



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

Mr. Jim Smith, Acquisition Executive



Agile SOF Operations

REQUIRE AGILE ACQUISITION SUPPORT

SOF will need operational **agility** across the spectrum of Crisis Response, Counterterrorism, Competition and Conflict

SOF acquisition must be **equally agile**

The strengths that have made SOF acquisition successful over the last 20 years **may not be the same** that assure success going forward

We're building proficiency in **multiple acquisition strategies and pathways** to support SOF Operators

We **need** industry and academia to **partner** on our capability gaps with the same **agility**

Technology Focus Areas

INNOVATE FOR TODAY & TOMORROW

UNCLASSIFIED



NEXT GENERATION ISR

Find, Fix, Exploit and Analyze...

- Faster and Improved Accuracy
- All Domains—Air, Space, Maritime, Ground, and Cyber
- Processing and Exploitation at the Edge
- Access to Non-permissive Environments
 - Responsive Space-Based Capabilities
 - Small Unmanned Air/Ground/Maritime Systems
 - Sensor Fusion

S&T, PEO FW, SR



NEXT GENERATION MOBILITY

- Faster and Improved Accuracy
- All Domains—Air, Space, Maritime, Ground, and Cyber
- Processing and Exploitation at the Edge
- Access to Non-permissive Environments
 - Responsive Space-Based Capabilities
 - Small Unmanned Air/Ground/Maritime Systems
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S&T, PEO FW, M, RW, SW



PRECISION FIRES AND EFFECTS

- Armed Overwatch
- Multi-launch Platform (Air, Maritime, Land—Vehicles and Man Portable)
- Loitering Munitions
- Increased Ranges
- Precision Strike
- Low Collateral/Call off Target
- Counter Improvised Explosive Device
- Counter Unmanned Aerial System
- Electro Magnetic Effects
- Information Operations Effects

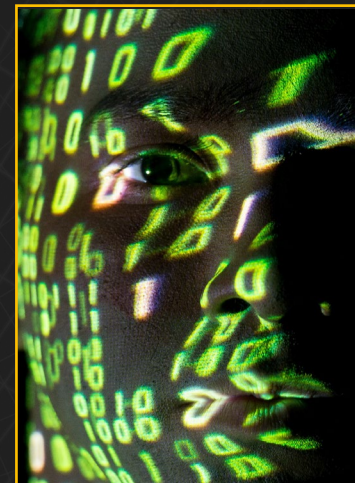
S&T, PEO FW, SW, C4, SDA



BIO-TECHNOLOGY

- Human Systems Integration Enhanced Performance, Rest, and Recovery
- Wearable Physiological Monitoring Systems Austere Life-saving Equipment
- Improved Cognition and Decision Making

S&T, PEO SW



HYPER ENABLED OPERATOR

- Computing at the Edge
- Connectivity Anywhere with Anyone
- Embedded Multimodal Data Discovery
- Machine-assisted Decision Making
- Automatically Discover, Know, Anticipate, Collaborate
- Supported by an Architecture (Data, Application, Presentation, Communication) Optimized for the Operator Environment

S&T, PEO SW



DATA AND NETWORKS

Mission Command:

- Enable Effective SOF Command and Control
- Suite of Tools, Systems, Applications, Data Sources and Standards Interoperable Across the SOF Environment
- Common Operating Picture will allow Globally Collaborative C2 and Fuse SOF Joint Function Activities into a Single Visualization

S&T, PEO C4, SDA

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SPECIAL COMMUNICATIONS

Resilient, survivable, federated networks and information ecosystems critical for successful execution of SOF missions.

TAILORABLE LETHALITY

Significant increases in precision effects and combat lethality to deliver small unit dominance.

ELECTRONIC WARFARE (EW)

Offensive EW and Cyber effects that can enable or execute collaborative non-kinetic/kinetic effects.

HUMAN PERFORMANCE OPTIMIZATION

Novel means to monitor in real time, while safely improving/increasing the SOF operator's physical and cognitive abilities.

DATA ENABLED SOF

Advances in artificial intelligence/machine learning (AI/ML) and edge computing techniques to enable data accessibility, advanced processing and analysis, and dissemination in contested/disconnected operating environments.

Advance SOF effectiveness through flexible autonomy, reduced operator cognitive loading, and timely actionable insight to tactical decision making.

