SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

Accelerating SOF Innovation

Mr. Karl Rozelsky  Deputy PEO SOF Warrior

INTRODUCTION TO USSOCOM AND SOF AT&L
Agenda

• USSOCOM / Special Operations Forces Acquisition, Technology and Logistics (SOF AT&L) Organizational Overview

• Technology Focus Areas

• Avenues for Doing Business w/ USSOCOM
USSOCOM’s Organizational Structure

UNITED STATES SPECIAL OPERATIONS COMMAND (SOCOM)

- NAVAL SPECIAL WARFARE COMMAND
- ARMY SPECIAL OPERATIONS COMMAND
- AIR FORCE SPECIAL OPERATIONS COMMAND
- MARINE CORPS SPECIAL OPERATIONS COMMAND
- JOINT SPECIAL OPERATIONS COMMAND
Theater SOF Locations
“Our world continues to evolve and increase in complexity. While violent extremism persists, challenging regional stability and threatening our interests, near-peer competitors grow in both capability and intent to contest our vital national interests. The United States requires capabilities across all elements of national power, and Special Operations remains a critical part of our defense.”

GEN Richard Clarke, Commander, US Special Operations Command
Authorities and Responsibilities

A Unified Combatant Command

Deputy CDR Tampa, FL

USSOCOM CDR

... with Service, Military Department, and Defense Agency -like responsibilities

Vice CDR Washington, DC

... and Acq Chain of Command

USSOCOM ACQ Executive SES-2
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!
Wide Array of Programs

**GROUND**
118 Programs / Projects

**AIR**
109 Programs / Projects

**MARITIME**
24 Programs / Projects

**C4I**
142 Programs / Projects

**SRSE**
66 Programs / Projects
Leveraging Agile Authorities

**OTHER TRANSACTIONAL AUTHORITIES**
- OTAs in FY18: 3 awarded
- OTAs in FY19: Anticipate 20+ awards
  - Fused Panoramic Night Vision
  - Next Generation Info and Awareness
  - Software Defined Radios
  - Precision Strike System
  - Light Medium Machine Gun
  - Advanced Fragmentation Grenade

**MID-TIER ACQUISITION**
- Rapid Prototyping (9) & Fielding (1)
  - Precision Strike - Ground & Maritime
  - Mid-Range Gas Gun
  - Lightweight Machine Gun - Medium
  - Personal Defense Weapon System
  - Counter Small Unmanned Aerial Systems
  - Technical Surveillance Equipment Kit
  - Combat Diving – Nav. and Propulsion
  - Combat Diving Fielding – Env. Protection

**PARTNERSHIP INTERMEDIARY AGREEMENT**
- Transitions to Programs of Record (10)
- Consignments (44)
- Prize Challenges (22)
- Hack-A-Thons (8)
- Rapid Prototyping Projects (7)
- Capability Collaboration Events (44)
- Capability Assessment Events (13)
Technology Focus Areas

- Next Generation Intelligence, Surveillance, & Reconnaissance (ISR)
- Next Generation Mobility
- Precision Fires & Effects
- Hyper Enabled Operators
- Networks & Data
- Biotechnology and Human Interface
# Technology Focus Areas

<table>
<thead>
<tr>
<th>Next Gen ISR</th>
<th>Precision Fires and Effects</th>
<th>Network &amp; Data</th>
<th>Biotechnologies and Human Interface</th>
<th>Hyper Enabled Operators</th>
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</table>
| • Find, fix, finish, exploit and analyze...  
• Faster & improved accuracy  
• Use with and through all domains (Air, Space, Cyber, Maritime, Ground)  
• Constellation of multiple CubeSats and SmallSats containing ISR sensors  
• Sensors capable threat warning, tracking, and data exfil  
• Access to non-permissive environments for intelligence collection | • Organic loitering precision strike capability  
• Backpack, vehicle, maritime, and air launch platforms  
• Increased ranges and loiter times  
• Multiple munitions  
• Common Launch Tube  
• Sensor-to-shooter linkage  
• Establish industry production base | • Mobility of the SOF global mission force  
• Provision connectivity anywhere with Anyone  
• Computing at the edge  
• Embedded multimodal data discovery  
• Artificial intelligence / machine learning  
• Automatically discover, know, anticipate, collaborate | • Empower the combat medic  
– Prolonged field care  
• Increase physical and cognitive performance | • Increased survivability, lethality, and situational awareness  
• Advanced human-machine interfaces  
• Improved decision making |

