

*The only easy day
was yesterday.....*

**Special Operations Forces
Acquisition, Technology, & Logistics**

Mr. James “Hondo” Geurts

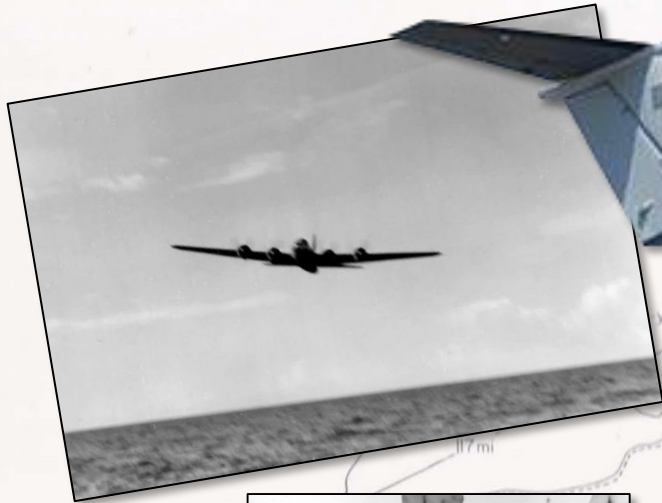
Acquisition Executive



A Rich Tradition of Innovation

Water Route — Chih Chiang to Hankow

JAVA-MAN PROJECT



LEGEND

- ← Strong Jap Patrol
- Road
- Railroad
- Ferry Route
- Main Jap Line

Scale

0 10 20 30 40 50 Miles

Drawn in R&A, Hq & Hq Det, OSS, APO 627
19 April 1945

SECRET

Recognize This?

Organizations and Conferences (Page 28)

- (1) Insist on **doing everything through "channels."** Never permit short-cuts to be taken in order to expedite decisions.
- (2) Make "speeches." Talk as frequently as possible and at great length. **Illustrate your "points" by long anecdotes** and accounts of personal experiences. Never hesitate to make a few appropriate "patriotic" comments.
- (3) When possible, **refer all matters to committees**, for "further study and consideration." Attempt to make the committees as large as possible — never less than five.
- (4) **Bring up irrelevant issues** as frequently as possible.
- (5) **Haggle over precise wordings** of communications, minutes, resolutions.
- (6) Refer back to matters decided upon at the last meeting and attempt to **re-open the question** of the advisability of that decision.
- (7) **Advocate "caution."** Be "reasonable" and urge your fellow conferees to be "reasonable" and avoid haste which might result in embarrassments or difficulties later on.
- (8) **Be worried about the propriety of any decision** — raise the question of whether such action as is contemplated lies within the jurisdiction of the group or whether it might conflict with the policy of some higher echelon.

69,700 SOF

7,785

DEPLOYED

96

LOCATIONS

24/7



“Our Nation depends on SOF to provide unique capabilities, innovative solutions and sustained presence in the most challenging areas --- and we will not fail”.

GEN Joseph L. Votel, Commander, USSOCOM



Ensure SOF Readiness





Help Our Nation Win





Continue to Build Relationships





Prepare for the Future





Preservation of the Force and Family



Authorities and Responsibilities

★★★★
USSOCOM CDR



A Unified Combatant Command

★★★★

Deputy CDR
Tampa, FL

This block contains several logos of US military commands, including the United States Special Forces Command, United States Special Operations Command, United States Northern Command, United States Southern Command, United States Strategic Command, and the Joint Special Operations Task Force.

... with Service, Military Department, and Defense Agency-like responsibilities

★★★★

Vice CDR
Washington, DC

This block contains logos of various US military departments and agencies, including the Department of Defense, Department of the Army, Department of the Navy, Department of the Air Force, and the Department of the Marine Corps.

... and Acq Chain of Command

USSOCOM ACQ Executive SES-2

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SOF AT&L



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!

