



## SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

*Win • Transform • People*

Mr. Nyle Wilcocks *Chief, International Operations, Acquisition Operations*

### INTEROPERABILITY CHALLENGES & OPPORTUNITIES



# SOF AT&L Support to Combined Operations

- **Task: Align Industry activities in support of Partnered Global Operations**
- **Purpose:**
  - Create Awareness of SOF Partnerships and need for SO-Peculiar and Common Kit
  - Identify Interoperability Challenges
  - Discuss Business Opportunities in Shared Capability Development
  - Guide Industry on DCS/FMS Processes
- **Endstate: Increased Interoperability and Lethality ensuring Adversary Overmatch for Mission Success.**

# J3 International



## J3-International Mission

*Serve as USSOCOM's doctrinally mandated Combatant Command Multi-National Coordination Center (MNCC) in order to enable the SOF Enterprise to enhance interoperability and strengthen relationships among global SOF partners, providing strategic options for the United States and its Allied Partner Nations.*

- **Partner Nation Liaisons and Exchange Officers**
  - Integrated to strengthen strategic-level coordination
  - Currently representing 24 countries
  - Others added as identified by GCCs/TSOCs
- **US Special Operations Liaisons**
  - Embedded with Allied/Partner Nation SOF Commands and US Embassy
  - Currently 22 SOLOs covering 27 Countries



# Allied/Partner Nation Interoperability & Lethality Interest

- **U.S. SOF Deployed Alongside Allied / Partner Nations Across The World...**
- **Deployed Coalition SOF Encounter Cultural and Technical Interoperability Challenges**
  - **Cultural:** Organizational, Legal/Policy, Leadership, Training Doctrine, Strategy, Process
  - **Technical:** Data Standards/Formats, Interface Standards, Tech Security, Information Systems, Keeping Pace with Technology and Maintaining Interoperability
- **Common Capabilities Derived from Current Operations**
- **Focusing Interoperability and Interdependency**



# Focused Interoperability Areas

## Common Trend for Capabilities derived from Current Operations:

- Communications / Networks / Systems
- Joint Fires / Joint Terminal Attack  
Controllers (JTACs)



- Tactical Intelligence,  
Surveillance,  
Reconnaissance (ISR)
- Tactical Mobility / Lift





# 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**



# SOF AT&L



## MISSION

Provide rapid and focused acquisition, technology, and logistics to Special Operations Forces.



## VISION

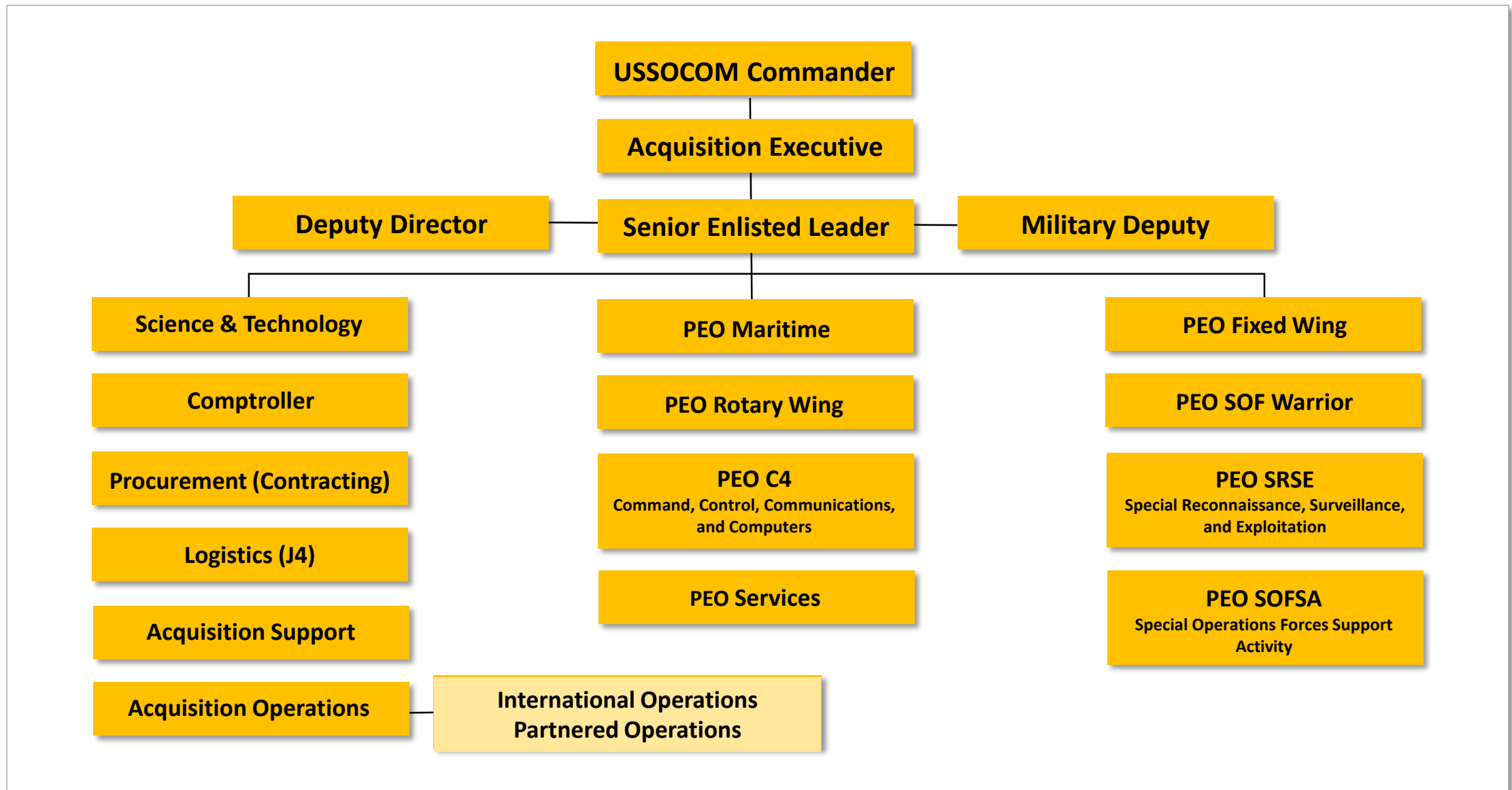
**Trusted Experts**



## PRINCIPLES

Deliver capability to user expeditiously; exploit proven techniques and methods; keep Warfighters involved throughout process; take risk and manage it!

