



# SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE



**Mr. Ted Koufas**

Program Executive Officer

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SERVICES  
MAIN PORTFOLIO  
PRESENTATION

SERVICES

# 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

# DEFINITION: SPECIAL OPERATIONS PECULIAR

- **Equipment, Material, Supplies, and Services with No Service-Common Requirement**
- **Items Initially Used by SOF Until Adopted by a Service**
- **Modifications Approved by CDR USSOCOM for Application to Items Used by Other DoD Forces**
- **Critically Urgent Items/Services Supporting SOF Activities**

*Source: DoDD 5100.3, "Support of the Headquarters of Combatant and Subordinate Joint Commands",  
Certified Current as of 24 Mar 04*

# SERVICES SIGNIFICANCE

- **Services acquisitions are more than half of all DOD contracting dollars spent in support of the Warfighter**
- **Congressional Interest, GAO Reports, Fraud Reports**
- **Senior Leadership Emphasis: Improving Tradecraft in Acquisition of Services is one of the seven USD(AT&L) Better Buying Power (BBP) 2.0 focus areas.**
  - **Potential for cost reduction and improved efficiencies**
- **Services touches everyone – military, civilian, E1 – O10, GS-3 to SES Until now they have had very little services acquisition specific training**

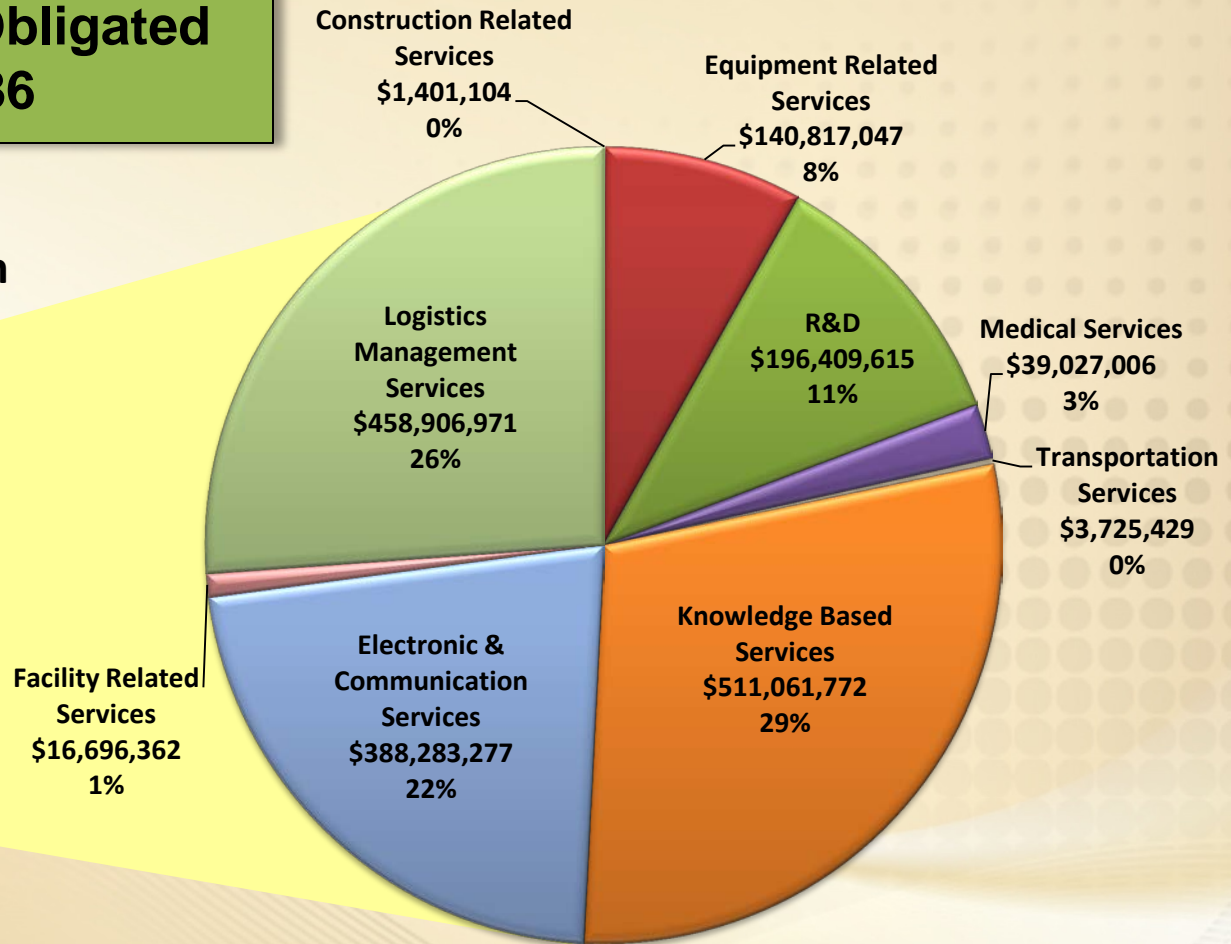
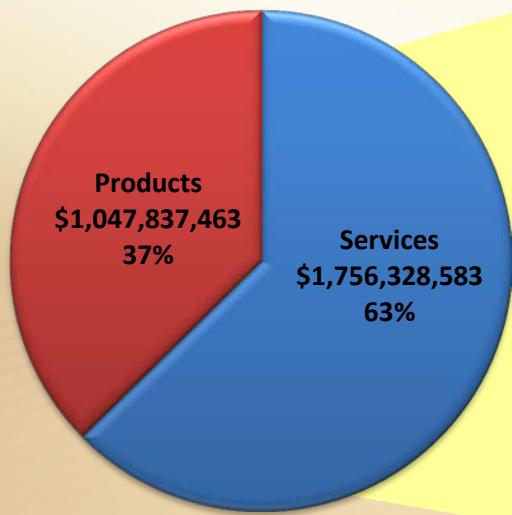


