

SOFLIC

SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

Mr. James "Hondo" Geurts
Acquisition Executive



WIN | TRANSFORM | PEOPLE

THANK YOU



A History of Innovation

Water Route — Chih Chiang to Hankow

JAVA-MAN PROJECT



Chih-Chiang 70mi

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

SOFIC Attendance



New This SOFIC

USSOCOM Marketplace:

- Procurement Workshop
- USSOCOM/ SOF AT&L 101
- CRADA Crash Course
- Project Vulcan
- Broad Agency Announcement Outreach
- Defense Contract Audit Agency
- Donovan Group
- SOFWerx



- Acquisition Agility
- J-Code Directors Panel
- TALOS Industry Engagement Breakout Sessions
- Live Fire Range Demo



SOFIC Workshops



Innovation Showcase + Innovation Challenge

Operation SOFtalk

- Informal Networking Social



Providing Critical Capabilities to the SOF Team



Acquisition



Technology



Logistics

Wide Array of Acquisition Programs

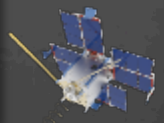
MILESTONE C
MILESTONE B



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

66 Programs / Projects

Wide Array of Services Programs

USSOCOM ENTERPRISE



PEO SERVICES

Knowledge Based Services Operating Environment

Taxonomies

- Knowledge Based Services
- Research and Development
- Medical
- Facility Related

SWMS

- A- Full and Open
- B- SB Set Aside
- C- SDVOSB

OASIS

FEDSIM

Stand Alone Contracts

- POTFF
- UEWTEP
- Care Coalition

Services Provided Enablers

- PEO Oversight
 - Strategic View of Enterprise Services
- Tools & Support
 - Acquisition Strategy

DIR Procurement

- 22 USSOCOM Contracting Offices
 - 5 Components / 6 TSOCS

Streamlined Design & Rapid Prototyping

Production, Modification & Integration

Lifecycle Sustainment Activities

Modification/Sustainment

PEO SOFSA

PEO C4

Information Technology (IT) Services

- Enterprise Operations & Maintenance IT Services
- Enterprise Consolidated Service Desk
- Cybersecurity
- Applications Management
- Specialty Services

GSA Alliant Large Business

GSA Alliant Small Business

Varies, Depending On Scope

International Operations

INTERNATIONAL COOPERATION AGREEMENTS

- 5 Bilateral SOF Capability Development Agreements
- 1 Multilateral SOF Capability Development Agreement
- 3 R&D Liaisons to SOF AT&L
- 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 (1 Tech Assessment)
- 52 Transitioned / Fielded (\$525M Proc)

