



SPECIAL OPERATIONS FORCES ACQUISITION, TECHNOLOGY, & LOGISTICS
EXPANDING THE COMPETITIVE SPACE

Mr. Spencer Baker, Director, Acquisition Agility
SOFWERX



Removing Boundaries

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

- Create a partnership pathway for Non-Traditional, Small Business
- Remove Government-Specific Requirements; Reduce Cost and Complexity; Accelerate speed to award
- Address Cooperative Intellectual Property Concerns

SOFWERX Value to Gov & Non-Traditional Industry

CAPABILITIES

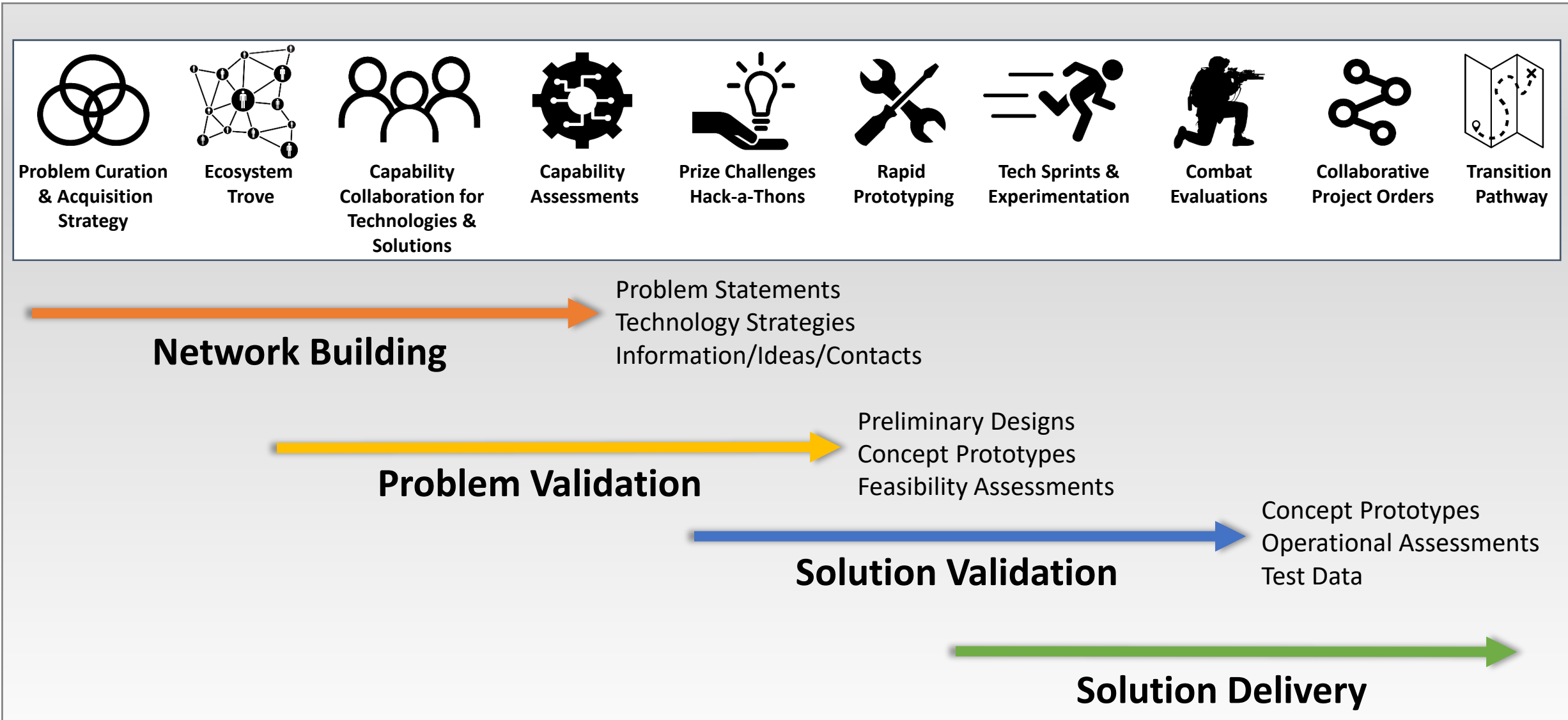
- SOF Focused Ecosystem ~50k+
- Ideation Sessions & Collaboration
- Prize Challenges, Prototyping, Experimentation, Combat Evals
- Fast and Flexible Agent
- Commercial Non-FAR Sub-Awards
- Off-Base Access
- Honest Broker



