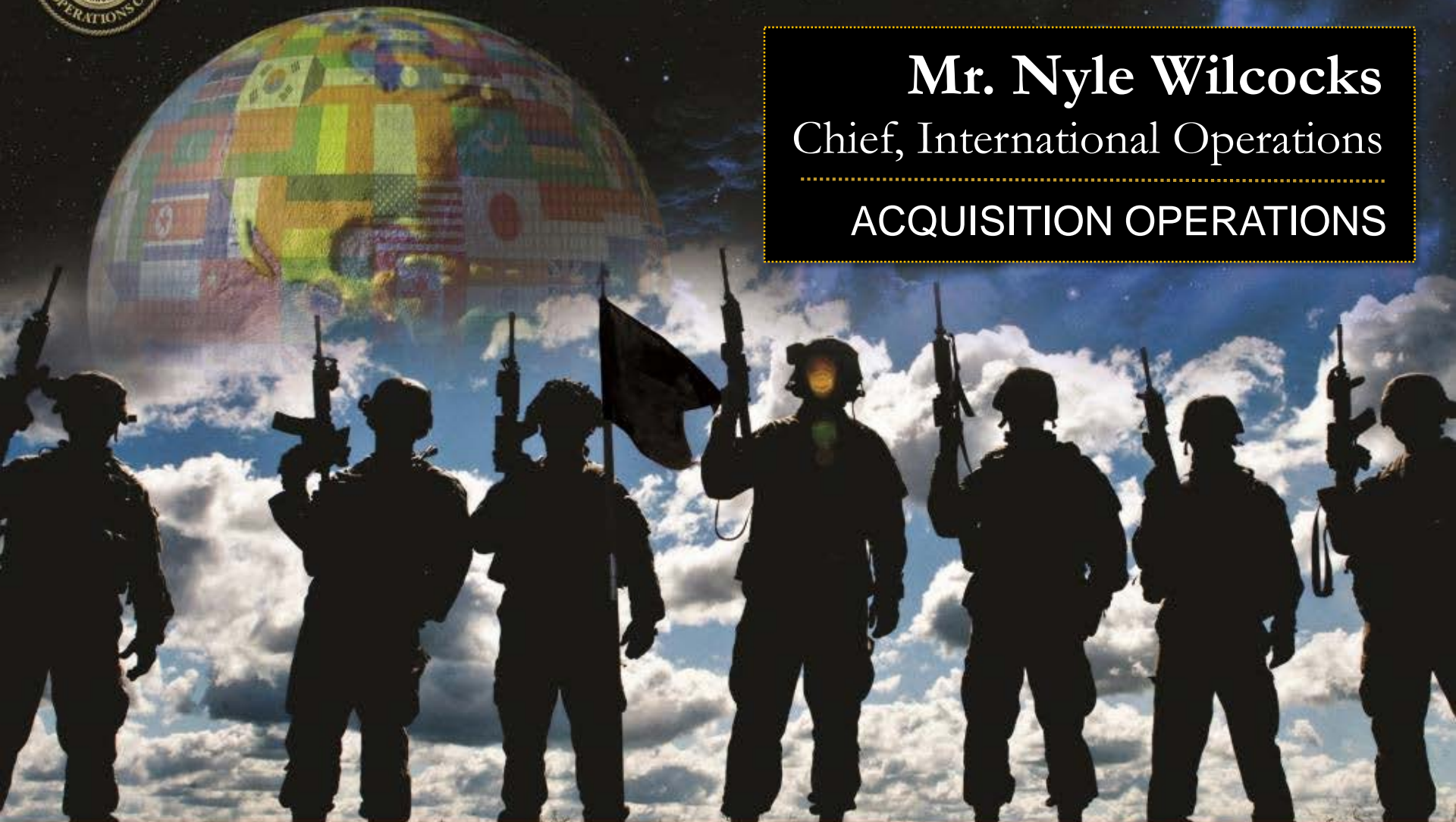




SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

Mr. Nyle Wilcocks
Chief, International Operations

ACQUISITION OPERATIONS



COOPERATIVE ACQUISITION



FMS and Tech Transfer in a Complex World

Special Operations Forces Industry Conference (SOFIC)

Mr. Leon Yates

Defense Security Cooperation Agency

May 24, 2016

UNCLASSIFIED



Who We Are

Department of Defense lead agency for the execution of Security Cooperation programs.



Subject matter expertise across the spectrum of related regional and functional activities.