# International Interface to SOF AT&L





# Facilitating Collaboration & Sharing

## FOREIGN DISCLOSURE OFFICE

- NDP-1: Cat 1 – Organization, Trng & Employment of Mil Forces  
 Cat 2 – Military Material & Munitions  
 Cat 3 – Applied R&D Information & Materiel
- Coordinates required FDO, OPSEC, CI & PAO Reviews
  - Ensures properly marked Docs w/ Distro Statement

## SECURITY COOPERATION & J3 INTERNATIONAL

- J2 Tech Security and FDO Interface
- J3-International Liaison Interface
- J54 Security Cooperation Interface
- Security Cooperation Cross Functional Team Member

## 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 (FVEY)
  - 4 Foreign S&T Liaisons to SOF AT&L (AUS, CAN, GBR & NOR)
  - Leverage 5 Combating Terrorism Technical Support Office International Agreements



Example: Shared Development of Diesel LTATVs

## DIRECT COMMERCIAL & FOREIGN MILITARY SALES



## COALITION WARFARE PROGRAM (CWP)

- Since 2010 – 5 Projects (\$13.5M)
- 3 Complete
- 2 Projects Ongoing
- 3 Transitioned / Fielded



## FOREIGN COMPARATIVE TESTING (FCT)

- Since 1996 – 83 Projects (\$105M)
- 78 Complete
- 5 Ongoing (Assessments)
- 53 Transitioned / Fielded (\$526M Proc)



# Supporting Partnered Operations

- **Section 127e Foreign/Irregular Force Support to USSOF Operations**
  - 20 active CONOPS in CENTCOM, AFRICOM, EUCOM and PACOM AORs
  - Approx \$22M for Materiel Fielding Requirements Annually
- **Section 1209 Supporting C-ISIS**
  - \$367M In Requirements for FY15; Continued Efforts though FY18

## WEAPONS



## AMMO



## ORGANIC CLOTHING, INDIVIDUAL EQUIPMENT



## COMMS

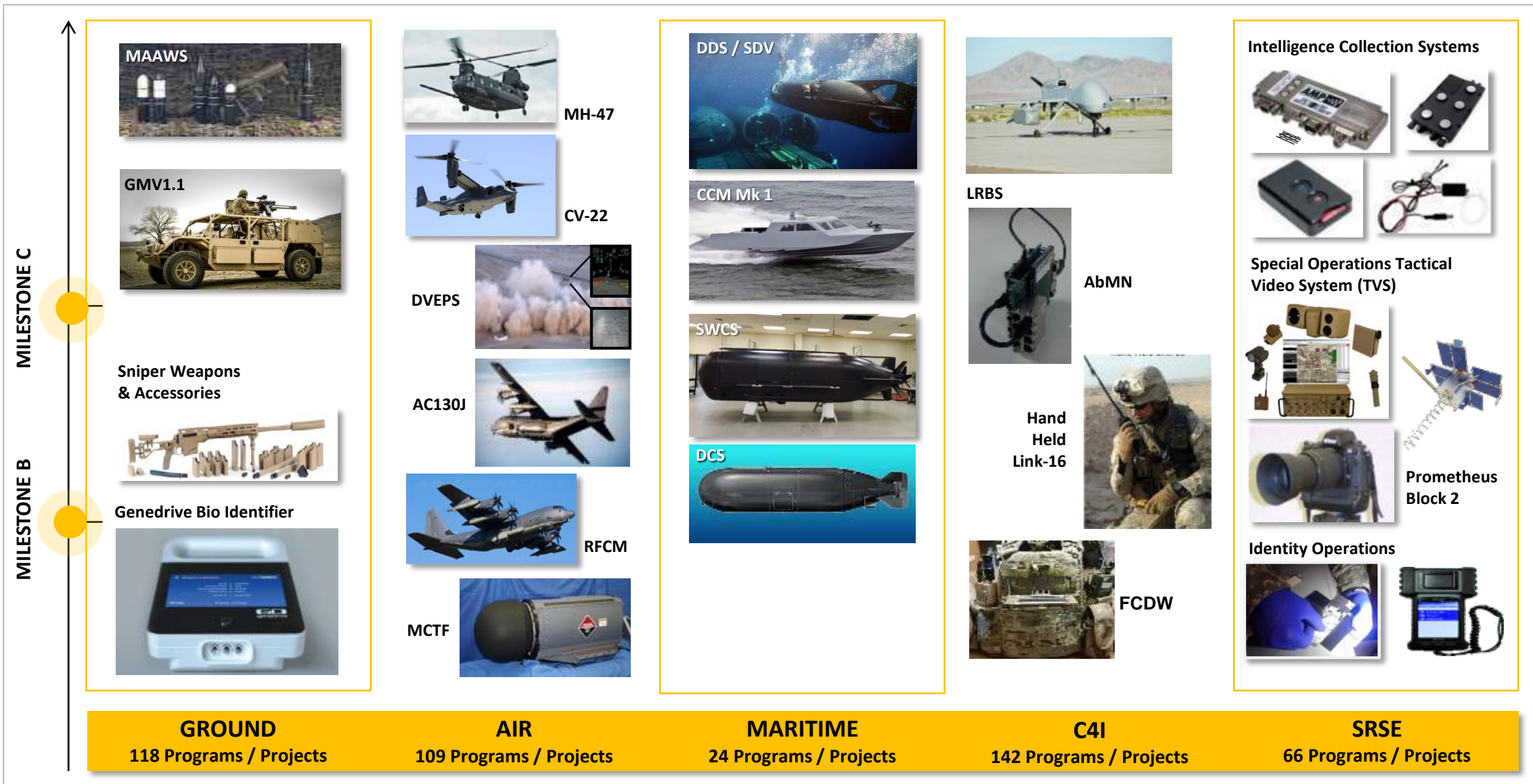


## VEHICLES



All photos and illustrations are UNCLASSIFIED

# Wide Array of Programs





# 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.”

# Global Acquisition Network

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

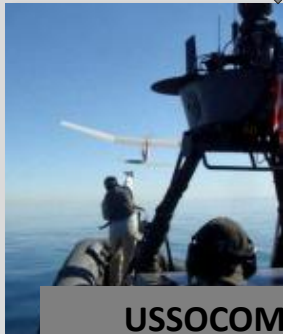
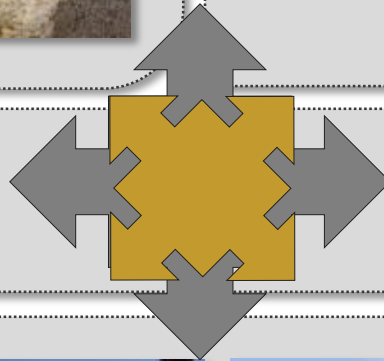


