



SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

Accelerating SOF Innovation

Program Executive Office Special Operations Forces Support Activity (PEO SOFSA)

Trusted Experts for SOF Logistics

Fred Little

Program Executive Officer Special Operations Forces Support Activity



Agenda

- Operation
- Organization
- Programs
- Core Competencies





Program Executive Office Special Operations Forces Support Activity- PEO SOFSFA

Trusted Experts for SOF Logistics & Modifications

**UNITED STATES
PROGRAM EXECUTIVE OFFICE
SPECIAL OPERATIONS FORCES SUPPORT ACTIVITY
SPECIAL OPERATIONS COMMAND**

STREAMLINE DESIGN & RAPID PROTOTYPING

PRODUCTION & INTEGRATION

SUPPORTING ALL OF USSOCOM

LIFE CYCLE SUSTAINMENT ACTIVITIES

**SPECIAL OPERATIONS FORCES
GLOBAL LOGISTICS SUPPORT SERVICES (GLSS)**

- Value: \$8B IDIQ Contract
- Period of Performance: 10 Years (Max)
- Awarded: August 2017 – Best Value Competition
- Scope: SOF Full Spectrum Logistics Support
- Type: Indefinite Delivery Indefinite Quantity (IDIQ) Performance Based Contract
- Prime: Lockheed Martin SOF GLSS

Visit our website: <https://home.sofsa.mil/peo>

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!

PEO SOFSA



MISSION

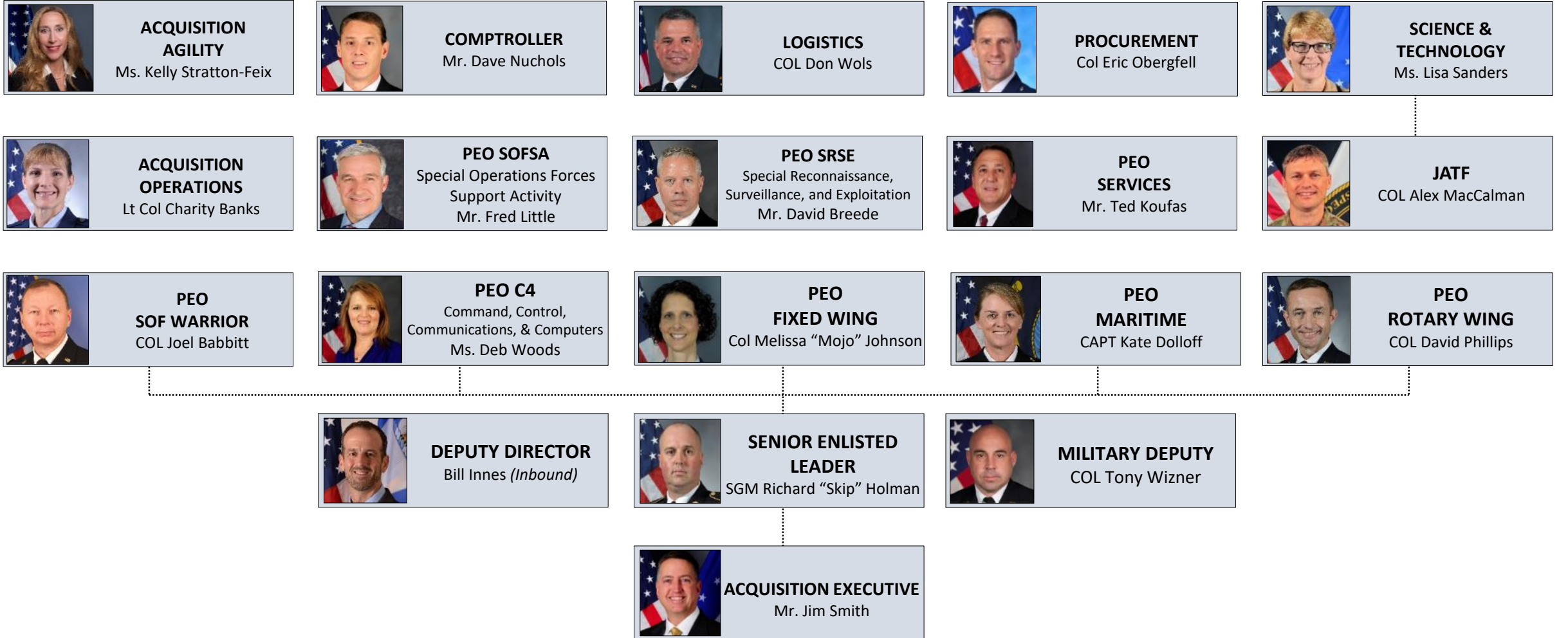
Enable Global SOF Operations Through
Dedicated Lifecycle Sustainment



