

# SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

Services Acquisition Management Office



## Lt Col Doug Roth

Program Manager for Services  
and Director, Services Acquisition  
Management Office

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# USD (AT&L) Better Buying Power 2.0

## Improve Tradecraft in Acquisition of Services

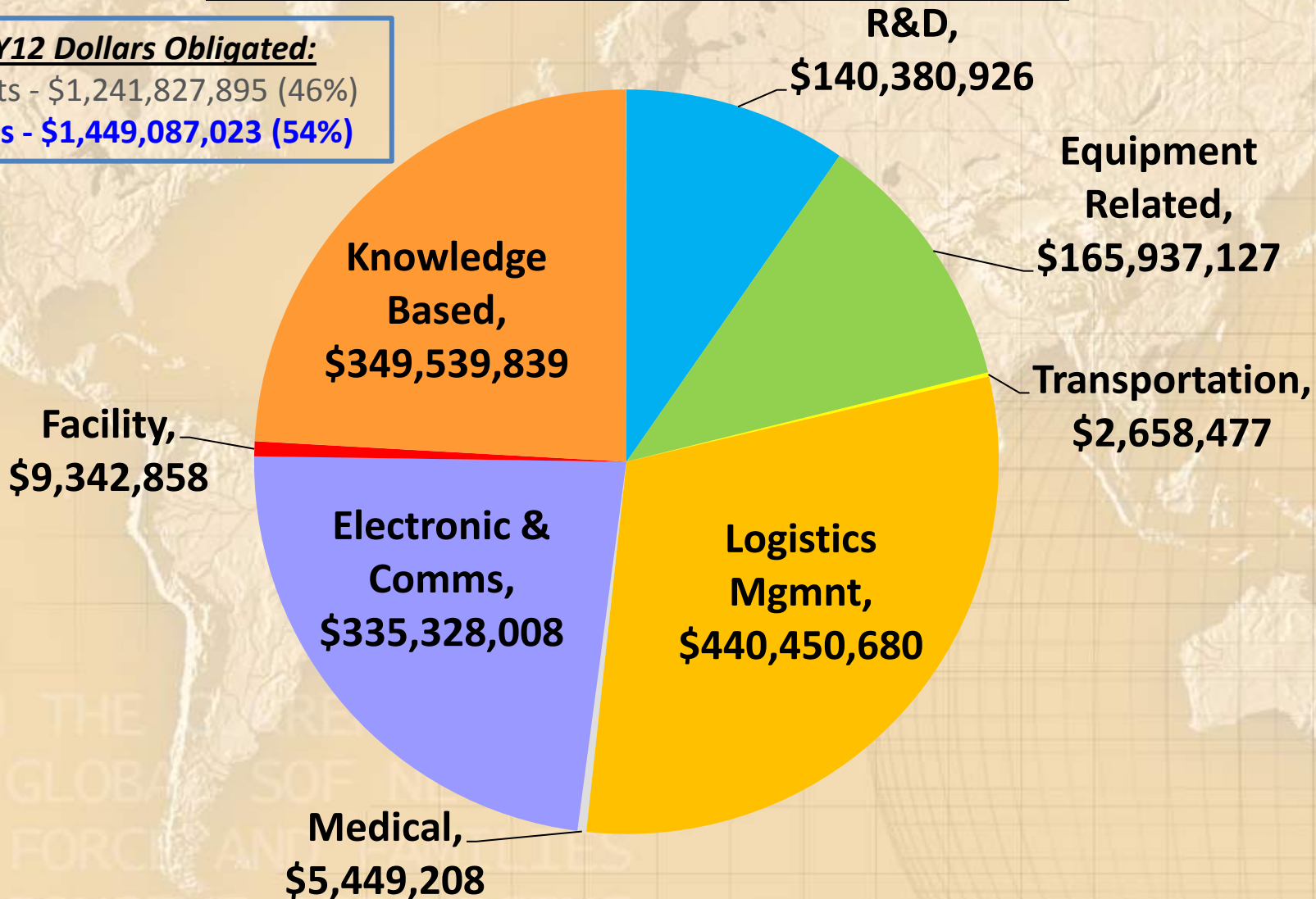
- **Assign Senior Manager for Services**
  - **Mr. James Cluck, Special Operations Acquisition Executive**
- **Adopt Uniform Services Market Segmentation**
- **Improve Rqmts Definition/Prevent Rqmts Creep**
- **Increase Use of Market Research**
- **Increase Small Business Participation**
- **Strengthen Contract Management Outside the Normal Acquisition Chain**
- **Expand Use of Rqmts Review Boards and Tripwires**