**Service/International Acquisition**



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

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



**USSOCOM Acquisition**

# OSD Enablers



## CWP



### Coalition Warfare Program

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

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**

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



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



## FCT



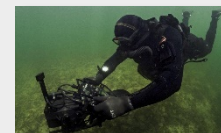
### Foreign Comparative Testing Program

**Mission – 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.**

**Sponsor – OSD Comparative Technology Office**

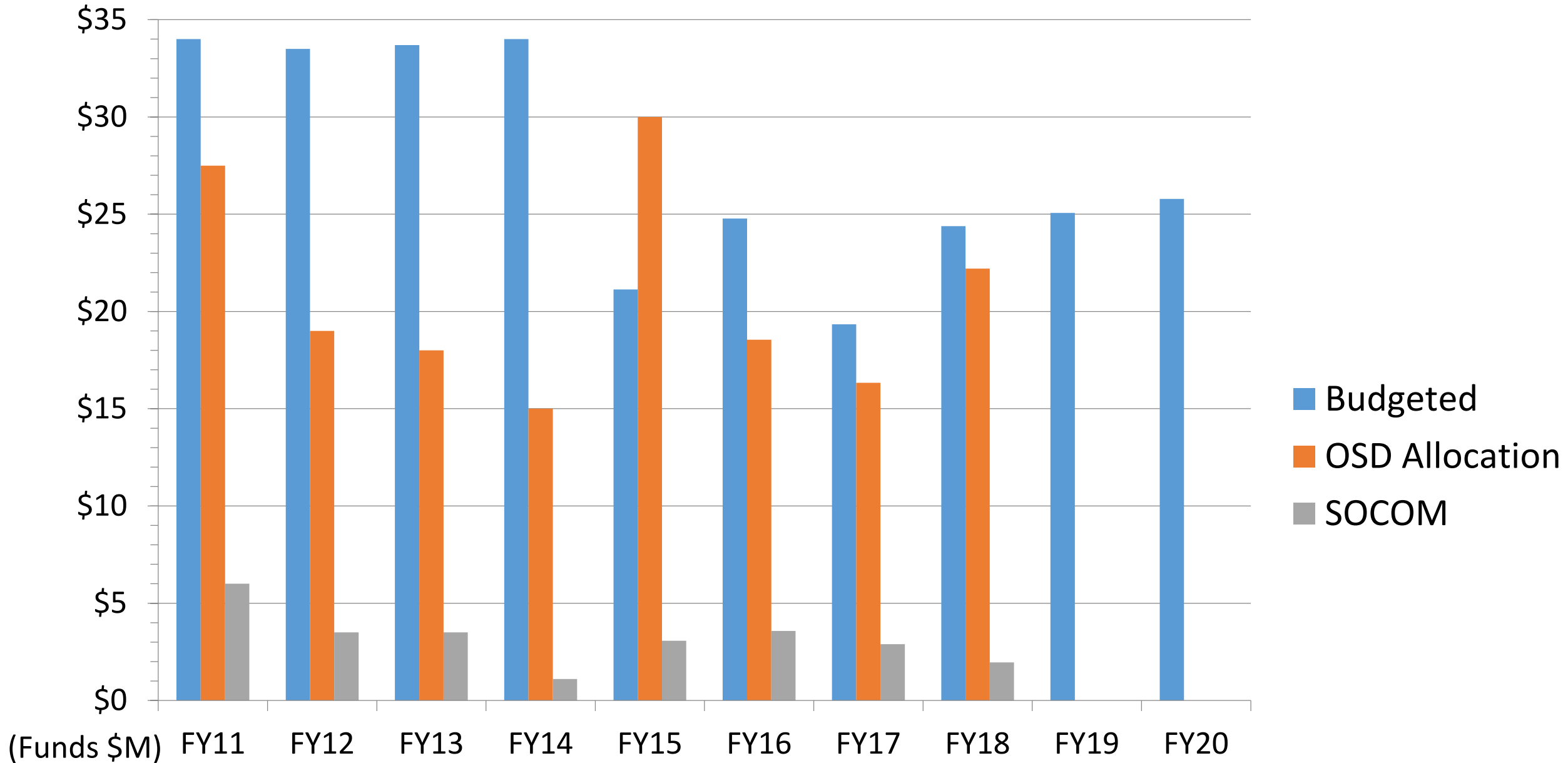
Purpose – Rapidly Find, Assess and Field World-Class Products to Enhance Military Capabilities.

