

# SOF AT&L

Special Operations Forces  
Acquisition, Technology, & Logistics

Mr. James "Hondo" Geurts

*Acquisition Executive*



# *Exponential Environment*



## Locations

## Missions

## Partners

## C2 Demands

## Marketplace

More countries, more diverse operating locations, challenging logistics and communications infrastructure

Dynamic, rapidly changing, encompassing the full range of direct, indirect, training, and preparing

Varying degrees of integrations and reach. Interacting in ops, cooperative development and foreign comparative test

Requires seamless, integrated, and effective C2 at the global scale with high confidence

Global and commercially driven. Heavy use of COTS/GOTs increases complexity

# *SOF Priorities*

## **Ensure SOF Readiness**

“The right people, skills, and capabilities...now and in the future”

## **Help Our Nation Win**

“Addressing today’s challenges and keeping the Nation safe”

## **Continue to Build Relationships**

“Global understanding and awareness that creates options”

## **Prepare for the Future**

“SOF ready to win in an increasing complex world”

## **Preserve Our Force and Families**

“Short and long-term well-being of our SOF Warriors and their families”



**SOF  
Vision**

**Provide Strategic Options  
Through a Global Network**

# *SOF AT&L*



## **MISSION**

Provide rapid and focused acquisition, technology, and logistics to Special Operations Forces



## **VISION**

Be the recognized expert and trusted provider to equip and sustain Special Operations Forces



## **PRINCIPLES**

Deliver capability to user expeditiously; exploit proven techniques and methods; keep Warfighters involved throughout process; take risk and manage it!