**BETTER BUYING POWER 3.0, <http://bbp.dau.mil>**

# USSOCOM SERVICE CONTRACT BREAKDOWN BY TAXONOMY

**FY14 Total Dollars Obligated**  
**\$3,027,783,586**

**Product/Service Breakdown**



**Total Dollars by Portfolio Category**

# SERVICES OPERATING ENVIRONMENT

- **New Policies for Management of Services**
  - Better Buying Power 3.0, 9 April 2015
  - Reporting Inherently Governmental Functions to FPDS, 25 Feb 13
  - Traceability of Contract Execution Expenditures for Services, 14 Jan 13
  - Electronic Contractor Manpower Reporting (eCMRA), 28 Nov 12
- **Acquisition Requirements Roadmap Tool (ARRT)**
- **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
  - Cap is still valid

# PROGRAM EXECUTIVE OFFICER - SERVICES

- **PEO Services Functions**

- Acquisition Strategy
- Requirements Refinement
- Independent Government Cost Estimate (IGCE)
- Program Oversight for Cost / Schedule / Performance of Contract / Execution
- Procurement / Requirements Package
- Lines of Authority
- Funding Form 9
- Contract Determination (Type)
- Technical Evaluation Process
- Standard Templates / Products
- MDA / SSA

- **Acquisition Requirements Roadmap Tool Set (ARRTS)**

- **SRAS (Accounting / Database of Actions)**

# OPPORTUNITIES

- **Provide Tools & Support, Oversight Available**

- More Competition - Better Pricing & Quality
- Multiple Award Contracts - More Responsive
- Leverage HQs Contracting Framework

- **PEO Services Enablers**

- PMs Work With Requiring Activities To Reduce Gaps and Delays
- Strategic View of Enterprise Services and Strategic Sourcing

- **Benefits**

- **Transparency**

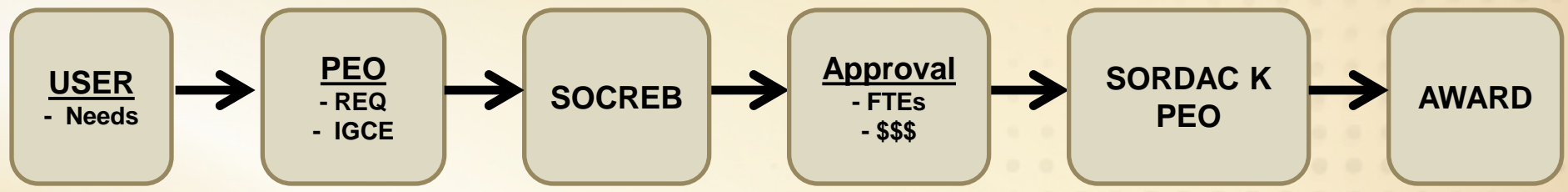
- Dashboard and Execution Review

- **Trusted Provider**

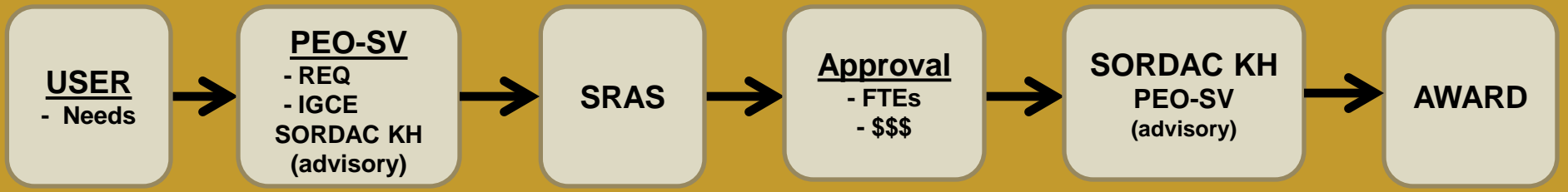


# SERVICES ACQUISITION PROCESS

## MATERIALS ACQUISITION PROCESS



## SERVICES ACQUISITION PROCESS



# KNOWLEDGE BASED SERVICES FOR THE ENTERPRISE

UNCLASSIFIED

## GLOBAL BATTLE STAFF AND PROGRAM SUPPORT (GBPS) / SOCOM WIDE MISSION SUPPORT (SWMS)

### **\$1.5B IDIQ Contract**

- Covers all labor categories for Knowledge based service contract support
- Minimizes cost to Requiring Activities
- Minimizes contract actions
- Maximizes flexibility and RA involvement

## USSOCOM ENTERPRISE WIDE TRAINING AND EXERCISE PROGRAM (UEWTEP)

### **\$100M FFP Contract**

- Awarded Jun 2014 – 1 YR w/(3) 1 yr options
- Utilizes SOF Joint Training Teams (JTTs)
- HQs, TSOCs, Component Commands, and GCCs
- Joint Collective Training, Cyberspace, and Building Partner Capacity
- Training Conducted Worldwide