VISION

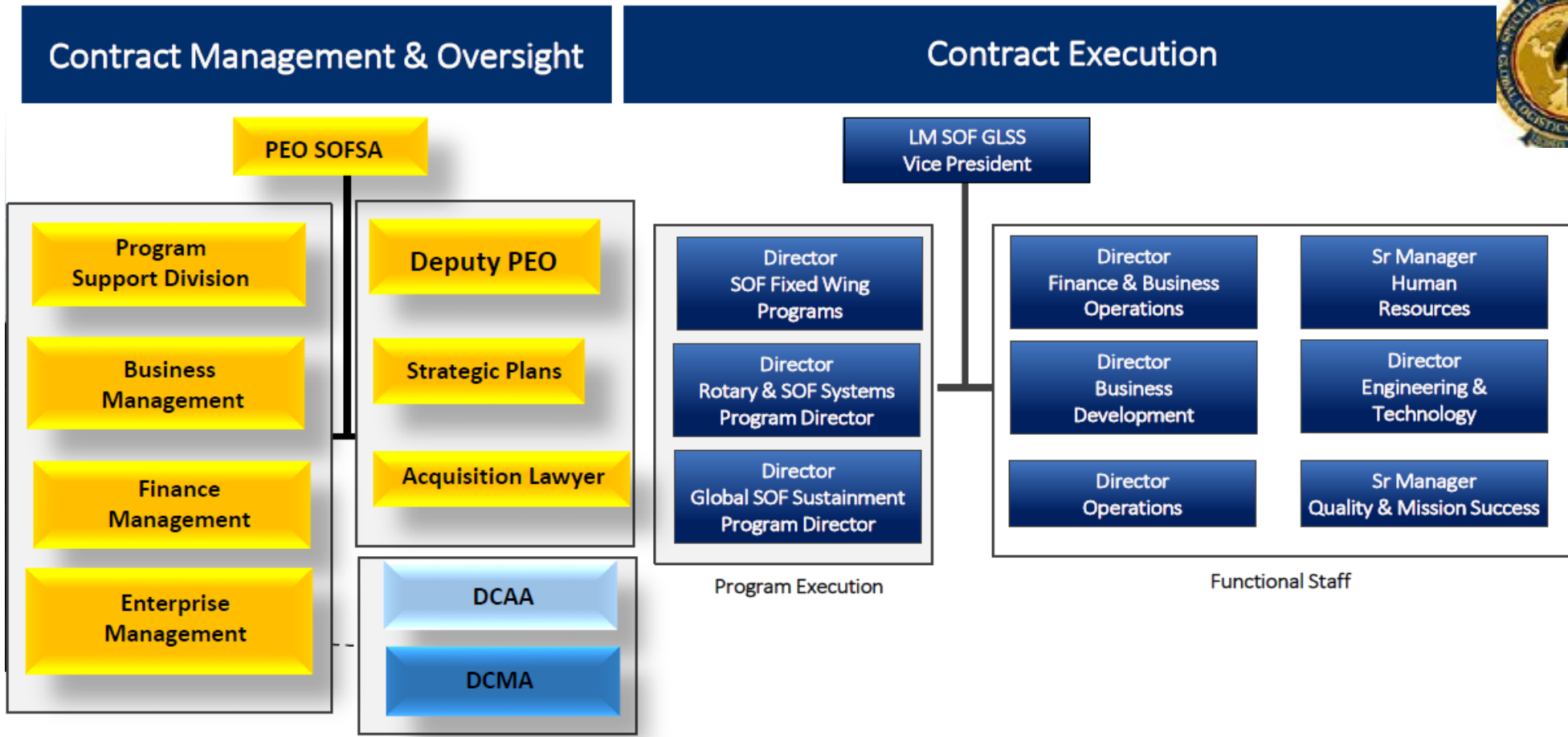
Trusted Experts for SOF Logistics
& SOF Peculiar Modifications