# SOF AT&L Organization



**PEO SERVICES**  
Mr. Ted Koufas



**PEO SOFSA**  
Special Operations Forces  
Support Activity  
COL Luke Peterson



**LOGISTICS**  
COL Steve Allen



**PEO C4**  
Command, Control,  
Communications,  
and Computers  
Ms. Deb Woods



**PEO SRSE**  
Special Reconnaissance,  
Surveillance, & Exploitation  
Mr. Doug Richardson



**PROCUREMENT**  
Col Chris Daniels



**PEO  
ROTARY WING**  
COL John Vannoy



**PEO  
SOF WARRIOR**  
COL John Reim



**COMPTROLLER**  
Mr. Dave Nuchols



**PEO MARITIME**  
CAPT Keith Lehnardt



**PEO FIXED WING**  
Col Eric Forsyth



**SCIENCE &  
TECHNOLOGY**  
Mr. Tony Davis



**DEPUTY DIRECTOR**  
Mr. Jim Smith



**ACQUISITION  
EXECUTIVE**  
Mr. Jim Geurts



**MILITARY DEPUTY**  
COL Tim Baxter

# Global Acquisition Network

## DOD Labs, Industry, Academia & International Partners

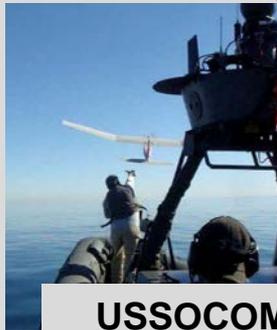


## Service/International Acquisition



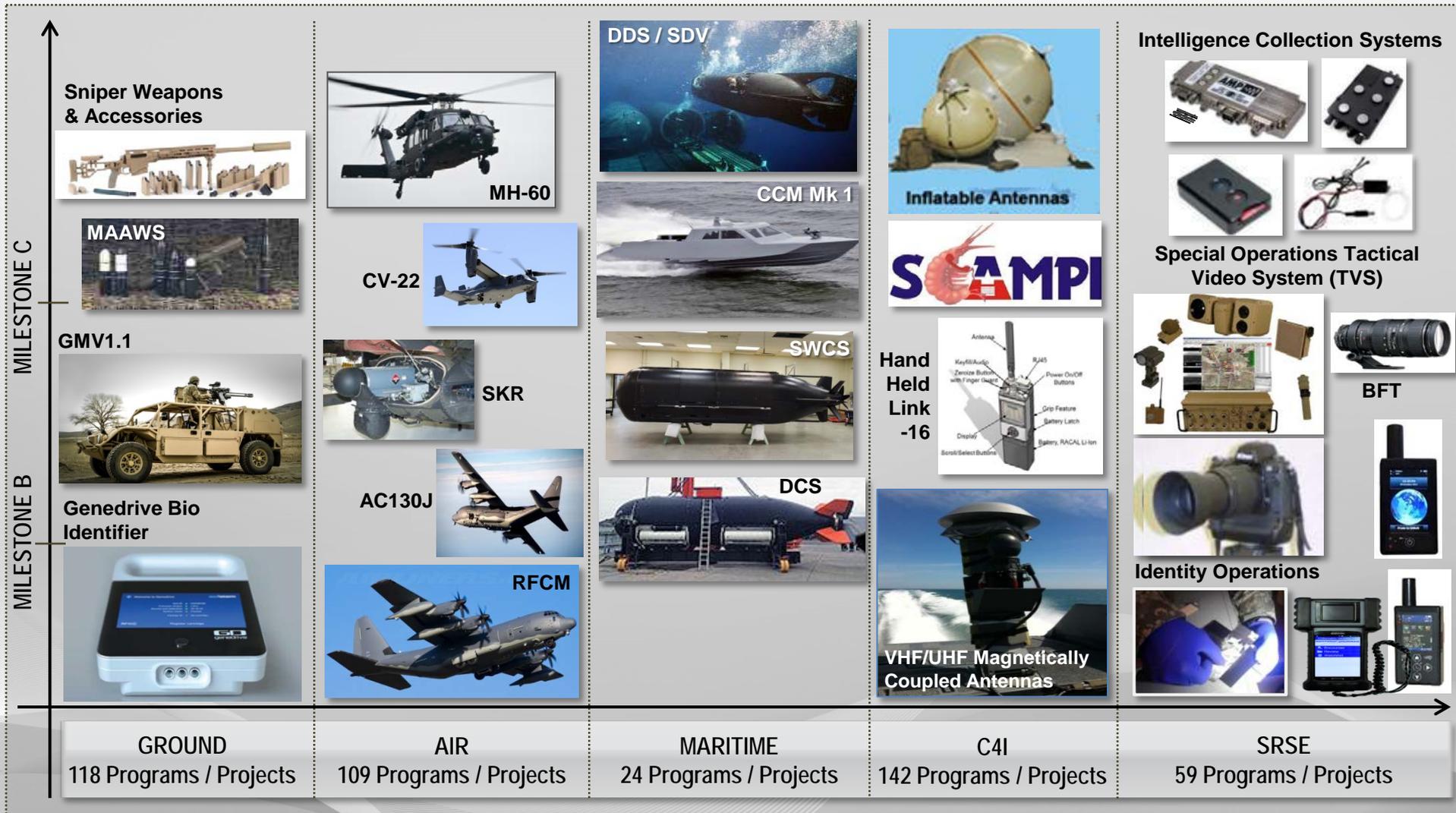
- Combat Feedback
- Unconventional Uses

- SOF-to-Service Transition
- Innovative Acq Practices



## USSOCOM Acquisition

# Wide Array of Programs



# *FY15 Acquisition*

## **SOF ACQUISITION TEAM**

~600 personnel

## **INNOVATION**

- International commercial classification for use of high energy Li-Ion batteries in manned submersibles
  - Low cost/expendable satellites
- Improved tactical combat casualty care
  - Target engagement weapons/systems
    - Advanced armor/materials
    - Low Visibility/LPI C4 systems
  - Deployable Rapid DNA Analysis
    - Manned/unmanned ISR
    - SOF-unique night vision
  - Coalition partners data sharing exercise participation
- Tactical Assault Light Operator Suit

## **ANNUAL SCOPE**

500+ programs/projects

Oversaw \$7.9B

Awarded \$3.5B

11,341 contract actions (inc 4,456 actions for services for \$1.85B)

**98M**

Rounds of ammunition

**42,334**

Weapons, accessories, lasers, & visual augmentation systems

**1,874**

Operator survival/equipment items

**4,909**

Radios, SATCOM terminals, & ancillary equipment

**28,590**

Information Technology automation devices & systems

**2,187**

Operator & Medic kits

**1537\***

Field Service Reps placed on contract \*  
(provided to support USSOCOM via PEO SOFSA)