Lead the SC Community Worldwide

Activities

**Defense Trade &
Arms Transfers**

*

Partner Equipping

*

**International
Education & Training**

*

**Defense Institution
Building**

*

**Humanitarian
Assistance**

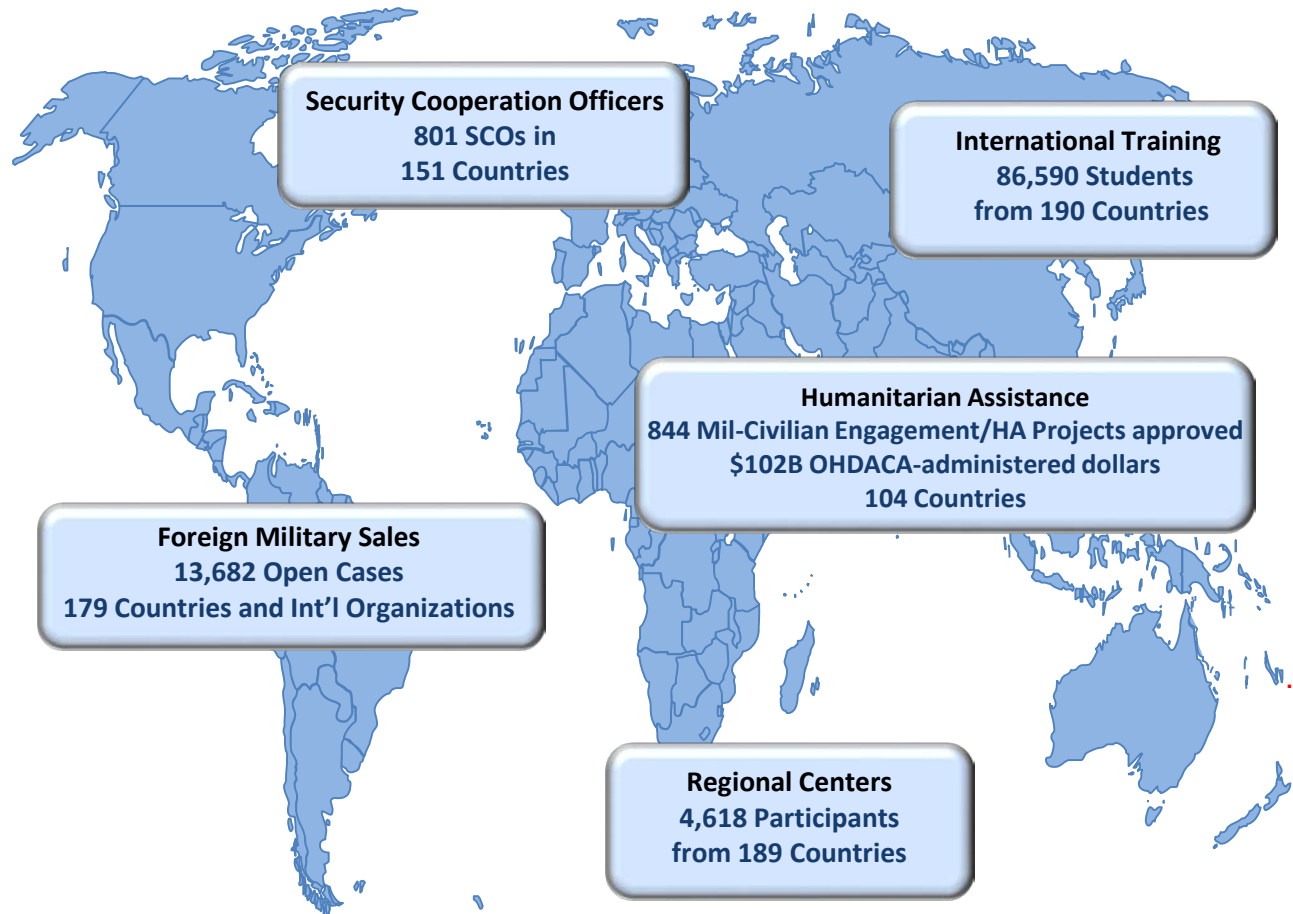
SC Expertise

Policy * Financial *

Legal * Legislative *

Programmatic *

Weapons Systems



... approximately 10,000 people



Our Perspective on Security Cooperation



It's about building and maintaining relationships in support of national security and foreign policy

Critical tool of U.S. foreign policy and DoD strategy

In an era of increased competition and diminishing resources, its importance has never been greater

Imperative we posture the Security Cooperation enterprise for success in the new environment



Scope of Security Cooperation Tools

Activities

Defense Trade
& Arms Transfers



Partner Equipping



International
Education & Training



Defense Institution
Building



Humanitarian
Assistance



Program Examples

Foreign Military Sales, Excess
Defense Article, Leases

1206/2282 Global Train & Equip, Global
Security Contingency Fund, Lift &
Sustain

International Military Education & Training,
Counter Terrorism Fellowship Program,
Defense Institute for International Legal Studies

Defense Institution Reform Initiative,
Ministry of Defense Advisors, Regional
Centers

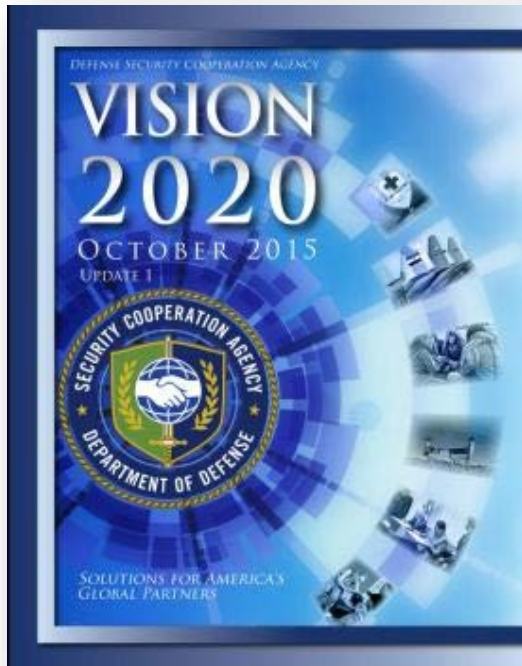
Humanitarian Assistance, Humanitarian
Demining Action, Disaster Response



Fulfilling DSCA's Strategic Plan



*Lead the Security Cooperation Community,
Enable the Security Cooperation Enterprise*



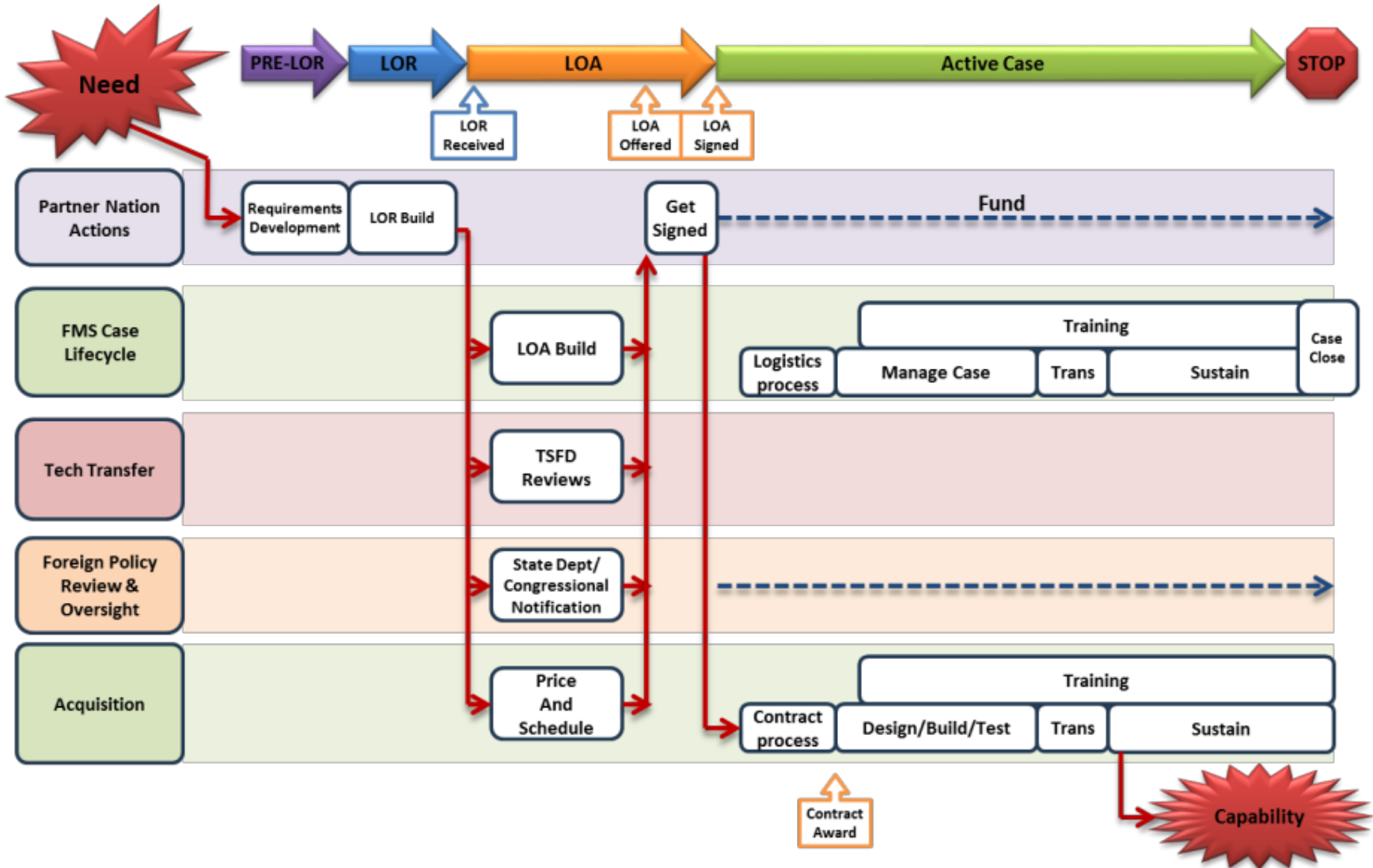
Vision 2020 is DSCA's six-year strategy to lead the security cooperation in:

- Synchronizing Security Cooperation Activities
- Meeting Customer Expectations
- Ensuring Effectiveness and Efficiency

Vision 2020 was published in October 2014 and annually updated to report on progress toward achieving goals.