Wide Array of Programs



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 \$3.4B

11,528 contract actions (inc 4,456 actions for services for \$1.85B)

98M

42,334

1,874

4,909

28,590

2,187

1537*

2,455

627

2,769

13

313

84

16

29

9

8

3

Rounds of ammunition

Weapons, accessories, lasers, & visual augmentation systems

Operator survival/equipment items

Radios, SATCOM terminals, & ancillary equipment

Information Technology automation devices & systems

Operator & Medic kits

Field Service Reps placed on contract *
(provided to support USSOCOM via PEO SOFSA)

ISR kits

Vehicles

TACLAN FoS equipment deliveries

SCAMPI node, SOCOM Strategic Entry Point, & media ports

CASEVAC kits

Rotary Wing aircraft & systems

Tactical MISO systems

Fixed Wing aircraft

Mobile Technology and Repair Centers deployed

Maritime Surface Crafts

Undersea Manned Submersible Prototypes

SOF Acquirers – Our Best Resource



Credible

Technical Expert

Joint by design

Innovator/Entrepreneur

Efficiently effective

**Supported by mission
focused team/tools**



Sharing SOF Characteristics and Mindset

Global Acquisition Network

DOD Labs, Industry, Academia & International Partners



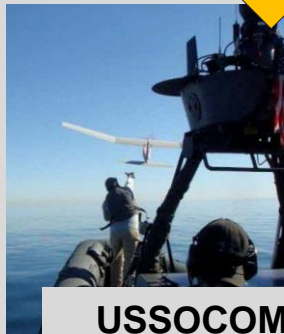
Service/International Acquisition



- **Combat Feedback**
- **Unconventional Uses**



- **SOF-to-Service Transition**
- **Innovative Acq Practices**



USSOCOM Acquisition

Combat Development Cycle

Equipment



**Tactics
Techniques
Procedures**

Training

Key Attributes

Worldwide Use

Speed to field

*Easily integrated into
existing/future
capabilities*

*Applicable in multiple
mission areas*

*Reliable, employable,
supportable, affordable*

Kinetic/non-kinetic

Non-Developmental Items



Comm Suite



EO/IR Systems

SOF Modified Items "Monster Garage"