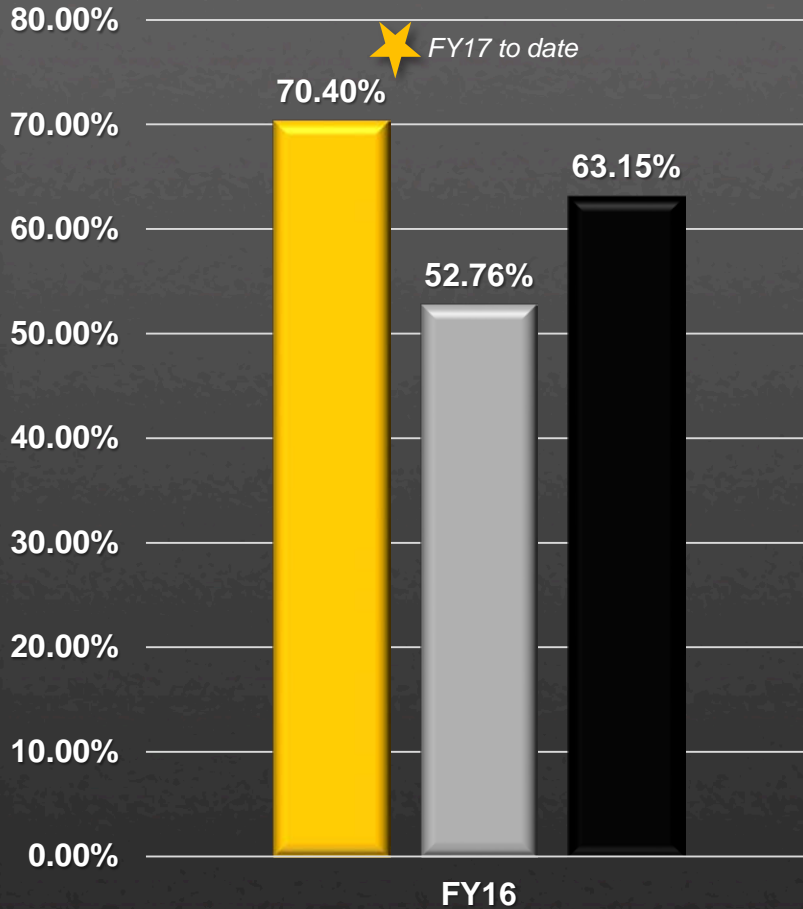


Global Industry Partners



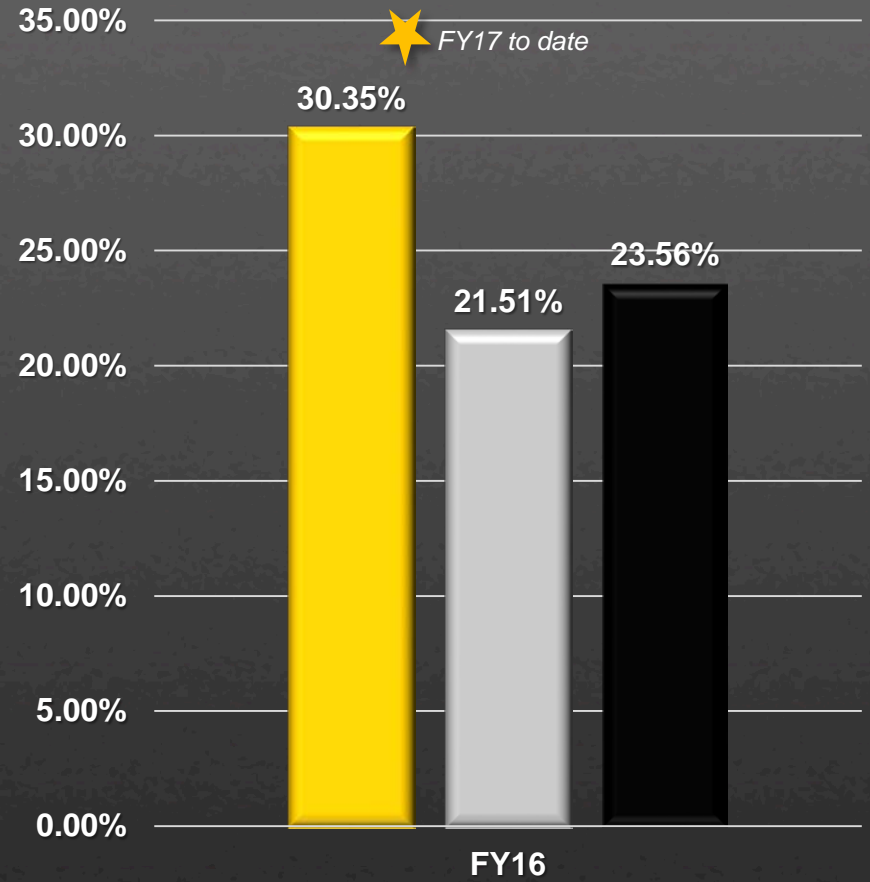
SOCOM DoD FedGov Competition and Small Business FY16

Competition Rate



■ SOCOM % ■ DoD % ■ Fed Gov %

Small Business as a Prime



■ SOCOM % ■ DoD % ■ Fed Gov %

FY16 Acquisition Deliveries



110M
60,772
211,966
779
28,590
5,605
4,160
368
2,769
16
522
153
16
30
13
20
19
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
 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 & Repair Centers deployed
 Prototype Diver UBAs
 Maritime Surface Crafts
 Undersea Manned Submersible



Full Spectrum Logistics



Distribution

Bare Basing

Warehousing

Maintenance

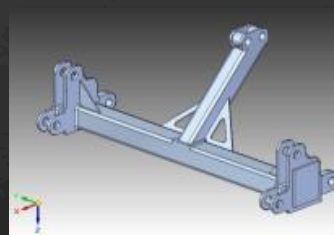



Mobile Technology Repair Complex

Expeditionary Innovation

MTRC enables SOF success with responsive point of need engineering, fabrication, and technical support in austere or at limited support locations

38,000+
Projects
Since
2010





"The ability to learn faster than your competitors may be the only sustainable competitive advantage."

