

# SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

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SCIENCE & TECHNOLOGY

CRADA "CRASH COURSE"

"Somewhere something incredible  
is waiting to be known."

**SCIENCE AND TECHNOLOGY**



# Cooperative Research and Development Agreement (CRADA)

UNCLASSIFIED

- **A CRADA is:**
  - A legal agreement for Research, Development, Test, and Evaluation (RDT&E)
  - A collaborative effort with non-federal party (parties)
  - Parties may provide and share personnel, services, facilities, equipment, or other resources in conducting the RDT&E
  - Non-federal party may also provide funds; statute prohibits government from providing funds to non-federal party
  - Since collaborating party does not receive federal funds, normal government procurement requirements do not apply
  - End objective – advance science and technology that meets USSOCOM mission requirements but also has viability in other potential commercial applications

# CRADA Highlights

- A principle mechanism for technology transfer
- Establishes a collaborative effort between a USSOCOM Program Executive Office (PEO) or Director Science and Technology, and non-federal entities
- A legal document
- No money can be exchanged
- Provides USSOCOM services, personnel, facilities, equipment, or other resources in support of non-federal entity RDT&E efforts
- Can potentially save both industry and USSOCOM time and money to mutually desirable results
- Cannot guarantee future procurement on non-federal entity products developed under the CRADA

# CRADAs

## Two Distinct Processes For SOF-AT&L

### • OVERARCHING CRADA

- Formulated to provide general access to USSOCOM gaps and needs to foster collaboration - Must be consistent with the missions of the organization
- SOF AT&L Acquisition Executive signed – Company coordination and acceptance – generally 30 days
- CRADA allows for the formulation and execution of Individual Work Plans (IWPs) between the Collaborator and any PEO/Directorate within SOF AT&L
- IWPs are staffed and approved by the SOF AT&L Office of Research and Technology Applications (ORTA), SOJA-AQ (Legal Office), and signed by the appropriate Director/PEO. Target 30 days for staffing
- Collaborator may request meetings with appropriate personnel to begin discussions on IWP development through the SOF AT&L PEO Technical POC

### • SPECIFIC (TRADITIONAL) CRADA

- Formulated to provide a collaboration on a specific technology
- Follows USSOCOM Directive 70-1 Appendix Q procedures
- Standard Template
- Specifically between Collaborator and Single PEO/Directorate
- Writing and Staffing is generally 90 to 120 days (depends on complexity, security, and IP identifications/discussions)

# Considerations

- Will management support it and does it support USSOCOM's mission?
- Is the work user supported?
- Are SOF resources available to support?
- Does it include Military Critical Technology (MCT)?
- Is the technology and/or information to be generated classified?
  - Will approved DD Form 254 will be required
  - Is the collaborator Foreign Ownership Control or Interest (FOCI)?
  - Do they have an approved Special Security Agreement (SSA)?
- Is the collaborator a government contractor?
- Is the collaborator planning to use the CRADA to support an anticipated government contract for which the proposal has not yet been submitted?
- Is the collaborator a private company that will likely want to license and commercialize the resulting technology?
- Are there known internal or external political sensitivities?

# Success

ACQUISITION

- **S&T executed an IWP with BAE that resulted in a successful demonstration of an Electronic Warfare capability for our Group IV UAS fleet**
  - IWP was closed out and BAE submitted a plan to create an operational unit based on lessons learned under the CRADA
  - BAE successfully competed for funding in the S&T FY17 funding process
- **S&T executed IWPs with Precision-Flexrotor and L3 resulting in a successful demonstration of UAS vertical take off capability from maritime assets**
  - IWP was closed out and two companies submitted a plan to create an operational unit based on lessons learned under the CRADA
  - Awards were made based on competition in the S&T FY17 funding process

# Success

ACQUISITION

- **IWPs were written with three firms to place Industry Fellows at the Doolittle SOFWERX facility**
  - Three Industry fellowships were conducted last year and all three provided favorable feedback
  - Agile Acquisition is working with several new firms for the next round of Internships
- **PEO C4 Mobility Working Group worked 8 separate IWPs with 8 separate CRADA partners**
  - Goal is to mature C4I system capabilities, providing modularity, flexibility, and efficient size, weight, and power (SWAP) for optimized platform integration
  - This effort has provided improved understanding of the end users' capability needs, a more synchronized approach to C4I upgrades between PM-FOSOV & PEO-C4, and advanced, modular capabilities to integrate into the vehicle platforms

# Lessons Learned

- Make sure proposed technologies fit in USSOCOM business areas
- User involvement is key
- Best to work with a PEO
  - They own the Programs of Record
- Remember – ***No Guarantee of Follow on Contracts*** – You Will Need to Compete
- Look for technologies that can be inserted in your established systems – increase capability of proven systems
- We may say no – not SOF unique (see first bullet), low priority, and not enough resources on our side to support



