



SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

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Program Support Specialist

TECHNOLOGY AND
INDUSTRY LIAISON OFFICE



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WHAT IS THE TILO

- The primary contact for industry, academia and OGAs to facilitate communications, connections, and collaboration of SOF capabilities, ideas, and solutions applicable HQ USSOCOM interest areas
- Lead proponents for technical discussions, demonstrations, presentations and other events to conduct market research
- Maintains data repository of contractor provided information
- Provide guidance and assistance on how to conduct business with HQ USSOCOM

HOW TO PROVIDE USSOCOM MY IDEAS

<http://www.socom.mil/sordac/Pages/SubmitYourIdea.aspx>

- KNOW YOUR CUSTOMER! Understand the difference between “SOF Unique” and “Service Common”
- Review the Capability Areas of Interest
- Complete the online submission form
- Feedback provided from SMEs in about 30 days
- Multiple outcomes possible

WHAT MAKES UP A GOOD WHITE PAPER

- No official format
- A clear, concise synopsis
- State what your value proposition is
- SWaP-C; technical specifications
- Quantify your solution
- Pictures and/or diagrams
- Innovative look at the problem set
- Government contacts you currently have that RELATE to this effort and POC
- Any testing that is planned or completed (if applicable)

WHAT NOT TO INCLUDE ...

- “Tell us what you need and we’ll make it!”
- Generic company overview
- Your company org chart and personnel biographies
- History of the problem
- Testimonials
- Patent Information
- A list of every government contract you’ve ever received
- Multiple papers on the same topic in different areas of interest

WHAT'S THE NEXT STEP

- It really depends...
- Meeting or demonstration
- Referral to existing contracting vehicle
- BAA, RFI, RFP
- Participation in Technical Experimentation (TE)
- Cooperative Research & Development Agreement (CRADA)
- Referral to another agency
- No interest **AT THIS TIME**
- Information is archived for two years

FOOD FOR THOUGHT...

- FY 12 – 783 WPs, 208 Briefings, 1524 Attendees
- FY 13 – 729 WPs, 273 Briefings, 1870 Attendees
- FY 14 - 360 WPs, 65 Briefings (As of 1 May), 310 Attendees

New areas of interest just added

Seeking innovative solutions across the board

WHO DO I CONTACT

- All submittals MUST go through the webpage
- Contact the applicable COCOM, TSOC, etc.
- If you have questions or issues:
 - Ms Shelvin Watts
 - 813-826-9482
 - tilo@socom.mil

CURRENT CONTRACTORS

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