## LANGUAGE, REGIONAL EXPERTISE AND CULTURE (LREC)

### **\$250M FFP Contract**

- Regional Expertise and Cultural (REC) Instruction
- Situational Training Exercises (STX)
- Immersion Training (ISO)
- Transition to SWMS FY 2015

## CARE COALITION

### **\$6.1M FFP Contract**

- Awarded Nov 13 – 1 YR w/(4) 1 yr options
- Non-clinical Wounded, injured and ill (WII) Advocacy
- Earned Benefits Transition Support
- Community Outreach
- Military Adaptive Sports Program (MASP)

## PRESERVATION OF THE FORCE AND FAMILY (POTFF)

### **\$308M FFP Contract**

- Awarded Jan 2012 – 1 YR w/(4) 1 yr options
- Human Performance
- Psychological Performance
- Family Support – Peer to Peer
- GSAT – Suicide Prevention Training
- Brainwave Optimization studies

UNCLASSIFIED

# SOCOM-WIDE MANAGEMENT SUPPORT (SWMS)

- **Source Selection for SWMS contract is ongoing – Ordering Period for GBPS Contract ended 30 APR 2015**
- **SWMS scope similar to GBPS – Knowledge Based Services**
  - **Global Battlestaff and Intelligence Support**
  - **Acquisition and Logistics Management Support**
  - **Business Operations and Financial Management Support**
  - **Available to HQs, Components and TSOCS**
- **Timeline:**

|  |                     |
|--|---------------------|
| – <b>Release Draft RFP</b>             | <b>3 April 2014</b> |
| – <b>Release Final RFP for Group C</b> | <b>30 June 2014</b> |
| – <b>Release Final RFP for Group B</b> | <b>27 Oct 2014</b>  |
| – <b>Release Final RFP for Group A</b> | <b>5 Dec 2014</b>   |
| – <b>Contract Awards</b>               | <b>TBD</b>          |
- **Acquisition Strategy has been shaped by input from Industry as part of various market research activities**

