



SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

Technology & Industry Liason Office

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Technology & Industry Liaison
Office

What is the TILO?

- The primary contact for industry, academia and OGAs to facilitate communications, connections and collaboration of SOF capabilities, ideas and solutions of HQ USSOCOM interest areas
- Lead proponent for technical discussions, demonstrations, presentations and other events to conduct market research
- Maintain data repository of contractor provided information
- Provide guidance and assistance on how to conduct business with HQ USSOCOM
- Plan and conduct annual Special Operations Forces Industry Conference

How do I Provide HQ USSOCOM my Ideas?

<http://www.socom.mil/SORDAC/Pages/Default.aspx>

- KNOW YOUR CUSTOMER! Understand what is SOF unique, vs. Service Common
- Review the capability areas of interest
- Complete the online submission form
- Feedback provided from SME's in @30 days
- Multiple outcomes possible

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What Comprises a Good White Paper?

- A clear, concise synopsis
- State what your value proposition is
- SWAP-C; technical specifications
- Quantify your solution
- Picture or diagram
- Innovative look at the problem set
- Government contracts you currently have that RELATE to this effort and POC

Do not Include....

- “Tell us what you need, and we’ll make it!”
- Generic company overview
- History of the problem
- Testimonials
- Your company org chart or biographies
- Patent information
- A list of every Gov contract you’ve received
- Multiple papers on the same topic in different categories



What's the Next Step?

- It really depends.....
- Meetings or demonstration at the HQ
- Referral to existing contracting vehicle
- BAA, RFI, RFP
- Participate in TNT
- Cooperative Research & Development Agreement
- Referral to another agency
- No interest at this time
- Information is archived for 2 years

Food for Thought

- FY 11-653 WPs, 244 B/D, 1985 attendees
- FY 12-783 WPs, 207 B/D, 1515 attendees
- FY 13-350 WPs, (87 as of 1 May) 589 B/D, attendees

New areas of interest just added

Seeking innovative solutions across the board

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Who do I Contact?

- All submittal MUST go through the webpage
- Contact the applicable COCOM, TSOCS, etc.
- If you have issues or questions

TILO@SOCOM.mil 813-826-9482

- Ms. Karin Fones & Ms. Shelvin Watts

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