SOF AT&L
Special Operations Forces
Acquisition, Technology, & Logistics

Mr. James “Hondo” Geurts
Acquisition Executive
## Exponential Environment

<table>
<thead>
<tr>
<th>Locations</th>
<th>Missions</th>
<th>Partners</th>
<th>C2 Demands</th>
<th>Marketplace</th>
</tr>
</thead>
<tbody>
<tr>
<td>More countries, more diverse operating locations, challenging logistics and communications infrastructure</td>
<td>Dynamic, rapidly changing, encompassing the full range of direct, indirect, training, and preparing</td>
<td>Varying degrees of integrations and reach. Interacting in ops, cooperative development and foreign comparative test</td>
<td>Requires seamless, integrated, and effective C2 at the global scale with high confidence</td>
<td>Global and commercially driven. Heavy use of COTS/GOTs increases complexity</td>
</tr>
</tbody>
</table>
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
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 C4
Command, Control, Communications, and Computers
Ms. Deb Woods

PEO ROTARY WING
COL John Vannoy

PEO MARITIME
CAPT Keith Lehnhardt

DEPUTY DIRECTOR
Mr. Jim Smith

PEO SOFSA
Special Operations Forces Support Activity
COL Luke Peterson

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

PEO SOF WARRIOR
COL John Reim

PEO FIXED WING
Col Eric Forsyth

LOGISTICS
COL Steve Allen

PROCUREMENT
Col Chris Daniels

COMPTROLLER
Mr. Dave Nuchols

SCIENCE & TECHNOLOGY
Mr. Tony Davis

MILITARY DEPUTY
COL Tim Baxter

ACQUISITION EXECUTIVE
Mr. Jim Geurts
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
## 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)

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>98M</td>
<td>Rounds of ammunition</td>
</tr>
<tr>
<td>42,334</td>
<td>Weapons, accessories, lasers, &amp; visual augmentation systems</td>
</tr>
<tr>
<td>1,874</td>
<td>Operator survival/equipment items</td>
</tr>
<tr>
<td>4,909</td>
<td>Radios, SATCOM terminals, &amp; ancillary equipment</td>
</tr>
<tr>
<td>28,590</td>
<td>Information Technology automation devices &amp; systems</td>
</tr>
<tr>
<td>2,187</td>
<td>Operator &amp; Medic kits</td>
</tr>
<tr>
<td>1537*</td>
<td>Field Service Reps placed on contract <em>(provided to support USSOCOM via PEO SOFSA)</em></td>
</tr>
<tr>
<td>2,455</td>
<td>ISR kits</td>
</tr>
<tr>
<td>627</td>
<td>Vehicles</td>
</tr>
<tr>
<td>2,769</td>
<td>TACLAN FoS equipment deliveries</td>
</tr>
<tr>
<td>13</td>
<td>SCAMPI node, SOCOM Strategic Entry Point, &amp; media ports</td>
</tr>
<tr>
<td>313</td>
<td>CASEVAC kits</td>
</tr>
<tr>
<td>84</td>
<td>Rotary Wing aircraft &amp; systems</td>
</tr>
<tr>
<td>16</td>
<td>Tactical MISO systems</td>
</tr>
<tr>
<td>29</td>
<td>Fixed Wing aircraft</td>
</tr>
<tr>
<td>12</td>
<td>Mobile Technology and Repair Centers deployed</td>
</tr>
<tr>
<td>8</td>
<td>Maritime Surface Crafts</td>
</tr>
<tr>
<td>3</td>
<td>Undersea Manned Submersible Prototypes</td>
</tr>
</tbody>
</table>
Competitive Landscape

- FY09: 62.0%
- FY10: 63.4%
- FY11: 66.1%
- FY12: 73.1%
- FY13: 74.3%
- FY14: 75.1%
- FY15: 75.9%
Service Disabled Veteran Owned Small Business