**2,455**

ISR kits

**627**

Vehicles

**2,769**

TACLAN FoS equipment deliveries

**13**

SCAMPI node, SOCOM Strategic Entry Point, & media ports

**313**

CASEVAC kits

**84**

Rotary Wing aircraft & systems

**16**

Tactical MISO systems

**29**

Fixed Wing aircraft

**12**

Mobile Technology and Repair Centers deployed

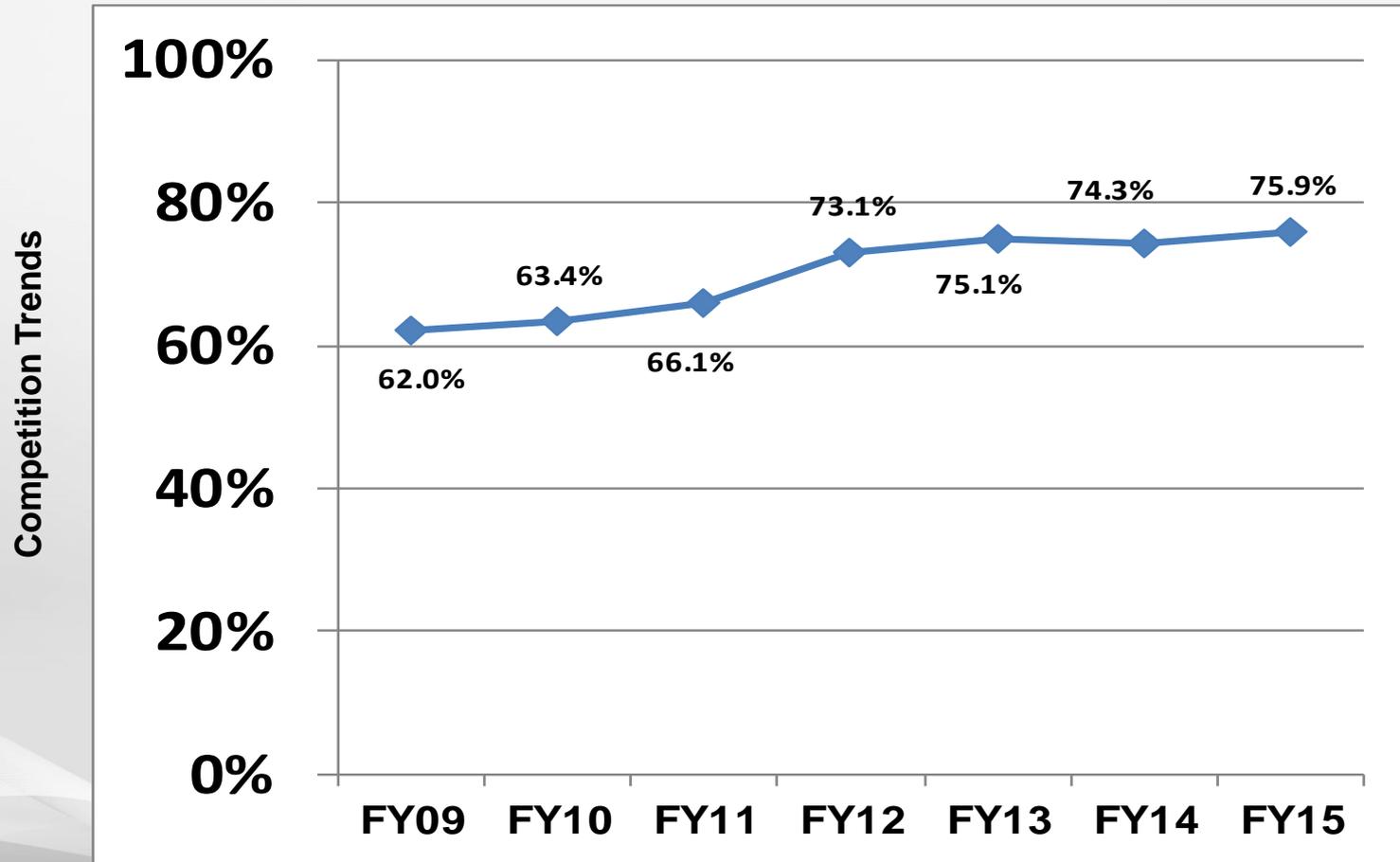
**8**

Maritime Surface Crafts

**3**

Undersea Manned Submersible Prototypes

# Competitive Landscape



# Service Disabled Veteran Owned Small Business

## FY15 Contract Awards

**360%  
OF GOAL**

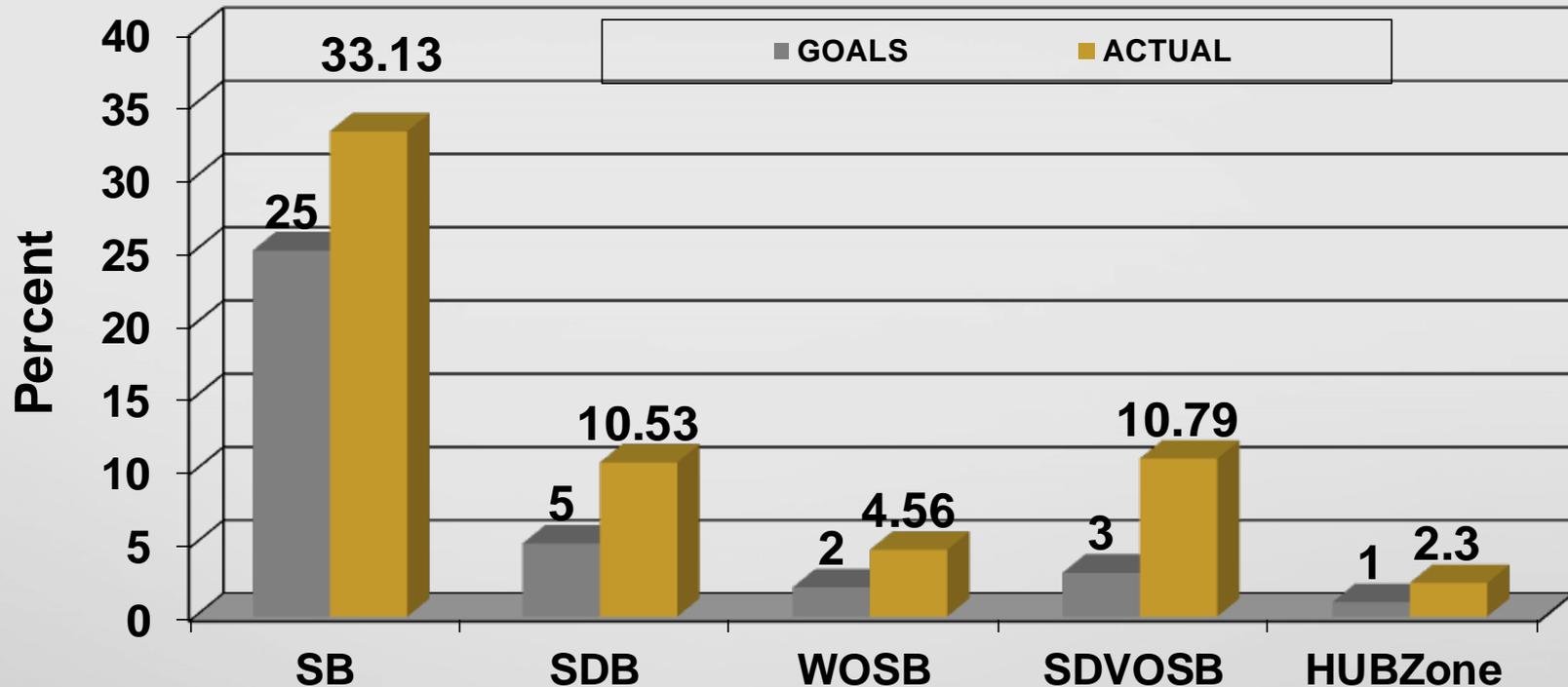


DoD Goal	USSOCOM Actual
3%	10.79%

# \$294.92M



# Small Business Program



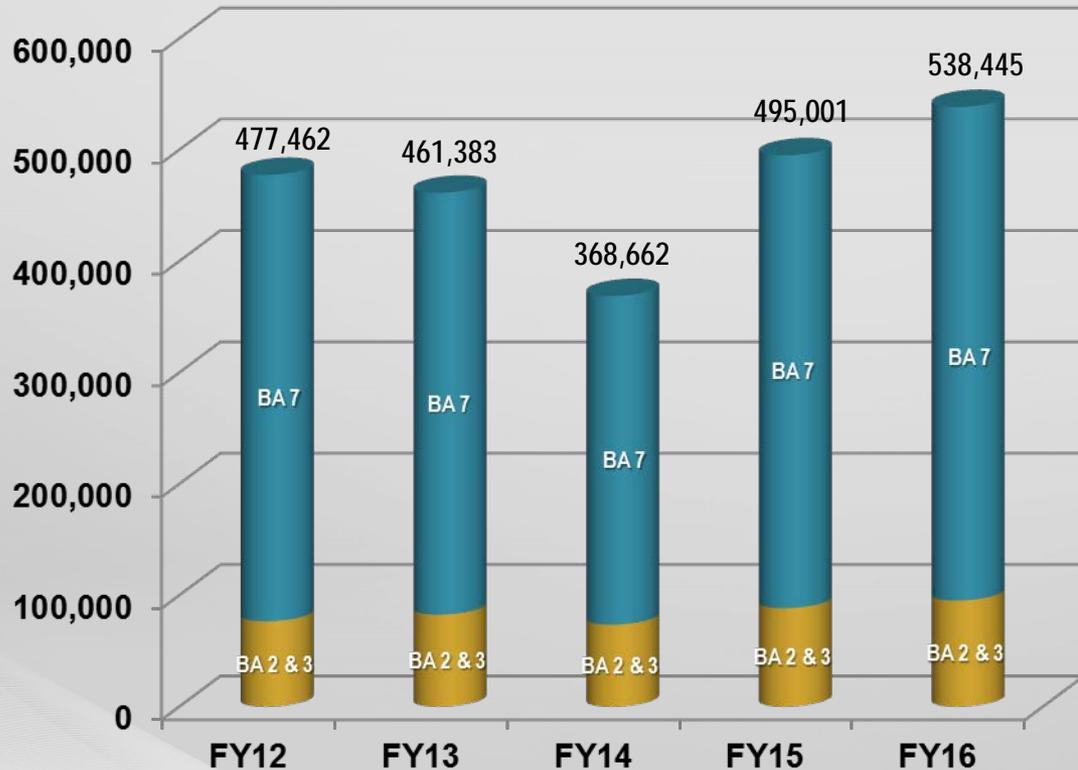
FY14 (\$M)	667.7	173.5	79.9	230.4	12.8
FY15 (\$M)	905.0	287.6	124.5	294.9	62.8