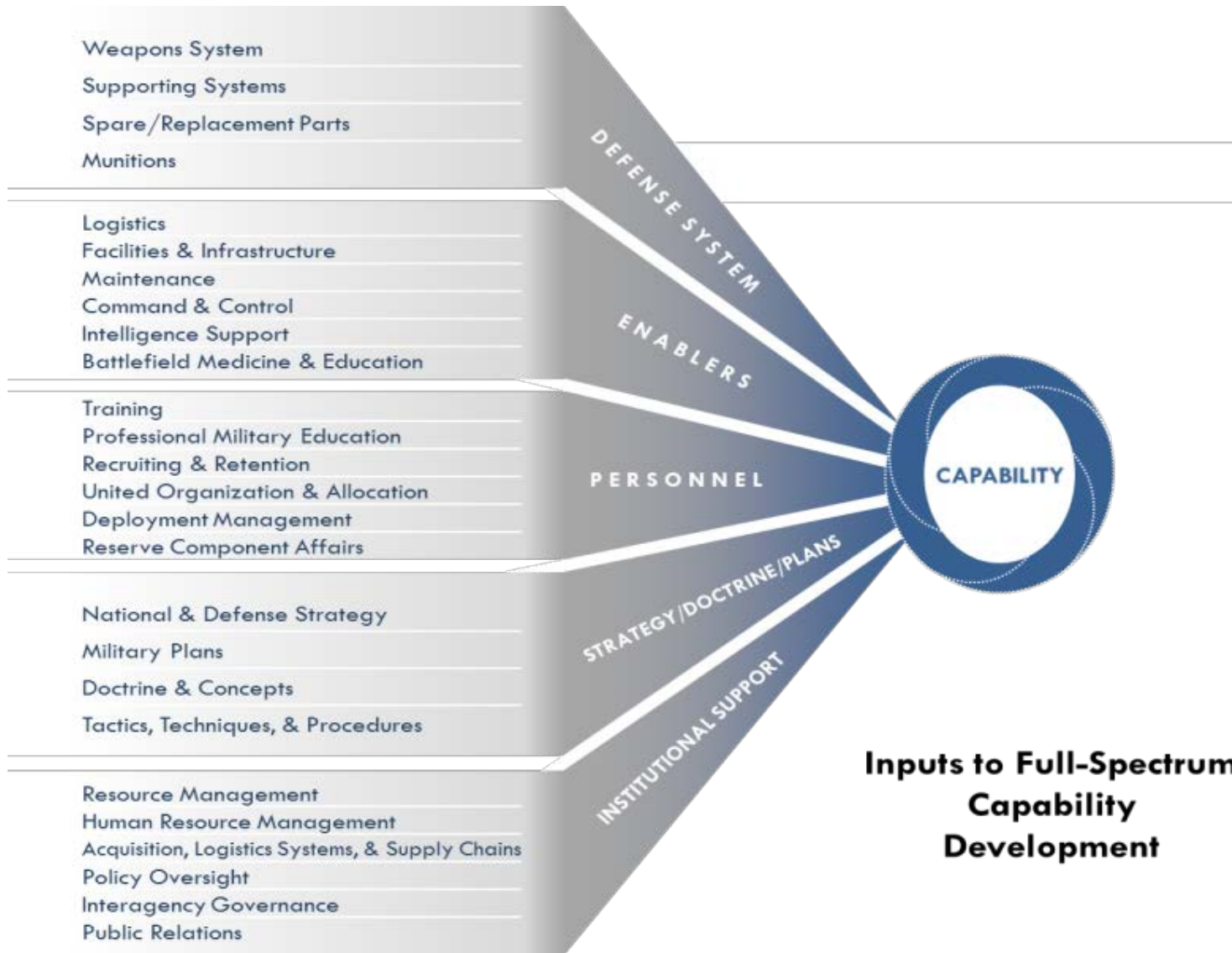


FMS System





Full-Spectrum Capability





Total Program Approach

- Assistance across the full continuum of SC programs
- Identifying the opportunities, improving existing processes
- Standardized frameworks for sustainment and support
- Thinking beyond the delivery to maintenance and training
- Aligning efforts to strategic goals and priorities



Meeting partner capability needs as effectively and efficiently as possible



Why Technology Transfer

It's
Required
by...

Law

Arms Export Control Act (AECA)

- Establishes process and requirements that govern the transfer of defense articles and services
- Ensures Congressional oversight

Regulation

International Traffic in Arms Regulation (ITAR)

- Implements the AECA
- Establishes the United States Munitions List
- All FMS and DCS transfers must comply

Policy

Foreign, National Security, and Export Policy

- Requires partners protect information and technology at the same level as the United States
- Ensures transfers meet policy objectives
- Ensure end-use and end-user requirements are met



Technology Security ≠ Export Controls



- **Technology Security is a review PROCESS**

- Internal USG activities to review proposed transfers of systems and technologies
- Multiple stakeholders and multiple processes
- Processes are triggered by different technologies and information
 - Example: FOR FOREIGN MILITARY SALES, Night Vision equipment is released by a Letter of Request to the Security Cooperation Offices and positive endorsements by the U.S. Embassy Country Team, Geographic Combatant Commands, Military Services, DSCA and DTSA