Arie de Geus

EXPONENTIAL Environment

LOCATIONS

More countries, more diverse operating locations, challenging logistics and communications infrastructure

MISSIONS

Dynamic, rapidly changing, encompassing the full range of direct, indirect, training, and preparing

PARTNERS

Varying degrees of integrations and reach. Interacting in ops, cooperative development and foreign comparative test

C2 DEMANDS

Requires seamless, integrated, and effective C2 at the global scale with high confidence

MARKET-PLACE

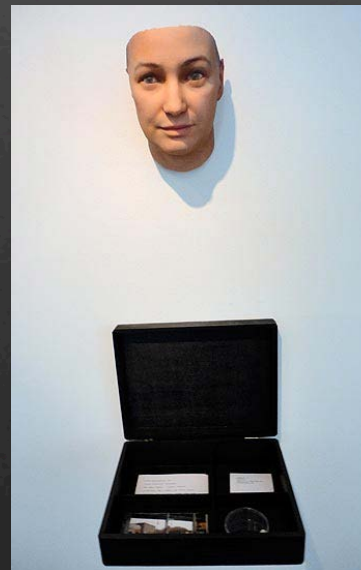
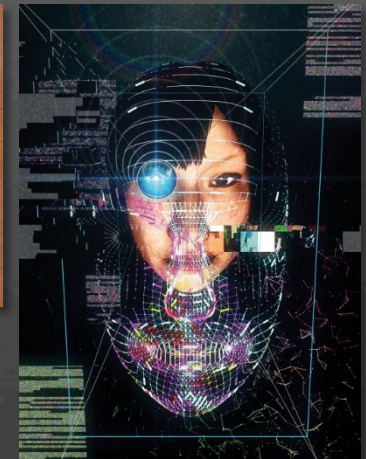
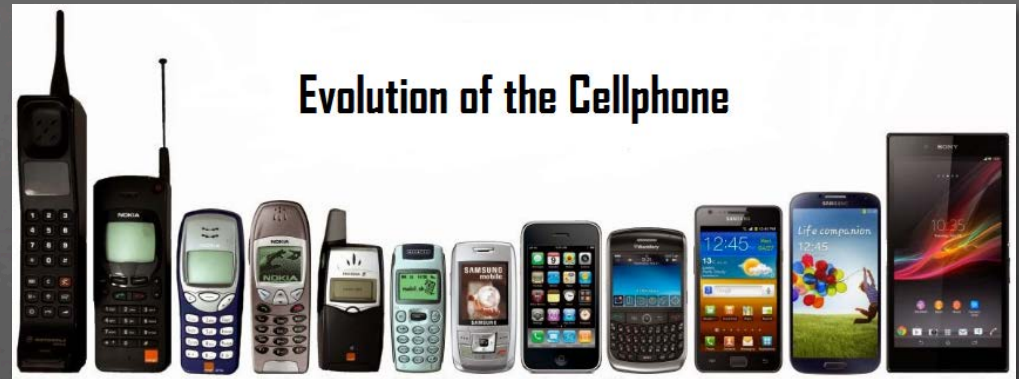
Global and commercially driven. Heavy use of COTS/GOTs increases complexity

"If the rate of change on the outside exceeds the rate of change on the inside, the end is near."

Jack Welch

Radical Leveling Technologies

- Linear vs Exponential vs Exponential Plus
- Why We Care
 - Down-skilling
 - Stranger Visions
 - Small Footprint/ Signature Reduction/New Signatures
 - Surprise



Strategy for the Future

Vision
The
Future(s)