Special Operations Forces Acquisition, Technology, & Logistics Organization





PEO SOFSA / SOF GLSS Organizations Government Owned Contractor Operated (GOCO)



PEO SOFSA Team & Support Agencies



Acq Attorney



PEO SOFSA



Strategic Plans



Business Management



SOF Requirements



Finance



Program Support



Enterprise Management



DCMA



Prime Contractor



DCAA

Support Agencies



Defense Information Systems Agency



Department of Military Affairs



Army Corps of Engineers

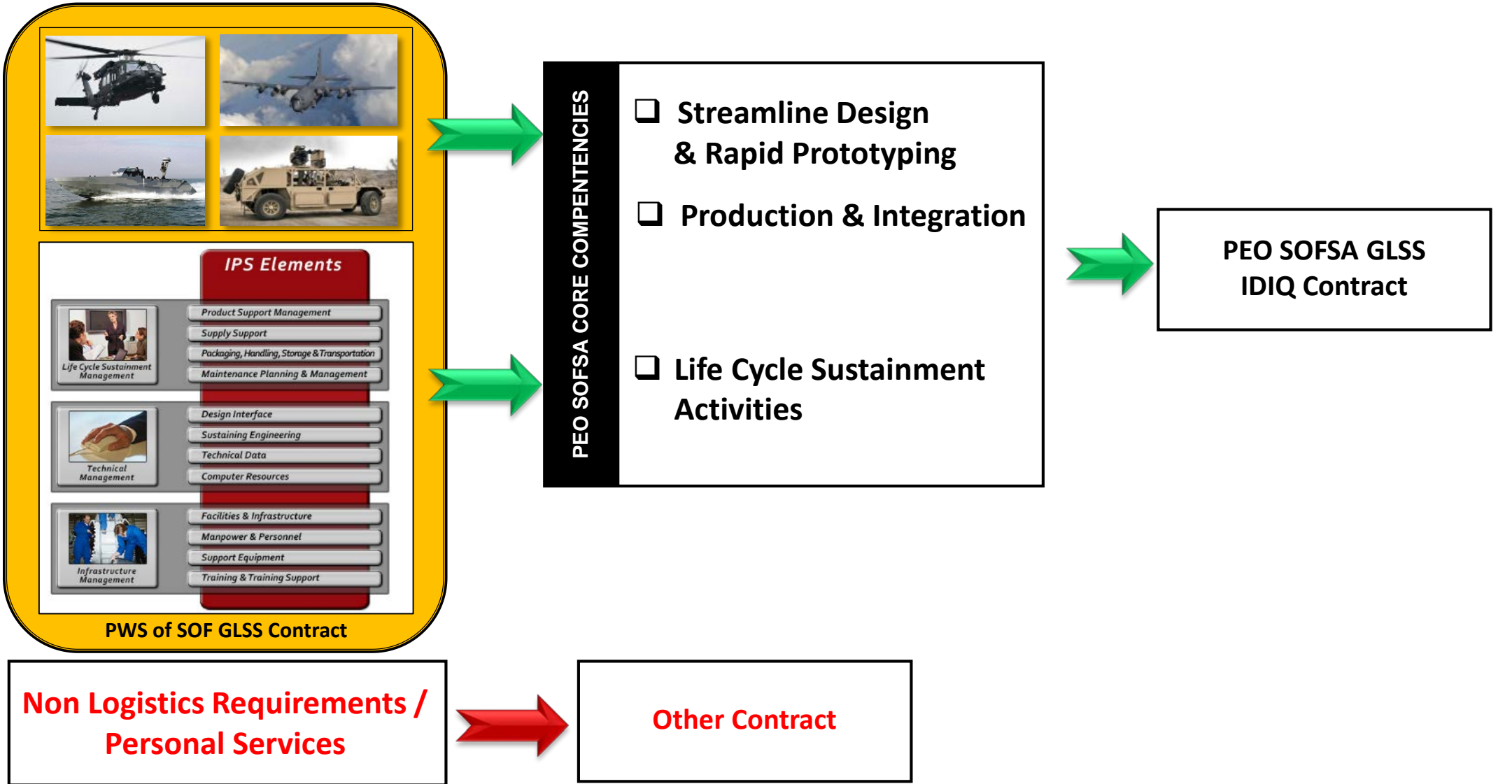


Defense Finance



Is PEO SOFSA Right for my Logistics Work?