**FY12 Total Dollars by Portfolio Category**

**Total FY12 Dollars Obligated:**

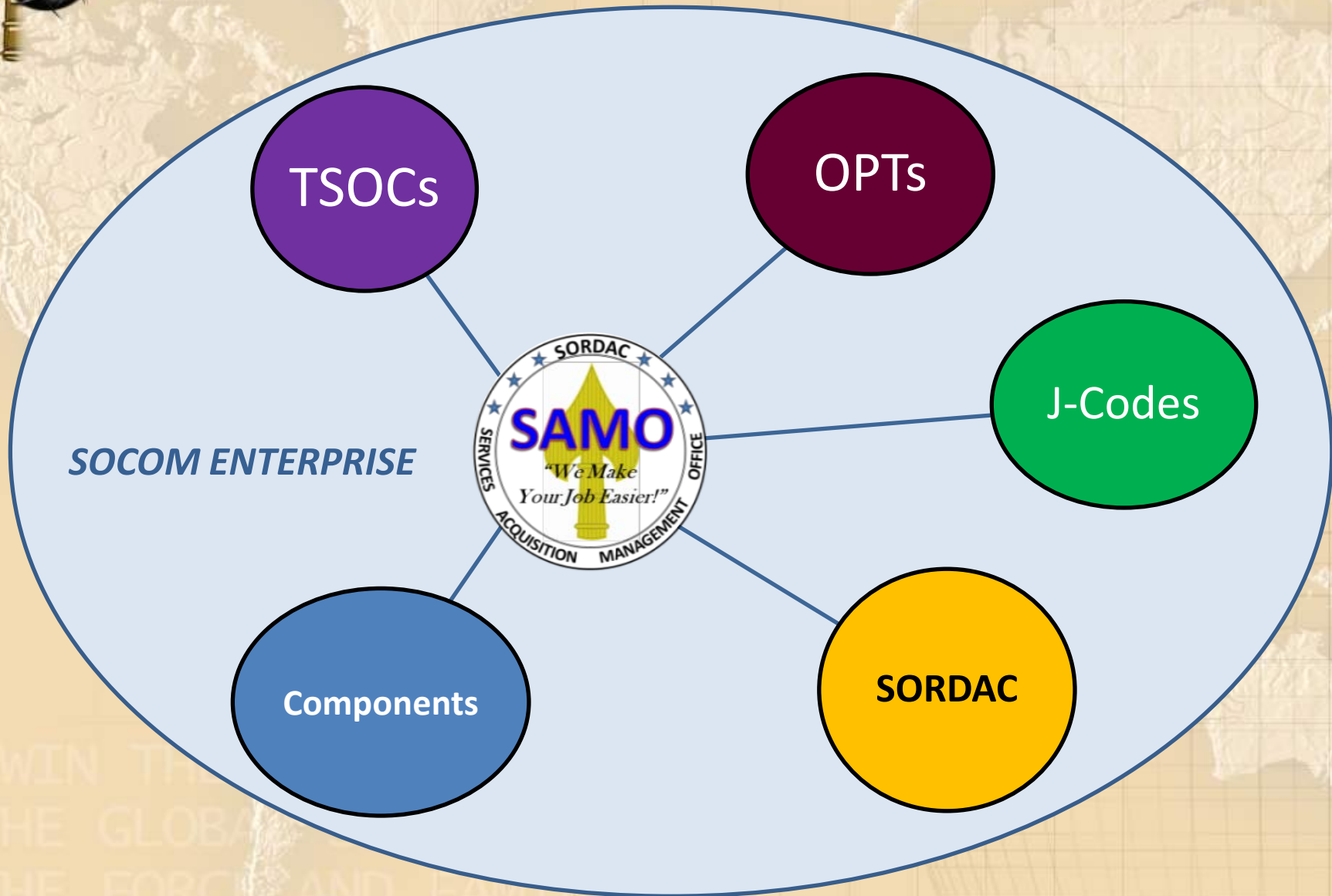
Products - \$1,241,827,895 (46%)

Services - \$1,449,087,023 (54%)



