



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



Theater SOF Locations



70,202 SOF

5,549
DEPLOYED

74
LOCATIONS

24/7

“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



SOF AT&L



MISSION

Provide Rapid and Focused Acquisition, Technology, and Logistics to Special Operations Forces.



VISION

Trusted Experts



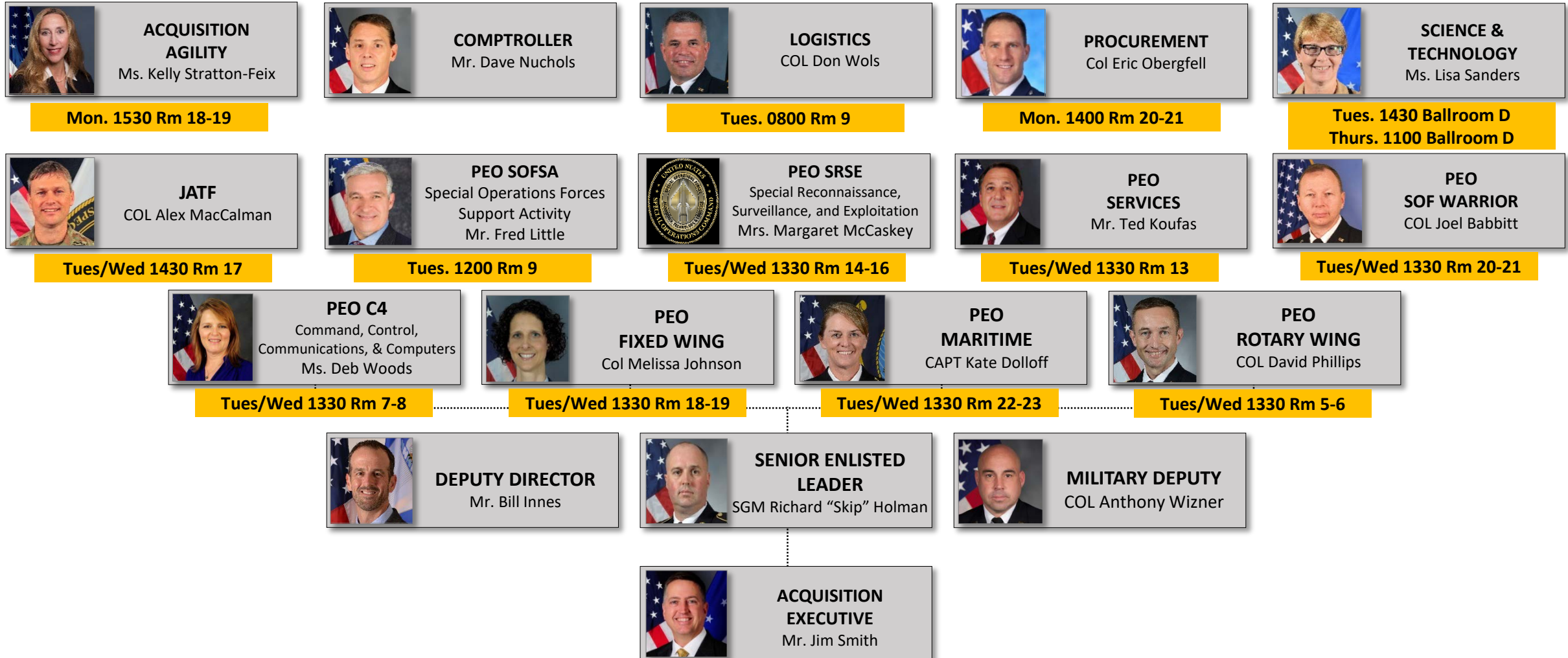
PRINCIPLES

**Deliver Capability to User Expeditiously;
Exploit Proven Techniques and Methods;
Keep Warfighters Involved Throughout
Process; take Risk and Manage it!**

Wide Array of Programs



Special Operations Forces Acquisition, Technology, & Logistics Organization



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

Next Gen ISR

- 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

Next Gen Mobility

- Increased survivability
- Alternate precision navigation & timing

Precision Fires and Effects

- 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

Biotechnologies and Human Interface

- Empower the combat medic
 - Prolonged field care
- Increase physical and cognitive performance

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

Hyper Enabled Operators

- Increased survivability, lethality, and situational awareness
- Advanced human-machine interfaces
- Improved decision making