Reporting Through 30 Sep 15

2015 CAOC Small Business Award Winner

# RDT&E Funding

## RDT&E TOTAL



## FY16 New RDT&E Starts

- Multi-mission Tactical Unmanned Aerial System (MTUAS)
- SOF Planning, Rehearsal, and Execution Preparation (SOFPREP)
- ISR Payload Technology Improvements
- Sensitive Site Exploitation
- SOF Combat Diving
- Dry Deck Shelter Modernization

Does not include non MFP-11 in support of SOF

# Procurement Funding

## PROCUREMENT TOTAL



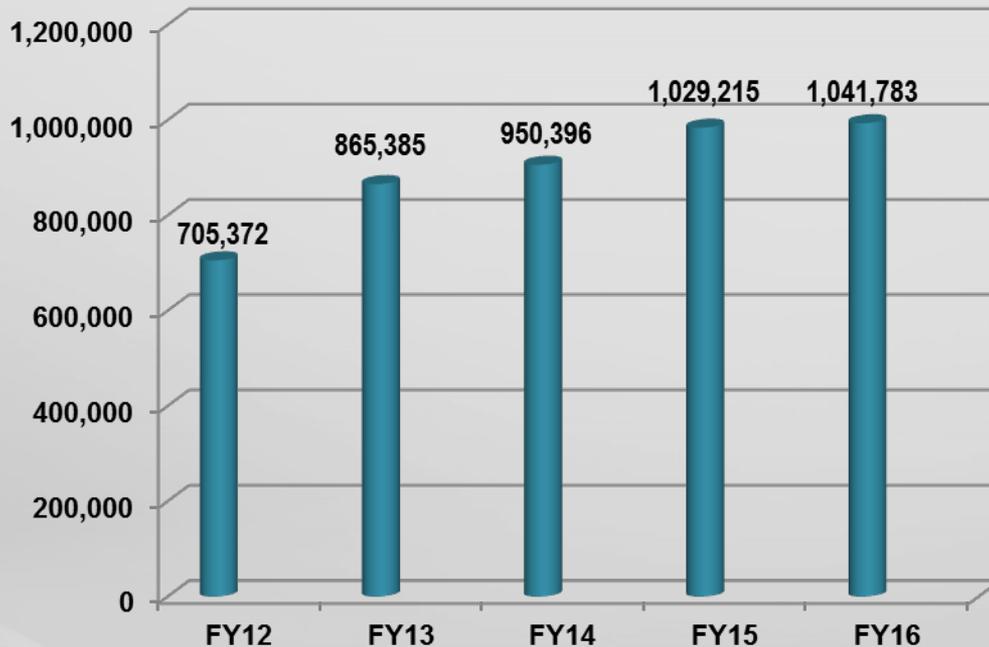
Does not include non MFP-11 in support of SOF

## FY16 Proc New Starts

- Multi-mission Tactical Unmanned Aerial System (MTUAS)
- SOF Planning, Rehearsal, and Execution Preparation (SOFPREP)
- Integrated Survey Program
- Combatant Craft Heavy
- Internally Transportable Vehicle
- Infrared Countermeasures
- MH60 Block Upgrades

