SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

Accelerating SOF Innovation

Program Executive Office Special Operations Forces Support Activity (PEO SOFSA)

Trusted Experts for SOF Logistics

Fred Little

Program Executive Officer Special Operations Forces Support Activity
Agenda

• Operation
• Organization
• Programs
• Core Competencies
Program Executive Office Special Operations Forces Support Activity - PEO SOFSA

Trusted Experts for SOF Logistics & Modifications

SPECIAL OPERATIONS FORCES
GLOBAL LOGISTICS SUPPORT SERVICES (GLSS)
• Value: $8B IDIQ Contract
• Period of Performance: 10 Years (Max)
• Awarded: August 2017 – Best Value Competition
• Scope: SOF Full Spectrum Logistics Support
• Type: Indefinite Delivery Indefinite Quantity (IDIQ) Performance Based Contract
• Prime: Lockheed Martin SOF GLSS

Visit our website: https://home.sofsa.mil/peo
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!
MISSION
Enable Global SOF Operations Through Dedicated Lifecycle Sustainment

VISION
Trusted Experts for SOF Logistics & SOF Peculiar Modifications
PEO SOFSA / SOF GLSS Organizations
Government Owned Contractor Operated (GOCO)
Is PEO SOFSA Right for my Logistics Work?

Scope of the GLSS Contract

- Streamline Design & Rapid Prototyping
- Production & Integration
- Life Cycle Sustainment Activities

PEO SOFSA GLSS IDIQ Contract

Non Logistics Requirements / Personal Services

Other Contract
Questions
Special Operations Forces
Global Logistics Support Services
(SOF GLSS)

Supplier Overview

LOCKHEED MARTIN
# SOF Global Logistics Support Services

## Primary Offerings
- Global supply chain of parts, warehouses and depots
- Aircraft, vehicle and equipment repair, maintenance and modifications
- Critical infrastructure support and business process transformation

## Three Mission Areas
- SOF Fixed Wing Programs
- Rotary and SOF Systems Programs
- Global SOF Sustainment Systems
SOF GLSS Customers

- Customer Headquarters
- Lockheed Martin Embedded With SOF Customer
- 16 OCONUS Locations

Other Customers
- USASOAC / 160th SOAR(A)
- TSOCs
- USAF ACC
- USA PM ASE
- NAVAIR
- USCG
- ARNG

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SOF GLSS People

3,800+ Employees

3 Mission Areas

4 CONUS Locations

420+ Employees in 16 Countries
SOF GLSS Contract Overview

Customer: USSOCOM and Component Commands
Contract Type: Single Award, 10 Year, IDIQ
Contract Value: $8B Ceiling
POP: 10 Year (1 x 5 Year Base / 1 x 4 Year Option / 1 x 1 Year Transition)
Awarded: 11 August 2017
Bid Role: Prime
LOB: MFC (Sensors and Global Sustainment)
Internal Partners: Aero, RMS
Partners: SNC, Sikorsky, ATS, Solution One, USMI

SOF GLSS is USSOCOM'S Largest Contract Vehicle.
## Contract Quick Facts

### Organization Environment: State Owned / USG Leased / Contractor Operated
- PEO SOFSA manages and provides oversight with a 52-person USG / contractor staff
- Lockheed Martin runs daily operations of the Enterprise
  - Provides 3,800+ employee workforce (~ 3100 Lockheed Martin / 700 sub-contract employees)
  - Executes 200+ task orders per year in support of SOF customers and missions
  - Provides SOF “Depot-like” activity services (logistics, IT, infrastructure)

### Designed for Rapid Response to SOF Requirements
- IDIQ – Pre-competed contract vehicle for SOF community
  - Competitively awarded contract.
  - Already established competitive rates with Lockheed Martin as the prime contractor
- Contract Allows users quick access to products and services
  - Contract agility enables customers to achieve task order award within 10 days from receipt of RFP
  - Average 17 Day Turn-around on proposals – SOO to CEP
  - Move at the “Speed-of-SOF”

### Cost – Competitive Rate Structure / Low Overhead

### Performance
- Skilled and dedicated workforce tailored to meet needs of SOF community
Global Supply Chain Impact

### Annual Procurement Volume
- $225M Total Dollars Spent
- Over 80,000 Purchase Order Line Items
- Cycle Time: < 4 Days

### Key Subcontractors
- Akima Technical Solutions
- Solution One Industries
- Sierra Nevada Corporation
- Pinnacle Solutions

### Numerous Active Master Service Agreements
Typical Subcontracted Services

- Repair, Modification and RDT-E (Aviation, Ground Systems, Small Arms)
- Communications Engineering and Electronics Repair
- Custodial Services and Facilities Maintenance Operations Support
- Data Management and Technical Publications
- Environmental Services
- Help Desk and IT Support
- Integrated Warehouse Services
- Life Cycle Sustainment Management Services
- Logistics Automation Integration Services and Support Services
- Maritime / Naval Support
- Property Management and Transportation
- Security Services
- Training
<table>
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<th>Innovation Road Map</th>
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| **SOF Fixed-Wing Programs** | Aircraft Maintenance  
Aircraft Modifications  
Inventory Management/Parts Support  
Unmanned Aerial System Maintenance Support |
| **Rotary and SOF Systems Programs** | Aircraft Modification and Repair  
Custom and Build-to-Print Kits for A/C Upgrades  
Design/Build Maintenance Trainers  
Logistics Warehouse Support (1.5M parts)  
Life Cycle Sustainment Management (LCSM) – Asset Visibility  
Vehicle Maintenance and Sustainment  
Special Projects |
| **Global SOF Sustainment Systems** | Global Logistics Support Teams  
Equipment Maintenance and Repair Teams  
Warehousing and Logistics Teams |
Supplier Performance

- Average Person starts their car 2x/day
- 365 Days/year = 730 Starts
- Given the percentages below what would you do if your car didn’t start in a critical situation?

<table>
<thead>
<tr>
<th>Performance</th>
<th>Non Starts</th>
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<tbody>
<tr>
<td>98%</td>
<td>15 failed starts per year (&gt; once per month)</td>
</tr>
<tr>
<td>99%</td>
<td>8 failed starts per year (&gt; Every other month)</td>
</tr>
<tr>
<td>99.9%</td>
<td>Once per year</td>
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Importance of Affordability

US Government Better Buying Power Focus Areas

• Achieve Affordable Programs
• Control Costs Throughout the Product Lifecycle
  ➢ Ability to understand and control future costs
• Incentivize Productivity and Innovation in Industry and Government
  ➢ Reward contractors for successful supply chain and indirect expense management
• Eliminate Unproductive Processes and Bureaucracy
• Promote Effective Competition
  ➢ Real competition is the single most powerful tool available to the DoD to drive productivity
• Improve Tradecraft in Acquisition of Services
  ➢ The amount of money spent on contract support services demands a management structure to strategically source these goods and services
• Improve the professionalism of the Total Acquisition Workforce
  ➢ It is the duty of the acquisition workforce to conduct itself with excellence, responsibility, integrity and accountability
SOF TRUTHS

Humans are more important than hardware.

Quality is better than quantity.

SOF cannot be mass produced.

Competent SOF cannot be created after emergencies occur.

Most special operations require non-SOF support.