Build
Scalable
Platforms

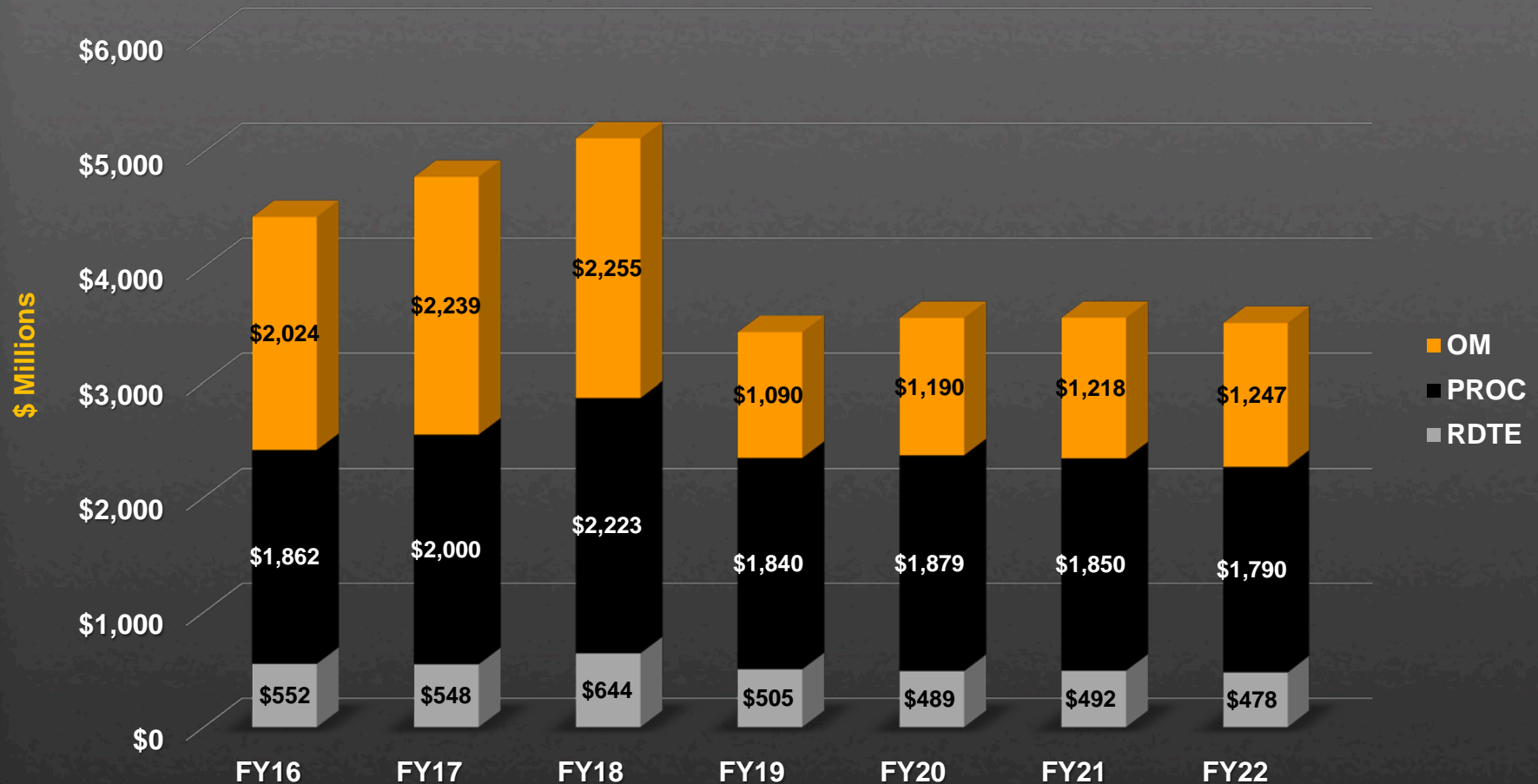


Experiment
Relentlessly
and Boldly



SOF AT&L Funding (MFP-11)