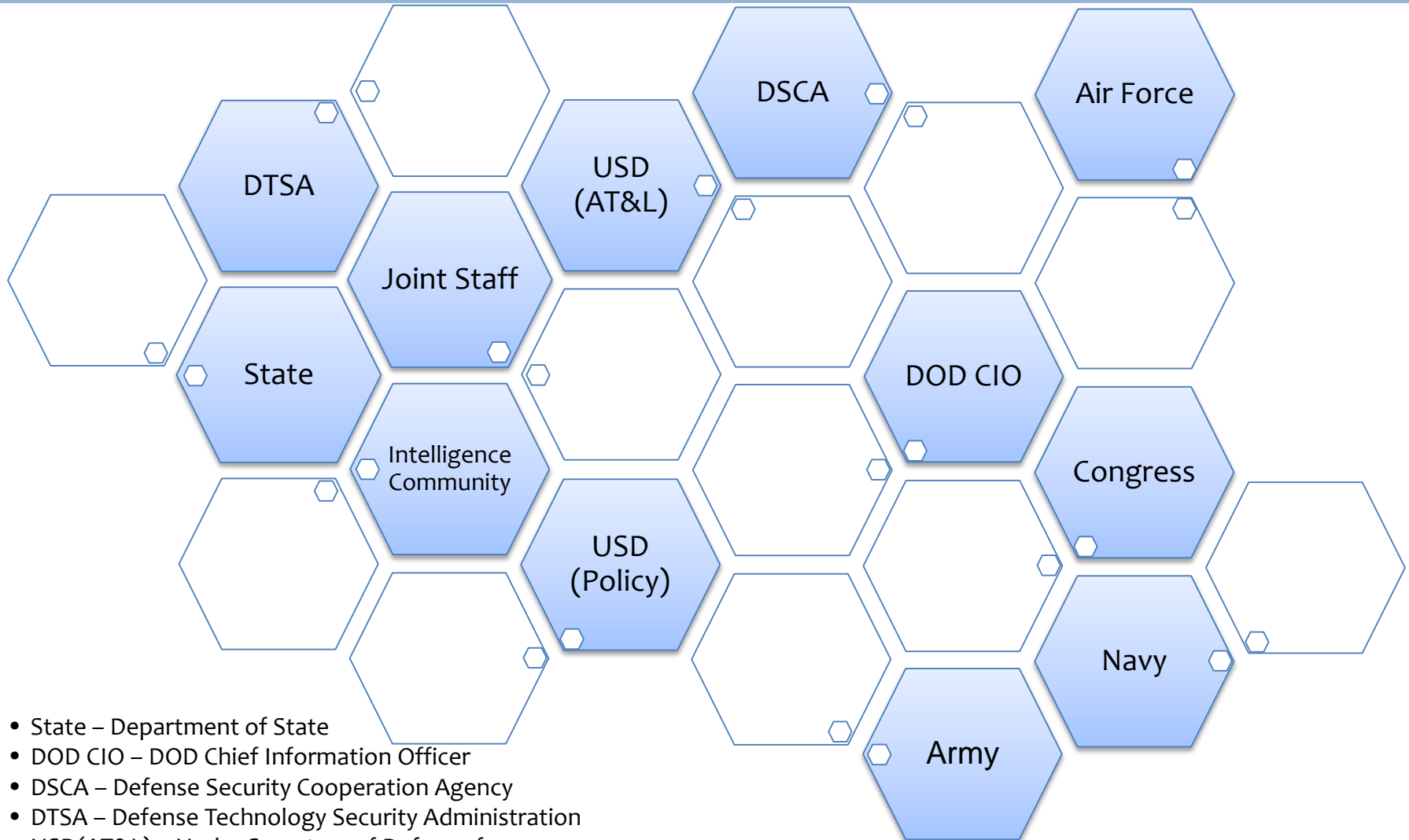
- **Export Controls are the RESULTS of the process**

- Export licenses provisos
- Letters of Offer and Acceptance notes
- Configuration guidelines

The technology security review process is the same for DCS and FMS



Multiple Stakeholders in Tech Release



- State – Department of State
- DOD CIO – DOD Chief Information Officer
- DSCA – Defense Security Cooperation Agency
- DTSA – Defense Technology Security Administration
- USD(AT&L) – Under Secretary of Defense for Acquisition, Technology, and Logistics
- USD(Policy) – Under Secretary of Defense for Policy



COMMON ISSUES/EXPORT FACTORS



Common Issues:

- Control of sensitive technology
- Technological performance parameters
- Physical security and accountability concerns



Export Factors:

- Maintain US Forces' superiority
- Emerging technologies protection
- Interoperability with coalition partners
- Potential fratricide reduction
- Building Partnership Capacity – Train and Equip
- Economies of scale





Improvements

- **Coordination**

- Arms Transfer Technology Security Senior Steering Group (ATTR SSG)
- Partner nation engagements for more detailed Letters of Request
- Security Cooperation Enterprise Group

- **Process Review**

- Export Control Reform
- MILDEP technology transfer review process reviews
- DSCA Case Processing improvements

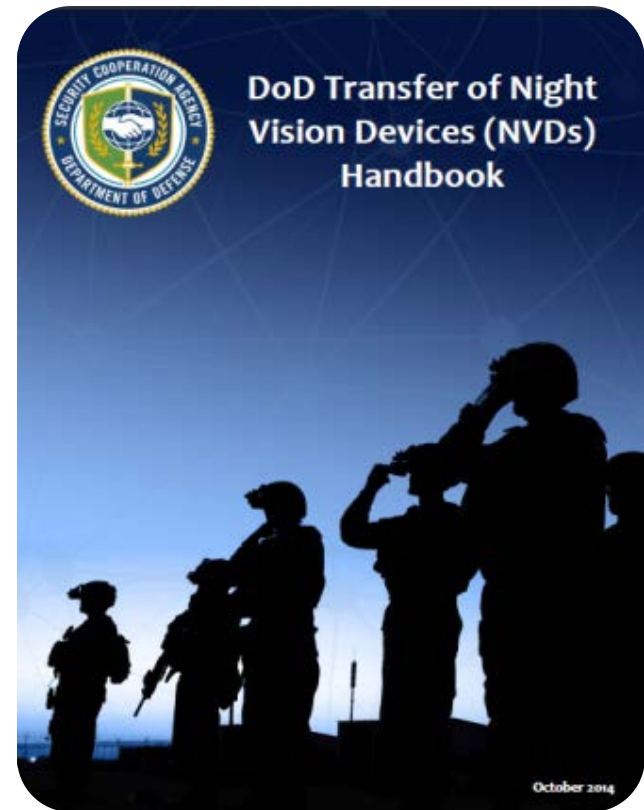
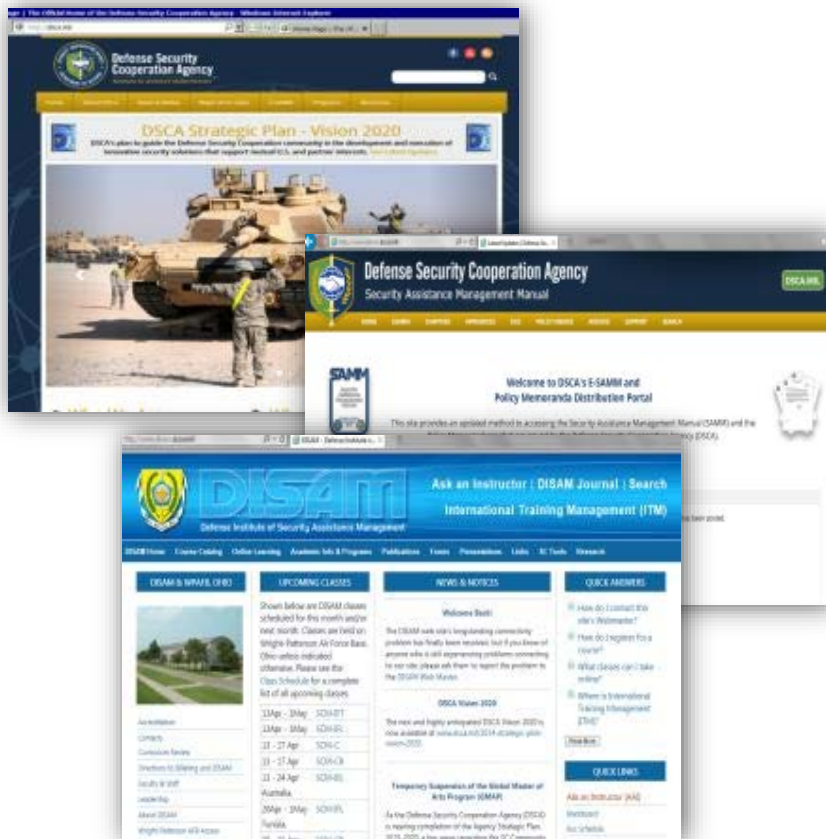
- **Enablers**

- Security Cooperation Workforce Development
- Cross-training security cooperation and acquisition professionals
- Design of Systems for Export



Resources

Defense Security Cooperation Agency www.dsca.mil



Questions?