# Sustainment Funding

## SOF AT&L-MANAGED EQUIPMENT SUSTAINMENT O&M



Does not include O&M for operations or from supplemental/OCO

## FY16 Focus

- Consolidate for efficiency where possible
- Ensure global responsiveness
- Synchronize requirements with future operational needs
- Look for divestment opportunities

# SOF Sustainment Enterprise Vision

## Core Functions / Capabilities



**Product Support Management:**

- Log Support to PMs
- Develop & Exercise PSM Construct
- Measuring and Reporting

**Supply Chain Management:**

- SOF-ICP
- Std Requisitioning Procedures
- Provisioning, Cataloging
- Enterprise Processes / Materiel Mgt

**Property Management:**

- Enterprise Property Accountability
- Enterprise Asset Management and Visibility
- Financial Improvement and Audit Readiness (FIAR)

**Readiness Reporting:**

- Authorizations Management
- Maintenance Management
- Status Reporting

**GAPS = potential opportunities!**

## Value Proposition

**SORDAC**  
SPECIAL OPERATIONS  
Research, Development, & Acquisition Center

- Increase Effectiveness
- Increase Efficiency
- Enterprise Visibility
- Better Decisions

*Enterprise Integration*

## Who We Serve

**Components**

*Warfighters – operating footprints throughout the world*

**TSOCS**

## Key Partners

DoD      Joint Staff      Services      DLA      Vendors / Suppliers

**OEM**

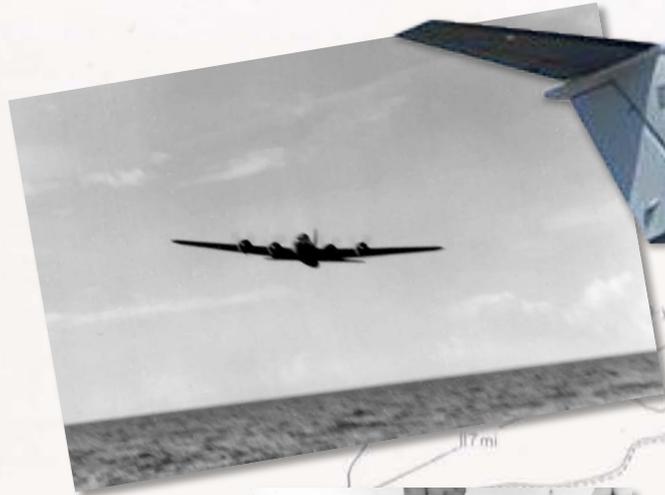
**“If the rate of change on the outside exceeds the rate of change on the inside, the end is near.”**

