



# SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

*Accelerating SOF Innovation*

Mr. Karl Rozelsky *Deputy PEO SOF Warrior*

**INTRODUCTION TO USSOCOM AND SOF AT&L**



# Agenda

- **USSOCOM / Special Operations Forces Acquisition, Technology and Logistics (SOF AT&L) Organizational Overview**
- **Technology Focus Areas**
- **Avenues for Doing Business w/ USSOCOM**

# USSOCOM's Organizational Structure



# Theater SOF Locations



# 70,202 SOF

5,549  
DEPLOYED

74  
LOCATIONS

24/7



**“Our world continues to evolve and increase in complexity. While violent extremism persists, challenging regional stability and threatening our interests, near-peer competitors grow in both capability and intent to contest our vital national interests. The United States requires capabilities across all elements of national power, and Special Operations remains a critical part of our defense.”**

*GEN Richard Clarke, Commander, US Special Operations Command*

# Authorities and Responsibilities



# SOF AT&L



## MISSION

**Provide Rapid and Focused Acquisition, Technology, and Logistics to Special Operations Forces.**



## VISION

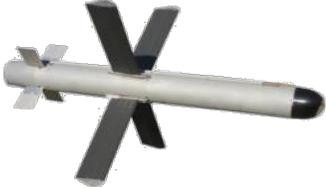
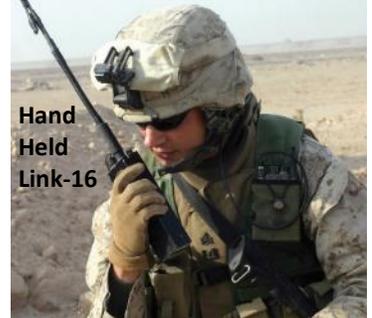
**Trusted Experts**