AFSOC MC-130

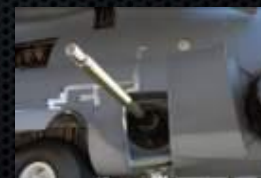


SOPGM

How we do Acquisition



Operator Consoles



30mm Gun

Rapid Development

**“If the rate of change on
the outside exceeds the
rate of change on the
inside, the end is near.”**

Jack Welch

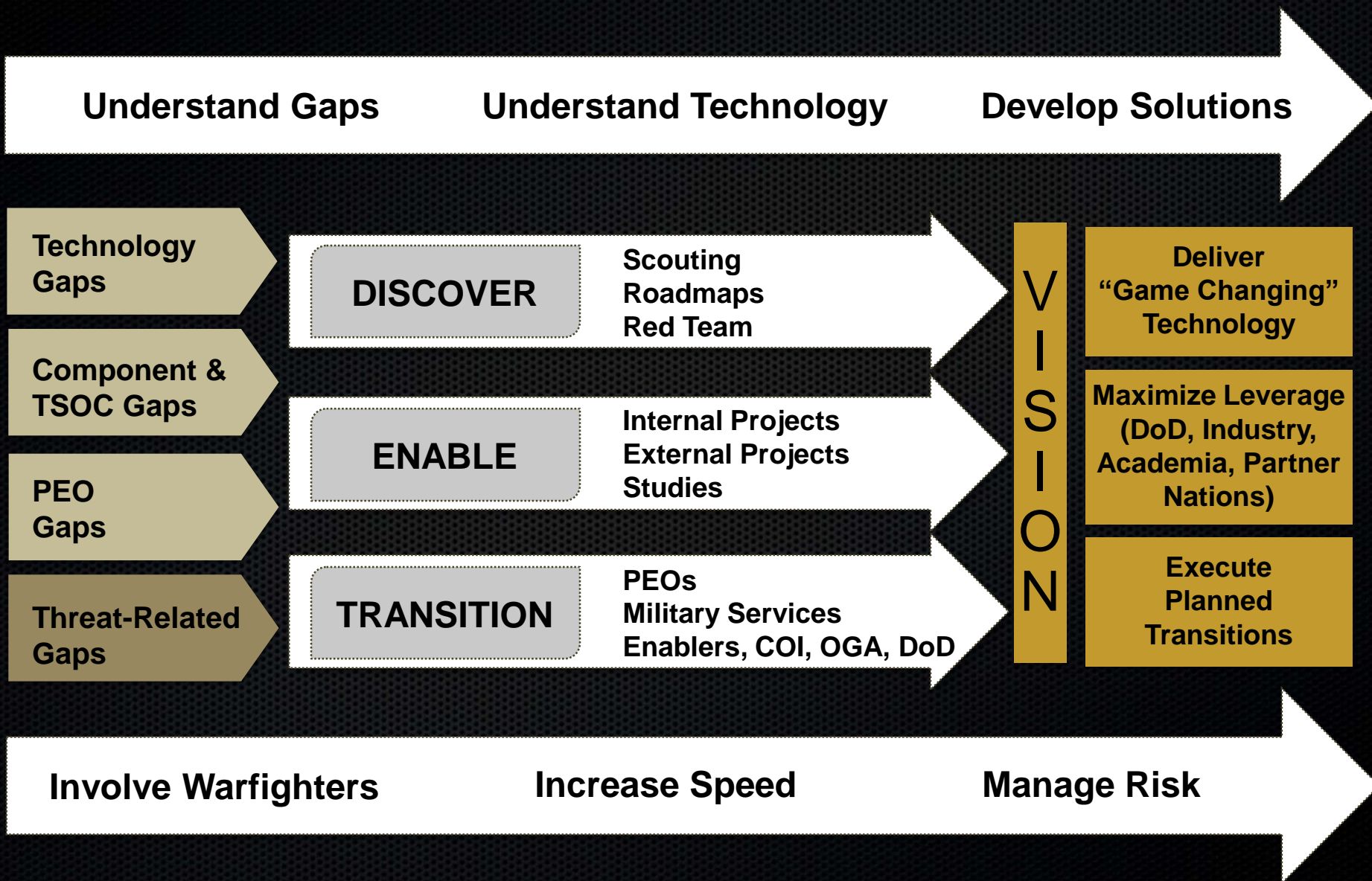
Our Blueprint

Set unreasonable expectations
Execute an elastic business definition
A cause, not a business
Embrace and listen to new voices
Enable a market for innovation
Exploit low-risk experimentation
Create and exercise the network

USSOCOM acquisition ... light, agile, lethal: a pathfinder for DoD acquisition reform:
USSOCOM leads the way by focusing on modifying organization culture rather than processes.
GLEND A H. SCHEINER

LEADING THE REVOLUTION - GARY HAMEL

Planning for the Future



SOF S&T Needs



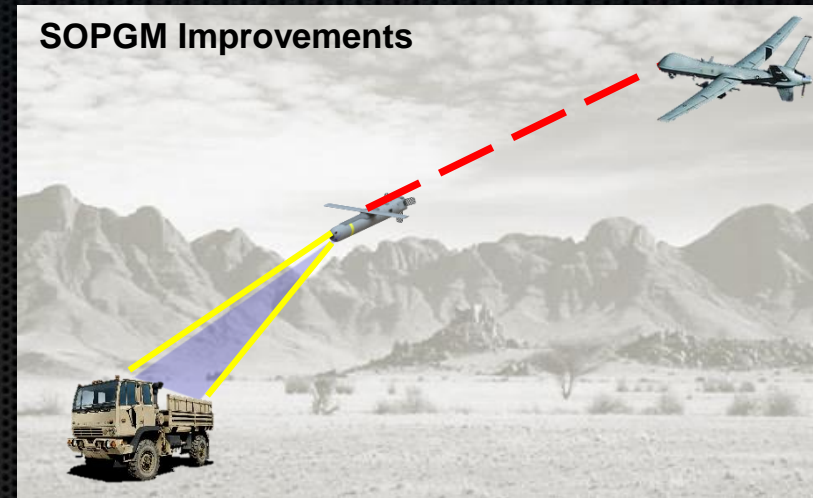
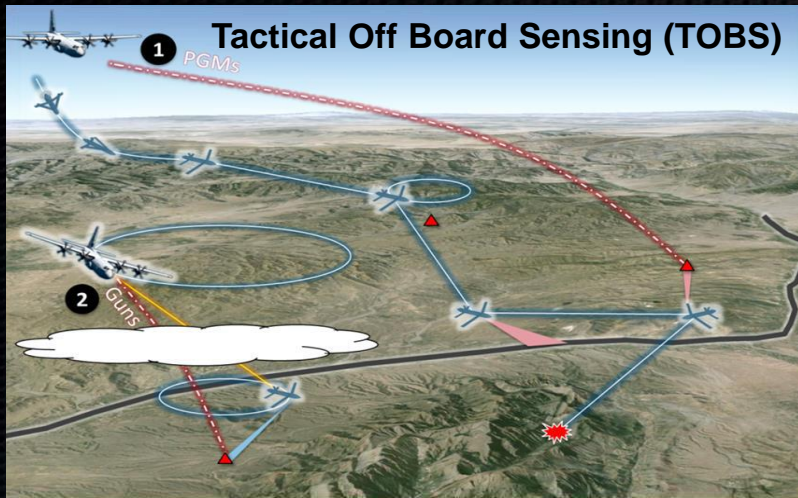
“Somewhere something incredible
is waiting to be known.”