USSOCOM

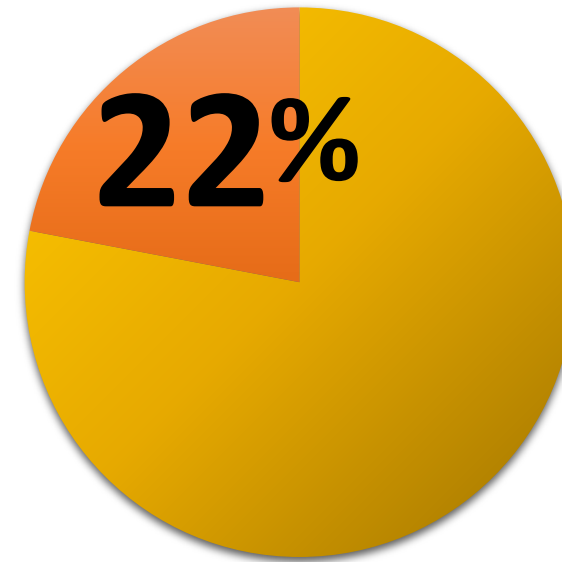
How Industry Can Help



Opportunity



**FY18 Small Business
Contracts**



**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



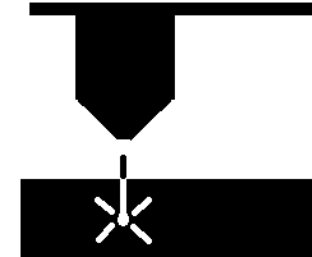
TRADITIONAL ACQUISITION

- 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