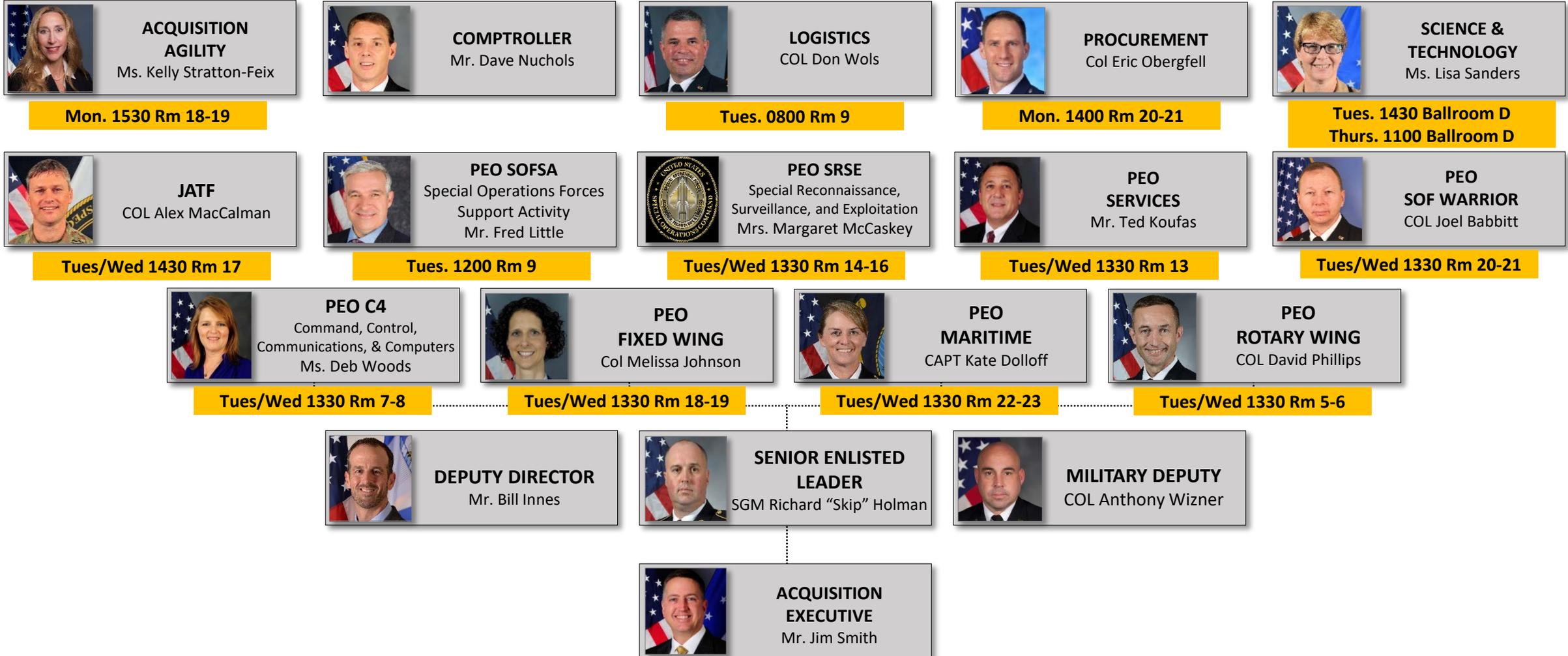
## PRINCIPLES

**Deliver Capability to User Expeditiously;  
Exploit Proven Techniques and Methods;  
Keep Warfighters Involved Throughout  
Process; take Risk and Manage it!**

# Wide Array of Programs

<p>MILESTONE C</p> <p>MILESTONE B</p>	 <p>MAAWS</p>  <p>GMV1.1</p>  <p>ASR</p> <p>Organic Precision Strike</p> 	 <p>MH-47</p>  <p>CV-22</p>  <p>DVEPS</p>  <p>AC130J</p>  <p>MCTF</p>	 <p>DDS / SDV</p>  <p>CCM Mk 1</p>  <p>SWCS</p>  <p>DCS</p>  <p>COMBAT DIVING</p>	 <p>MMP</p>  <p>SDN-L</p>  <p>Hand Held Link-16</p>  <p>FCDW</p>	 <p>Joint Threat Warning Sys. Ground</p> <p>Intelligence Collection Systems</p>  <p>Identity Operations</p>  <p>Prometheus Block 2</p> 
	<p><b>GROUND</b> 118 Programs / Projects</p>	<p><b>AIR</b> 109 Programs / Projects</p>	<p><b>MARITIME</b> 24 Programs / Projects</p>	<p><b>C4I</b> 142 Programs / Projects</p>	<p><b>SRSE</b> 66 Programs / Projects</p>

# Special Operations Forces Acquisition, Technology, & Logistics Organization



# Leveraging Agile Authorities



## OTHER TRANSACTIONAL AUTHORITIES

- OTAs in FY18: 3 awarded  
 OTAs in FY19: Anticipate 20+ awards
- Fused Panoramic Night Vision
  - Next Generation Info and Awareness
  - Software Defined Radios
  - Precision Strike System
  - Light Medium Machine Gun
  - Advanced Fragmentation Grenade

## MID-TIER ACQUISITION

- Rapid Prototyping (9) & Fielding (1)
- Precision Strike - Ground & Maritime
  - Mid-Range Gas Gun
  - Lightweight Machine Gun - Medium
  - Personal Defense Weapon System
  - Counter Small Unmanned Aerial Systems
  - Technical Surveillance Equipment Kit
  - Combat Diving – Nav. and Propulsion
  - Combat Diving Fielding – Env. Protection

## PARTNERSHIP INTERMEDIARY AGREEMENT

- Transitions to Programs of Record (10)
- Consignments (44)
- Prize Challenges (22)
- Hack-A-Thons (8)
- Rapid Prototyping Projects (7)
- Capability Collaboration Events (44)
- Capability Assessment Events (13)

# Technology Focus Areas

- Next Generation Intelligence, Surveillance, & Reconnaissance (ISR)
- Next Generation Mobility
- Precision Fires & Effects
- Hyper Enabled Operators
- Networks & Data
- Biotechnology and Human Interface