Solutions for America's Global Partners

US Policy Statement

“U.S. policy is to avoid creating false impressions of its readiness to make available military materiel, technology, or information.

... it is understood and acknowledged that no U.S. commitment is intended or implied to furnish additional information or material related to capabilities presented in this brief until approved.

... military materiel, technology, or information must be authorized by designated disclosure officials in the departments and agencies originating the information or by the National Disclosure Policy Committee.”

SOF Capabilities for Partner Nations

- Purpose: Aligning Industry with SOF Vision in Building Partner Capacity for Global Operations
- Increasing Demand Signal
- Guiding the Marketplace through DCS/FMS
- Driving Innovation through the collective lenses of Partner Nations.
- Endstate: Adversary Overmatch and Essential Interoperability for Combined Missions

Equipping the Vision



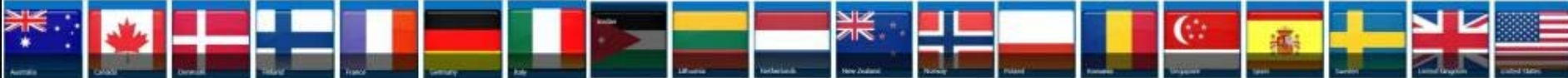
A globally networked force of SOF, interagency, allies and partners able to rapidly and persistently address regional contingencies and threats to stability

J3 International



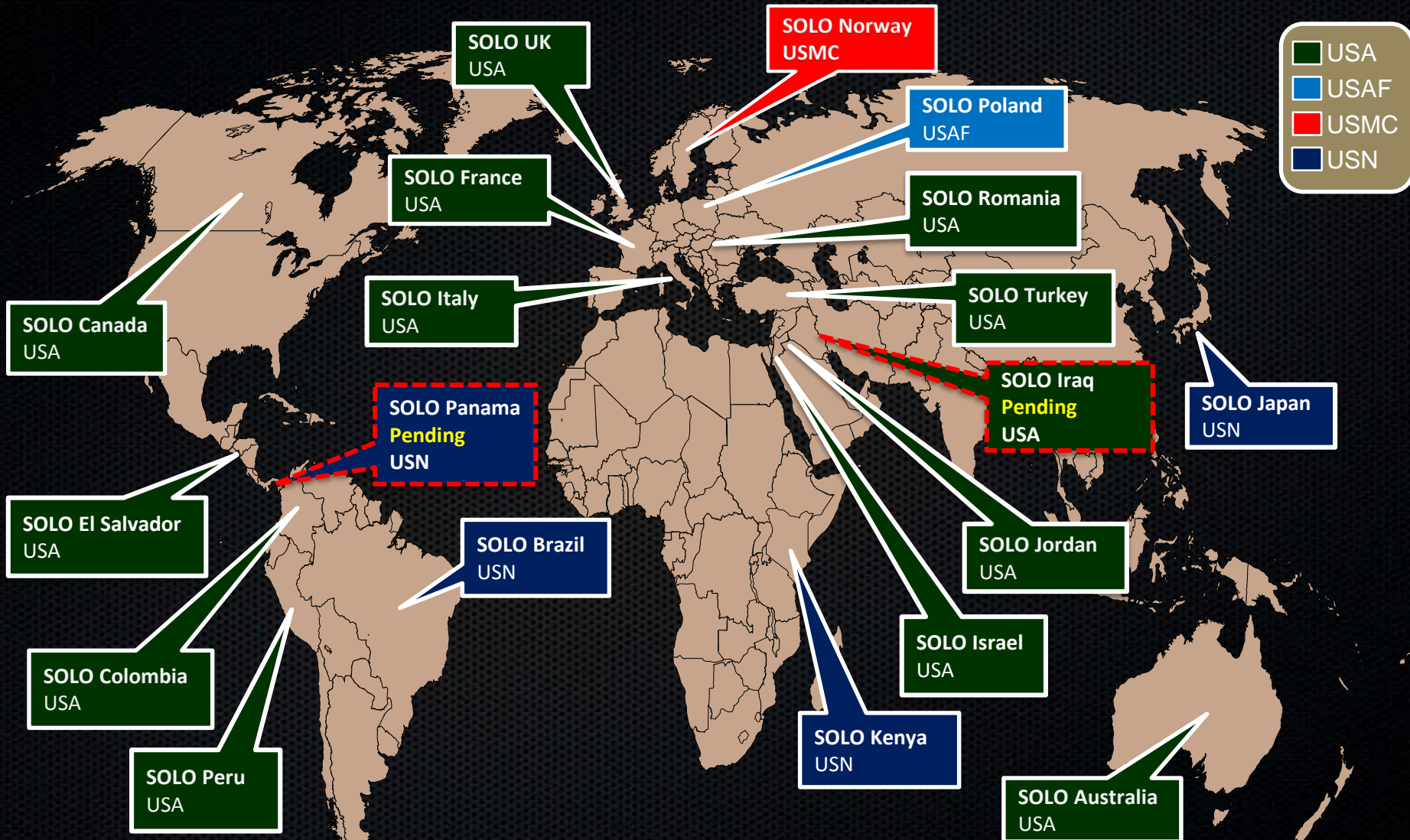
J3-International Mission

Enable the SOF Enterprise to enhance interoperability and strengthen relationships among global SOF partners in order to provide strategic options for the United States and Partner Nations.



