



# EXPANDING THE COMPETITIVE SPACE

## SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

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Mr. Spencer Baker, Director, Acquisition Agility

**SOFWERX**



# Agile Acquisition Pathways - Intent and Design

## **SOF AT&L is Interested in Leveraging EVERY Unique Approach to SOF Challenges**

- Remove Interference between USSOCOM and Non-Traditional Small Business
- Mitigate Complex Accounting Requirements and Burdensome Acquisition Process
- Minimize and Simplify Lengthy Contracting Process
- Mitigate Government Specific Terms and Conditions; Remove Cost and Complexity
- Address Cooperative Intellectual Property Concerns
- Create Certainty in Spite of Unstable Budget

# SOFWERX Value to Gov & Non-Traditional Industry

## CAPABILITIES

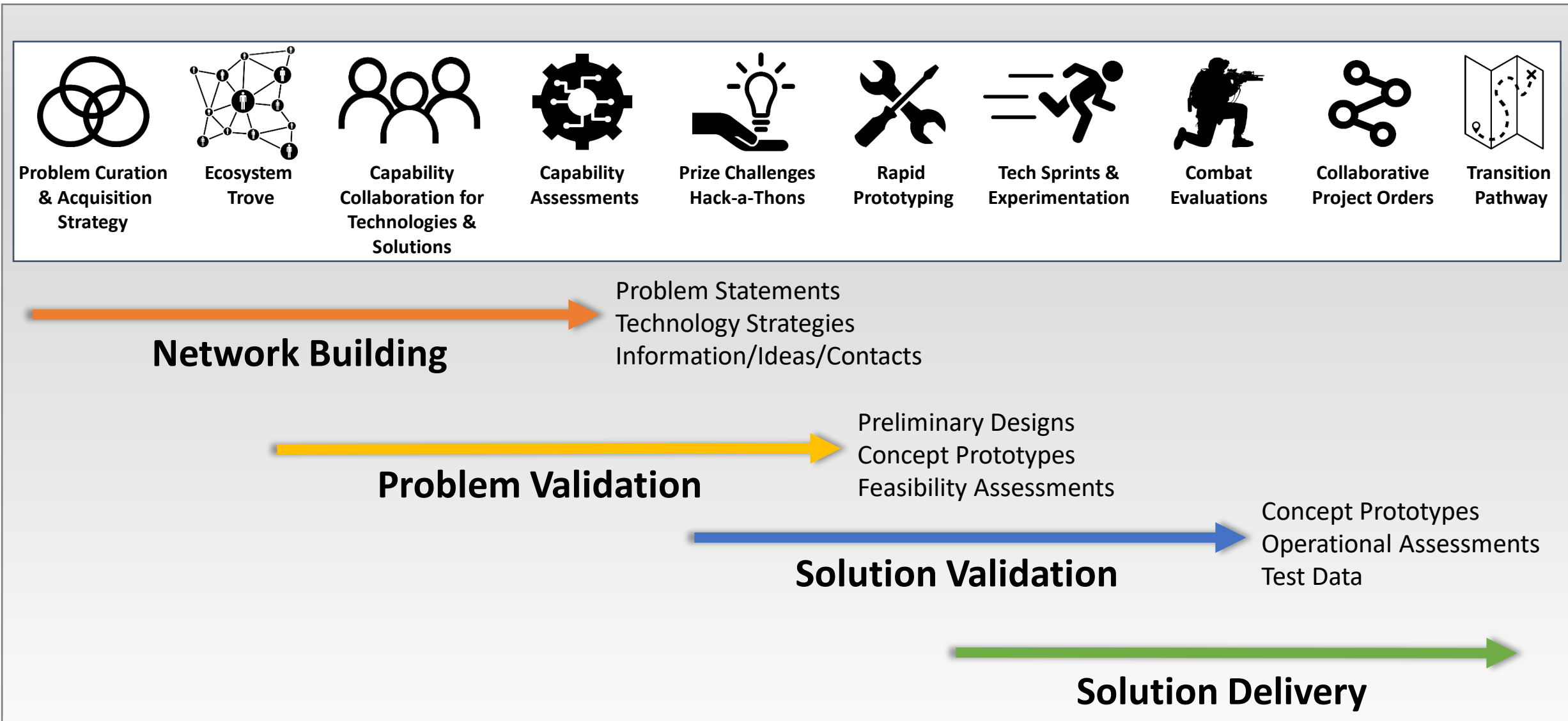
- SOF Focused Ecosystem ~40k+
- Ideation Sessions & Collaboration
- Prize Challenges, Prototyping, Experimentation, Combat Evals
- Fast and Flexible Agent
- Commercial Non-FAR Sub-Awards
- Off-Base Access
- Honest Broker