# Technology Focus Areas

## Next Gen ISR

- Find, fix, finish, exploit and analyze...
- Faster & improved accuracy
- Use with and through all domains (Air, Space, Cyber, Maritime, Ground)
- Constellation of multiple CubeSats and SmallSats containing ISR sensors
- Sensors capable threat warning, tracking, and data exfil
- Access to non-permissive environments for intelligence collection

## Next Gen Mobility

- Increased survivability
- Alternate precision navigation & timing

## Precision Fires and Effects

- Organic loitering precision strike capability
- Backpack, vehicle, maritime, and air launch platforms
- Increased ranges and loiter times
- Multiple munitions
- Common Launch Tube
- Sensor-to-shooter linkage
- Establish industry production base

## Biotechnologies and Human Interface

- Empower the combat medic
  - Prolonged field care
- Increase physical and cognitive performance

## Network & Data

- Mobility of the SOF global mission force
- Provision connectivity anywhere with Anyone
- Computing at the edge
- Embedded multimodal data discovery
- Artificial intelligence / machine learning
- Automatically discover, know, anticipate, collaborate

## Hyper Enabled Operators

- Increased survivability, lethality, and situational awareness
- Advanced human-machine interfaces
- Improved decision making

# USSOCOM

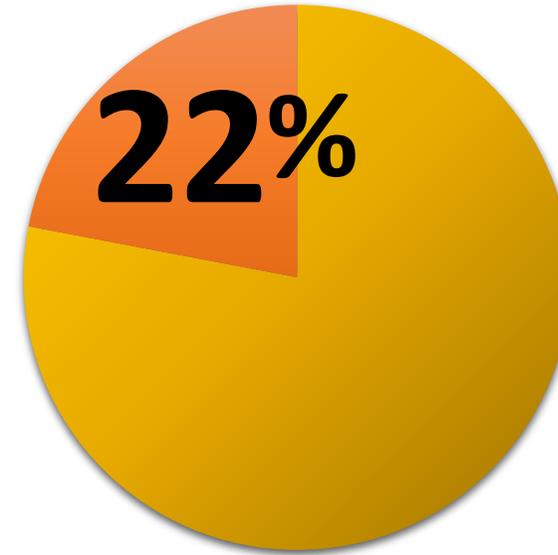
## *How Industry Can Help*



# Opportunity



**FY18 Small Business  
Contracts**



**of Budget Awarded  
to Small Business**



## **FY18 Deliveries:**

- **44.4M rounds of ammo**
- **38,099 weapons, accessories, & Lasers**
- **146,680 survival equipment Items**
- **36,306 IT devices and systems**
- **554 vehicles**
- **309 aircraft**
- **31 watercraft**
- **...and many more**

# Numerous On-Ramps



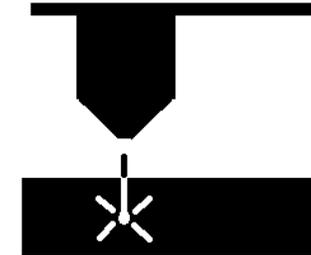
## TRADITIONAL ACQUISITION

- FedBizOpps



## AGILE ACQUISITION

- SOFWERX
- Broad Agency Announcements
- Small Business Research Initiative (SBIR)
- Technical Experimentation



## TECH DISCOVERY

- (No Contract/Funding)
- Tech Experimentation
  - Central Data Repository
  - Tech & Industry Liaison Office (TILO)
  - Cooperative Research