<https://cto.acqcenter.com>

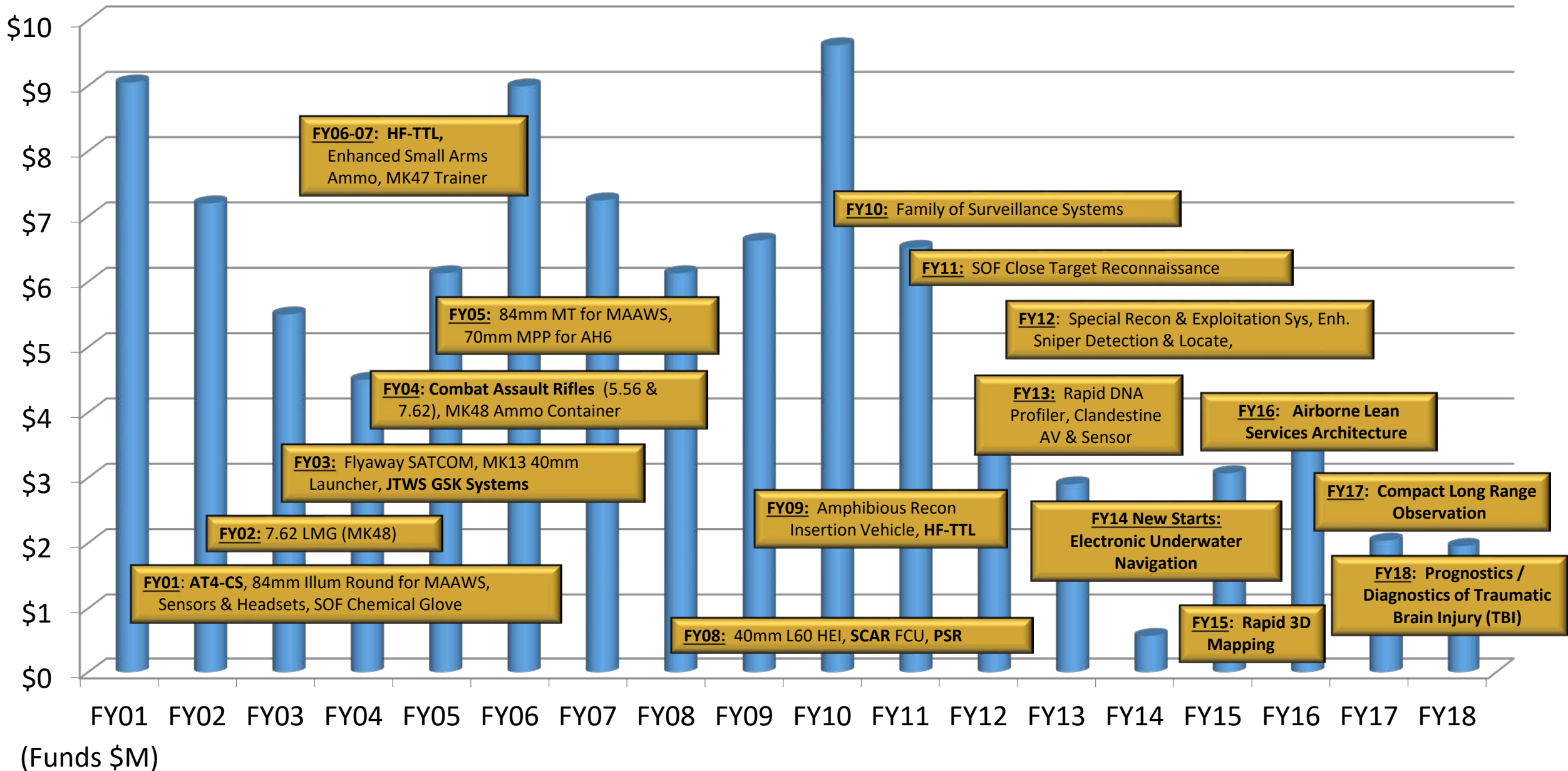




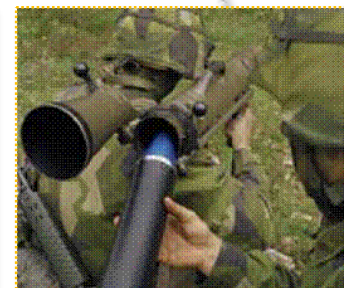
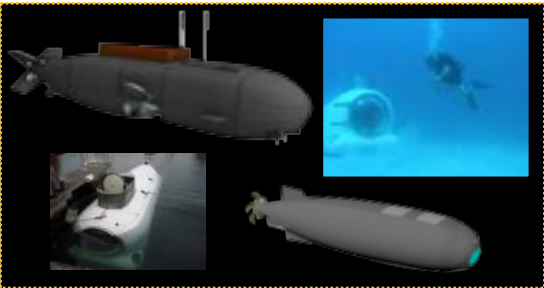
# MFP 6 RDT&E



# Historically FCT-Funded USSOCOM Capabilities



# Global Industry Partners





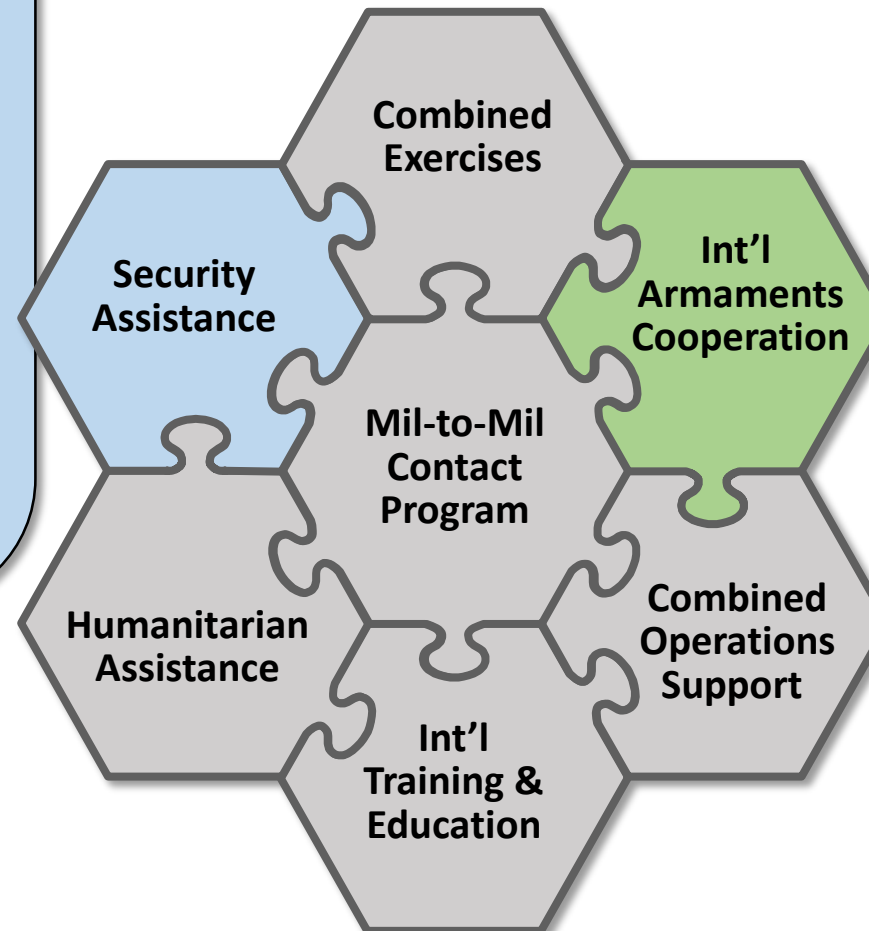
# Security Cooperation

## Conducted under Title 22 Authority:

- 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



## Mostly Conducted under Title 10 Authority:

- Harmonize Operational Reqs
- 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

# Contributing to Collaboration Opportunities

- Cooperative Research And Development Agreements
- OSD Enabling Programs: CWP, FCT, RIF, SBIR
- Partnering with Foreign Industry
- Project Vulcan... “Turning Everyone into a Sensor”
- RDTE Project MOUs with Partner Nations
- S&T Directorate’s “Technical Experimentation” venues
- SOFWERX Venues: Collaboration Events, OpenWerx Challenges, Rapid Prototyping... become a member of the Ecosystem
- Technology & Industry Liaison Office (TILO) presentations