-Carl Sagan

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

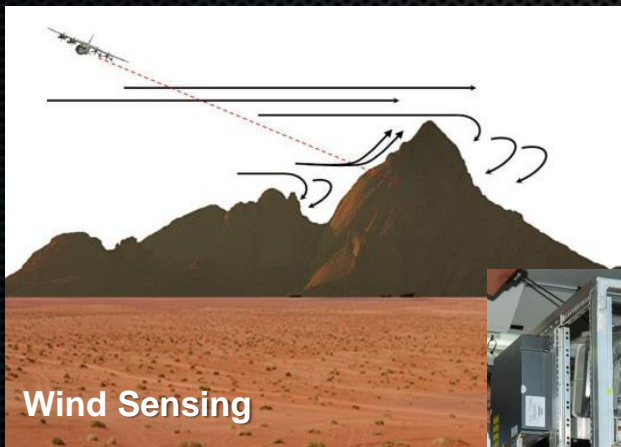
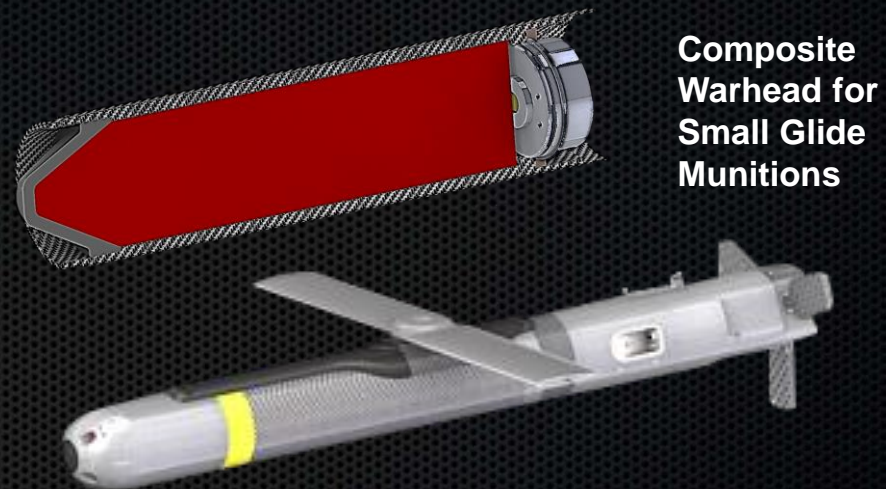
* FY15-19 Science and Technology Integrated Priority List (STIPL)

Fixed Wing Precision Mmunition Gaps



- **TOBS**
 - Enhanced targeting under weather and at standoff ranges
- **SOPGM**
 - FMV capable w/ display in cockpit
 - Long range standoff strike capability
- **Smart / Guided Munitions**
 - First shot lethality
 - Moving target engagement