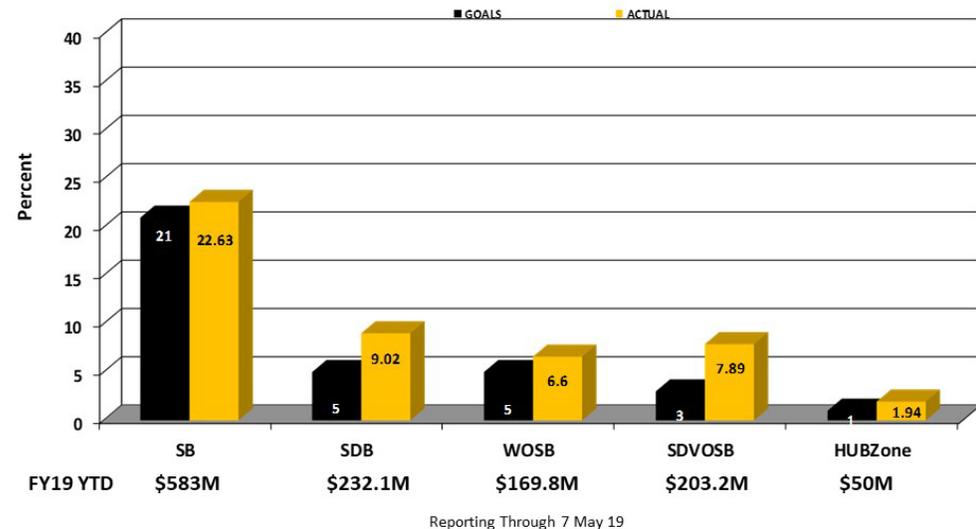
# Small Business Office

- Important Point of Entry for Small Businesses
- Office is charged with ensuring Small Businesses are afforded the maximum practical opportunity to support the command
- Regularly Meet with Small and Large Businesses
  - Weekly Thursday In person meeting @ SOFWERX
  - AE SB Roundtable 6x a year
- What's important to us?
  - Capability, capability, capability
  - Proven track record of performance
  - Proper clearances
  - Tickets are secondary at best