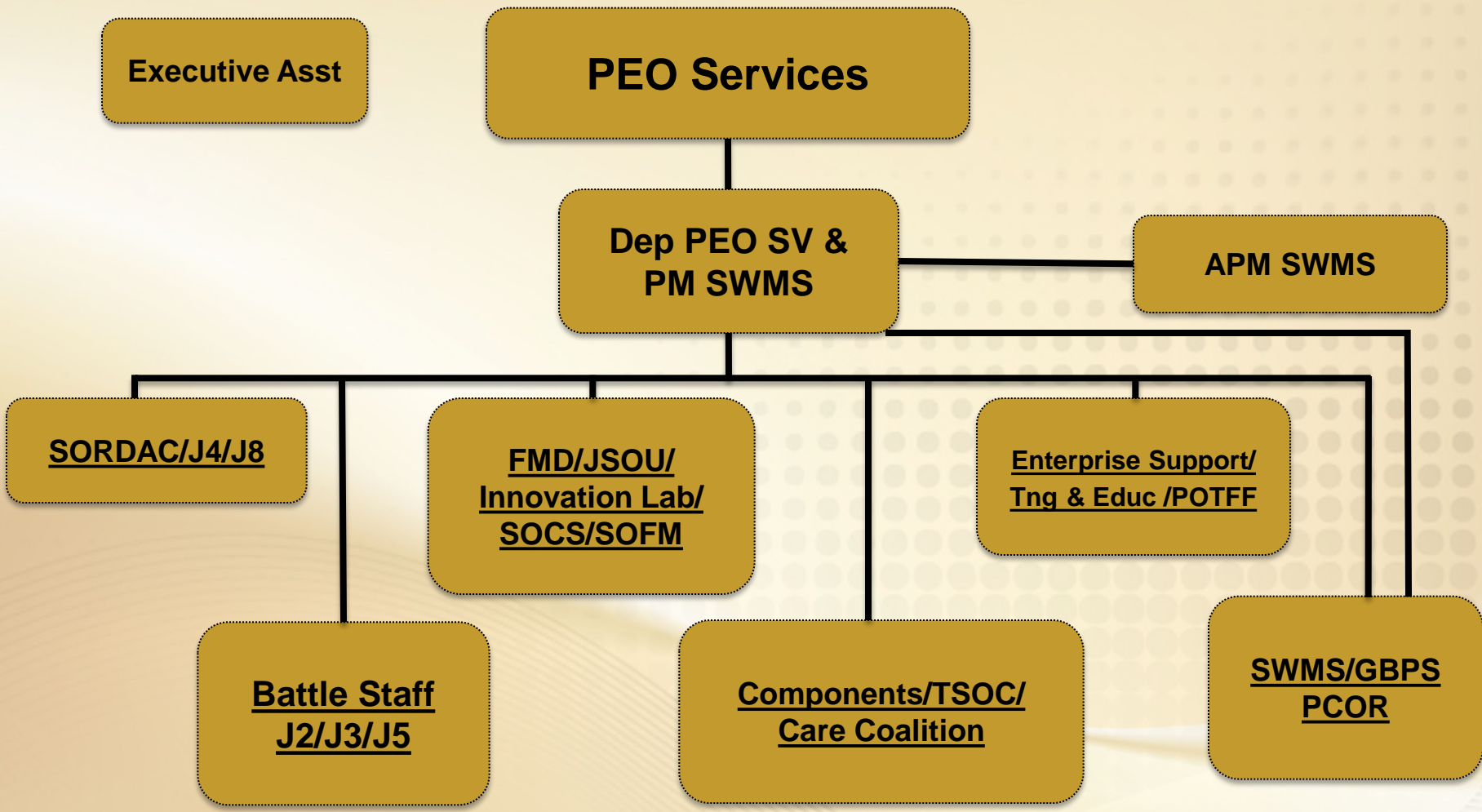
# FUTURE BUSINESS OPPORTUNITIES HQ

- **SOCOM Wide Mission Support (SWMS) (Task Orders)**
  - **\$1.5B Source Selection in Process: \$150M Service Disabled, Veteran Owned Small Business; \$450M Small Business; \$900M full and open**
- **SITEC**
  - **\$3.5B scheduled for 2016**
  - **Small business set asides are undetermined**
- **SOFSA**
  - **\$5B scheduled for FY17**
  - **Currently 25% Small business**



**Multiple Award  
Contracts  
Where Possible**

# PEO SERVICES ORGANIZATIONAL CHART



# QUESTIONS AND COMMENTS

TILO Office  
[TILO@SOCOM.MIL](mailto:TILO@SOCOM.MIL)  
813-826-9482



# SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

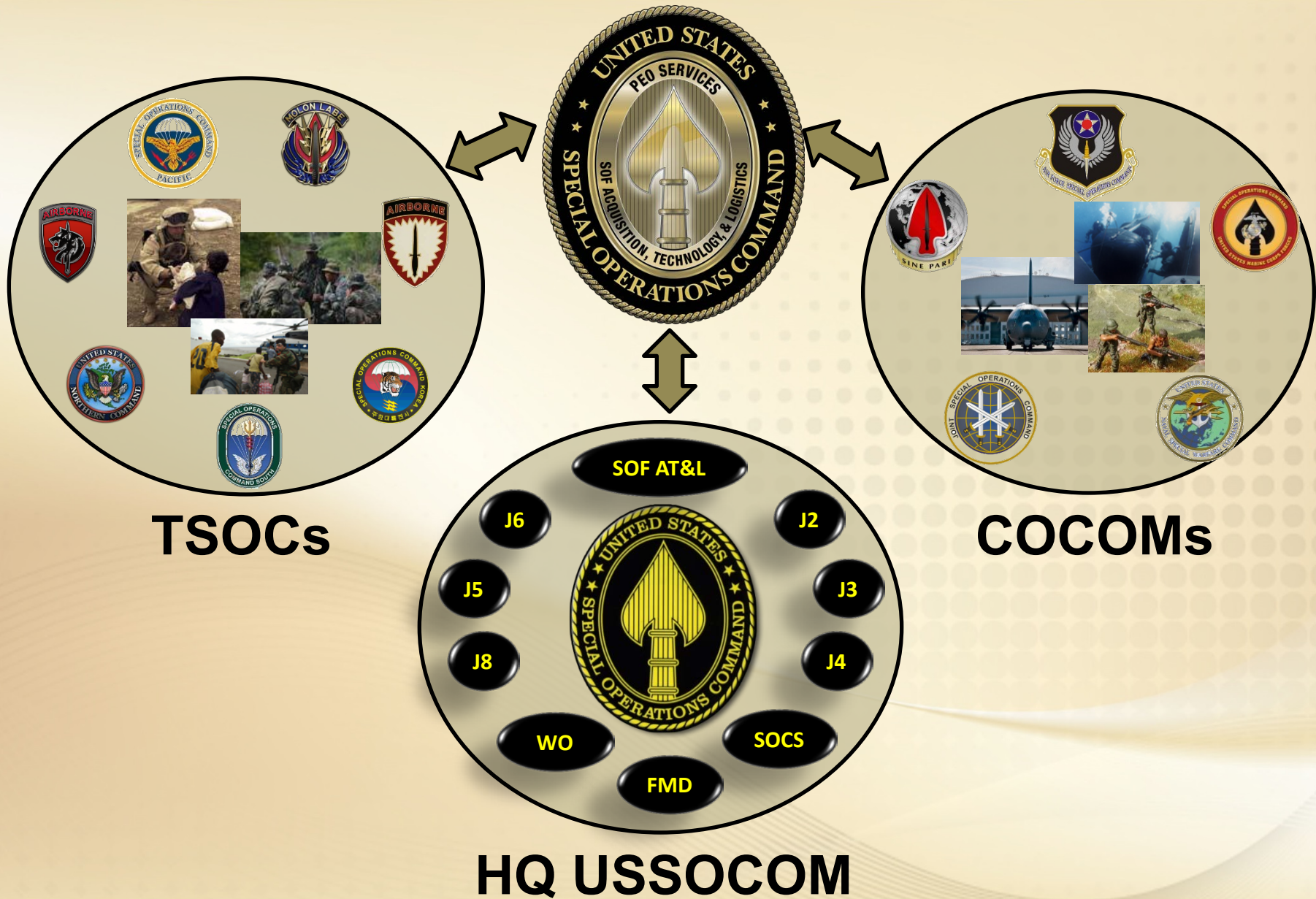


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MAIN PORTFOLIO  
PRESENTATION**