Scope of the GLSS Contract



Program Executive Office Special Operations Forces Support Activity (SOFSA)



SOF AT&L GROUND & MARITIME PROGRAMS



FOSOV Ground Platforms



Maritime Platforms



C4I / SRSE / ECM Systems



SPEAR / TCCC Weapon Systems

COMPONENTS & TSOCS



Expeditionary Stock Storage



Joint Operational Stock



CONUS / OCONUS Logistics
Support Maintenance / Riggers PBO /
Supply Support



SOFSA FWD /
Mobile Technology & Repair Complex

AVIATION ROTARY WING



MH-60M
Medium Assault
Modifications

MH-47G
Heavy Assault
Modifications



AH/MH-6M
Light Assault
Production / Mods

SOF Non
Standard / FID



Depot Level
Flight line & Pass-Back Maintenance



AVIATION FIXED WING



AC / MC-130J Production / Mods
& Maintenance



CV-22 Osprey
Integration &
Maintenance

MQ-9
Maintenance



C27J Sustainment

UAS Sustainment



Questions



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Special Operations Forces
Global Logistics Support Services
(SOF GLSS)

Supplier Overview

LOCKHEED MARTIN



SOF Global Logistics Support Services

Primary Offerings

- Global supply chain of parts, warehouses and depots
- Aircraft, vehicle and equipment repair, maintenance and modifications
- Critical infrastructure support and business process transformation

Three Mission Areas

- SOF Fixed Wing Programs
- Rotary and SOF Systems Programs
- Global SOF Sustainment Systems



Supporting the Mission
Anytime; Anywhere.

SOF GLSS Customers

- Customer Headquarters
- Lockheed Martin Embedded With SOF Customer
- 16 OCONUS Locations



- ### Other Customers
- USASOAC / 160th SOAR(A)
 - TSOCs
 - USAF ACC
 - USA PM ASE
 - NAVAIR
 - USCG
 - ARNG



USSOCOM
MacDill AFB, FL



SOFSA
Lexington, KY



JSOC
Fort Bragg, NC



USASOC
Fort Bragg, NC



NAVSPECWARCOM
Coronado, CA



MARSOC
Camp Lejeune, NC



AFSOC
Hurlburt Field, FL



Your Mission is Ours.

SOF GLSS People

3,800+ Employees



3 Mission Areas



420+ Employees in
16 Countries

SOF GLSS Contract Overview

Customer:	USSOCOM and Component Commands
Contract Type:	Single Award, 10 Year, IDIQ
Contract Value:	\$8B Ceiling
POP:	10 Year (1 x 5 Year Base / 1 x 4 Year Option / 1 x 1 Year Transition)
Awarded:	11 August 2017
Bid Role:	Prime
LOB:	MFC (Sensors and Global Sustainment)
Internal Partners:	Aero, RMS
Partners:	SNC, Sikorsky, ATS, Solution One, USMI



Contract Quick Facts

Organization Environment: State Owned / USG Leased / Contractor Operated

- PEO SOFSA manages and provides oversight with a 52-person USG / contractor staff
- Lockheed Martin runs daily operations of the Enterprise
 - Provides 3,800+ employee workforce (~ 3100 Lockheed Martin / 700 sub-contract employees)
 - Executes 200+ task orders per year in support of SOF customers and missions
 - Provides SOF “Depot-like” activity services (logistics, IT, infrastructure)