*Jack Welch*

# A Rich Tradition of Innovation

Water Route — Chih Chiang to Hankow

JAVA-MAN PROJECT



**LEGEND**

- ← Strong Jap Patrol
- Road
- Railroad
- Ferry Route
- Main Jap Line

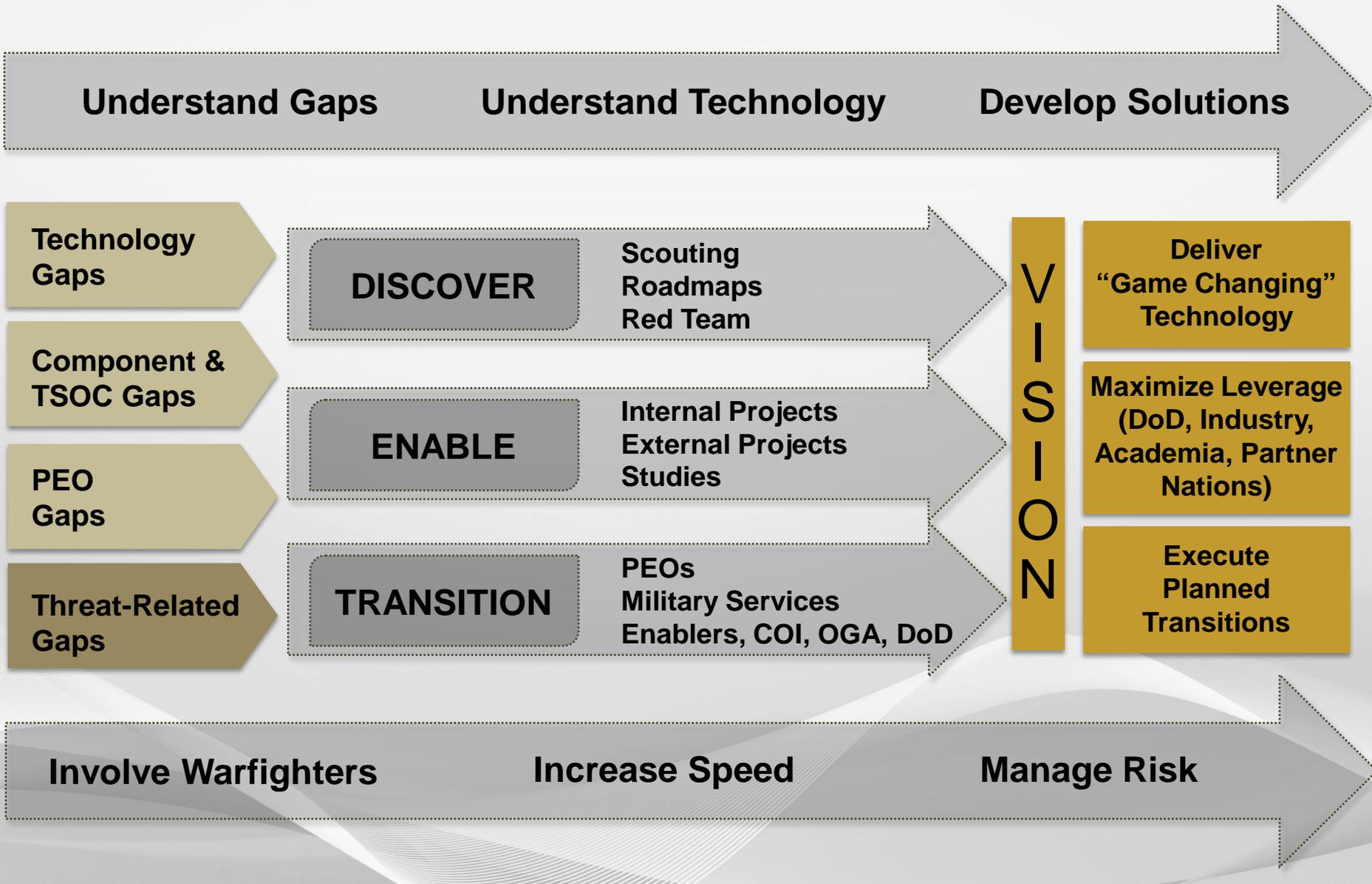
Scale

0 10 20 30 40 50  
Miles

Drawn in R&A, Hq B Hq Det, OSS, APO 627  
19 April 1945

SECRET

# Planning for the Future



# *SOF S&T Needs*



- Comprehensive Signature Management (CSM)\*
- Human Performance\*
- First Pass Accuracy and Lethality
- Small Unit Dominance (SOFSUD)\*
- Intelligence, Surveillance, & Reconnaissance (ISR)
- Tagging, Tracking, & Locating (TTL)
- C4 Revolutionary Capabilities
- Electro-optics, IR, & Lasers
- Military Information Support Operations (MISO)
- Scalable Effects Weapons (SEW)
- Anti-Access/Area Denial (A2/AD)\*
- Battlespace Awareness\*
- Leap Ahead Energy & Power Systems
- Sensitive Site Exploitation (SSE)

\* FY15-19 Science and Technology Integrated Priority List (STIPL)