**SERVICES**



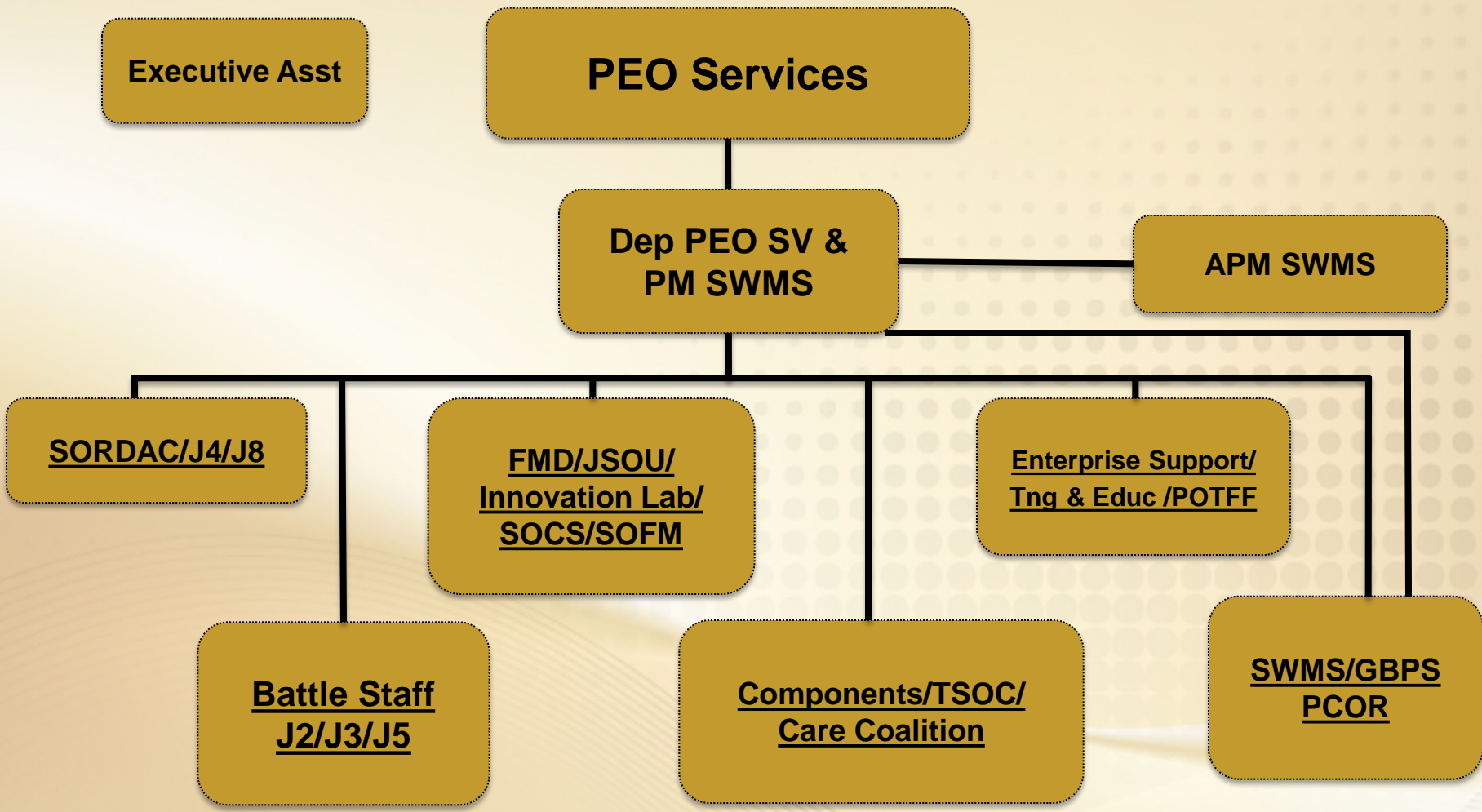
**TSOCs**

**COCOMs**

**HQ USSOCOM**



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- **Benefits**

- **Transparency**

- Dashboard and Execution Review

- **Trusted Provider**



# SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

Program Manager –  
Battlestaff, J2, J3, J5

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SERVICES

# BATTLESTAFF

- Transitioning several USSOCOM/J2 tasks from GBPS and other contracts to SWMS
- Tasks provide contract support to entire range of SOF Intelligence

## ACQUISITION STRATEGY

- Cyber CI Support Element
- TSOC/JICPAS/Geospatial Support
- JICSOC Linguist Support
- Insider Threat Auditing Support
- Identity Intelligence Exploitation Cell (I2EC)
- SOF STTE Training Support
- Silent Dagger
- Identity Intelligence Operations Managers (IOM)
- Identity Intelligence Field Service Representatives

## PERIOD OF PERFORMANCE

- 9/26/2016 – 9/25/2017 • 9/22/2015 – 9/21/2016
- 9/30/2015 – 9/29/2016 • 9/30/2016 – 9/29/2017
- 3/5/2016 -- 3/4/2017 • 9/15/2015 – 9/14/2016
- 4/1/2016 – 3/31/2017 • 8/1/2015 – 7/31/2016
- 7/12/2016 – 7/11/2017

## MILESTONES

- 9/26/2016
- 9/30/2015
- 3/5/2016
- 4/1/2016
- 7/12/2016
- 9/22/2015
- 9/30/2016
- 9/15/2015
- 8/1/2015