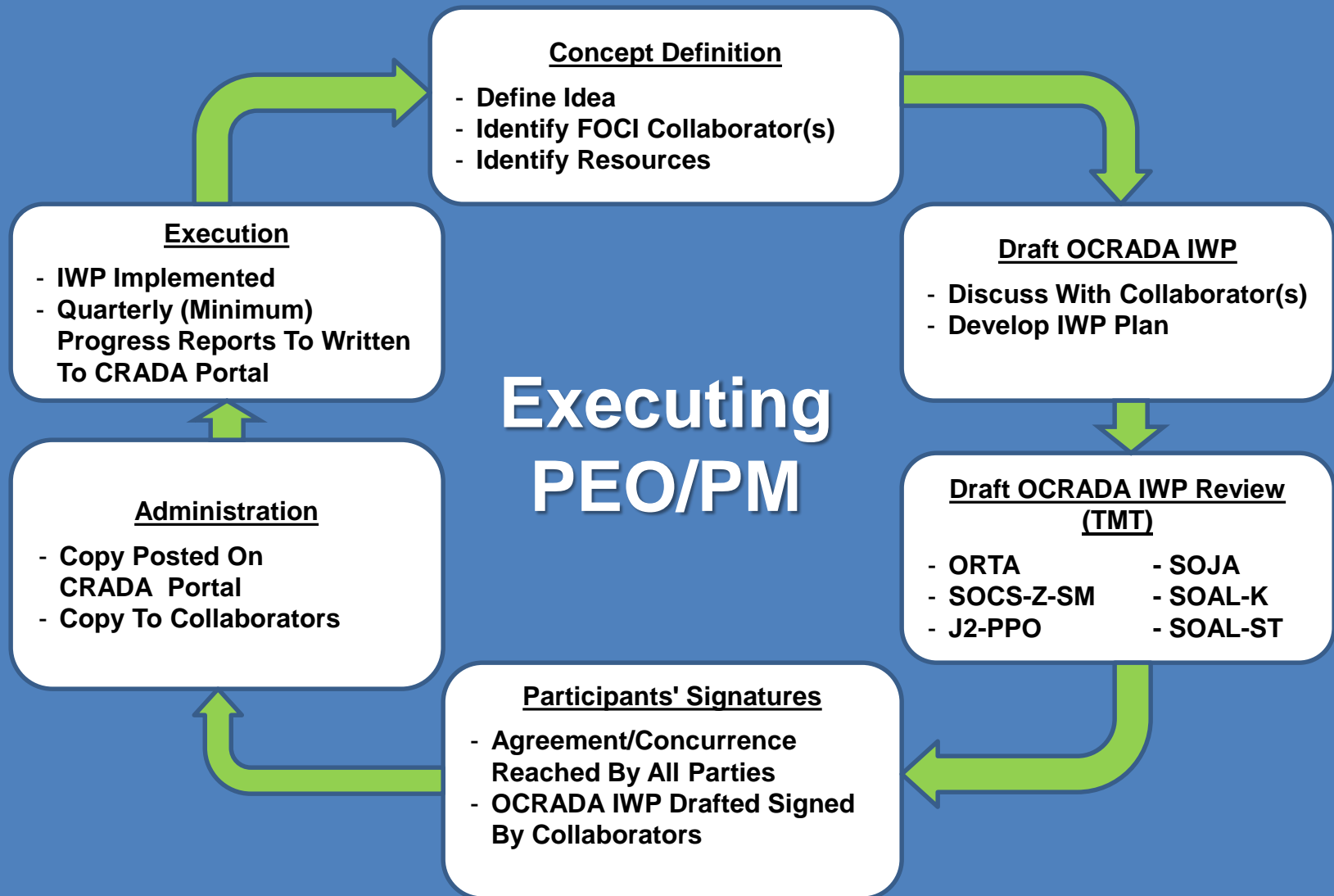
# Overarching CRADA Process

- **Request signed copy of the OCRADA by providing email to [OCRADA\\_SOF.Org@socom.mil](mailto:OCRADA_SOF.Org@socom.mil)**
  - Email must state reasons for executing the CRADA, collaborators name and POCs, and USSOCOM SOF AT&L technical POC
- **If acceptable and if no OCRADA already exists, you will be provided the OCRADA and a unique number for your effort**
  - Have collaborator fill in their information, sign the OCRADA and then send a digital copy back to the OCRADA\_SOF mailbox
  - If OCRADA already exists with the collaborator, you will be provided a copy
- **Develop the Individual Work Plan (IWP) with collaborator**
  - Execute staffing action review of IWP
  - When complete – collaborator and SOF AT&L PEO or director will sign the IWP
  - Signed copy must be sent to OCRADA\_SOF mailbox
  - Report quarterly

# Draft OCRADA IWP

- Drafting CRADA Individual Work Plan
  - Treatment of Intellectual Property Must be Addressed
  - Identify Leverage and Non-Negotiable Positions
  - Know the Collaborator(s)' Motives
  - Select Key Representatives to be Present During the Negotiations
  - Be Cognizant of Intellectual Property and Subject Data Rights
  - Identify Each Collaborator's Responsibilities, Both Separate and Joint
  - Answer or Address All Considerations
- Things To Remember
  - Partnering Means Equally Sharing the Rights of Data and Inventions Developed Under a CRADA
  - CRADAs Can Only be Accomplished on a Non-Interference Basis With USSOCOM Mission-Essential Work
  - Security Considerations if IWP Will Involve Military Critical Technical Data or Classified Information
  - Ensure IWP Can be Accomplished Without Actual or Apparent Personal or Organizational Conflict of Interest

# OCRADA IWP Process



**Questions?**