Innovate Process

FOR FUTURE THREATS

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Hyper Enabled Operator



Mission Command

First use in **FY20**

COMMERCIAL SOLUTIONS OPENING



RECEIVING DEPT. SOFWERX

50,000 Members of the Ecosystem

PARTNERSHIP INTERMEDIARY AGREEMENT



Combat Diving

1st Fielded MTA in DoD

MIDDLE TIER ACQUISITION



200% Greater Participation

60% Faster to Prototype

2020 NDAA SECTION 851



RFCM USAF

Task Description
1. Digital Processor Unit
2. Frequency Converter Unit
3. Power Conditioning Distribution Unit (x2)
4. Tactical Antenna Array (x4)
5. Tactical Antenna Array Power Supply (x4)
6. C-J Band Receiver Antenna (x6)
7. E-J Band Receiver Antenna (x4)
8. High Band Converter Unit (x2, Fielded)
9. K-Band SBI Antenna Array (x4)

2 in 2018 | **7** in 2019 | **40** in 2020

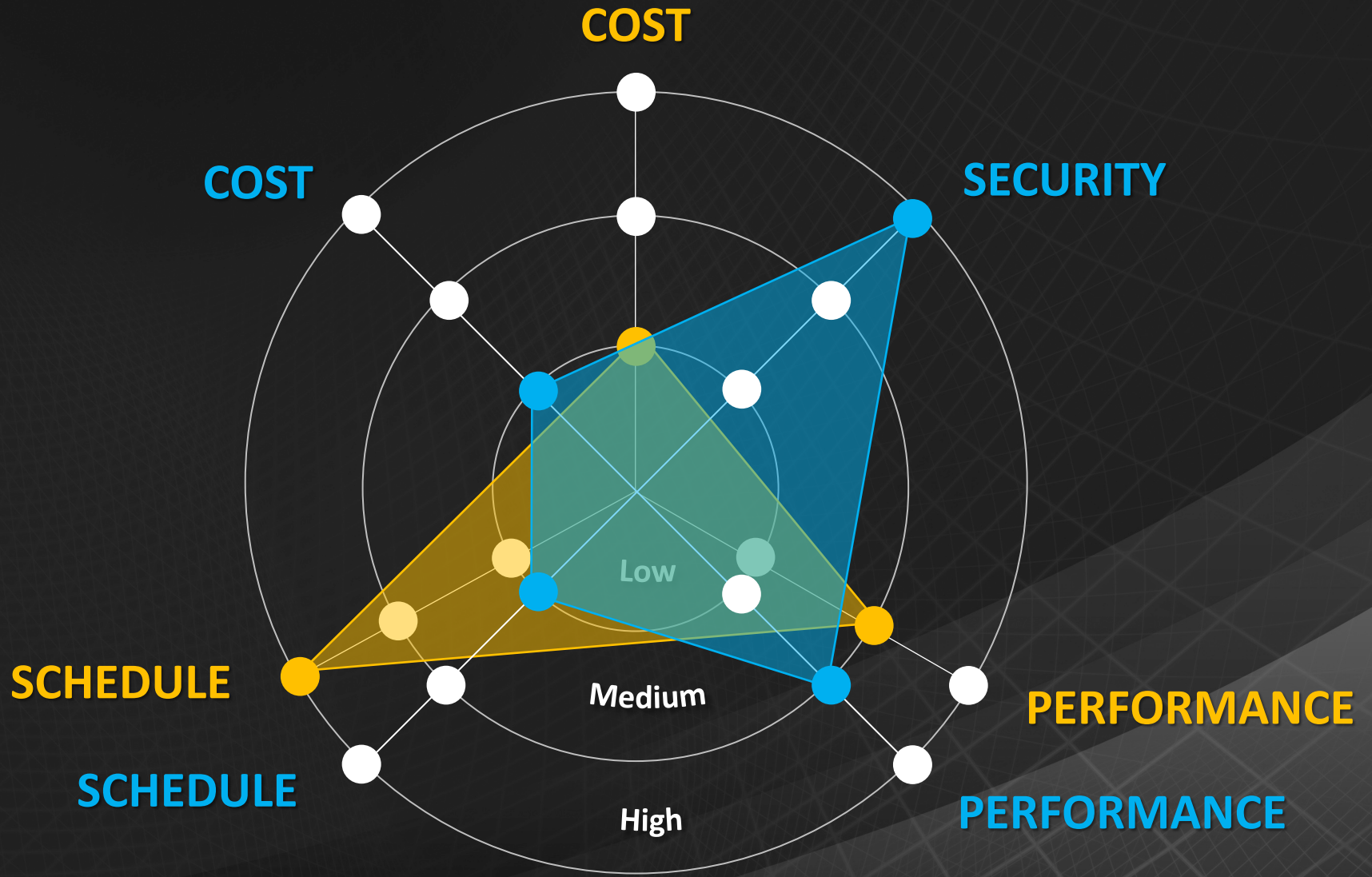
OTHER TRANSACTION AGREEMENTS

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Acquisition Tradespace

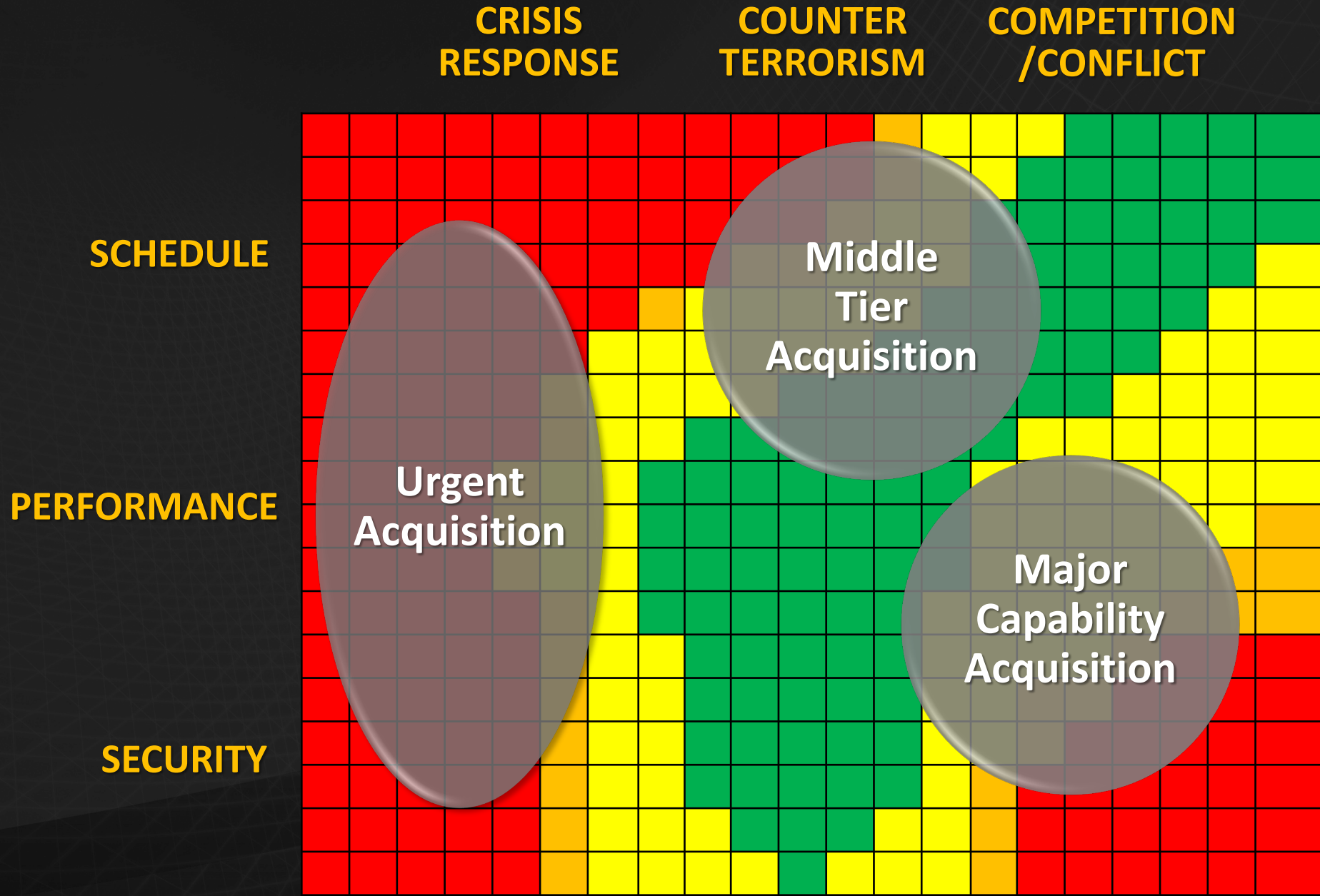
HOW ARE YOU CONSTRAINED?



- “Counterterrorism” Acquisition Model
- “Competition” Acquisition Model

Flexible and Adaptive

GOT ACQUISITION STRATEGIES?