- Integrated partner-nation liaisons and exchange officers to strengthen strategic-level coordination
- Currently 18 countries represented by 24 officers
- Others added as identified by GCCs/TSOCs

J55 International Engagement Program



*“Establishing Persistent, Culturally Attuned Engagement”
through Special Operations Liaison Officers (SOLOs)*

Where we fit in SOF AT&L

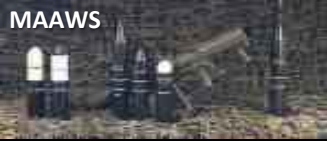


Wide Array of Programs

MILESTONE C

MILESTONE B

MAAWS



GMV1.1



Sniper Weapons & Accessories



Genedrive Bio Identifier



MH-47



CV-22

DVEPS



AC130J



RFCM



MCTF



DDS / SDV



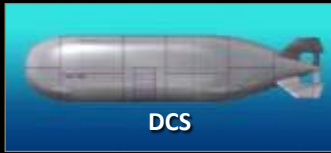
CCM Mk 1



SWCS



DCS



LRBS



SCAMPI



Hand Held Link-16



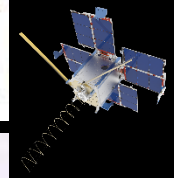
SOFLE



Intelligence Collection Systems



Special Operations Tactical Video System (TVS)



Prometheus Block 2



Identity Operations



GROUND
118 Programs / Projects

AIR
109 Programs / Projects

MARITIME
24 Programs / Projects

C4I
142 Programs / Projects

SRSE
59 Programs / Projects

Global Acquisition Network

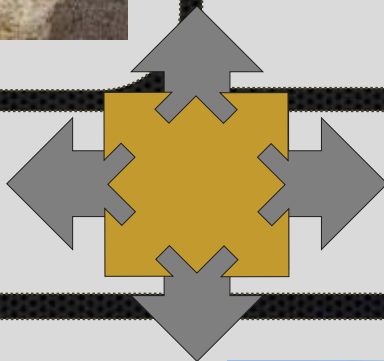
**DOD Labs, Industry, Academia
& International Partners**



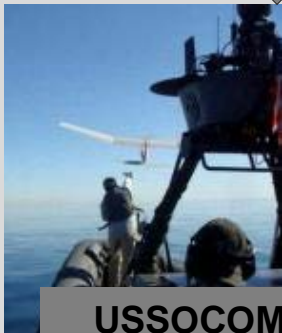
Service/International Acquisition



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



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



USSOCOM Acquisition

Facilitating International Capabilities

INTERNATIONAL COOPERATION AGREEMENTS

CAPABILITY DEVELOPMENT

- Collective Knowledge of Partnering Nations' Technology Base
- Equitable share of Cost Burden

5 Bilateral SOF Capability Development Agreements

1 Multilateral SOF Capability Development Agreement

2 R&D Liaisons to SOF AT&L as of May 2016 / 3 Onboard ~July 2016

5 Combating Terrorism Research & Development (CTRD) Agreements



Example: Collaborative Development of Diesel LTATVs

DIRECT COMMERCIAL & FOREIGN MILITARY SALES

V-22



ISR Platforms



GMV1.1



Tactical Comms & Networks



Night Vision Goggles



CH-47 & UH-60 SOF Mods



Maritime Mobility



Laser Markers & Sights



Air Drop Solutions

COALITION WARFARE PROGRAM (CWP)

Since 2010 – 5 Projects (\$13.5M)

3 Complete

2 Projects Ongoing

3 Transitioned / Fielded



FOREIGN COMPARATIVE TESTING (FCT)

Since 1996 – 80 Projects (\$102M)

74 Complete

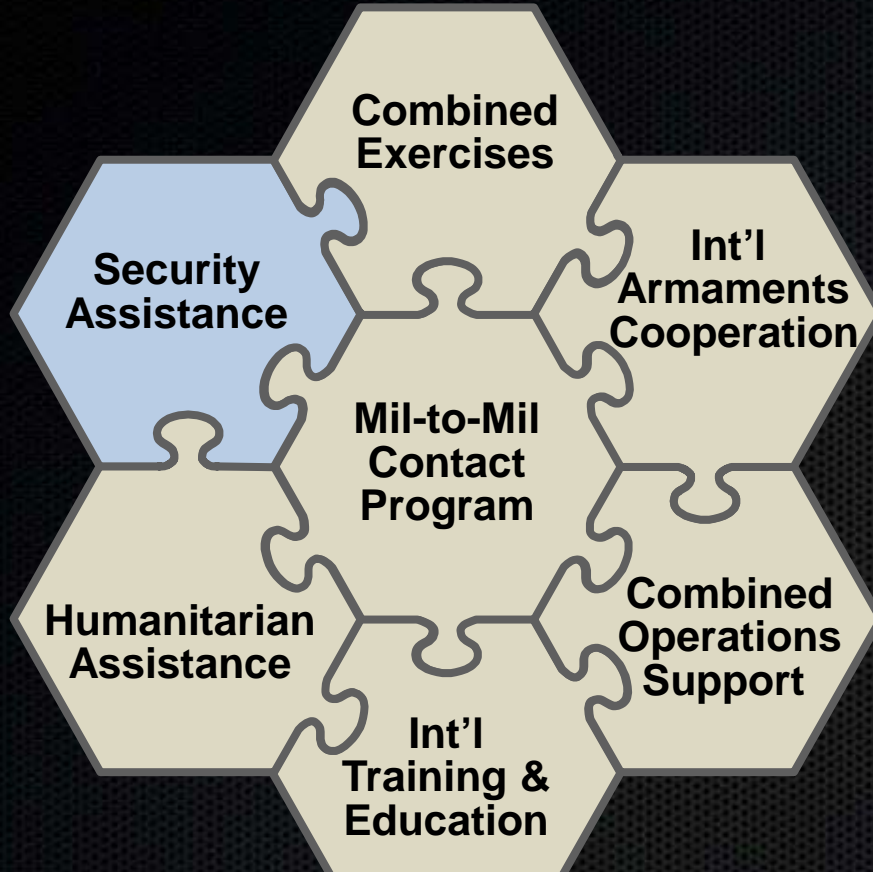
5 Ongoing (1Tech Assessment)

52 Transitioned / Fielded

(\$525M Proc)