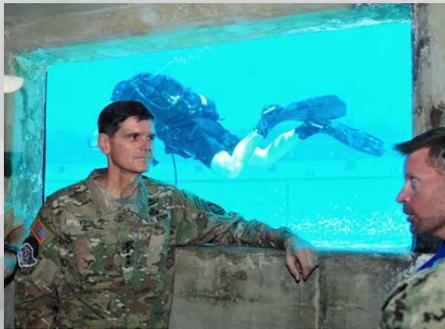
# Enabled by Tools

## Project Vulcan

*Turn Everyone into a Sensor*



### Technical Experimentation



*Industry Engagement*

## SOFWERX

*Create Venues for "Return on Collisions"*



## S&T Council

*Voice of Components/TSOCs*

## SOFIC

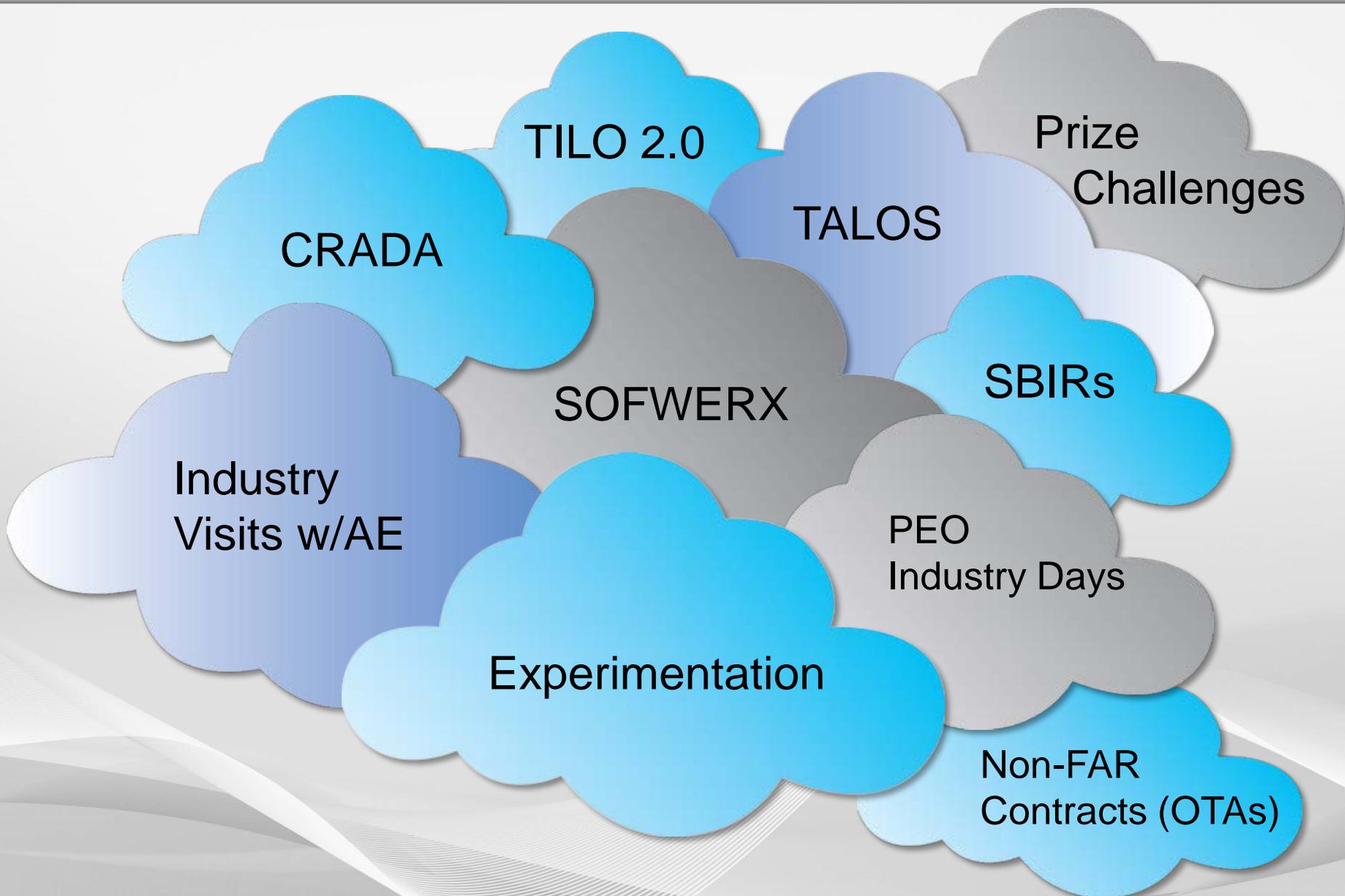


## TILO 2.0



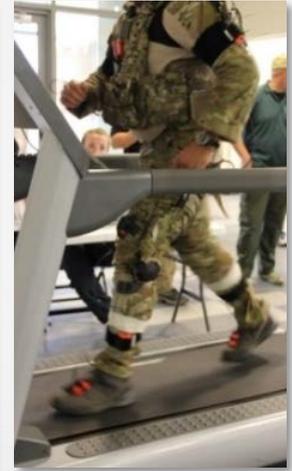
**PEO Technology Insertion Roadmaps**  
*Link What Components Need to Execution*

# *Breaking Down Barriers*



# New Operating Models

## TALOS Rapid Prototyping Environment (RPE)



## Field Trials



## Rapid Transition Opportunities



## Thickening the Network

# *Innovation Thrives in a Marketplace*



**CO-INVENTION**

**THUNDERDOME EVENTS**

**Rapid Prototyping**

**Project Vulcan**

**Education with AT&L**

**Technology Awareness**

**Fellowship/Interns**

**WORKFORCE DEVELOPMENT**

**Industry Engagement**

# *New Ways of Thinking*

**Strategy: Enable the Global SOF Network with distributed use of networked advanced design and manufacturing tools**



**Objective: Empowered units and individuals solving problems and implementing solutions at the point of need**

# *For Further Engagement*

## SMALL BUSINESS HELP

**Christopher Harrington**

**Director, Office of Small Business Programs**

[Christopher.Harrington@socom.mil](mailto:Christopher.Harrington@socom.mil)

813.826.9475

## SUBMITTING PRODUCTS OR IDEAS

**Shelvin Watts**

**Technology & Industry Liaison Officer**

[TILO@socom.mil](mailto:TILO@socom.mil)

813.826.9482

## INFORMATION ON SOCOM NEEDS, PROGRAMS AND PROCESSES

<http://www.socom.mil/sordac>

## EXPERIMENTATION IDEAS

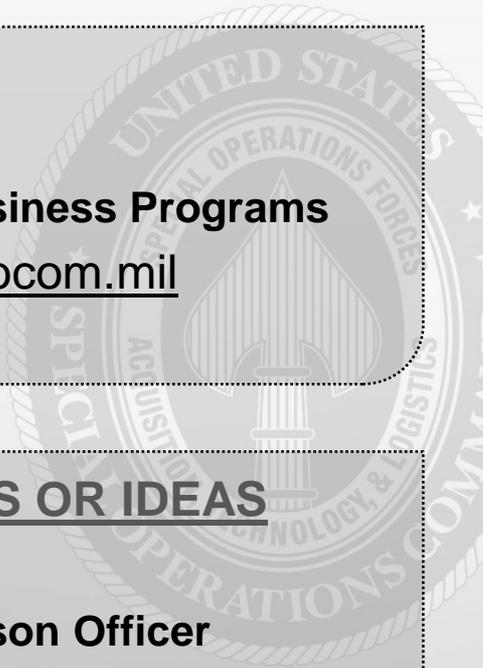
[http://www.socom.mil/sordac/  
Pages/ExpWithUS.aspx](http://www.socom.mil/sordac/Pages/ExpWithUS.aspx)

## COME VISIT THE AE

**James Geurts**

[James.geurts@socom.mil](mailto:James.geurts@socom.mil)

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# ***BACK-UP***

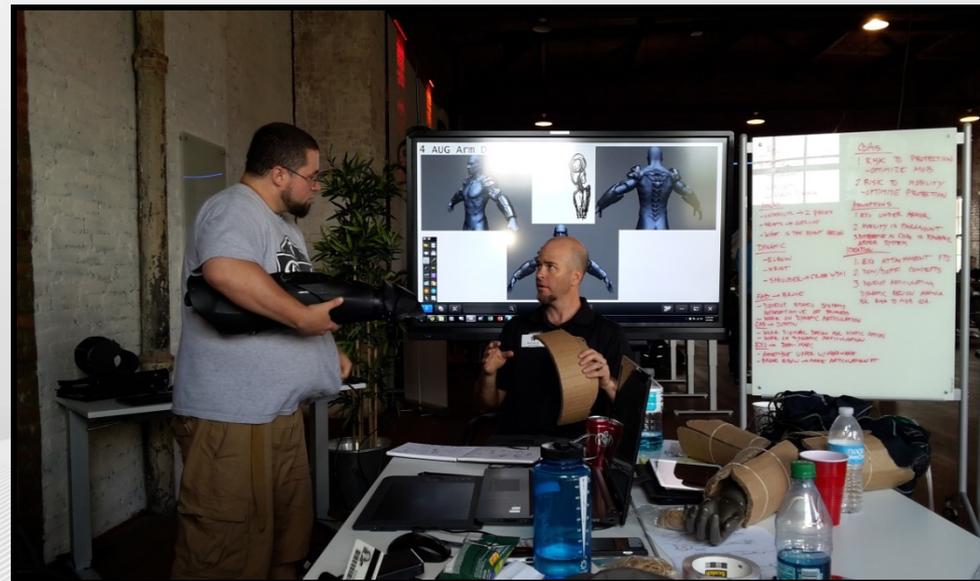
# What is *SOFWERX*?