Services Acquisition

Software Acquisition

SOF Technology Network

OF OPERATORS, INDUSTRY, LABS & ACADEMIA

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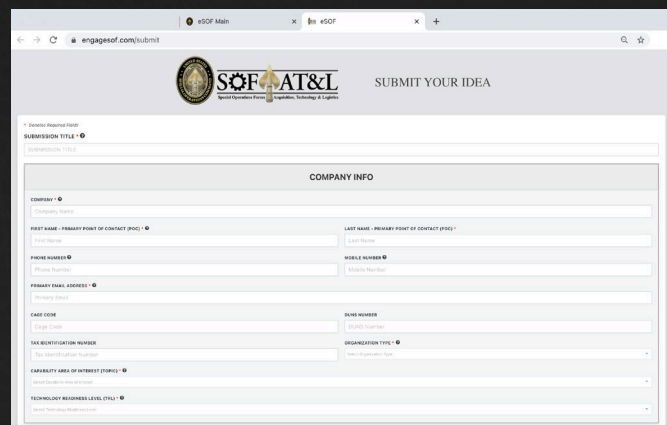


10

11

Partnering WITH SOF AT&L

SOF AT&L ACQUISITION EXECUTIVE VENDOR ENGAGEMENTS **67** **115.5** HOURS



www.socom.mil/SOF-ATL/Pages/eSOF-main.aspx

eSOF METRICS **225** *Total Submissions Through eSOF App Since Inception* **38** *Average Response Time (Days)*



www.Vulcan-SOF.com

2020 SUBMISSIONS **4,700** **9,000** *Assessments*

SMALL BUSINESS FORUMS **6** *Forums* **371** *Participants*



www.sofwerx.org

SOFWERX METRIX **22** *Agreements* **38** *Projects* **5,000** *New Members in the Ecosystem*

TE 20-1 **205** TE 20-2 **226** *Projected Participants*



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- Programs
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Recent

Welcome to USSOCOM

United States Special Operations Command (USSOCOM) develops and fields technology to some of the most demanding customers in the world including Green Berets, Navy SEALs, Marine Raiders, and Air Force Special Tactics Units. Our warfighters execute demanding missions of strategic importance. This means that we have some extremely tough problems to solve.

Join the SOF Ecosystem and share your ideas

Do you have a solution that could potentially support the Warfighter? Submit your idea/capability and receive feedback from the USSOCOM team. We want to hear from you! Provide your contact information and areas of interest so we can learn more about your field expertise.



www.socom.mil/SOF-ATL/Pages/Doing-Business-With-USSOCOM.aspx

Opportunities

- Explore USSOCOM [Capability/Technology Areas of Interest](#), and help us solve [hard problems](#)
- Engage in Research/Research and Development (R/R&D) through the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) highly competitive programs
- Visit [SOFWERX](#), USSOCOM innovation hub, to solve warfighter challenges through collaboration, ideation, events, and rapid prototyping
- Join the SOFWERX ecosystem and be the first to hear of opportunities to collaborate and innovate for Special Operations Forces
- Check out [upcoming efforts](#) to solve challenging Warfighter problems such as Collaboration and Assessment Events, Tech Sprints, Tech Talks, and Prize Challenges
- Submit for the opportunity to virtually pitch your cutting-edge technologies to USSOCOM and other Government attendees during weekly [Tech Tuesday](#) sessions
- Discover [internships](#) and additional [STEM](#) opportunities at SOFWERX

Small Business

ENGAGEMENTS

SMALL BUSINESS

460

- Second Most dollars ever awarded – **\$1.006B**

SMALL DISADVANTAGED BUSINESS

197

- Second Most dollars ever awarded – **\$447M**
- 7th straight year of exceeding goal

WOMEN OWNED SMALL BUSINESS

125

- Second Most dollars ever awarded – **\$350M**
- 8th straight year of exceeding goal