Fixed Wing Precision Muniton Gaps



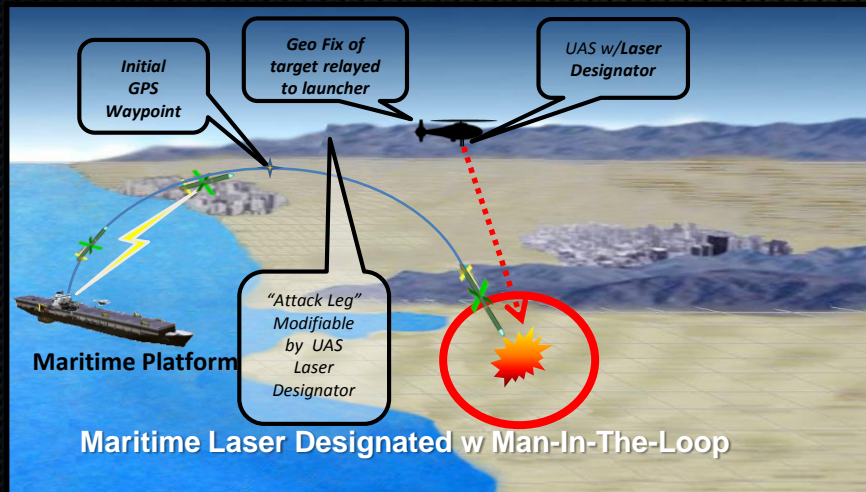
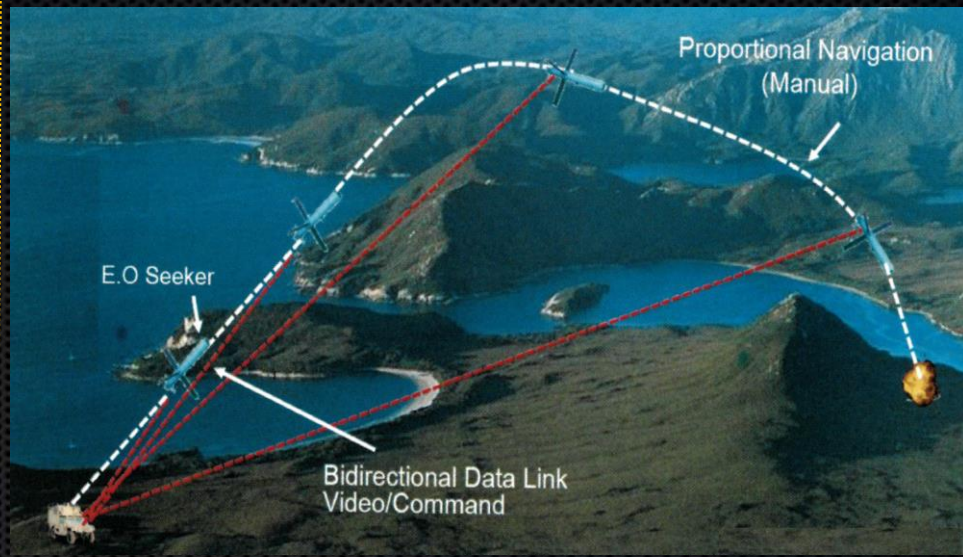
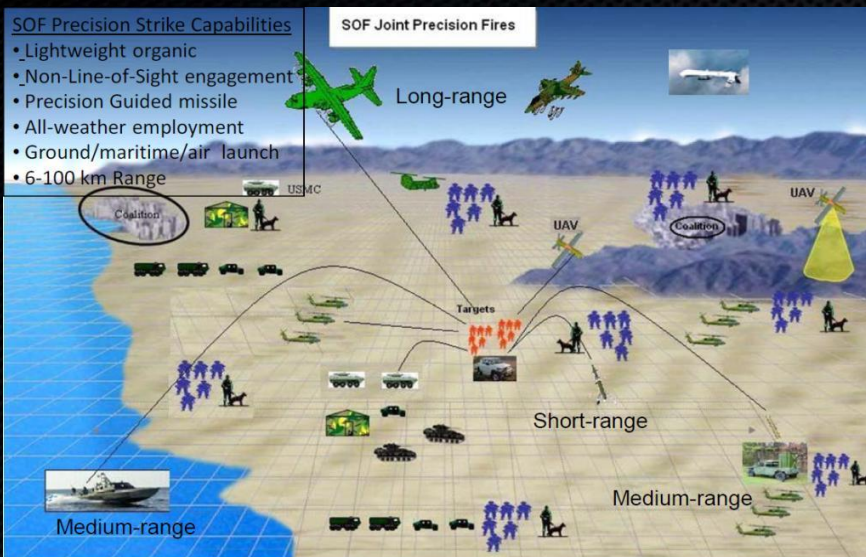
Targeting Improvements