# Typical Items Being Requested

- C4ISR:
  - Tactical Communications & Networks
  - ISR Payloads and Platforms
  - Mission Planning Kits
- Force Protection
  - Personal Protection Equipment
  - Counter-UAS Capabilities
- Target Engagement
  - Night Vision Goggles
  - Weapons/Sights/Ammunition
  - JTAC Kit: Handheld Link 16, Laser Target Designators/See-spot Sights, Tactical Assault Kit SW
- Mobility:
  - Rotary Wing Lift and Mods for Extended Ranges, Insertion & Self Protection
  - Fixed Wing Precision Strike Roll-on/off Kits, Airdrop Systems
  - SOF Ground and Maritime Platforms





# Supporting DCS Export Licensing

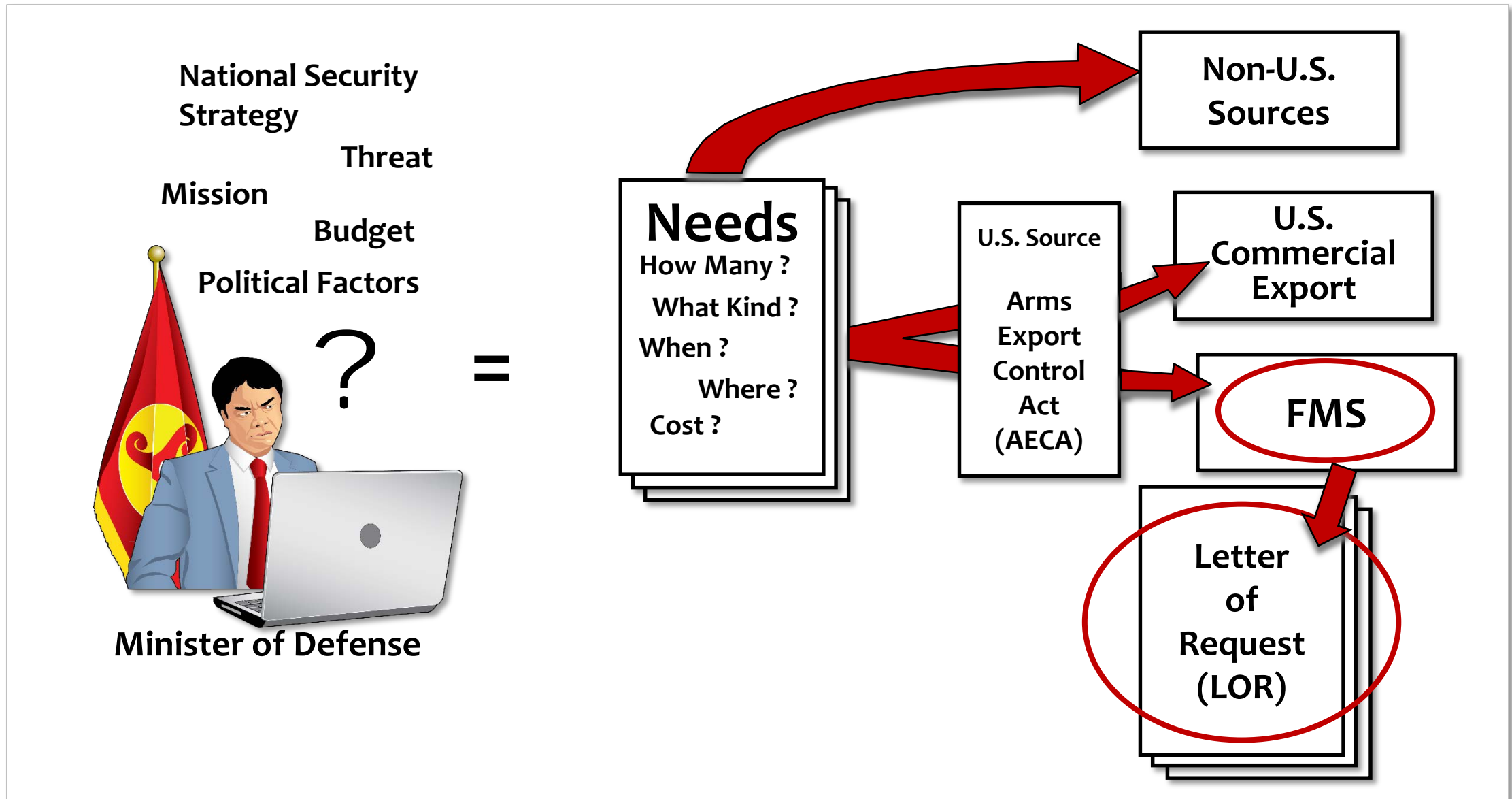
- Industry required to obtain an Export License to Market and/or sell an item to a Foreign Government
- Process Managed by the State Department
  - Services and Defense Technology Security Agency provide input
  - USSOCOM is contacted for Exportability of SO-Peculiar items
- Recommendation for License Applications
  - Include USSOCOM J54 Security Cooperation Coordinator 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.

# Following the FMS Process

- The Process starts with LOR submitted to US Embassy/Office of Defense Cooperation... “Government to Government Relationship”
- Managed by DSCA on behalf of State Department
- Updated Security Assistance Management Manual (SAMM)
  - LOR should indicate SOF Interest
  - USSOCOM J54 identified as entry point for SO-Peculiar
- Assigned to Implementing Agency (IA)
  - DASA DEC (Army), NIPO (Navy), and SAF/IA (Air Force)
  - Implementing Agency is responsible for writing Letter of Offer & Acceptance (LOA)
    - Much of SOF Kit is Service Common
  - USSOCOM supports Implementing Agency with Pricing and Availability
    - Is SO-Peculiar Item exportable?
    - Can IA use SOF Contract to acquire capability?