Security Assistance



SECURITY COOPERATION ELEMENTS

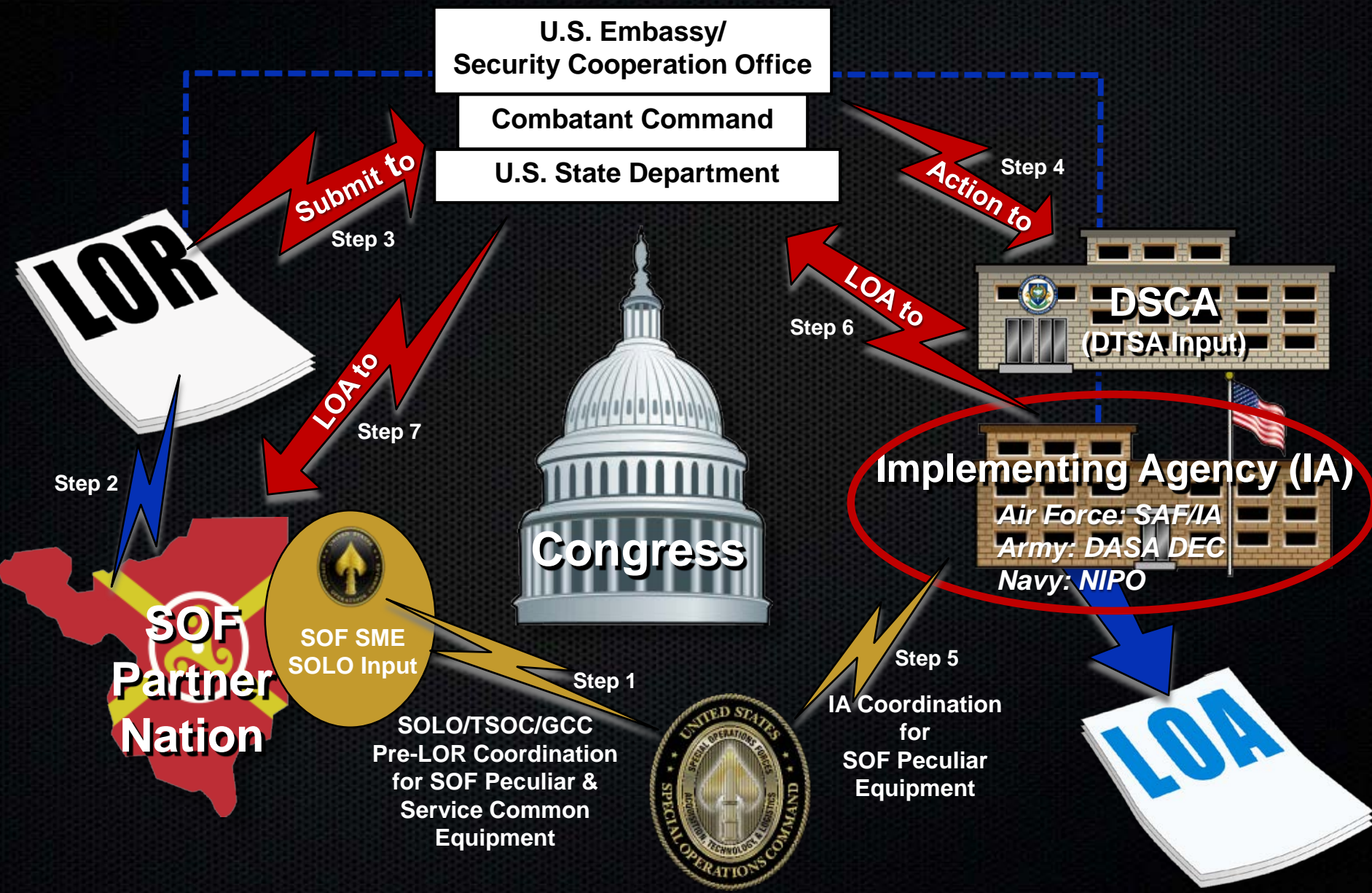
Conducted under Title 22 Authority
by the Department of State

- Foreign Military Sales (FMS)
- Foreign Military Financing (FMF)
- Leases
- Int'l Military Education & Training
- Presidential Drawdowns
- Excess Defense Articles (EDA)
- Direct Commercial Sales (DCS)

Benefits:

- Increases Equipment Commonality and Interoperability
- Economies of Scale Better Buying Power

FMS Process Overview



Security Assistance Tips

- DCS... Supporting Export License process
 - SOF Peculiar AND Service-common materiel used by SOF
 - Licenses to market and/or provide a capability to foreign govt.
 - Include **“USSOCOM FDO/Tech Security Section (SOCOMTechTransfer@socom.mil)”** as the POC in paragraph 6 for *“Name, agency and telephone of U.S. Government personnel (not PM/DDTC) familiar with the commodity.”*
 - Indicate the License has **“USSOCOM or USSOF Interest”** in paragraph 20 *“Specific purpose for which the material is required, including specific Program/End Item.”*
 - Do not bundle too many countries in the same application; it could hold up approvals.

Security Assistance Tips (cont.)

- FMS... Supporting Service Implementing Agencies
 - DASA DEC (Army), NIPO (Navy), and SAF/IA (Air Force)
 - Pre-Letter of Request (LOR) support to ODC/CountryTeam/GCC
 - Is the SOF-Peculiar capability Exportable?
 - Embedded USSOCOM SOLO can help provide SOF operational context
 - Assist Partner Nation write the LOR... requesting a releasable item can reduce FMS timelines vice negotiating a releasable alternative
 - LOR should indicate it is SOF related
 - SOF Peculiar and Service Common Items being requested for SOF Partner
 - Country Team Assessment supporting the LOR and Urgent Operational Requirement, if applicable
 - Letter of Offer and Acceptance (LOA)
 - Assist USG Program Managers with timely information
 - Total Package Approach; Production item, training, sustainment...

Supporting Partnered Operations

- **Section 1207 and 1208 CONOPS**
 - CENTCOM, AFRICOM, EUCOM and PACOM AORs
 - Appx \$20M Materiel Fielding Requirements Annually
- **Section 1209 Supporting CENTCOM / SOCCENT Syria Train & Equip**
 - \$367M In Requirements for FY15

WEAPONS



AMMO



OCIE



COMMS

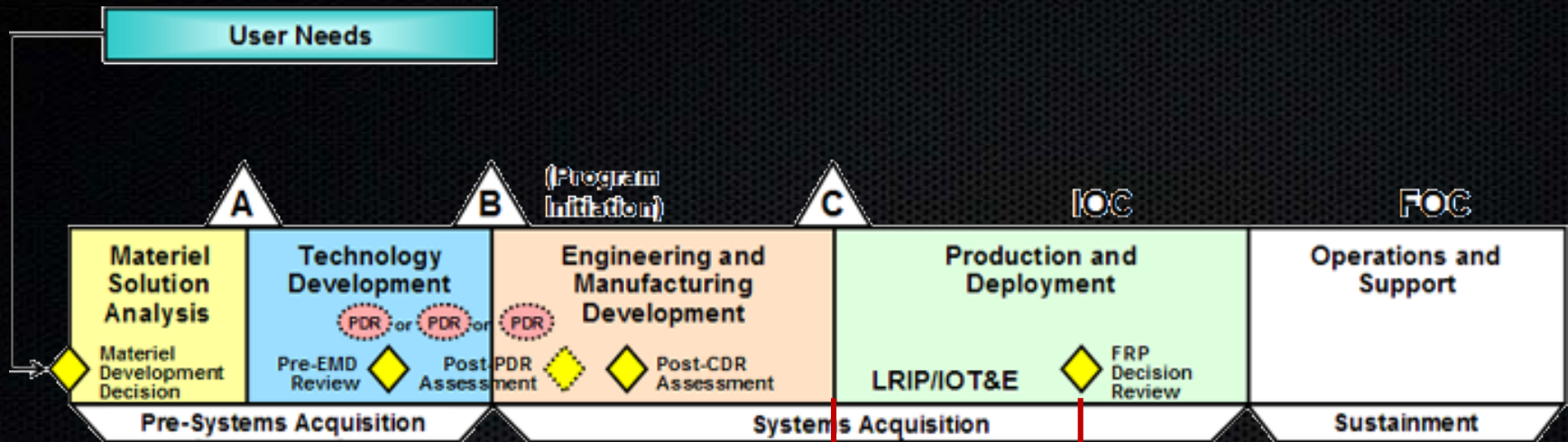


VEHICLES



All photos and illustrations are UNCLASSIFIED

Relationship to Acquisition Phases



Future Capability Battlespace

- Defense Dept Authority under Title 10
- Share development burden of future capabilities
- Equitable contributions (foreign tech base, facilities, funding, etc.)
- Separate agreements required