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**Next Gen Mobility**  
• Increased survivability  
• Alternate precision navigation & timing

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**Network & Data**  
• Mobility of the SOF global mission force  
• Provision connectivity anywhere with Anyone  
• Computing at the edge  
• Embedded multimodal data discovery  
• Artificial intelligence / machine learning  
• Automatically discover, know, anticipate, collaborate

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**Biotechnologies and Human Interface**  
• Empower the combat medic  
– Prolonged field care  
• Increase physical and cognitive performance

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**Hyper Enabled Operators**  
• Increased survivability, lethality, and situational awareness  
• Advanced human-machine interfaces  
• Improved decision making
USSOCOM

How Industry Can Help
Opportunity

FY18 Small Business Contracts

$790M

22%

of Budget Awarded to Small Business
FY18 Deliveries:

- 44.4M rounds of ammo
- 38,099 weapons, accessories, & Lasers
- 146,680 survival equipment Items
- 36,306 IT devices and systems
- 554 vehicles
- 309 aircraft
- 31 watercraft
- …and many more
Numerous On-Ramps

**TRADITIONAL ACQUISITION**
- FedBizOpps

**AGILE ACQUISITION**
- SOFWERX
- Broad Agency Announcements
- Small Business Research Initiative (SBIR)
- Technical Experimentation

**TECH DISCOVERY**
(No Contract/Funding)
- Tech Experimentation
- Central Data Repository
- Tech & Industry Liaison Office (TILO)
- Cooperative Research
Small Business Office

• Important Point of Entry for Small Businesses
• Office is charged with ensuring Small Businesses are afforded the maximum practical opportunity to support the command
• Regularly Meet with Small and Large Businesses
  – Weekly Thursday In person meeting @ SOFWERX
  – AE SB Roundtable 6x a year
• What’s important to us?
  – Capability, capability, capability
  – Proven track record of performance
  – Proper clearances
  – Tickets are secondary at best

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Small Business Achievements FY19 YTD

Reporting Through 7 May 19
Technical Experimentation Purpose / Process

To help improve SOF warfighter capability and provide operational and programmatic insight to industry by bringing Technology Developers, Operational Users, and Program Offices together to assess developing technology.

Formulate Event Themes
- Input from Service Components and PEOs
- Focus on Capability Gaps/Emerging Needs
- Continuous Planning
- 3 events per year
- Event locations picked to optimize themes

RFI Published on FedBizOpps
- Specifies areas of interest
- Industry, Academia, and Gov’t Labs welcome
- FBO.gov
- RFI published approximately 110-120 days prior to event
- Describes theme, venue, and submission procedures
- RFI open for 30 days

Voting/Selection
- Service Components
- PEOs
- Developers receive invitation
- Voting occurs 80-90 days prior to event.
- Developers invited ~45-50 days before event
- ~30 days before event: Schedule and facility information emailed to participants and observers.

TE Event
- Conducted over 3-4 days.
- “Hands on” experiments.
- Expeditionary environment
- Blocked time for Industry experiments
- Verbal feedback from assessors at event
- Written feedback 30 days after event
TE Schedule

• TE 19-3, 15-19 July 2019 at the Rellis Campus of Texas A&M University, College Station, TX.
  – Experimentation Focus: C4, Small Unmanned Aerial Systems (UAS), and Hyper-Enabled Operator, 360 Situational Awareness for M-ATV
  – RFI Closed 22 April 2019

• TE 20-1, 18-22 November 2019 at Key West, FL
  – Experimentation Focus: Combat Diving, Counter Diver
  – RFI Open from 9 Jul-9 Aug 2019 (planned)

• TE 20-2, 23-27 March 2020 at Muscatatuck Urban Training Center, IN
  – Experimentation Focus: Special Reconnaissance, Surveillance and Exploitation (SRSE), and other themes
  – RFI Open from 2 Dec 2019 to 2 Jan 2020 (planned)

• Public Link: https://www.socom.mil/SOF-ATL/Pages/technical-experimentation.aspx

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**USSOCOM / SOFWERX – Partnership for Innovation & Agility**