## POINT OF CONTACT

- Technology & Industry Liaison Office
- TILO@SOCOM.mil
- 813.826.9482

## FUNDING

- MFP-2
- MFP-3
- MFP-11

## CURRENT CONTRACT/OEM

- GBPS
- Blackbird Tech
- EOIR Technologies
- Digital Globe
- Leidos

# BATTLESTAFF

- Transitioning several USSOCOM/J3 tasks from GBPS to SWMS
- Tasks provide contract support to entire range of SOF Operations

## ACQUISITION STRATEGY

- Operations Support
- Red Beard Translators
- Future Ops
- Engagement
- CIP-AT/FP Support
- OPSEC
- J3I Support
- Special Activities Support (SIGREDUX)
- OSE Information Operations
- Senior Military Engagement
- Subject Matter Expert Support

## PERIOD OF PERFORMANCE

- 1/1/2016 – 1/1/2017
- 1/10/2016 – 1/1/2017
- 1/10/2016 – 1/1/2017
- 1/10/2016 – 1/1/2017
- 2/2/2016 – 2/1/2017
- 2/2/2016 – 2/1/2017
- 1/14/2016 – 1/13/2017
- 3/14/2016 – 3/13/2017
- 3/14/2016 – 3/13/2017
- 7/30/2015 – 7/29/2016
- 8/1/2015 – 7/31/2016

## MILESTONES

- |             |           |
|-------------|-----------|
| • 1/1/2016  | 1/10/2016 |
| • 1/10/2016 | 1/10/2016 |
| • 2/2/2016  | 2/2/2016  |
| • 1/14/2016 | 3/14/2016 |
| • 3/14/2016 | 7/30/2015 |
| • 8/1/2015  |           |

## POINT OF CONTACT

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## FUNDING

- MFP-11

## CURRENT CONTRACT/OEM

- GBPS

# BATTLESTAFF

ACQUISITION

ACQUISITION

- **Transitioning several USSOCOM/J5 tasks from GBPS to SWMS**
- **Tasks provide contract support to SOCOM strategy, policy, and plans**

## ACQUISITION STRATEGY

- Strategic & Plans Support
- Support to Sovereign Challenge
- Synchronization & Assessment Support

## PERIOD OF PERFORMANCE

- 9/14/2015 – 9/13/2016
- 7/6/2015 – 7/5/2016
- 8/2/2015 – 8/1/2016

## MILESTONES

- 9/14/2015
- 7/6/2015
- 8/2/2015

## POINT OF CONTACT

- Technology & Industry Liaison Office
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- 813.826.9482

## FUNDING

- MFP-11

## CURRENT CONTRACT/OEM

- GBPS



# SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

Program Manager -  
SOF AT&L, J4, J8

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SERVICES



# J4

ACQUISITION

ACQUISITION

- **J4-Logistics**

- **Contracted services deliver technical support in the areas of logistics policy and doctrine; materiel management processes, analysis, and data resolution; and munitions database enhancement and maintenance**

## ACQUISITION STRATEGY

IDIQ Task Order

## PERIOD OF PERFORMANCE

- GBPS Task Order Ends 1 Aug 15

## MILESTONES

- Transition to SWMS

## POINT OF CONTACT

- Technology & Industry Liaison Office
- TILO@SOCOM.mil
- 813.826.9482

## FUNDING

- MFP-11

## CURRENT CONTRACT/OEM

- GBPS: CACI-WGI Inc.
- \$1.3M

# J8

ACQUISITION

ACQUISITION

- **J8-Resources & Requirements**

- **Contracted services deliver technical and analytic support related to resourcing efforts, planning efforts, and capability studies**

## ACQUISITION STRATEGY

- IDIQ Task Order

## PERIOD OF PERFORMANCE

- GBPS Task Order Ends 3 Oct 15

## MILESTONES

- Transition to SWMS

## POINT OF CONTACT

- Technology & Industry Liaison Office
- TILO@SOCOM.mil
- 813.826.9482

## FUNDING

- MFP-11

## CURRENT CONTRACT/OEM

- GBPS: Jacobs Technology Inc.
- \$13.6M

# SOF AT&L

ACQUISITION

ACQUISITION

- **Special Operations Forces Acquisition, Technology, & Logistics**
  - **Contracted services deliver an array of engineering and technical services; management support services; professional services; and administrative support services**

## ACQUISITION STRATEGY

- **IDIQ Task Orders**

## PERIOD OF PERFORMANCE

|   |           |
|---|-----------|
| PEO C4 Program Management Support                           | 3-OCT-15  |
| PEO SRSE SOF Planning, Rehearsal, and Execution Preparation | 31-OCT-15 |
| PEO FW Program Management Support                           | 19-DEC-15 |
| PEO M Contract Management Support                           | 31-MAY-15 |
| PEO RW Program Management Support                           | 15-AUG-15 |
| PEO SRSE Program Management Support                         | 31-MAY-15 |
| PEO SRSE Engineering  | 24-MAY-16 |
| DIR S&T Directorate and Program Support                     | 17-JAN-16 |
| PEO SW Research, Development and Acquisition Support        | 30-NOV-15 |
| Comptroller Support   | 8-MAY-15  |
| DIR Procurement Contract Management Support                 | 18-JUL-15 |
| Acquisition and Policy Support                              | 8-MAY-15  |

## MILESTONES

- **Transition to SWMS**

## POINT OF CONTACT

- **Technology & Industry Liaison Office**
- **TILO@SOCOM.mil**
- **813.826.9482**