Wind Sensing



- **Denied Environment**
 - Comms / GPS / IADS / Weather
- **Composite Warhead**
 - Enhanced Lethality
 - Low Collateral Damage
- **Targeting Improvements**
 - Improving 1st shot accuracy
 - Improved probability of hit

Ground/Maritime Precision Mmunition Gaps



Ground-Based Man-In-The-Loop Strike

GAP: Short, Medium and Long Range Precision Strike:

- All- Weather, non-line of sight engagement
- Modular - Employable on Multiple Types and Sizes of Ground and Maritime Mobile Platforms
- Real-time C2 w/ Man-In-The-Loop, laser and/or GPS guided
- Tailorable Target Effects to Mitigate Collateral Effects on Non-combatants and Surrounding Structures
- Capable Against Fast Moving Targets

Directed Energy (DE)

Why:

- Provide a Range of Offensive and Defensive Desired Effects with DE

Objective:

- Demonstrate Operationally Suitable DE Prototype
- Establish Engineering and Airworthiness Criteria for Testing and Fielding
- Aid in Develop Concept of Operations (CONOPS) and Concept of Employment (CONEMP) for DE

Applicable Technologies:

- High Energy Laser (HEL)
- Power Management
- Aiming and Focus Turret

Benefit:

- Minimize Collateral Damage and Signatures

Next Steps:

- Assess Currently Available Technologies
- Determine Tech Readiness Levels
- Provide Advocacy for Service Efforts (AF, Navy, Etc...)
- Focus on High Risk Areas
- Begin Transition Planning/Aircraft Integration



The 3rd Offset – not a Thing but a way of Operating

- Using existing technologies to create new capability at the time/cost
- Using new ideas and technologies to solve to old problems
- Empowering innovation at the point of need vs serial delivery processes
- Developing, thickening, and exercising an adaptive network
- Reducing barriers to entry and collaboration while incentivizing co-invention
- Acquire then require wherever possible
- Radically reduce the cost per bet and exponentially increase the iteration speed

Make velocity our competitive advantage

Breaking Down Barriers

Source
Selection
AARs with
AE/DoP

TILO

Prize
Challenges

TALOS

CRADA

SOFWERX

SBIRs

Industry
Visits w/AE

Capability
Collaboration
Events

Experimentation

Exercises

Non-FAR
Contracts (OTAs)

Enabled by Tools

Project Vulcan

Turn Everyone into a Sensor



Technical Experimentation



SOFWERX

Create Venues for “Return on Collisions”