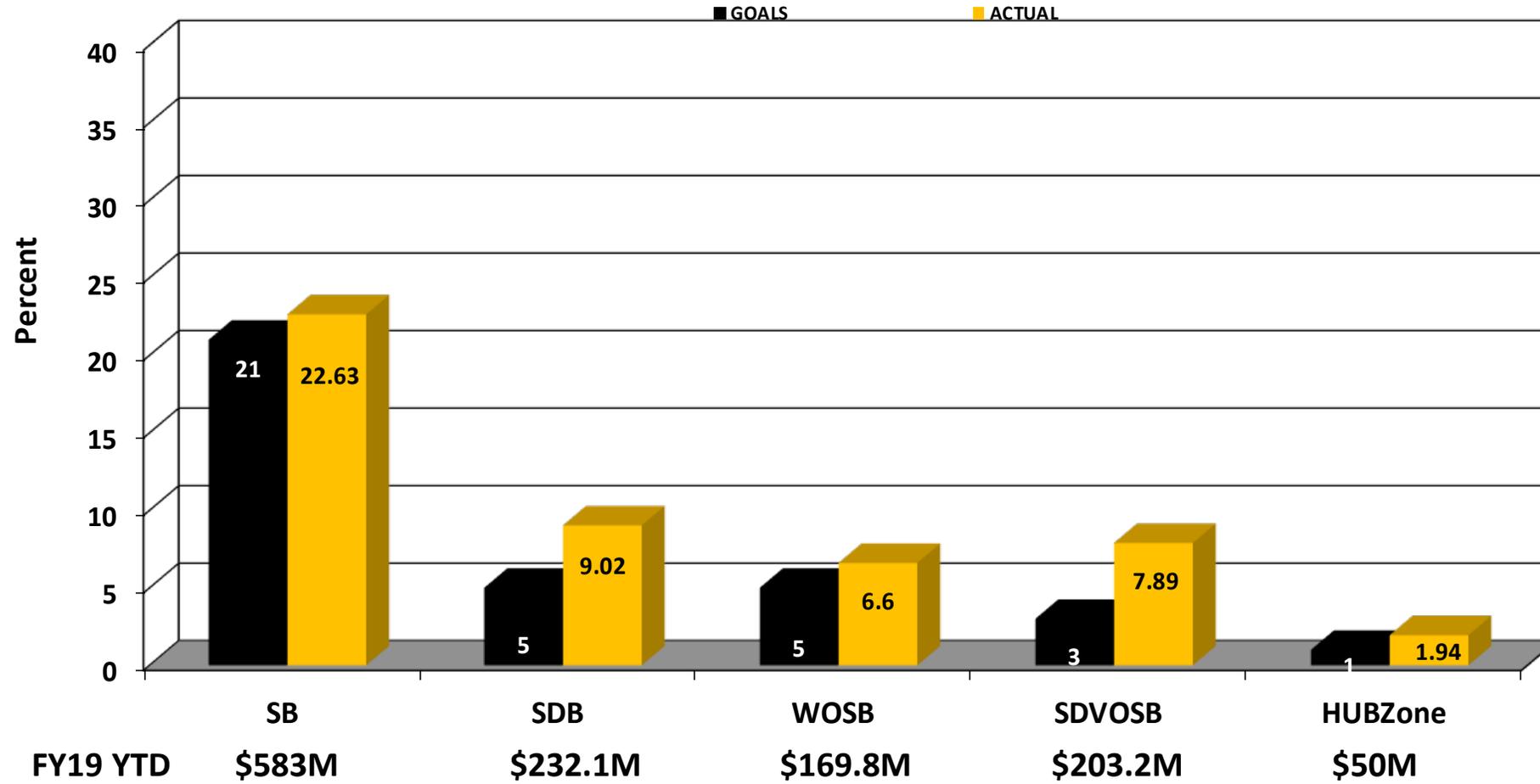


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Small Business Achievements FY19 YTD