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



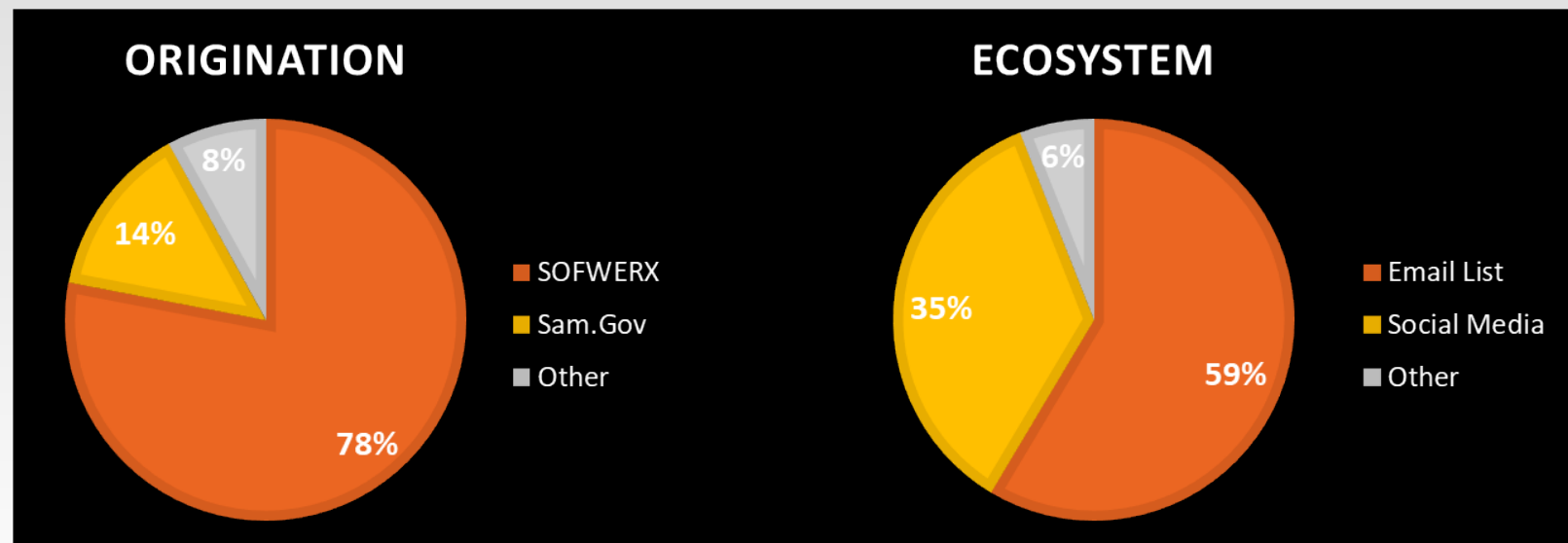
SOFWERX

- In September 2015, USSOCOM and DEFENSEWERX established a Partnership Intermediary Agreement (PIA) under USC Title 15.
- Charter: Create and maintain a platform to accelerate delivery of innovative capabilities to USSOCOM and facilitate capability refinement thru exploration, experimentation, and assessment of promising technology
- SOFWERX has operationalized the charter into three separate areas:
 - **Discovery: The SOF Ecosystem** - Explore diverse approaches to extend the SOF competitive advantage
 - **Engagement: Collaborative Events** - Deliberate collisions between USSOCOM and external innovation partners
 - **Acceleration: Impacts & Outcomes** - Increasing the velocity and volume of technology delivery to SOF to ensure supremacy

Discovery

The SOF Ecosystem: Explore and evaluate previously inaccessible technological approaches to extend the SOF competitive advantage

- SOFWERX is a **neutral, non-profit** that facilitates and executes technology discovery to solve USSOCOM Warfighter challenges
- The robust **SOFWERX ecosystem**, with **50k+ members**, includes: USSOCOM, Interagency Partners, Academia, Interns, National Laboratories, and Non-Traditionals
- SOFWERX conducts industry/market research to discover and attract innovative capabilities



Engagement

SOFWERX Events: Deliberate collisions between USSOCOM and external innovation partners

- **SOFWERX has facilitated 238 operator-focused projects and nearly 200 events**



- In May 2020, SOFWERX launched **Tech Tuesday**, a forum for innovators to present transformational technologies to USSOCOM and other Government partners.
 - 612 Government personnel in ecosystem
 - 623 technologies submitted
 - 206 presented to users and tech stakeholders

Acceleration

Outcomes: Increasing the velocity and volume of technology delivery to SOF to ensure supremacy