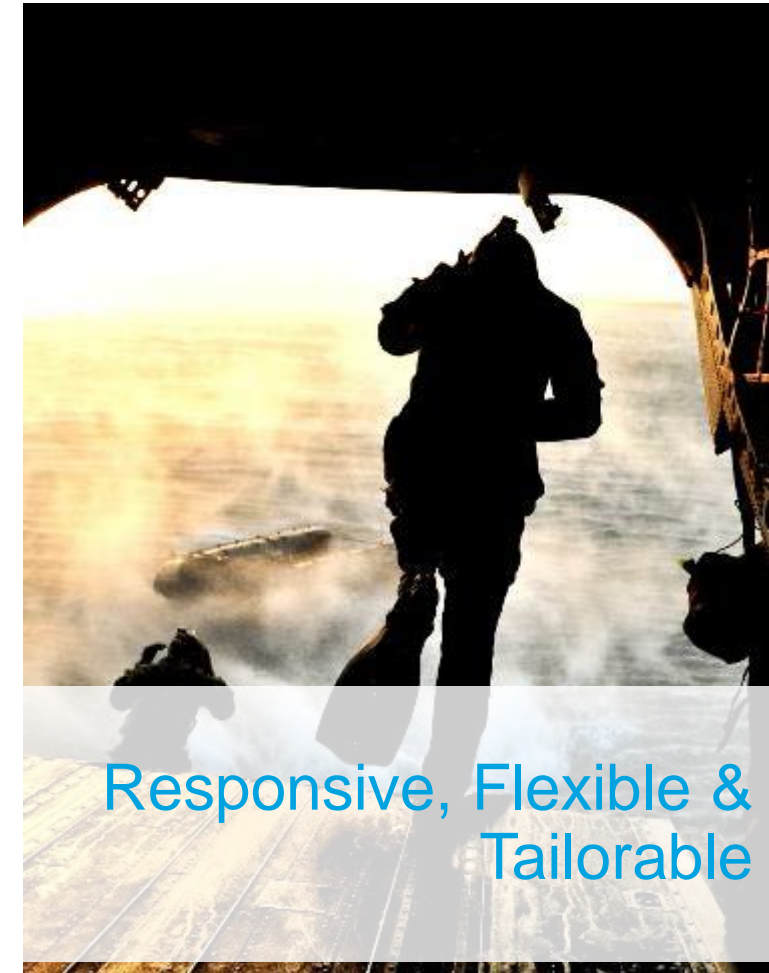
Designed for Rapid Response to SOF Requirements

- IDIQ – Pre-competed contract vehicle for SOF community
 - Competitively awarded contract.
 - Already established competitive rates with Lockheed Martin as the prime contractor
- Contract Allows users quick access to products and services
 - Contract agility enables customers to achieve task order award within 10 days from receipt of RFP
 - Average 17 Day Turn-around on proposals – SOO to CEP
 - Move at the “Speed-of-SOF”

Cost – Competitive Rate Structure / Low Overhead

Performance

- Skilled and dedicated workforce tailored to meet needs of SOF community



Global Supply Chain Impact

Annual Procurement Volume

- \$225M Total Dollars Spent
- Over 80,000 Purchase Order Line Items
- Cycle Time: < 4 Days

Key Subcontractors

- Akima Technical Solutions
- Solution One Industries
- Sierra Nevada Corporation
- Pinnacle Solutions

Numerous Active Master Service Agreements



Typical Subcontracted Services

- Repair, Modification and RDT-E (Aviation, Ground Systems, Small Arms)
- Communications Engineering and Electronics Repair
- Custodial Services and Facilities Maintenance Operations Support
- Data Management and Technical Publications
- Environmental Services
- Help Desk and IT Support
- Integrated Warehouse Services
- Life Cycle Sustainment Management Services
- Logistics Automation Integration Services and Support Services
- Maritime / Naval Support
- Property Management and Transportation
- Security Services
- Training