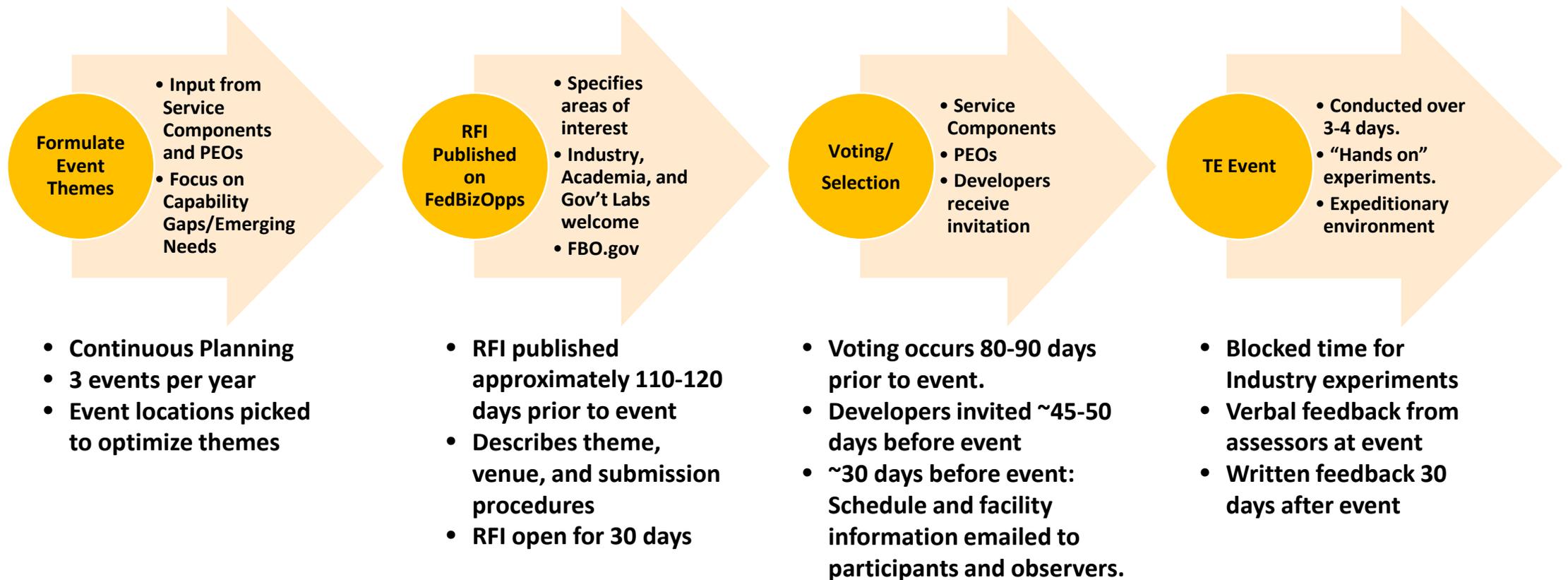
# Small Business Achievements FY19 YTD



Reporting Through 7 May 19

# Technical Experimentation Purpose / Process

To help improve SOF warfighter capability and provide operational and programmatic insight to industry by bringing Technology Developers, Operational Users, and Program Offices together to assess developing technology.



# TE Schedule

- **TE 19-3, 15-19 July 2019 at the Rellis Campus of Texas A&M University, College Station, TX.**
  - Experimentation Focus: C4, Small Unmanned Aerial Systems (UAS), and Hyper-Enabled Operator, 360 Situational Awareness for M-ATV
  - RFI Closed 22 April 2019
- **TE 20-1, 18-22 November 2019 at Key West, FL**
  - Experimentation Focus: Combat Diving, Counter Diver
  - RFI Open from 9 Jul-9 Aug 2019 (planned)
- **TE 20-2, 23-27 March 2020 at Muscatatuck Urban Training Center, IN**
  - Experimentation Focus: Special Reconnaissance, Surveillance and Exploitation (SRSE), and other themes
  - RFI Open from 2 Dec 2019 to 2 Jan 2020 (planned)
- **Public Link: <https://www.socom.mil/SOF-ATL/Pages/technical-experimentation.aspx>**



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# USSOCOM / SOFWERX – Partnership for Innovation & Agility

*USSOCOM's Partnership Intermediary Agreement (PIA) operates as SOFWERX under 15 USC 3715*

## CAPABILITIES

- SOF Focused Ecosystem
- Collider / Disrupter Events
- Ideation Sessions & Collaboration
- Prize Challenges, Prototyping, Experimentation, Combat Evals
- Fast and Flexible Agent
- Commercial Non-FAR Sub-Awards
- Off-Base Access
- Honest Broker



## VALUE

- Making New Tech & Capabilities Available
- Competitive Acquisition Process
- Pacing Commercial Tech Gains & Threats
- High Iterative Cycles, Low Cost
- Better Informed & Quality Decision Making
- Low Barriers to Entry for Industry
- Accelerate Entry Into Acquisition Cycles
- Building Relationships

**Join the SOFWERX Ecosystem: [www.sofwerx.org](http://www.sofwerx.org)**

# Technology & Industry Liaison Office (TILO)

- Assists the Command with conducting market research to arrive at the most suitable approach to acquiring, distributing, and supporting SOF-peculiar supplies and services
- Match your company's product/service/capability to the appropriate personnel within the command
- Schedule discussions or demonstrations if there is sufficient interest at the headquarters
- Public Link:
  - <https://www.socom.mil/SOF-ATL/Pages/submit-your-idea.aspx>