- **SWX has contracted \$30,697,288 through Purchase Orders and B2B Agreements**
- **Typical timeline for each challenge conducted through SOFWERX is 60-90 days from kick-off to event execution**
- **SWX has completed 238 projects to advance technologies to the Warfighter**
- **Small Business Innovation Research (SBIR) Program leveraging the SWX Ecosystem**

Metrics	Historical SOCOM Actuals	Pilot Actuals /Projections	Improvement
Offers Received	19	39	205%
Phase I Contract Time	102 Days	22 Days	78%
Phase II Contract Time	105 Days	20 Days	81%
Phase I to Prototype Delivery	40.5 Months	14.5 Months	64%

Impacts



Collaborative Project Orders (51)

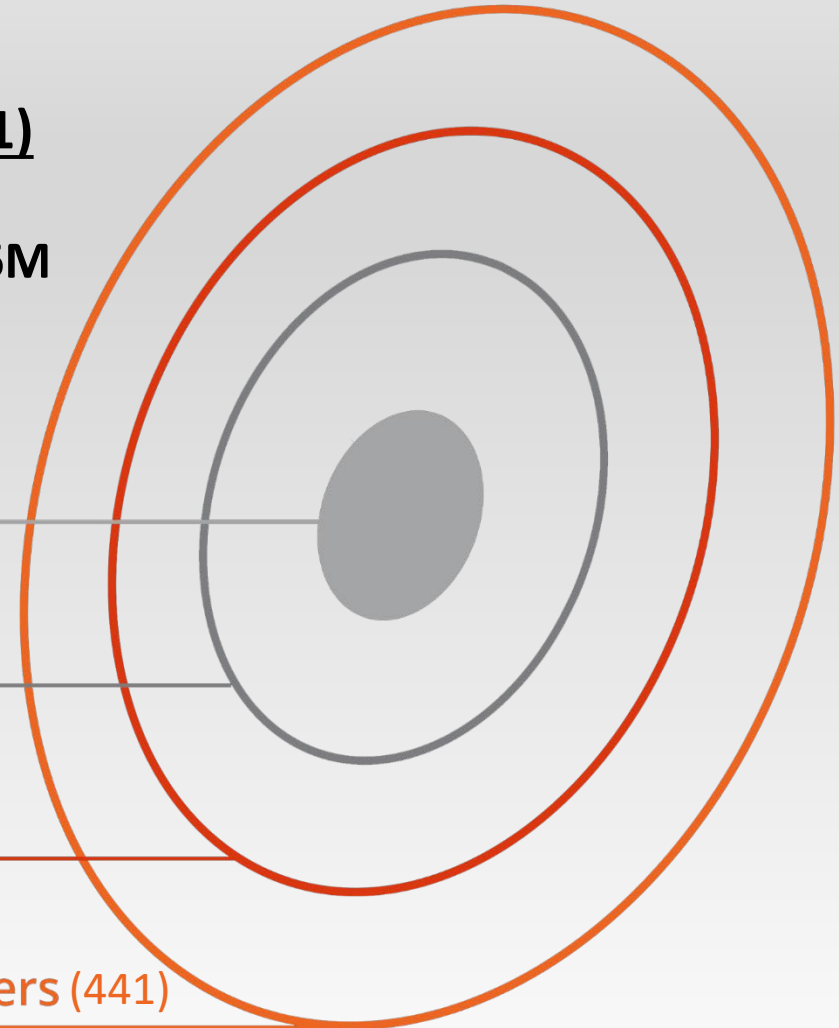
- FY21: 23 valued at \$9.3M
- Cumulative: 51 valued at \$70.6M

Transitions (34)

Consignments (74)

Validations (220)

Knowledge Transfers (441)



STEM in Action

- **Intern Program**
 - Academic/Collegiate Intern support is provided through USF
 - For FY20/21, 43 academic interns from 14 different schools supported SOFWERX efforts
 - Each intern works up to 20 hrs/week during fall/spring semester and up to 30 hrs/week during the summer semester on approved projects.
- **Elementary/Middle/High School Engagement**
 - Support clubs or kickstart new STEM initiatives
 - Provide education and mentorship to explore career pathways
 - Create customized activities to demonstrate/showcase innovation processes



Get Involved with SOFWERX

- **Join the Ecosystem (sofwerx.org)**
- **Join the Tech Tuesday Ecosystem (sofwerx.org/techtuesday)**
- **Participate in events as SMEs (events.sofwerx.org)**
- **USSOCOM: Bring SOFWERX a Warfighter challenge (sofwerx.org/request)**
- **Innovators: Submit technologies to events and Tech Tuesday (events.sofwerx.org / sofwerx.org/techtuesday)**