



"In the middle of difficulty lies opportunity"

*Albert Einstein*

# SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

*Accelerating SOF Innovation*

Mr. Benjamin Chitty

**SCIENCE & TECHNOLOGY** CRADA Crash Course



# Cooperative Research & Development Agreement (CRADA)

## A CRADA is:

- **Between USSOCOM and US Parties**
- **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**

# CRADAs

## Two Distinct Processes for SOF-AT&L

### **OVERARCHING CRADA (OCRADA)**

- 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)

# Why a CRADA?

- **Typically, a principle mechanism for technology transfer**
- **USSOCOM utilizes the CRADA as “tech pull”**
  - Both parties can understand your technology in an operational context
  - Able to refine government requirements
  - Protect your ability to compete
  - Industry can execute Individual Work Plans (IWPs) at the PEO/DIR level
  - Can execute multiple IWPs at the same time

# Success

- **Successful demonstration of an Electronic Warfare capability for our Group IV UAS fleet**
  - IWP was closed out and technology provided successfully competed for funding in the S&T FY17 funding process based on lessons learned
- **Successful demonstration of UAS vertical take off capability from maritime assets**
  - IWP was closed out and two companies competitively won awards in the S&T FY17 funding process
- **IWPs were written with multiple firms to place Industry Fellows at the Doolittle SOFWERX facility**
  - Opportunity for Business to learn about SOF gains the benefit of your technical expertise
  - PEO Acquisition Agility Executes this Program

# Not So Successful

- **Three companies requested an OCRADA on Services related tasks**
  - Had to refuse the offer – Needs to be a research and developmental project agreement cannot receive services under a CRADA
- **Software Developer and USSOCOM PEO-SW negotiated an IWP for 3 Months**
  - Developer finally decided the CRADA and IWP did not fit their business model and terminated the agreement
  - BLUF: Must be a Research and Development related project and both sides must get a benefit from the agreement

# Lessons Learned

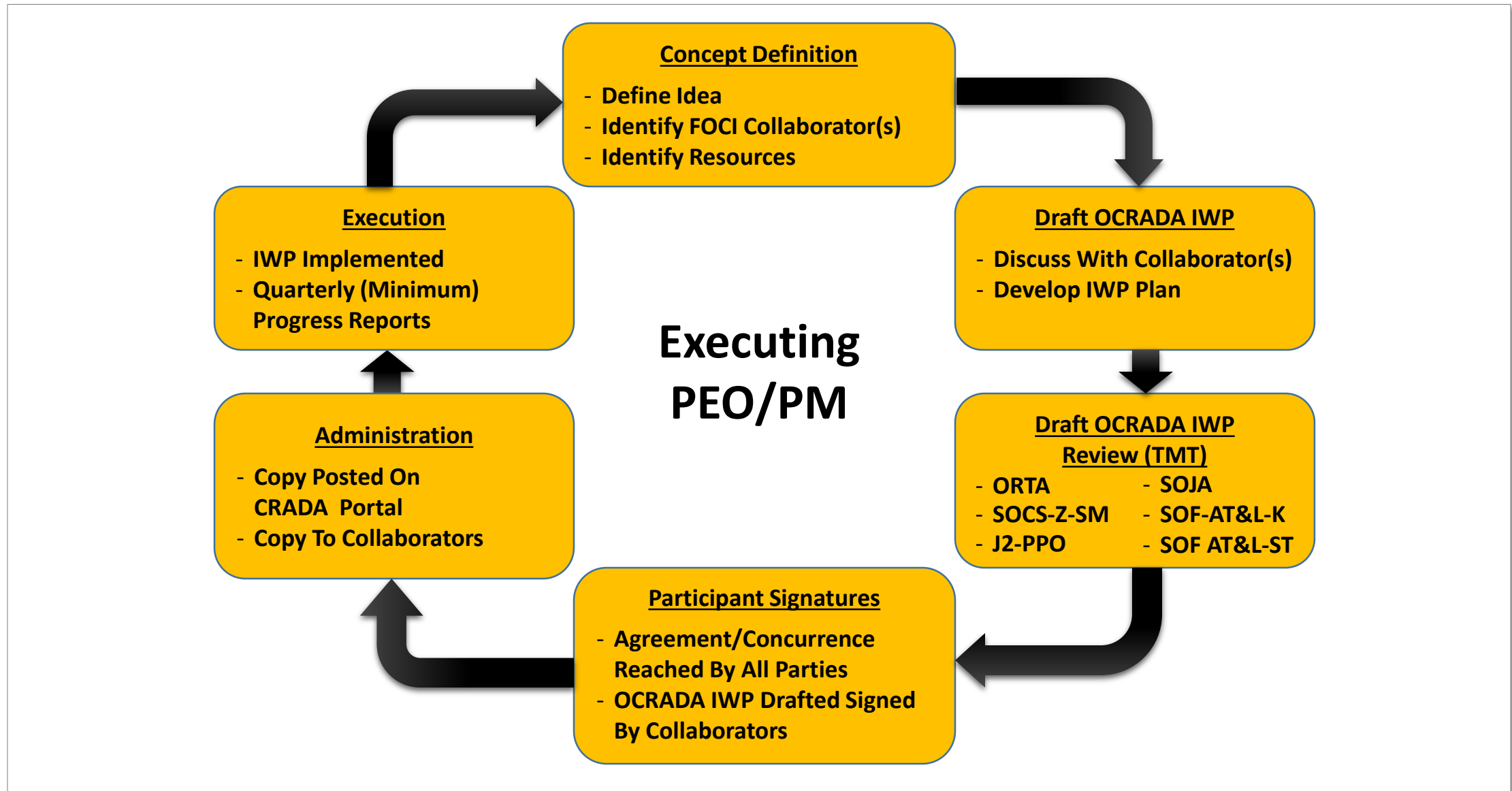
- **Make sure proposed technologies fit in USSOCOM business areas**
- **User involvement is key**
- **Best to work with a PEO**
  - They own the Programs of Record
- **Look for technologies that Remember**
  - **No Guarantee of Follow on Contracts**
  - You Will Need to Compete
- **Can be inserted in 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 Overarching CRADA (OCRADA) by providing an email request to an appropriate SOF AT&L PEO or Directorate**
  - Email must state reasons for executing the CRADA, collaborators name and POCs, and USSOCOM SOF AT&L technical POC
  - Can always email: [discovery@socom.mil](mailto:discovery@socom.mil)
- **If acceptable and if no OCRADA already exists, you will be provided the OCRADA and a unique number for your effort**
  - 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
  - Report quarterly



# Draft OCRADA IWP





# QUESTIONS?