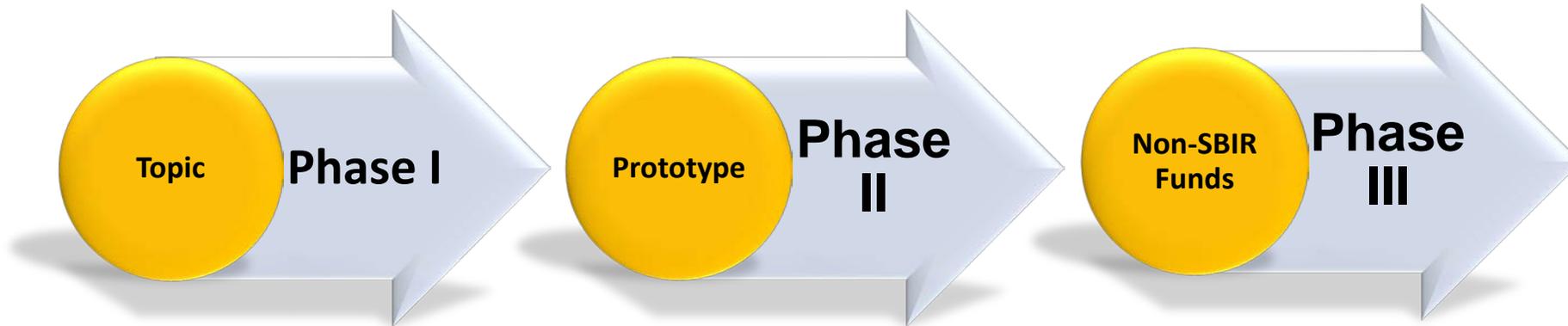


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# Small Business Innovation Research (SBIR)

## Three Phased Approach Developing Innovative Solutions



- Begins with SBIR Topic
- Feasibility Study
- Firm performs 66% work
- Typically \$150K

- Follow on from Phase I
- Leverage other Phase I
- Direct to Phase II
- Proof of Concept
- Prototype Development
- Firm performs 50% work
- Typically \$1M

- Non-SBIR Funds
- Competition met with Phase I or Direct to Phase II
- No funding or size limit



# SBIR Links

- **USSOCOM SBIR Program:**  
<https://www.socom.mil/SOF-ATL/Pages/sbir.aspx>
- **DoD SBIR program (managed by OSBP):**  
[www.acq.osd.mil/osbp/sbir](http://www.acq.osd.mil/osbp/sbir)
- **Federal SBIR Program (managed by SBA):**  
[www.sbir.gov](http://www.sbir.gov)

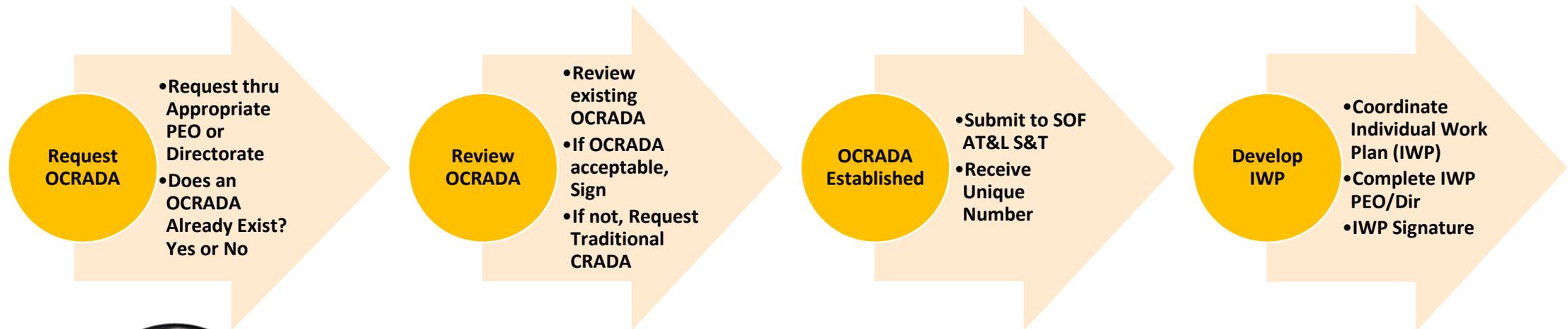


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Booth 25

# OCRADA Purpose

**Overarching Cooperative Research & Development Agreement (OCRADA)**  
**Advance research and capability development to meet USSOCOM mission requirements and supports viability in other potential commercial applications**