## FUNDING

- **MFP-3**
- **MFP-6**
- **MFP-11**

## CURRENT CONTRACT/OEM

- **GBPS: Booz Allen Hamilton; CACI-WGI Inc.; Jacobs Technology Inc.; SRA**
- **\$150.4M**



# SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

**Program Manager  
FMD, JSOU, SOCS, SOFM**

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**SERVICES**

# FMD

ACQUISITION

ACQUISITION

- **Force Management Division (J1, J7/9, JSOU)**
  - **Lessons Learned Program – Global Collection/Analysis**
  - **Joint Special Operations University (JSOU) – Academic Cadre**
  - **Future Capability Development and Integration (FCD&I)**
    - **Subject Matter Experts (SME)**

## ACQUISITION STRATEGY

- **IDIQ Task Orders**

## PERIOD OF PERFORMANCE

- Lessons Learned: 15 Sep 14- 14 Sep 15
- JSOU: 1 Mar 15- 28 Feb 16
- FCD&I: 1 Feb 15-31 Jan 15
- Manpower Augmentation: 15 Sep 14- 14 Sep 15
- Training Support: 27 Sep 14-26 Sep 15
- SPI: 1 Dec 14- 30 Nov 15
- SOFLO: 29 Sep 14- 28 Sep 15
- SOFPREP: 1 Jan 15- 31 Dec 15
- JTSS: 13 Mar 15- 12 Mar 16

## MILESTONES

- Lessons Learned: 15 Sep 15
- JSOU: 1 Mar 18
- FCD&I: 1 Feb 16
- Manpower Augmentation: 15 Sep 15
- Training Support: 27 Sep 15
- SPI: 1 Dec 15
- SOFLO: 29 Sep 15
- SOFPREP: 1 Jan 16
- JTSS: 13 Mar 16

## POINT OF CONTACT

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## FUNDING

- **MFP-11**

## CURRENT CONTRACT/OEM

- **GBPS (BAH, CACI, Jacobs)**
- **\$25M**

# FMD (cont)

- **Force Management Division (J1, J7/9, JSOU)**
  - **Manpower Augmentation (MA) – Staff Support**
  - **Training Support – Support Joint Training Venues**
  - **Strategic Planning and Integration (SPI) – SME, Concepts to Doctrine**
  - **SOF Language Office (SOFLO) – Staff Support**
  - **Strategic Planning Integration (SPI) – Strategic Planning Process Support**
  - **SOF Planning, Rehearsal, and Execution Preparation (SOFPREP) – Mission Preparation and Planning Support**
  - **Joint Training Systems Specialist – SMEs in Joint Training**

# NSEC

ACQUISITION

ACQUISITION

- **National Security Engineering Center (NSEC)**
  - Provide Architecture Development, Technical Strategy, Program Strategy, and Program Execution Support to SOF AT&L and HQs

## ACQUISITION STRATEGY

- Annual Contract
- Federally Fund Research & Development Center (FFRDC)
- CECOM Contract