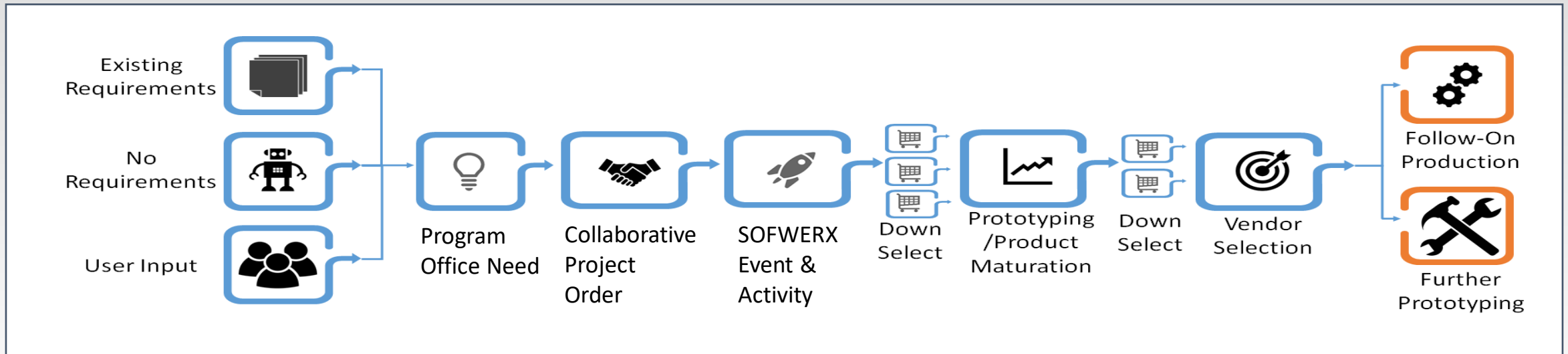
## VALUE

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

# SOFWERX Pathways



# Agile Acquisition Roadmap Using PIA



# **Collider & Disrupter Events**

## **SOFWERX as an Enabler for Competitive Processes**

**SOFWERX hosted events that align SOF AT&L Technology Focus Areas (TFAs) planned for execution in 0-18 months to agile acquisition pathways.**

**Designed as a competitive acquisition process to agile acquisition pathways that may be developed or executed during the event using USSOCOM's agile authorities:**

- 10 USC 2371 and 2371b (Other Transactions)
- 10 USC 2373 (Procurement for Experimental Purposes)
- 15 USC 3715 Business to Business SubAwards (Partnership Intermediary Agreements)
- 15 USC 3710a (Cooperative Research and Development Agreements)

**3 Phased Process for White Papers/Quad Chart Evaluations,  
Pitch/Presentations and Requests for Proposals**

# Collider Event by the Numbers



**12** Tech Focus Areas



**7** PEO/Dirs Contributed



**7** Agreements Officers



**~50** Evaluators



**~60** Trained in Non-FAR Acquisition Pathways



**234** Companies Responded



**65** Companies Invited



**68** Solutions Offered

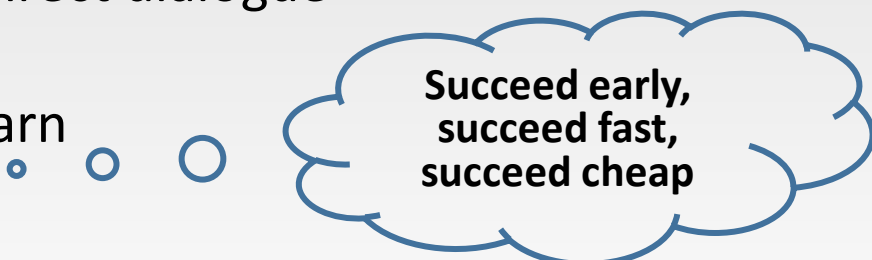
# Accelerator for Innovative Minds (AIM)

## Purpose

- Establish an enduring, agile Hybrid Accelerator model to enhance the defense acquisition process by means of fusing best industry practices with technology disrupters and alignment with acquisition and organizational specialties to expedite technology transition driven by Warfighter needs.

## What do we want to achieve


- Aligning the right organizations and people throughout the Acquisition Process
- Answering a problem statement and facilitating direct dialogue
- Reducing Acquisition bureaucracy
- Embrace risk: Fail early, fail fast, fail cheap and learn




Succeed early,  
succeed fast,  
succeed cheap



# AIM Accomplishments



Total RDT&E  
**\$2.5M**



Stakeholders  
with “Skin in the  
Game”  
**7**



Projects  
Initiated Under  
AIM 1.0  
**9**



AIM Acquisition  
Transitions  
**3**



SMEs/Industry  
Dialogue  
(Hours)  
**500+**



New  
Company  
Connections  
**276**



AIM  
Submissions  
**192**



Technology  
Pitches  
**44**



Companies  
New to CWMD  
OTA  
**21**

## Message to Industry

- Join the SOFWERX Ecosystem
- Become Knowledgeable of Non-FAR Acquisition Authorities
- Understand that SOFWERX Events may lead to Follow-On Activities
- Recognize that ROI comes in Many Forms: Contracts; Feedback; Insight to SOF Problem Sets; Relationships and Partnering Opportunities
- Seek out Opportunities to Collaborate with us

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

# CONTACT US

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