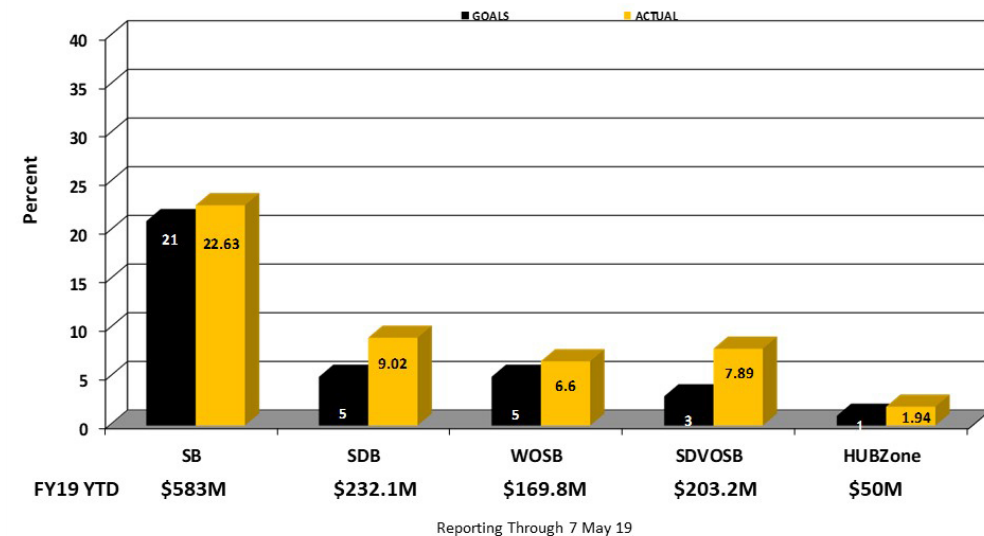
Small Business Office

- 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

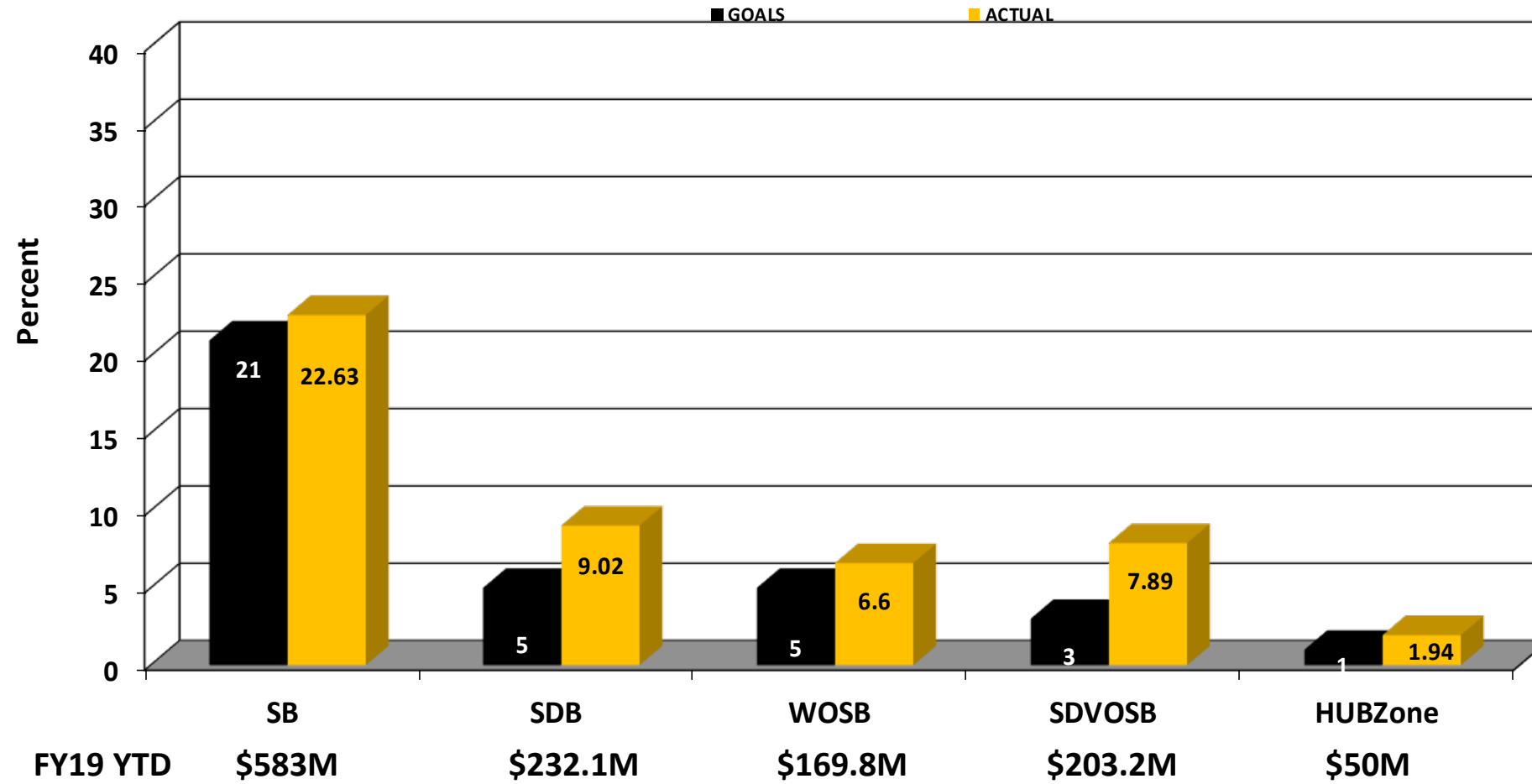


Mr. Christopher Harrington
Small Business Office Director
Christopher.Harrington@socom.mil
(813)826-9475