18 President's Budget



Does not include non MFP-11 in support of SOF

Breaking Down Barriers

PEO INDUSTRY
DAYS + S&T LAB
DAYS **93**

TALOS
30 RAPID
PROTOTYPING
SESSIONS
215 Different
Organizations

CAPABILITY
COLLABORATION
EVENTS

Monthly: Started
April 2016

NON-FAR
CONTRACTS
(OTAs) **5**

INDUSTRY VISITS
127 With AE in FY16

SBIRs
56
PROJECTS

TILO
603
Submissions

TECHNICAL
EXPERIMENTATION
170 Experiments

SOFWERX
Ybor City Location
opened Dec 2015

207
Events

CRADAs
149
SIGNED

946
Attendees

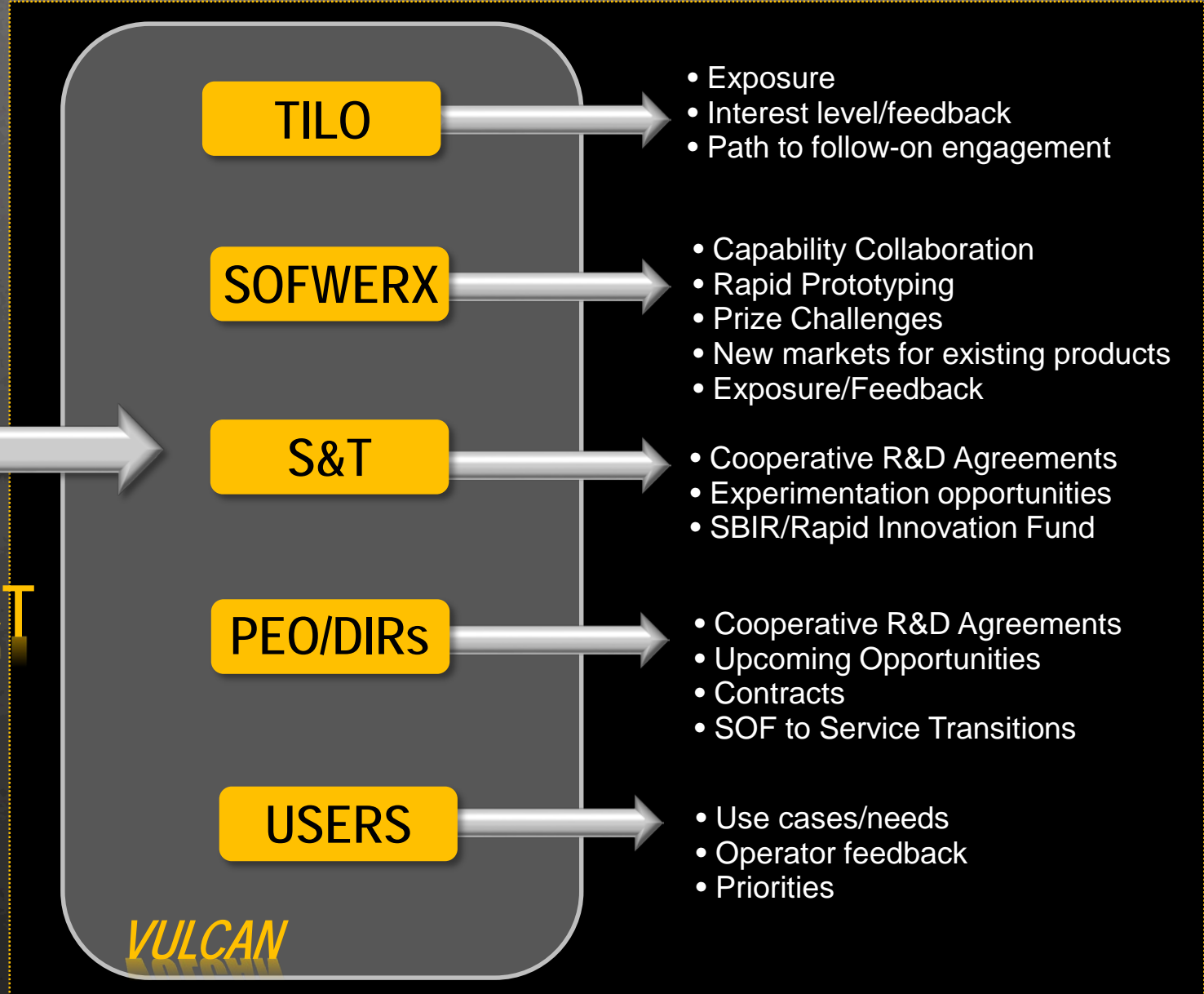
COMPETITION
FEEDBACK
13 Sessions

PRIZE CHALLENGES **10**
TALOS, S&T, SOFWERX

Multiple Engagement Paths



PRODUCT



Innovation Thrives in a Marketplace



CO-INVENTION

COLLABORATION EVENTS

DRONEWERX

Rapid Prototyping

Project Vulcan

EDUCATION WITH AT&L

TECHNOLOGY AWARENESS

Fellowship/Interns

WORKFORCE DEVELOPMENT

Industry Engagement

SOF AT&L Organization



PEO SERVICES
Mr. Ted Koufas



PEO SOFSA
Special Operations Forces
Support Activity
COL Jack Dills



LOGISTICS
COL Steve Allen
Col Don Wols
(inbound)



PEO C4
Command, Control,
Communications,
and Computers
Ms. Deb Woods



PEO SRSE
Special Reconnaissance,
Surveillance, & Exploitation
Mr. David Breede



PROCUREMENT
Col Chris Daniels



**PEO
ROTARY WING**
COL David Phillips



**PEO
SOF WARRIOR**
COL John Reim



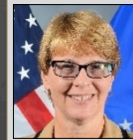
COMPTROLLER
Mr. Dave Nuchols



PEO MARITIME
CAPT Kate Dolloff



PEO FIXED WING
Col Eric Forsyth
Col Melissa Johnson
(inbound)



**SCIENCE &
TECHNOLOGY**
Ms. Lisa Sanders



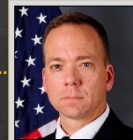
**ACQUISITION
AGILITY**
Ms. Kelly Stratton-Feix



DEPUTY DIRECTOR
Mr. Jim Smith



**SENIOR ENLISTED
LEADER**
SGM Richard "Skip"
Holman



MILITARY DEPUTY
COL John Vannoy



**ACQUISITION
EXECUTIVE**
Mr. Jim Geurts