## OCRADA Process



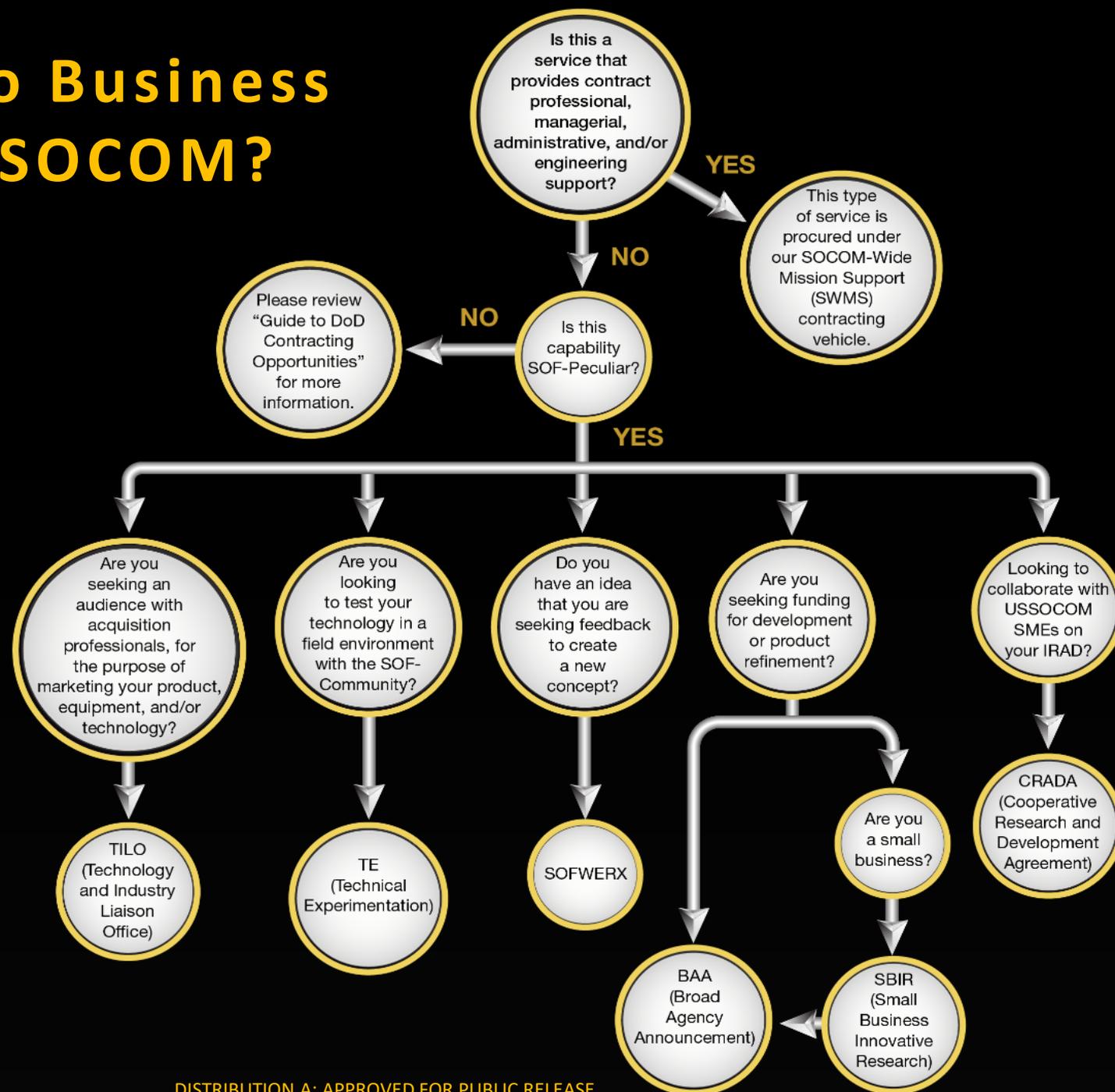
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# Your Challenge

- We Move Fast, but We Need to Move Even Faster
- Can You Keep Pace?
  - *New Tools & Authorities*
  - *SOF are Early Adapters*



# How to do Business with USSOCOM?



# Questions