FY15 Contract Awards

360% of Goal

DoD Goal: 3%
USSOCOM Actual: 10.79%

$294.92M
Small Business Program

<table>
<thead>
<tr>
<th>Program</th>
<th>FY14 ($M)</th>
<th>FY15 ($M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB</td>
<td>667.7</td>
<td>905.0</td>
</tr>
<tr>
<td>SDB</td>
<td>173.5</td>
<td>287.6</td>
</tr>
<tr>
<td>WOSB</td>
<td>79.9</td>
<td>124.5</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>230.4</td>
<td>294.9</td>
</tr>
<tr>
<td>HUBZone</td>
<td>12.8</td>
<td>62.8</td>
</tr>
</tbody>
</table>

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

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

Does not include non MFP-11 in support of SOF
Sustainment Funding

FY16 Focus

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

Does not include O&M for operations or from supplemental/OCO
**SOF Sustainment Enterprise Vision**

### Key Enablers
- **Policy**
- **Process**
- **People**
- **Systems**

### 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

### Value Proposition
- Increase Effectiveness
- Increase Efficiency
- Enterprise Visibility
- Better Decisions

### Who We Serve
- Warfighters – operating footprints throughout the world

### Components
- TSOCS

### GAPS = potential opportunities!

### Key Partners
- DoD
- Joint Staff
- Services
- DLA
- Vendors / Suppliers
“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
Planning for the Future

Understand Gaps
- Technology Gaps
- Component & TSOC Gaps
- PEO Gaps
- Threat-Related Gaps

Understand Technology
- DISCOVER
  - Scouting
  - Roadmaps
  - Red Team
- ENABLE
  - Internal Projects
  - External Projects
  - Studies
- TRANSITION
  - PEOs
  - Military Services
  - Enablers, COI, OGA, DoD

Develop Solutions
- Deliver “Game Changing” Technology
- Maximize Leverage (DoD, Industry, Academia, Partner Nations)
- Execute Planned Transitions

Involv Warfighters
- Increase Speed
- Manage Risk
SOF S&T Needs

- Comprehensive Signature Management (CSM)*
- Human Performance*
- First Pass Accuracy and Lethality
- Small Unit Dominance (SOF/SUD)*
- 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*

**SOFWERX**
*Create Venues for “Return on Collisions”*

**Technical Experimentation**

- **Needs**
  - Technology
  - Capital

- **S&T Council**
  *Voice of Components/TSOCs*

**SOFIC**

**TILO 2.0**

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

**Industry Engagement**
New Operating Models

TALOS Rapid Prototyping Environment (RPE)

Field Trials

Rapid Transition Opportunities

Thickening the Network
Innovation Thrives in a Marketplace

CO-INVENTION
Rapid Prototyping
Technology Awareness
WORKFORCE DEVELOPMENT

THUNDERDOME EVENTS
Project Vulcan
Education with AT&L Fellowship/Interns
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
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**INFORMATION ON SOCOM NEEDS, PROGRAMS AND PROCESSES**
http://www.socom.mil/sordac

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**SUBMITTING PRODUCTS OR IDEAS**
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813.826.9482

**EXPERIMENTATION IDEAS**
http://www.socom.mil/sordac/Pages/ExpWithUS.aspx
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)

- Air-Launched ISR Assets
- Positive ID Diagnostics
- Provide Rapid Field Evaluation Units to SOF & Obtain Valuable Feedback
- Identity Management
- Advanced Munitions

UNCLASSIFIED
Small Business Innovation Research

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

- **DoD Overall**: $775
- **SOCOM**: $1,709

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- **Light Weight Vehicle Components**
- **Ruggedized Digital Camera**
- **Miniature Radio Frequency Antenna**
- **Enhanced Antenna**
- **Miniature Multi-Band Radar Beacon**
- **Rapid DNA**
- **NetBio**
Prize Challenges

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

2014
- Operator Interface

2015
- Power & Energy

2015
- Survivability
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

FOREIGN COMPARATIVE TESTING (FCT)

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

INTERNATIONAL AGREEMENTS / DIRECT
COMMERCIAL SALES / FOREIGN MILITARY SALES

- CV-22
- ISR Platforms
- MH-60M
- GMV1.1
- Mobile Comms & Networks
- Laser Markers & Sights
- SDV
- Air Drop Solutions
- Night Vision Goggles

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)

Numerous US/Int’l SOF partners