**USSOCOM’s Partnership Intermediary Agreement (PIA) operates as SOFWERX under 15 USC 3715**

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<tr>
<th>CAPABILITIES</th>
<th>VALUE</th>
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<tr>
<td>• SOF Focused Ecosystem</td>
<td>• Making New Tech &amp; Capabilities Available</td>
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<td>• Collider / Disrupter Events</td>
<td>• Competitive Acquisition Process</td>
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<td>• Ideation Sessions &amp; Collaboration</td>
<td>• Pacing Commercial Tech Gains &amp; Threats</td>
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<tr>
<td>• Prize Challenges, Prototyping, Experimentation, Combat Evals</td>
<td>• High Iterative Cycles, Low Cost</td>
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<td>• Fast and Flexible Agent</td>
<td>• Better Informed &amp; Quality Decision Making</td>
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<tr>
<td>• Commercial Non-FAR Sub-Awards</td>
<td>• Low Barriers to Entry for Industry</td>
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<td>• Off-Base Access</td>
<td>• Accelerate Entry Into Acquisition Cycles</td>
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<td>• Honest Broker</td>
<td>• Building Relationships</td>
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Join the SOFWERX Ecosystem: www.sofwerx.org
Technology & Industry Liaison Office (TILO)

- Assists the Command with conducting market research to arrive at the most suitable approach to acquiring, distributing, and supporting SOF-peculiar supplies and services
- Match your company’s product/service/capability to the appropriate personnel within the command
- Schedule discussions or demonstrations if there is sufficient interest at the headquarters
- Public Link:
  - https://www.socom.mil/SOF-ATL/Pages/submit-your-idea.aspx

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Small Business Innovation Research (SBIR) Three Phased Approach Developing Innovative Solutions

**Phase I**
- Begins with SBIR Topic
- Feasibility Study
- Firm performs 66% work
- Typically $150K

**Phase II**
- Follow on from Phase I
- Leverage other Phase I
- Direct to Phase II
- Proof of Concept
- Prototype Development
- Firm performs 50% work
- Typically $1M

**Phase III**
- Non-SBIR Funds
- Competition met with Phase I or Direct to Phase II
- No funding or size limit
>50% of USSOCOM Phase IIs Began as Non-SOF Efforts
SBIR Links

• USSOCOM SBIR Program:
  https://www.socom.mil/SOF-ATL/Pages/sbir.aspx
• DoD SBIR program (managed by OSBP):
  www.acq.osd.mil/osbp/sbir
• Federal SBIR Program (managed by SBA):
  www.sbir.gov
OCRADA Purpose

Overarching Cooperative Research & Development Agreement (OCRADA)
Advance research and capability development to meet USSOCOM mission requirements and supports viability in other potential commercial applications

OCRADA Process

1. Request OCRADA
   - Request thru Appropriate PEO or Directorate
   - Does an OCRADA Already Exist? Yes or No

2. Review OCRADA
   - Review existing OCRADA
   - If OCRADA acceptable, Sign
   - If not, Request Traditional CRADA

3. OCRADA Established
   - Submit to SOF AT&L S&T
   - Receive Unique Number

4. Develop IWP
   - Coordinate Individual Work Plan (IWP)
   - Complete IWP PEO/Dir
   - IWP Signature

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Your Challenge

• We Move Fast, but We Need to Move Even Faster
• Can You Keep Pace?
  – New Tools & Authorities
  – SOF are Early Adapters
How to do Business with USSOCOM?

Is this a service that provides contract professional, managerial, administrative, and/or engineering support?

- YES
  - This type of service is procured under our SOCOM-Wide Mission Support (SWMS) contracting vehicle.

- NO
  - Please review “Guide to DoD Contracting Opportunities” for more information.

Is this capability SOF-Peculiar?

- YES
  - Are you seeking funding for development or product refinement?
    - YES
      - Looking to collaborate with USSOCOM SMEs on your IRAD?
      - CRADA (Cooperative Research and Development Agreement)
    - NO
      - Are you a small business?
        - YES
          - SBIR (Small Business Innovative Research)
        - NO
          - BAA (Broad Agency Announcement)

- NO
  - Are you looking to test your technology in a field environment with the SOF-Community?
    - YES
      - TE (Technical Experimentation)
    - NO
      - Are you seeking an audience with acquisition professionals, for the purpose of marketing your product, equipment, and/or technology?
        - YES
          - TILO (Technology and Industry Liaison Office)
        - NO
          - SOFWERX
Questions