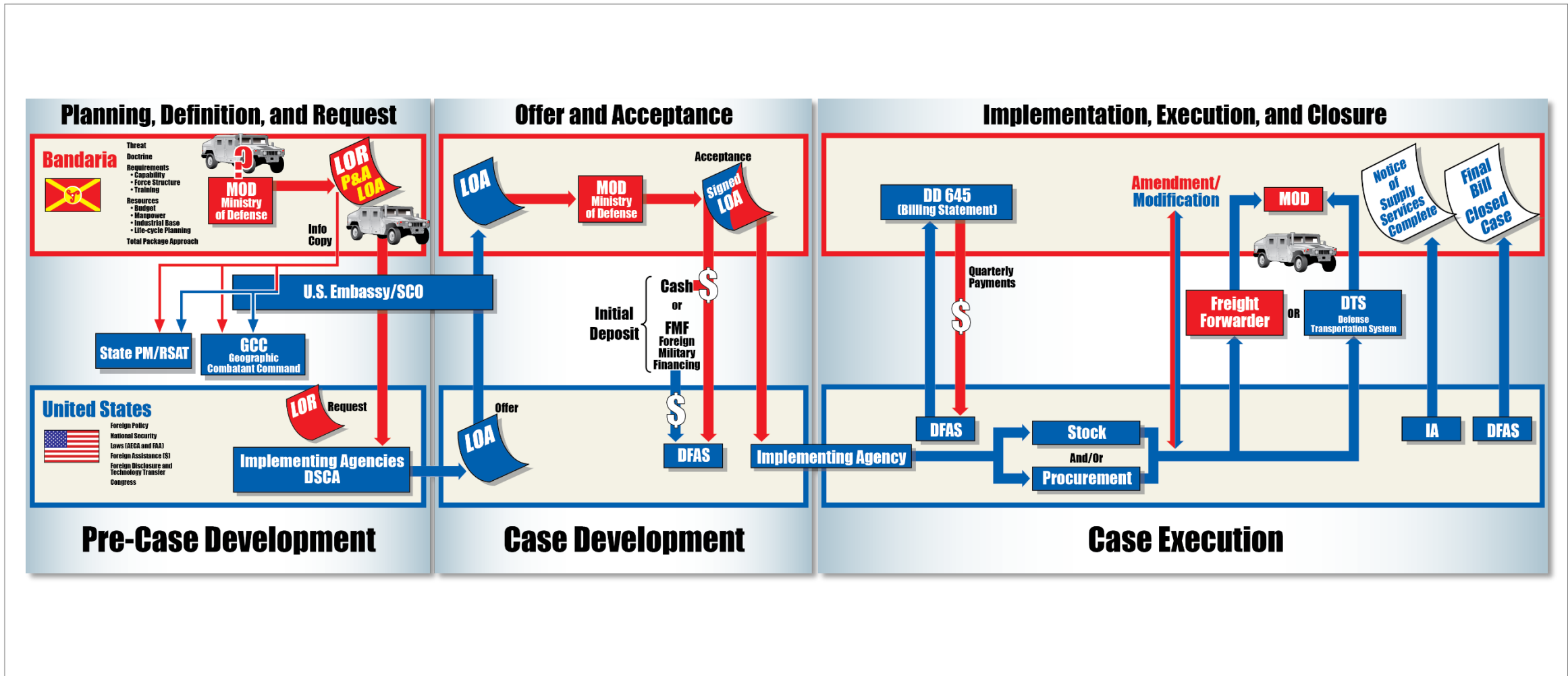
**Bottom Line: Going Direct to USSOCOM will not Speed up the Process.**

