"In the middle of difficulty lies opportunity"

Albert Einstein

SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

Accelerating SOF Innovation

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SCIENCE & TECHNOLOGY CRADA Crash Course
A CRADA is:

• Between USSOCOM and US Parties
• A legal agreement for Research, Development, Test, and Evaluation (RDT&E)
• A collaborative effort with non-federal party (parties)
• Parties may provide and share personnel, services, facilities, equipment, or other resources in conducting the RDT&E
• Non-federal party may also provide funds; statute prohibits government from providing funds to non-federal party
• Since collaborating party does not receive federal funds, normal government procurement requirements do not apply
• End objective – Advance science and technology that meets USSOCOM mission requirements but also has viability in other potential commercial applications
CRADAs

Two Distinct Processes for SOF-AT&L

OVERARCHING CRADA (OCRADA)
- Formulated to provide general access to USSOCOM gaps and needs to foster collaboration - Must be consistent with the missions of the organization
- SOF AT&L Acquisition Executive signed – Company coordination and acceptance – generally 30 days
- CRADA allows for the formulation and execution of Individual Work Plans (IWPs) between the Collaborator and any PEO/Directorate within SOF AT&L
- IWPs are staffed and approved by the SOF AT&L Office of Research and Technology Applications (ORTA), SOJA-AQ (Legal Office), and signed by the appropriate Director/PEO. Target 30 days for staffing
- Collaborator may request meetings with appropriate personnel to begin discussions on IWP development through the SOF AT&L PEO Technical POC

SPECIFIC (TRADITIONAL) CRADA
- Formulated to provide a collaboration on a specific technology
- Follows USSOCOM Directive 70-1 Appendix Q procedures
- Standard Template
- Specifically between Collaborator and Single PEO/Directorate
- Writing and Staffing is generally 90 to 120 days (depends on complexity, security, and IP identifications/discussions)
Why a CRADA?

• Typically, a principle mechanism for technology transfer
• USSOCOM utilizes the CRADA as “tech pull”
  – Both parties can understand your technology in an operational context
  – Able to refine government requirements
  – Protect your ability to compete
  – Industry can execute Individual Work Plans (IWPs) at the PEO/DIR level
  – Can execute multiple IWPs at the same time
Success

• Successful demonstration of an Electronic Warfare capability for our Group IV UAS fleet
  – IWP was closed out and technology provided successfully competed for funding in the S&T FY17 funding process based on lessons learned

• Successful demonstration of UAS vertical take off capability from maritime assets
  – IWP was closed out and two companies competitively won awards in the S&T FY17 funding process

• IWPs were written with multiple firms to place Industry Fellows at the Doolittle SOFWERX facility
  – Opportunity for Business to learn about SOF gains the benefit of your technical expertise
  – PEO Acquisition Agility Executes this Program
Not So Successful

• Three companies requested an OCRADA on Services related tasks
  – Had to refuse the offer – Needs to be a research and developmental project agreement cannot receive services under a CRADA

• Software Developer and USSOCOM PEO-SW negotiated an IWP for 3 Months
  – Developer finally decided the CRADA and IWP did not fit their business model and terminated the agreement
  – BLUF: Must be a Research and Development related project and both sides must get a benefit from the agreement
Lessons Learned

- Make sure proposed technologies fit in USSOCOM business areas
- User involvement is key
- Best to work with a PEO
  - They own the Programs of Record
- Look for technologies that Remember
  - *No Guarantee of Follow on Contracts*
  - You Will Need to Compete
- Can be inserted in your established systems – Increase capability of proven systems
- We may say no – Not SOF unique (see first bullet), low priority, and not enough resources on our side to support
Overarching CRADA Process

• Request signed copy of the Overarching CRADA (OCRADA) by providing an email request to an appropriate SOF AT&L PEO or Directorate
  – Email must state reasons for executing the CRADA, collaborators name and POCs, and USSOCOM SOF AT&L technical POC
  – Can always email: discovery@socom.mil

• If acceptable and if no OCRADA already exists, you will be provided the OCRADA and a unique number for your effort
  – If OCRADA already exists with the collaborator, you will be provided a copy

• Develop the Individual Work Plan (IWP) with collaborator
  – Execute staffing action review of IWP
  – When complete – collaborator and SOF AT&L PEO or director will sign the IWP
  – Report quarterly
Draft OCRADA IWP

Concept Definition
- Define Idea
- Identify FOCI Collaborator(s)
- Identify Resources

Execution
- IWP Implemented
- Quarterly (Minimum) Progress Reports

Administration
- Copy Posted On CRADA Portal
- Copy To Collaborators

Draft OCRADA IWP
- Discuss With Collaborator(s)
- Develop IWP Plan

Draft OCRADA IWP Review (TMT)
- ORTA
- SOCS-Z-SM
- J2-PPO
- SOJA
- SOF-AT&L-K
- SOF AT&L-ST

Executing PEO/PM

Participant Signatures
- Agreement/Concurrence Reached By All Parties
- OCRADA IWP Drafted Signed By Collaborators