Int'l
Armaments
Cooperation

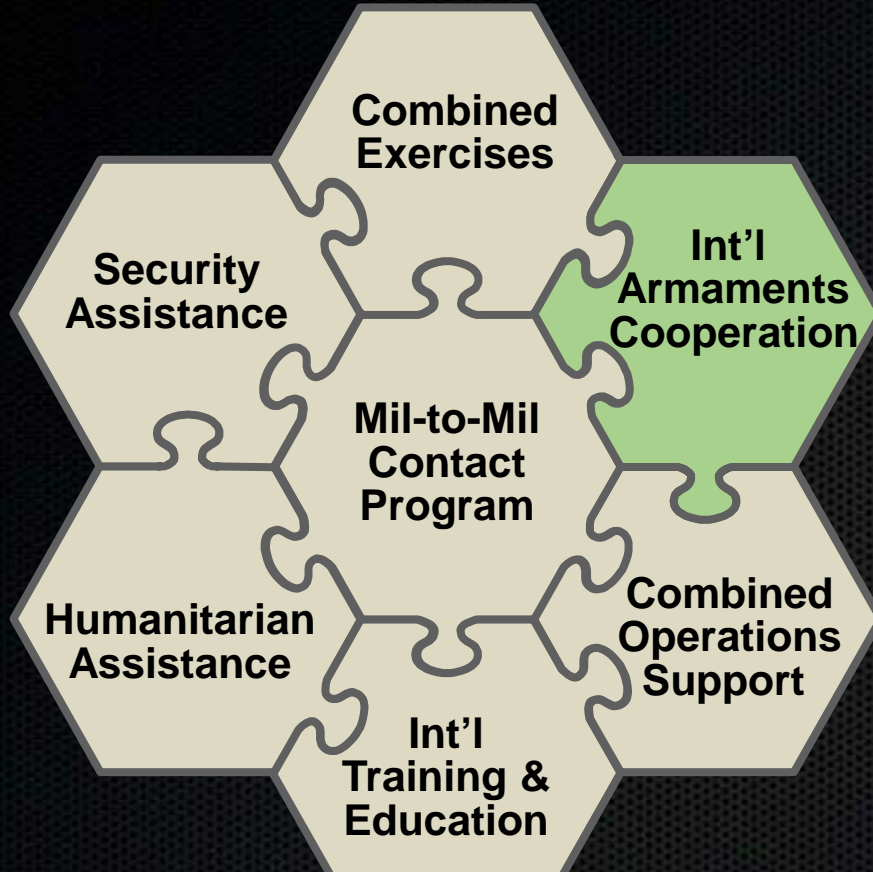
Current Capability Battlespace

- State Dept Authority under Title 22
- Buyer/Seller relationship
- Mature/Supportable equipment
- Well established DCS and FMS processes
- SOF AT&L support to Service IAs

Security
Assistance

“Releasability Determination” required for disclosure and export of US Military Capability

International Cooperation Agreements



SECURITY COOPERATION ELEMENTS

Mostly Conducted under Title 10 Authority by the Department of Defense

- Harmonize Operational Requirements
- Exchange Information
 - Synchronize Programs
 - Share Reports to Minimize Duplication
- Equipment Loans
 - Explore Capability Solutions
 - Performance studies in Different Operating Conditions
- Cooperative Research Development Test & Evaluation
 - Concept Exploration
 - Prototype Development and Testing
 - Technology Experimentation

Benefits:

- Leverages Collective Tech Expertise of Partner Nations
- Shares Development Burden

Enabled by Tools

Project Vulcan

Turn Everyone into a Sensor



SOFWERX

Create Venues for “Return on Collisions”



S&T Council

Voice of Components/TSOCs

Technical Experimentation



SOFIC



Industry Engagement

TILO 2.0



PEO Technology Insertion Roadmaps

Link What Components Need to Execution



OSD Enablers



CWP

Mission - Leverage U.S. and foreign investments to conduct cooperative research and development projects with foreign partners.

<http://www.acq.osd.mil/ic/cwp.html>

Purpose - Provide seed funding to organizations that conduct cooperative RDT&E projects with foreign partners that meet DoD strategic goals:

- Collaboratively address strategic technology gaps for current and future missions
- Develop interoperability solutions for coalition operations
- Strengthen current defense partnerships and develop new relationships



The only OSD program dedicated to initiating cooperative RDT&E projects with allies and coalition partners.



OSD Comparative Technology Office
Mission - Rapidly Find, Assess and Field World-Class Products to Enhance Military Capabilities.



Foreign Comparative Testing (FCT) Program

Purpose – Test high Technology Readiness Level (TRL) items and technologies of our allies and other friendly nations to satisfy valid defense requirements more quickly and economically.

<https://cto.acqcenter.com/osd/portals.nsf/Start?ReadForm>



Rapid Innovation Funds (RIF) Program

Purpose – Small business vehicle for providing innovative technologies that meet specific defense needs and can be rapidly inserted into acquisition programs.

- Administered jointly by Assistant Secretary of Defense for Research and Engineering (ASD R&E) and Office of Small Business Programs (OSBP).
- DoD issues solicitations annually; titled Rapid Innovation Fund (RIF) Broad Agency Announcements (BAA).

<http://www.defenseinnovationmarketplace.mil/RIF.html>



Collaborative Development Opportunities

Future Capability Battlespace...

...Industry participation avenues:

- RDTE Project MOUs with Partner Nations
 - Combating Terrorism Technical Support Office “Task Plans”
http://www.tswg.gov/?q=international_partners
- S&T Directorate’s “Technical Experimentation” venues
<http://www.socom.mil/sordac/Pages/ExpWithUS.aspx>
- Technology & Industry Liaison Office (TILO) presentations
<http://www.socom.mil/sordac/Pages/SubmitYourIdea.aspx>
- Cooperative Research And Development Agreements
<http://www.socom.mil/sordac/Pages/CRADA.aspx>
- OSD Enabling Programs: CWP, FCT and RIF

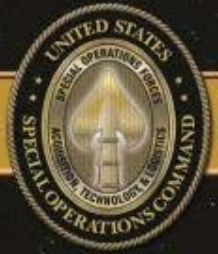
Take Aways

- SOF AT&L aligned with Command Vision and Priorities
 - Globally networked and inoperable SOF
 - Future capabilities for increasingly complex world
- Growing demand signal for SOF capabilities
 - DCS/FMS opportunities for SOF-peculiar AND Service-provided
 - Equipment commonality & system interoperability
- Shared development
 - Leverages the collective expertise of partnered nations
 - Fiscal prudent and enhances relationships

BL: Building Partner Capacity as Force Multiplier

... Equipment Commonality & System Interoperability

... Mutual Financial & Operational Benefits



SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

QUESTIONS?



COOPERATIVE ACQUISITION