## PERIOD OF PERFORMANCE

- 1 Oct- 30 Sep

## MILESTONES

- Jul 15: Annual Revision
- Sep 15: Contract Award

## POINT OF CONTACT

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## FUNDING

- MFP-11

## CURRENT CONTRACT/OEM

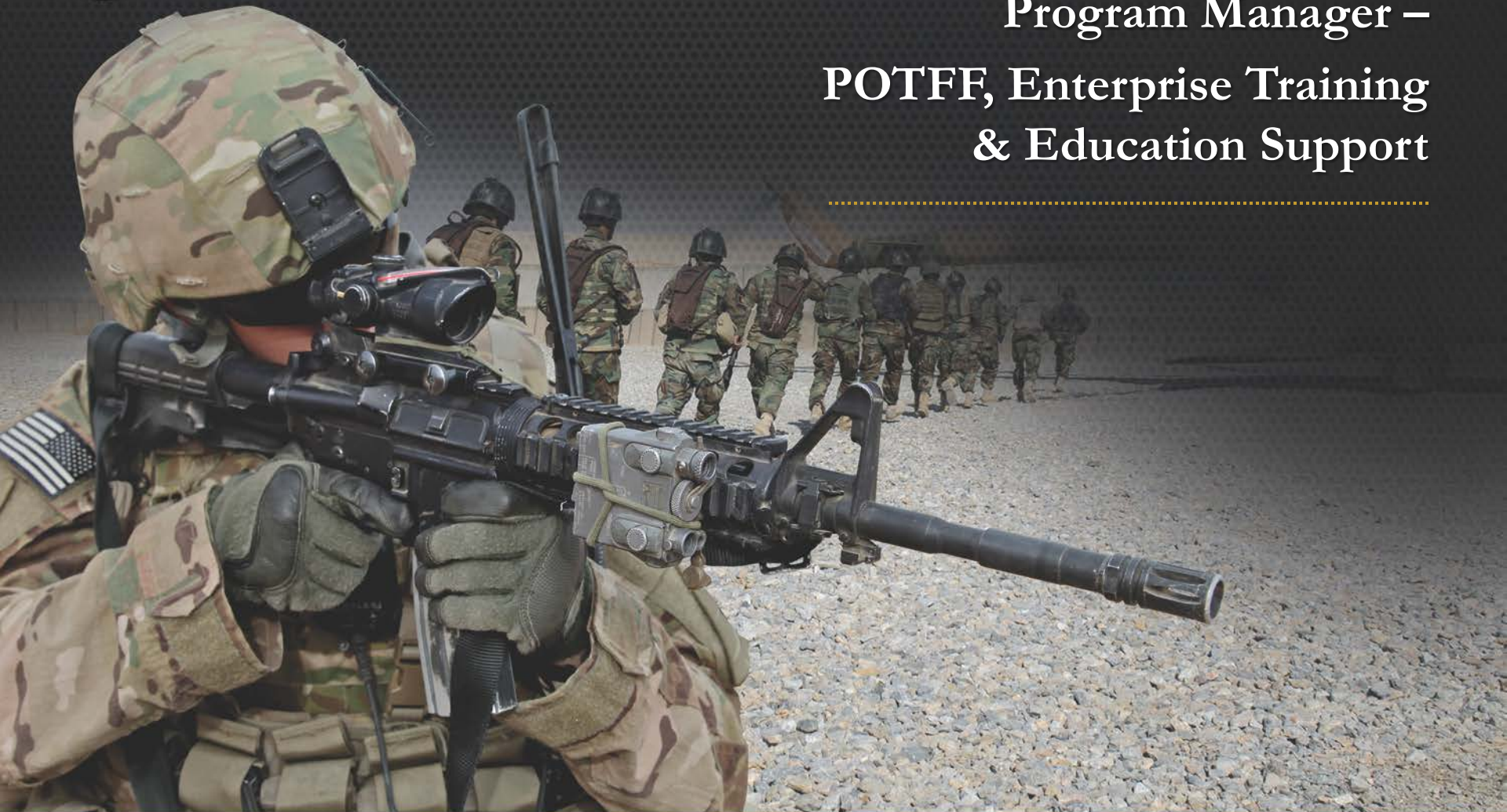
- MITRE
- Ceiling: \$12.5M



# SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

Program Manager –  
POTFF, Enterprise Training  
& Education Support

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SERVICES



# POTFF

- **Preservation of the Family and Force (POTFF)**
  - Provides the Psychological performance and Human performance programs for all Components across USSOCOM
    - Task Order 1501 – Human Performance
    - Task Order 1502 – Psychological Performance
    - Task Order 1503 – Operational Psychologist
    - Task Order 1403 – FOCUS Program
    - Task Order 4002 – PEER Network Coordinators

## ACQUISITION STRATEGY

IDIQ Contract  
Single Award  
Full and Open Competition

## PERIOD OF PERFORMANCE

- 1 Mar – 28 Feb
- Base plus 4
- Awarded: Jan 13

## MILESTONES

- 1501 – 1 Mar 15
- 1502 – 1 Mar 15
- 1502 – 1 Mar 15
- 1403 – 29 Sep 15
- 4002 – 29 Sep 15

## POINT OF CONTACT

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## FUNDING

- MFP-11
- MFP-2
- MFP-8

## CURRENT CONTRACT/OEM

- Booz Allen Hamilton
- Ceiling: \$475M – 5 Years (1 Mar 2013 thru 28 Feb 2018)

# UEWTEP

- **USSOCOM Enterprise-Wide Training and Exercise Program (UEWTEP)**
  - Provides modular, tailor-able and scalable training and exercise capabilities based on USSOCOM and Combatant Commander and JSOTF/SOJTF requirements
  - Provides joint and combined SOF C2 staff training to effectively integrate of a mix of “SOF Tribes” theater mission forces, national mission forces, multinational SOF, as well as SOF aviation, organic SOF enabler, other support, and sustainment capabilities, and attached CF

## ACQUISITION STRATEGY

IDIQ Contract  
Single Award  
Small Business Set - Aside

## PERIOD OF PERFORMANCE

- 1 Oct- 30 Sep
- 6 Month Base plus 3, 12 month options
- Awarded: 24 Sep 13

## MILESTONES

- 1 Oct 2016

## POINT OF CONTACT

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- TILO@SOCOM.mil
- 813.826.9482

## FUNDING

MFP-11  
MFP-2  
MFP-4

## CURRENT CONTRACT/OEM

- Intelligence, Communications, and Engineering (ICE, Inc.)
- Ceiling: \$79.9M

# LREC

- **Language, Regional Expertise, and Cultural (LREC)**
  - Develop, coordinate, and execute foreign language, regional expertise, and culture (LREC) policy and strategies for Joint Special Operations Forces and the SOF Service components to satisfy USSOCOM validated capability requirements identified by supported combatant commands and USSOCOM
  - Develop, validate, and execute Joint SOF LREC training, training delivery means, and training materials
  - Study, identify, and implement methods to increase SOF LREC capability and report readiness

## ACQUISITION STRATEGY

IDIQ  
Multiple Award Contract  
Small Business Set - Aside

## PERIOD OF PERFORMANCE

- 1 Oct- 30 Sep
- 6 Base plus 2 options
- Awarded: 27 Sep 12

## MILESTONES

- Transitioning to SWMS

## POINT OF CONTACT

- Technology & Industry  
Liaison Office
- TILO@SOCOM.mil
- 813.826.9482

## FUNDING

- MFP-11

## CURRENT CONTRACT/OEM

- Multilingual Solutions, Inc.
- The Buffalo Group LLC
- Mid Atlantic Professionals, Inc.,
- Global Technology Solutions, LLC
- Ceiling: \$21.1M

# QUESTIONS AND COMMENTS

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[TILO@SOCOM.MIL](mailto:TILO@SOCOM.MIL)  
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