Small Business Achievements FY19 YTD



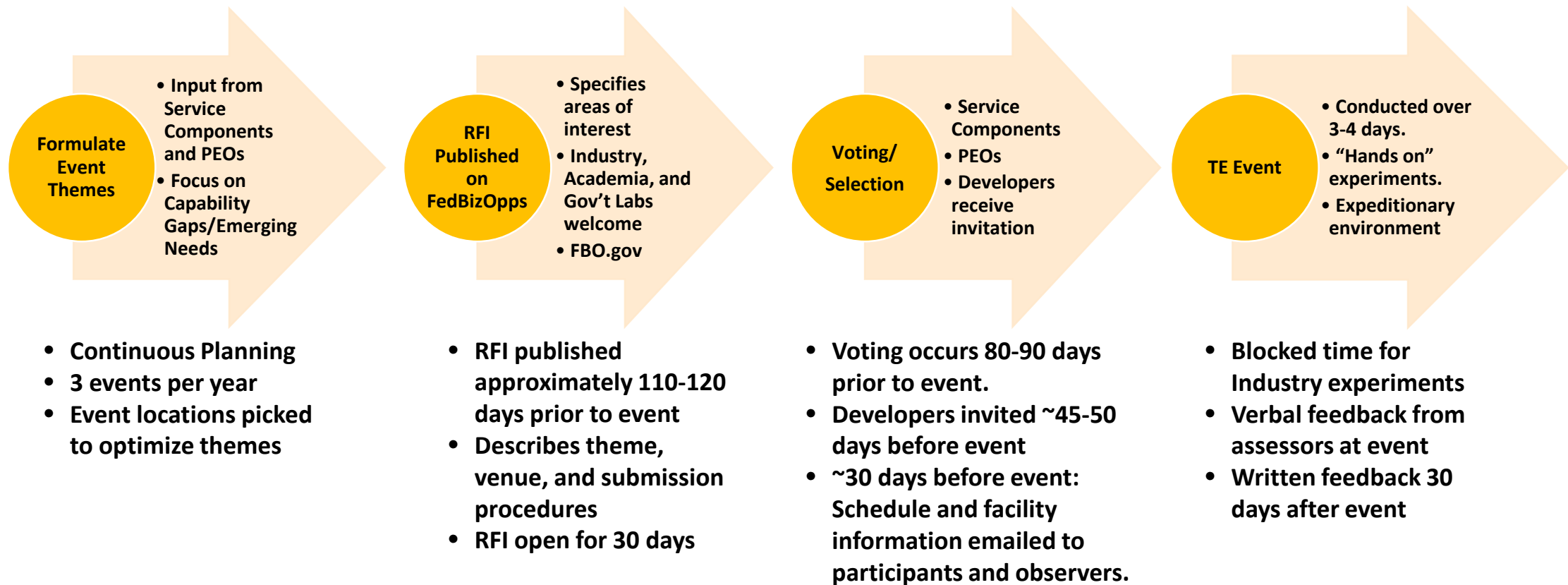
Small Business Achievements FY19 YTD



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.



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>**



DAN BERNARD
SOF AT&L ST
Tech_exp@socom.mil

USSOCOM / SOFWERX – Partnership for Innovation & Agility

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

CAPABILITIES

- SOF Focused Ecosystem
- Collider / Disrupter Events
- 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
- Competitive Acquisition Process
- Pacing Commercial Tech Gains & Threats
- High Iterative Cycles, Low Cost
- Better Informed & Quality Decision Making
- Low Barriers to Entry for Industry
- Accelerate Entry Into Acquisition Cycles
- Building Relationships

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>

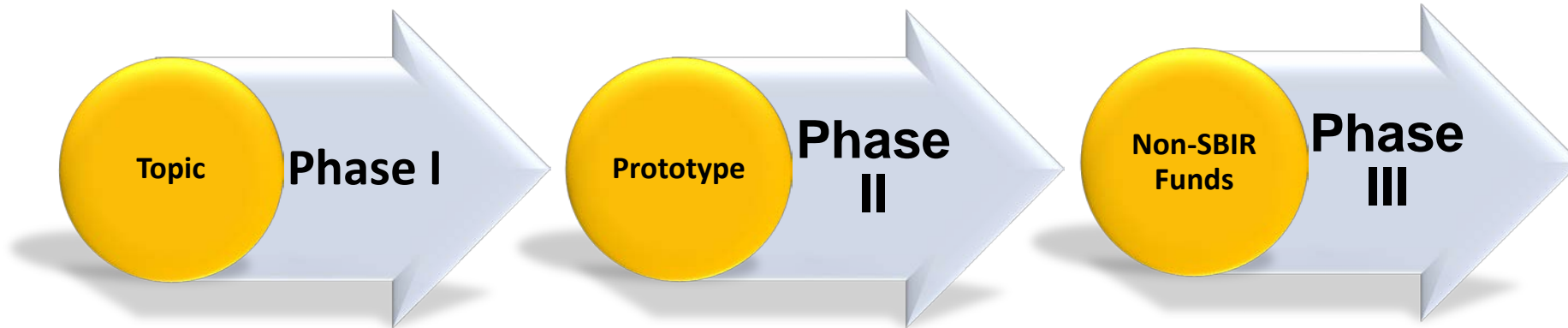


SHELVIN WATTS
TILO Office
TILO@socom.mil
(813) 826-1269



Small Business Innovation Research (SBIR)

Three Phased Approach Developing Innovative Solutions



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

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

- 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

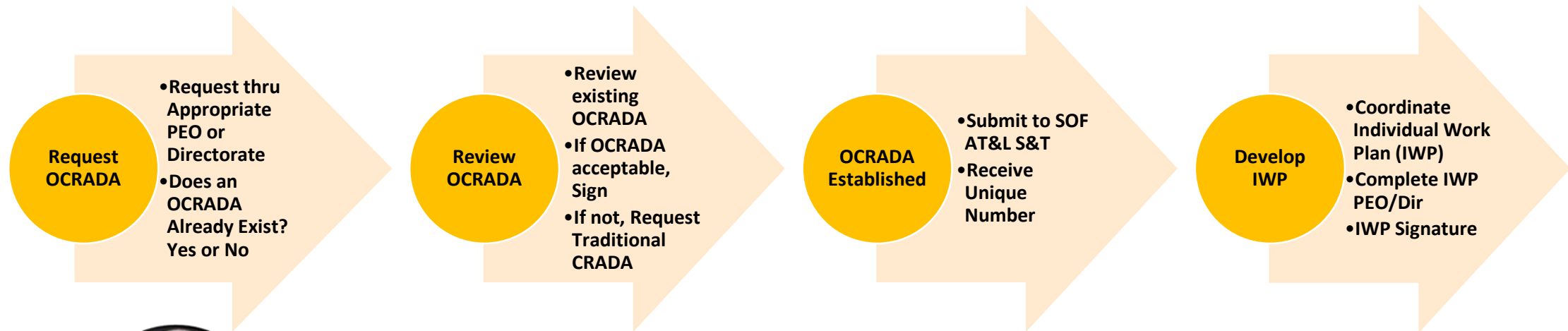


ANTHONY ALDRICH
Science and Technology Office
Anthony.aldrich@socom.mil
(813) 826-9150
Booth 25