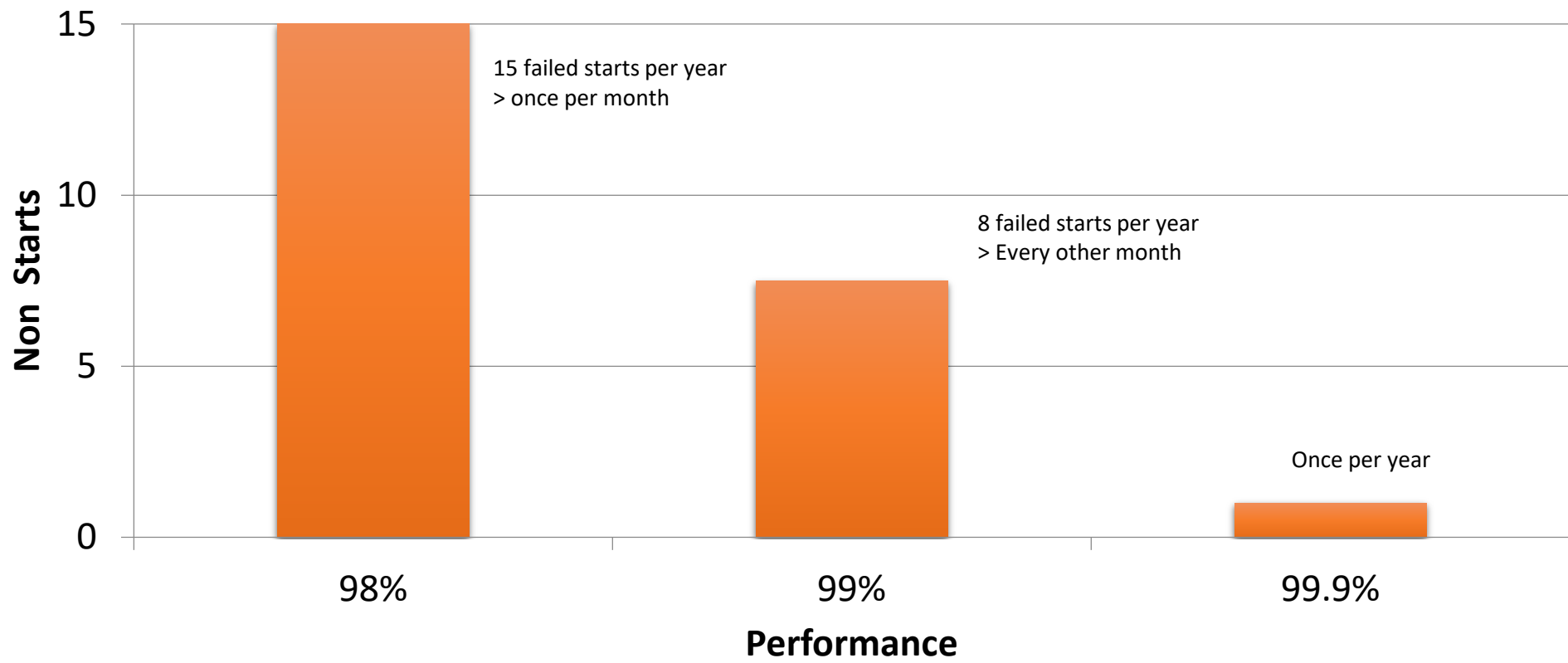
Innovation Road Map

SOF Fixed-Wing Programs	Aircraft Maintenance Aircraft Modifications Inventory Management/Parts Support Unmanned Aerial System Maintenance Support
Rotary and SOF Systems Programs	Aircraft Modification and Repair Custom and Build-to-Print Kits for A/C Upgrades Design/Build Maintenance Trainers Logistics Warehouse Support (1.5M parts) Life Cycle Sustainment Management (LCSM) – Asset Visibility Vehicle Maintenance and Sustainment Special Projects
Global SOF Sustainment Systems	Global Logistics Support Teams Equipment Maintenance and Repair Teams Warehousing and Logistics Teams



Supplier Performance

- Average Person starts their car 2x/day
- 365 Days/year = 730 Starts
- Given the percentages below what would you do if your car didn't start in a critical situation?



Importance of Affordability

US Government Better Buying Power Focus Areas

- Achieve Affordable Programs
- Control Costs Throughout the Product Lifecycle
 - *Ability to understand and control future costs*
- Incentivize Productivity and Innovation in Industry and Government
 - *Reward contractors for successful supply chain and indirect expense management*
- Eliminate Unproductive Processes and Bureaucracy
- Promote Effective Competition
 - *Real competition is the single most powerful tool available to the DoD to drive productivity*
- Improve Tradecraft in Acquisition of Services
 - *The amount of money spent on contract support services demands a management structure to strategically source these goods and services*
- Improve the professionalism of the Total Acquisition Workforce
 - *It is the duty of the acquisition workforce to conduct itself with excellence, responsibility, integrity and accountability*



SOF TRUTHS



HUMANS ARE
MORE IMPORTANT
THAN
HARDWARE



QUALITY
IS BETTER
THAN
QUANTITY



SOF
CANNOT BE
MASS
PRODUCED



COMPETENT SOF
CANNOT BE CREATED
AFTER EMERGENCIES
OCCUR



MOST SPECIAL
OPERATIONS
REQUIRE NON-SOF
SUPPORT

LOCKHEED MARTIN



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