# Partner Request for US Capabilities

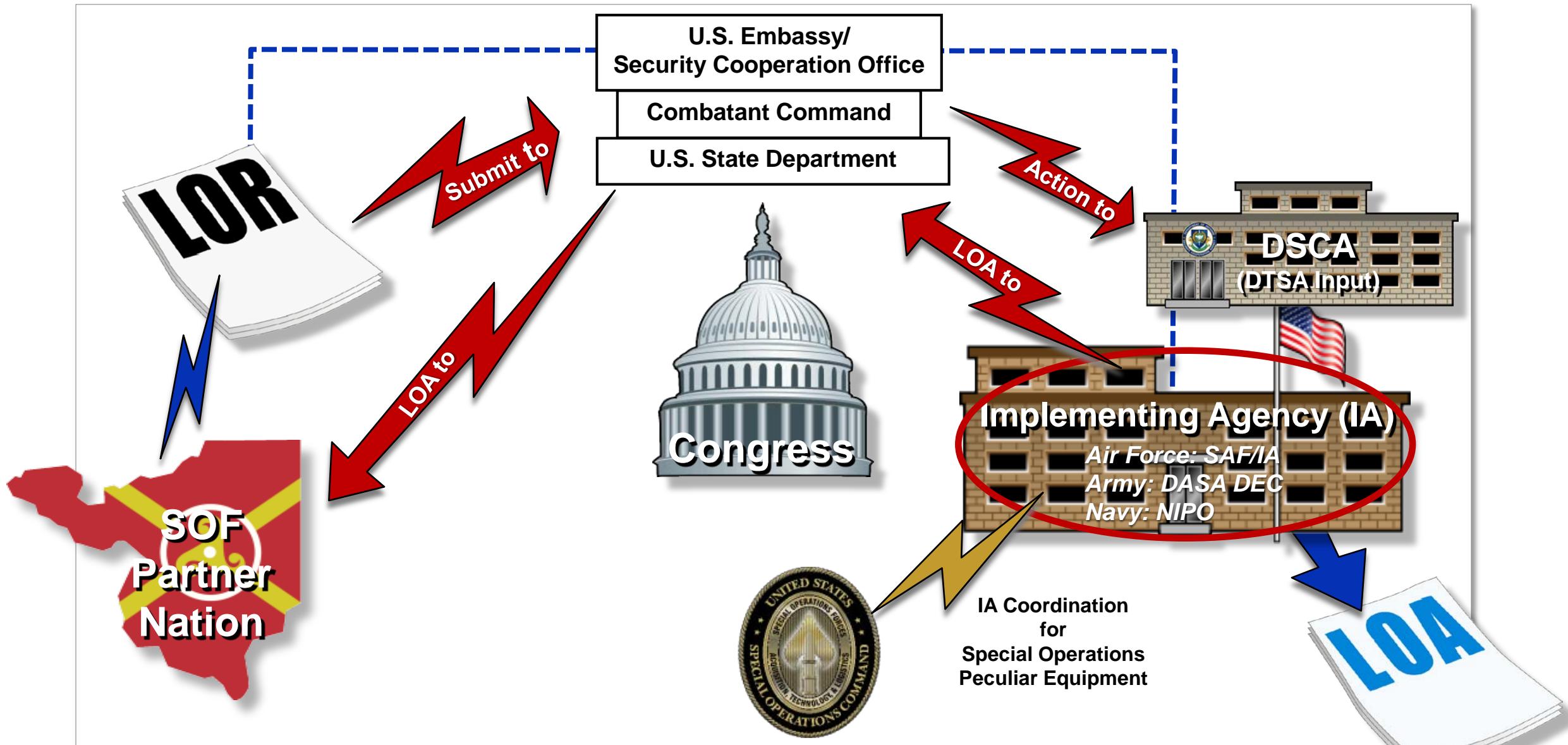




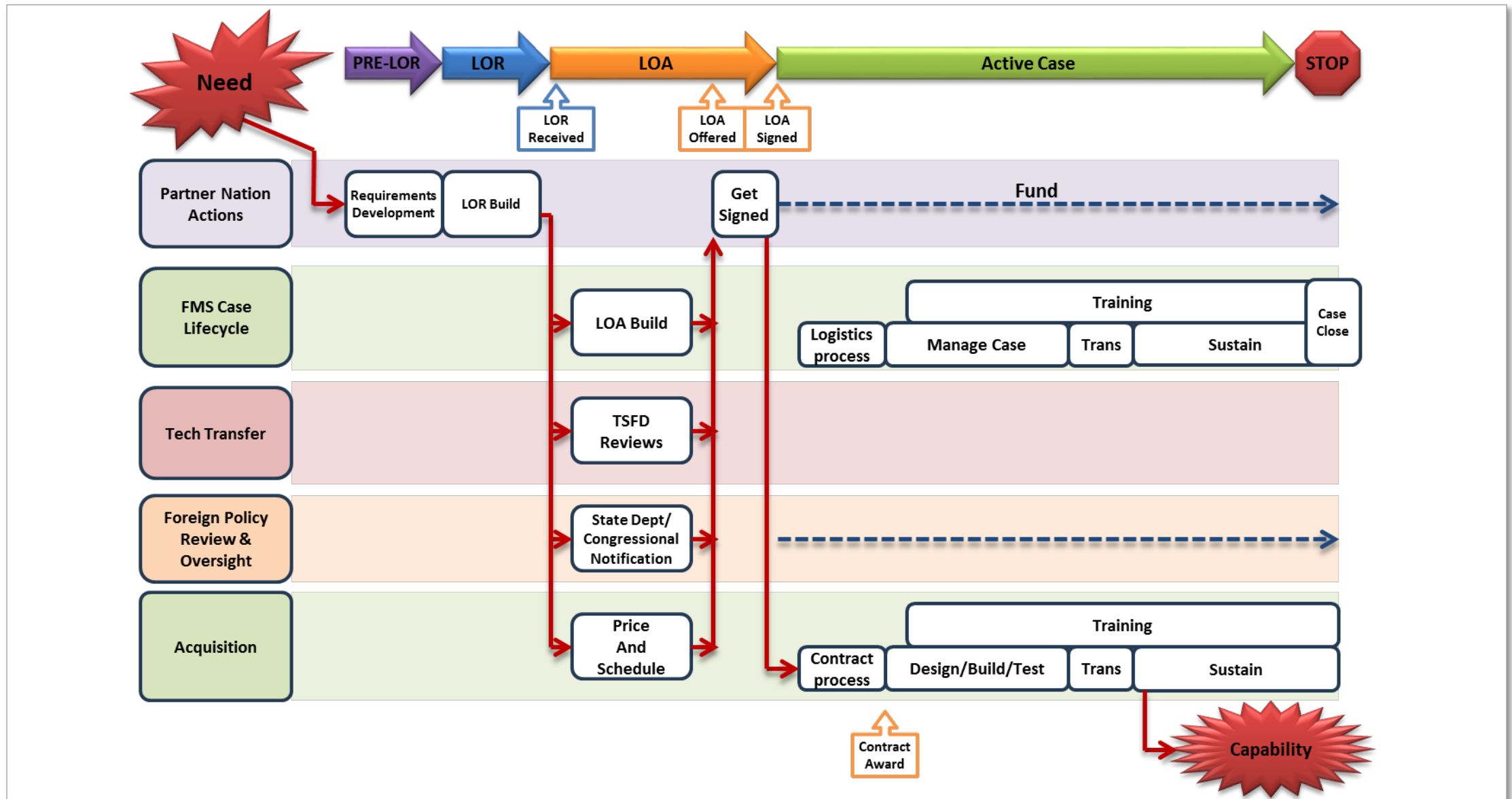
# Foreign Military Sales Process



# Simplified Overview

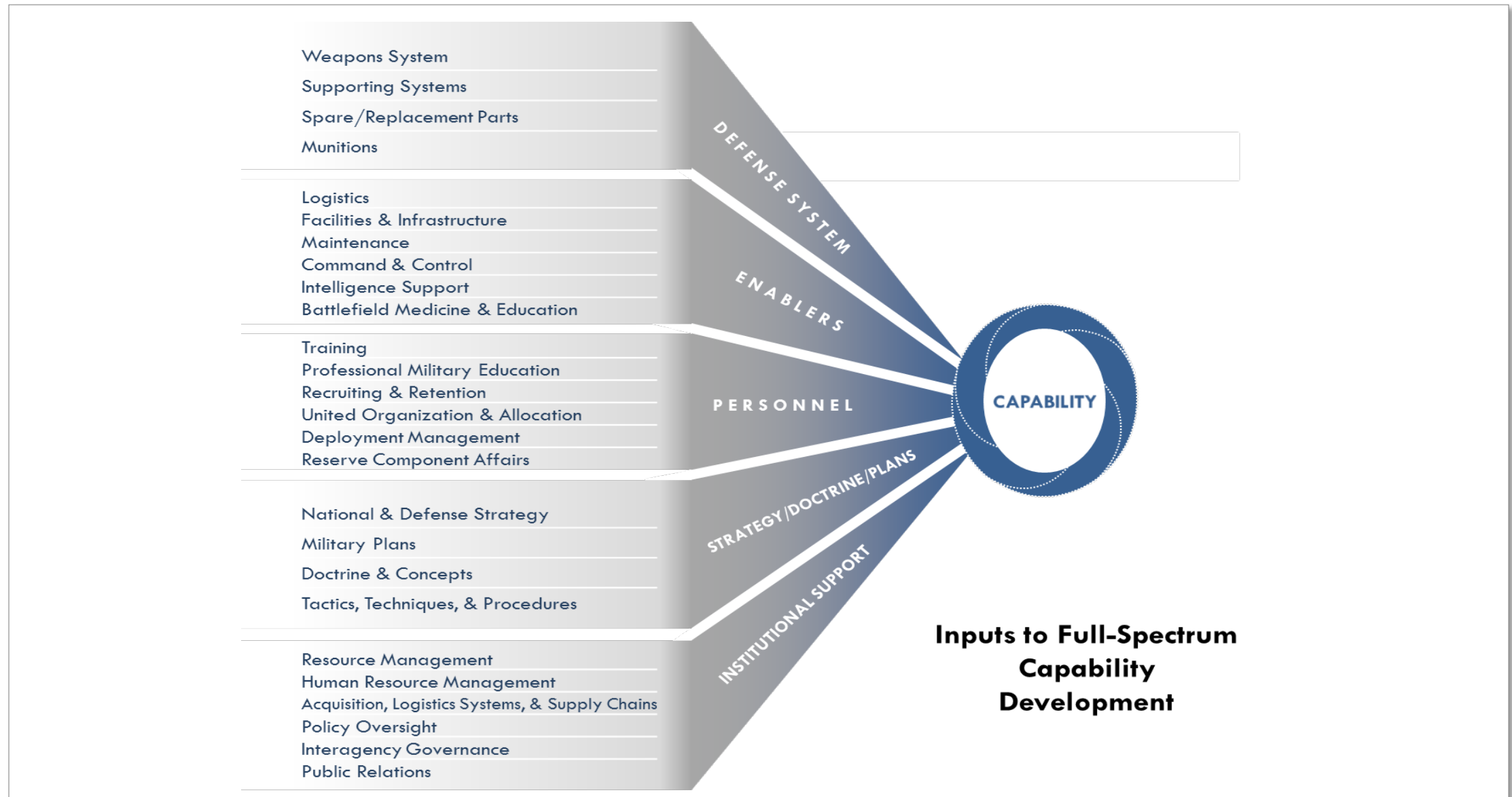


# Foreign Military Sales Activities





# Considerations for Full Spectrum Capability

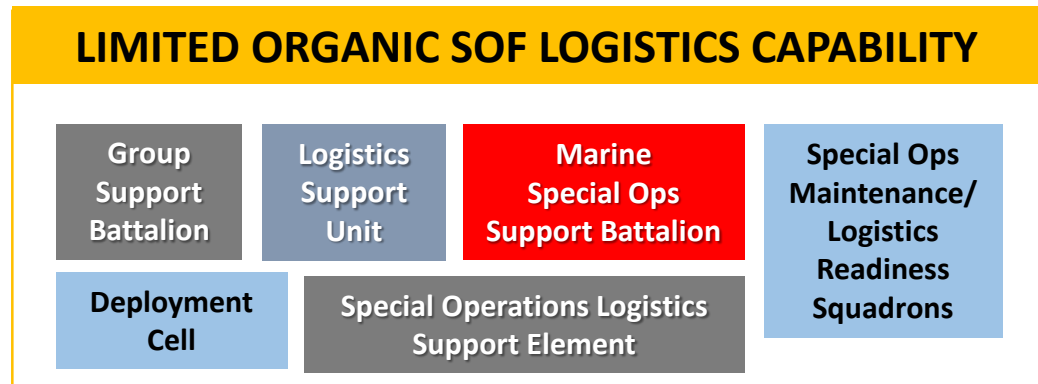
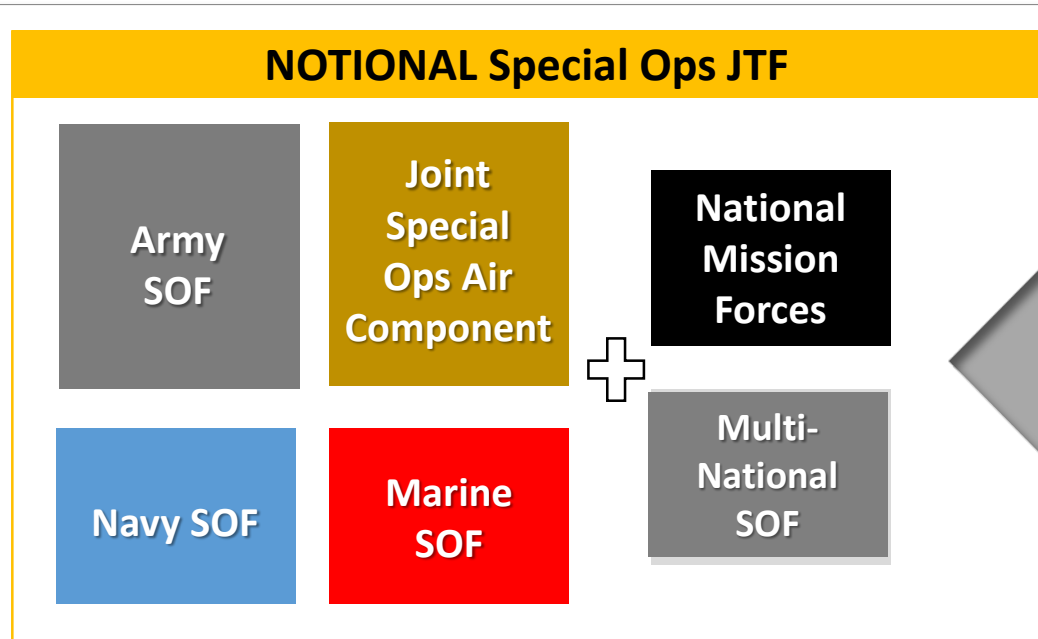


# Other DCS/FMS Considerations

- Common Interfaces and Standards
- Request consistent with applicable Law, Regulation and Policy
  - Arms Export Control Act (AECA)
  - International Traffic in Arms Regulations (ITAR)
  - Foreign, National Security and Export Policy
- Country Team and COCOM supports request, including Urgent Operational Requirement
- Quantities reasonable

# Support For Joint SOF

5<sup>th</sup> SOF Truth: “Most Special Operations Require Non-SOF Support.”



## NON-SOF SUPPORT

- Strategic Partners
  - Defense Logistics Agency
  - US Transportation Command
- Executive Agent / Lead Service
  - Operational Contracting Support
  - Base Operating Support
  - Military Construction
  - Intra-theater Lift
- Service Provided Combat Service Support
- Inter-agency (Title 22)
- Coalition
- Host Nation



# Take-Aways

- SOF AT&L aligned with Command Vision and Priorities
  - Globally networked and inoperable SOF
  - New capabilities for increasingly complex world
- Industry involvement in Shared development
  - Leverages Partner Nation S&T Organizations
  - Reduces cost burden allowing other requirements to be addressed
- Increased DCS/FMS opportunities for SOF-peculiar
  - Follow the Process
  - Identify SOF Interest Item

**Bottom Line: Equipment Commonality Increases Interoperability and Lethality while Improving Allied/Partner SOF Capabilities as a Global Force Multiplier**

# Questions

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

*Arie de Geus*