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



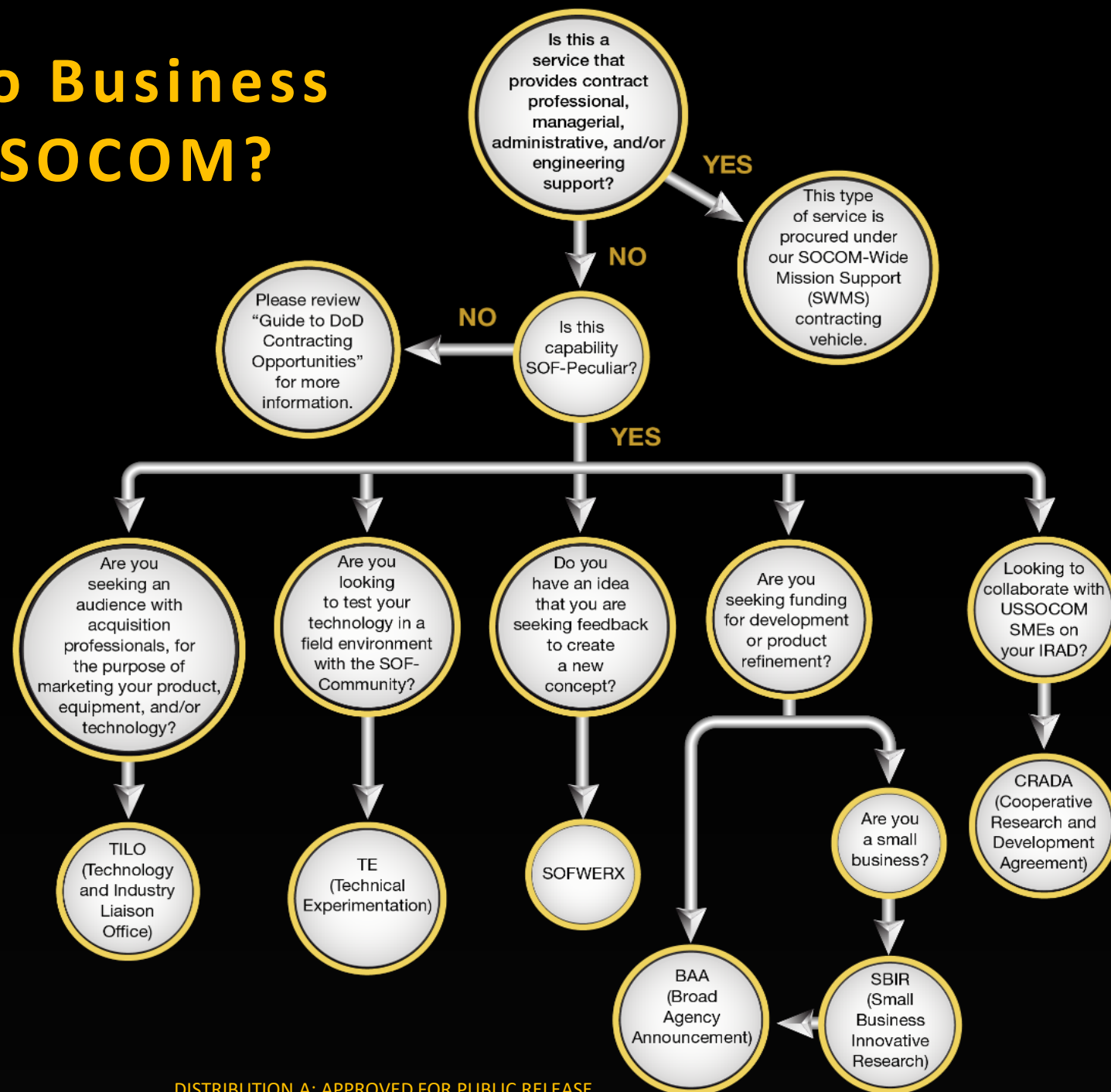
MR. BEN CHITTY
SOF AT&L ST
discovery@socom.mil

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?



Questions