# Services Operating Environment

- **New Policies for Management of Services**
  - Taxonomy for the Acquisition of Services and Supplies & Equipment, 27 Aug 12
  - Policy for Approval and Reporting of USSOCOM Contracted Services, 5 Sep 12
  - Better Buying Power 2.0, 13 Nov 12
  - Electronic Contractor Manpower Reporting (eCMRA), 28 Nov 12
  - Traceability of Contract Execution Expenditures for Services, 14 Jan 13
  - Reporting Inherently Governmental Functions to FPDS, 25 Feb 13
- **FY12 and FY13 Contracted Services Cap, 3 Jun 12**
  - Limited to no more than FY10 funding level for services
  - Drives offsets for any new services or growth to existing requirements
- **Impacts of Sequestration**
  - ~9% reduction to all appropriations in FY13
  - Limit Period of Performance on all service contracts to NLT 31 Dec 13 (30 Nov 13 for HQ) with priced options – AE Policy, 7 Feb 13
- **Future DoD and SOCOM Budget levels below current approps???**



**SAMO Synchronizes Services Requirements Across the entire SOCOM Enterprise**

# Services Acquisition Management Office



**Acquisition Executive  
Mr. James Cluck**

**PM Services/SAMO Dir  
Lt Col Doug Roth**

**SORDAC-KH  
Lt Col Phil Hendrix**

**Operations  
Administrator  
Mr. Dermody**

**Acquisition PM  
Mike Deacy**

- J8 (P)
- Components (A)
- SOCS (P)
- Care Coalition (P)
- GBPS Follow-On (A)
- AFSSO21 (P)
- Services Policy (P)
- Reporting (P)

**Acquisition PM  
Bob Kabala**

- IATF (P)
- SOCOM-NCR (A)
- EGSN OPT (P)
- TSOCS (P)
- J2/3/5 (P)
- J6 (A)
- POTFF (P)
- SAMO Portal (P)

**Acquisition PM  
Julius Denson**

- JSOC (P)
- JSOU (P)
- J4/8 (A)
- FMD (A)
- SORDAC (P)
- GMSC (P)
- S060 (P)
- PM for Language (P)
- Linguists (P)

**Acquisition PM  
Geoff Gauger**

- AFG OPT (A)
- JSOC (A)
- J4 (P)
- SOCS (A)
- SORDAC (A)
- GMSC (A)
- GBPS PCOR (P)
- GBPS Follow-on (P)
- S060 (A)
- Policy (A)
- Reporting (A)

**Acquisition PM  
Uli Cartaya**

- Components (P)
- AFG OPT (P)
- EGSN OPT (A)
- SOCOM-NCR (P)
- IATF (A)
- TSOCs (A)
- JSOU (A)
- FMD (P)
- J2/3/5 (A)
- Wargame OPT (P)

*Primary (P); Alternate (A)*

## Recent Contracted Services Awards

- \$474M Human Performance and Resiliency Enterprise
- \$250M Language, Regional Expertise, and Culture (LREC)
- \$28M Overarching OPT Support
- \$25M JSOU Educational Planning and Support
- \$20M Joint Pre-Deployment Training Facility at Ft Bragg
- \$11.2M Resiliency Bridge contracts
- \$8.5M IATF Special Project Support
- \$5M Virtual Planning Workspace



## Possible Future Business Opportunities - HQ

- New/Emerging Requirements for GBPS & SITEC Task Orders
- Global Mission Support Center (GMSC) Visualization
- Care Coalition Combined Requirements
- Consolidated Exercise Support
- Range and Training Support
- Cyberspace Integration into SOF
- Intel Analysis and Support
- Military Information Support Operations (MISO) Planning/Support
- Expansion of SOF Education Opportunities Through JSOU
- SOCOM-Wide Mission Support (SWMS) – *aka GBPS Follow-On*



**Multiple Award Contracts Where Possible**



# SOCOM-Wide Management Support (SWMS)

- **Initial Planning for GBPS Follow-On contract has begun**
  - Current GBPS Contract ends 30 APR 2015
- **SWMS scope similar to GBPS – Knowledge Management**
  - Global Battlestaff and Intelligence Support
  - Acquisition and Logistics Management Support
  - Business Operations and Financial Management Support
- **Notional Timeline:**

– Market Research (RFI/Industry Days/1-on-1s)	May – September 2013
– Release Draft RFP	March 2014
– Release Final RFP	June 2014
– Contract Award	March 2015
- **Acquisition Strategy will be developed based in part on input from Industry during Market Research**

# Possible Future Business Opportunities Components/TSOCs/OPTs

- SOJTF Pre-Mission training planning and Execution
- SOCOM-NCR Studies and Engagements
- TSOC Studies, Analysis, and Support
- NATO SOF HQ Air Warfare Center
- Regional SOF Coordination Centers
- Enterprise Knowledge Management Support
- Chaplain and Life Skills Support



**Supporting the Commander's Lines of Operation**