight to SOF Problem Sets; Relationships and Partnering Opportunities
- Seek out Opportunities to Collaborate with us

Join the SOFWERX Ecosystem: www.sofwerx.org
Contact Us!

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