S&T Council

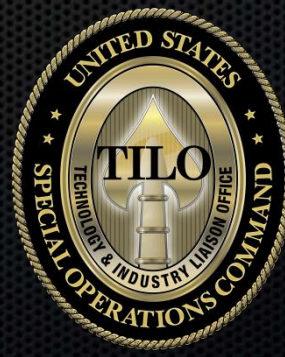
Voice of Components/TSOCs

SOFIC



Industry Engagement

TILO 2.0



PEO Technology Insertion Roadmaps

Link What Components Need to Execution



Innovation Thrives in a Marketplace



CO-INVENTION

THUNDERDOME EVENTS

Rapid Prototyping

Project Vulcan

EDUCATION WITH AT&L

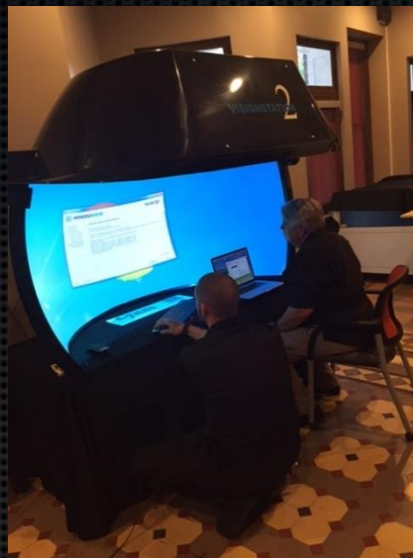
TECHNOLOGY AWARENESS

Fellowship/Interns

WORKFORCE DEVELOPMENT

Industry Engagement

SOFWERX - Hackathons



TALOS



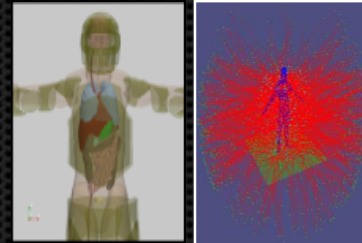
Initial Prototype



Iterative Prototyping



Design Review



Incorporates Critical Organ Models & Injury Correlation Data

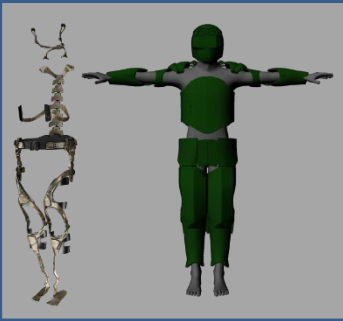
Manufactured Prototype



End User Eval

Four Month Total Process

Armor Design Concept

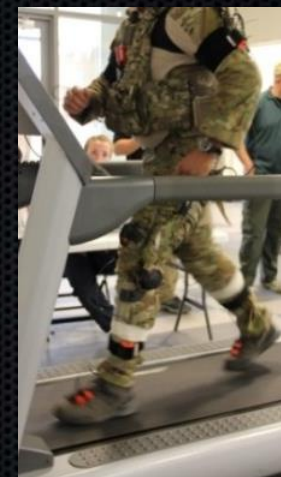


- TALOS: Vision to improve the survivability of the SOF operator via innovative process
- Joint Acquisition Task Force established in Nov 2013, comprised of:
 - Operators
 - Engineers
 - Acquisition Professionals
- First Article Prototype Combat Suit to be delivered in 2018
- Potential Tech transitions (C4I, targeting, armor, cooling vest, passive exoskeleton, power)
- Successful radical Armor design has occurred through an iterative, collaborative process with operators, materials engineers, research labs (technical and medical), and industry partners



New Operating Models

TALOS Rapid Prototyping Environment (RPE)



Field Trials



Rapid Transition Opportunities



Thickening the Network



New Ways of Thinking

Strategy: Enable the Global SOF Network with distributed use of networked advanced design and manufacturing tools



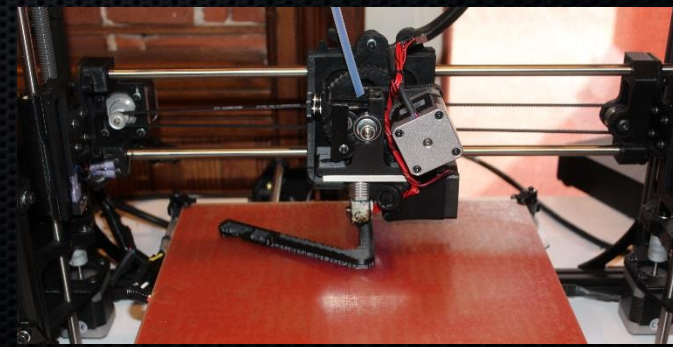
Objective: Empowered units and individuals solving problems and implementing solutions at the point of need

New SOF Acquirers

Mark Sharpe @MarkSharpeFL - Jan 8
Listening to @hondogeurts "Q" talk to students from @HillsboroughFL on robotics, STEAM at #SOFWERX @TampalInnovation



Mark Sharpe @MarkSharpeFL - Jan 9
USF @USouthFlorida Dean Robert Bishop speaks to students about engineering at a very cool SOFWERX @TampalInnovation



For Further Engagement

SMALL BUSINESS HELP

Christopher Harrington

Director, Office of Small Business Programs

Christopher.Harrington@socom.mil

813.826.9475

SUBMITTING PRODUCTS OR IDEAS

Shelvin Watts

Technology & Industry Liaison Officer

TILO@socom.mil

813.826.9482

INFORMATION ON SOCOM NEEDS, PROGRAMS AND PROCESSES

<http://www.socom.mil/sordac>

EXPERIMENTATION IDEAS

[http://www.socom.mil/sordac/
Pages/ExpWithUS.aspx](http://www.socom.mil/sordac/Pages/ExpWithUS.aspx)

COME VISIT THE AE

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Adapt or Die