- SOFWERX is more than a building...
- SOFWERX is more than a meeting space...
- SOFWERX is more than a buzz word...



## SOFWERX...

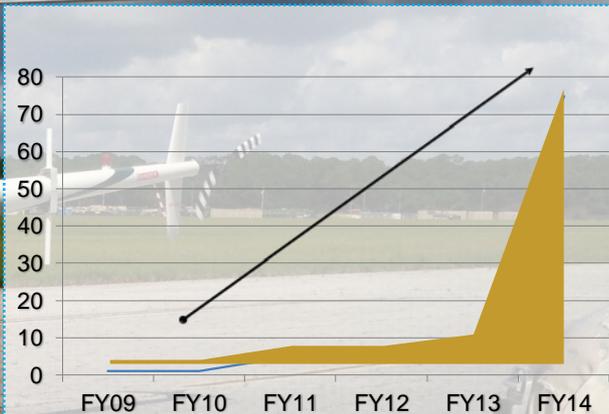
- Is a combustion chamber for innovation in SOF
- Promotes an agile development process



# Cooperative Research and Development Agreements (CRADAs)



Advanced Munitions

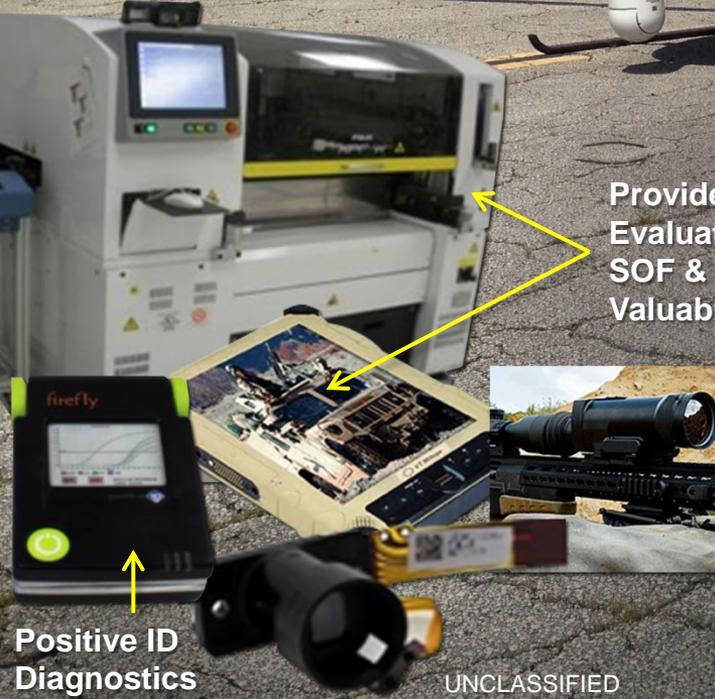


Air-Launched ISR Assets



Provide Rapid Field Evaluation Units to SOF & Obtain Valuable Feedback

Identity Management



Positive ID Diagnostics

# Small Business Innovation Research

Average DoD Commercialization Funding (Phase II SBIR Projects: Funding from DoD Sales and Investments) {in thousands of dollars}



Light Weight Vehicle Components

Ruggedized Digital Camera

Miniature Radio Frequency Antenna

Enhanced Antenna

Miniature Multi-Band Radar Beacon

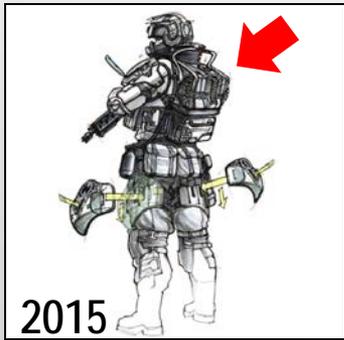
Rapid DNA



# Prize Challenges



OPERATOR INTERFACE



POWER & ENERGY



SURVIVABILITY



- Survivability
- Power & Energy
- Operator Interface
- Mobility / Agility
- Offensive Systems
- Human Factors
- C4I



# New AT&L Partners

## INTERNATIONAL ARMAMENTS COOPERATION AGREEMENTS



- 5 Bilateral Agreements
- 1 Multilateral Agreement
- 2 R&D Liaisons
- 5 Combating Terrorism Research & Development (CTRD) Agreements

## INTERNATIONAL AGREEMENTS / DIRECT COMMERCIAL SALES / FOREIGN MILITARY SALES

CV-22



ISR Platforms



MH-60M



GMV1.1

Mobile Comms  
& Networks

Laser Markers &amp; Sights



SDV



Air Drop Solutions



Night Vision Goggles



## FOREIGN COMPARATIVE TESTING (FCT)

- Since 1996 – 78 Projects (\$100M)
- 69 Complete
- 9 Ongoing (2 Tech Assessments)
- 47 Transitioned / Fielded (\$506M Proc)

## COALITION WARFARE PROGRAM (CWP)

- Since 2010 – 5 Projects (\$13.5M)
- 2 Complete
- 3 Projects Ongoing
- 2 Transitioned / Fielded

# The Power of the Network

## (SOF AT&L Gov't Network)