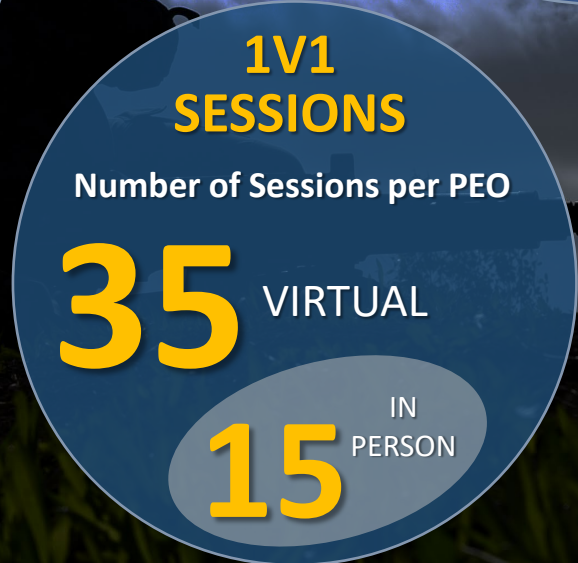
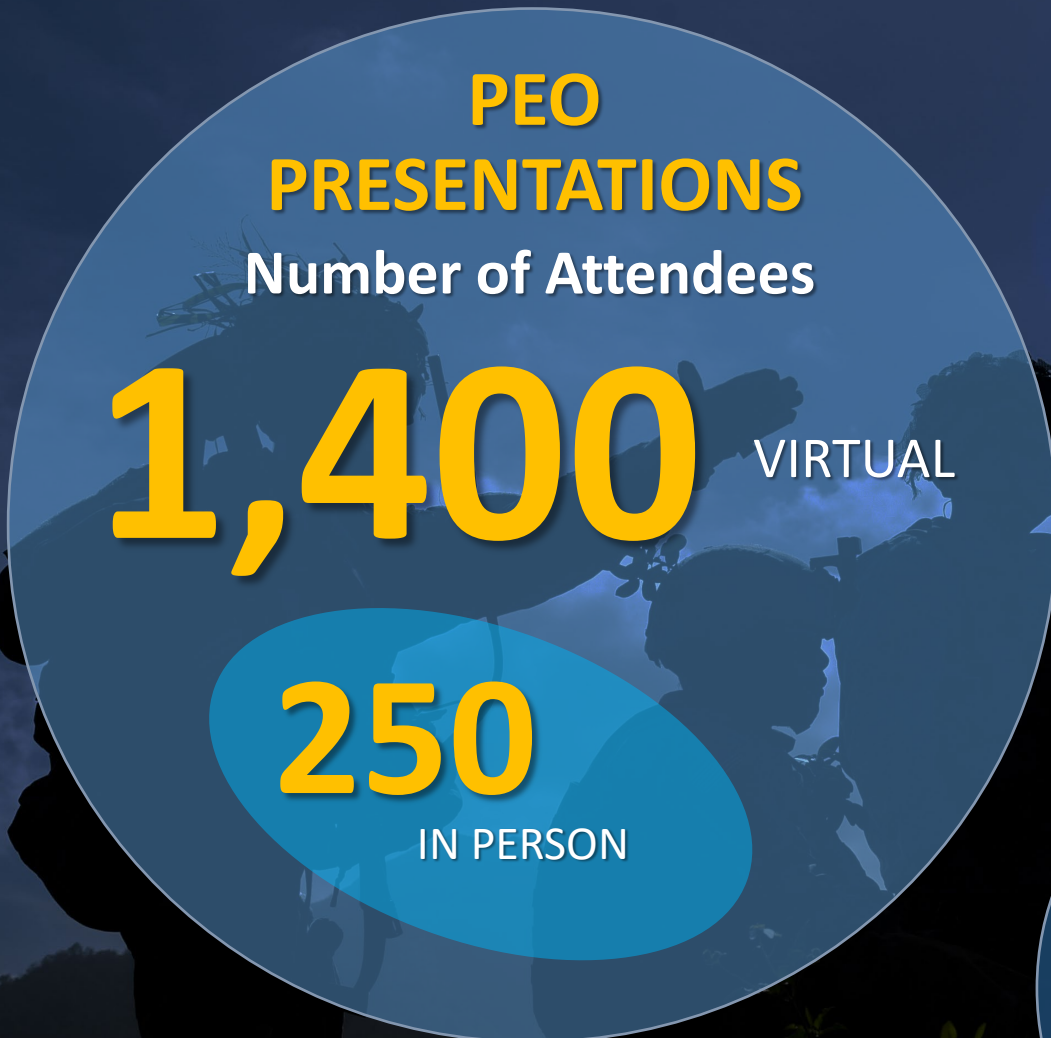
SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS

142

- 8th straight year of exceeding goal



Value of Virtual



TUESDAY

- 0900 – 0910
NDIA Intro + Mayor Intro
Video Proclamation
- 0910 – 1010
S&T Overview/Q&A
- 1030 – 1130
PEO SOF Digital Applications
Overview/Q&A
- 1145 – 1245
USSOCOM Commanding General
Keynote Address/Q&A
- 1300 – 1400
PEO C4 Overview/Q&A
- 1415 – 1515
SOF AT&L Acquisition Executive
Keynote Address/Q&A
- 1545 – 1645
PEO Services Overview/Q&A
- 1700 – 1755
Senior Industry Executive Forum
(SOF AT&L AE, Dir Procurement,
SB Advisor)
- 1700 – 1800
Media Roundtable: S&T, SDA,
Special Reconnaissance, and C4
- 0900 – 1645
PEO 1v1s (*Registration Required*)

WEDNESDAY

- 0900 – 1000
PEO Rotary Wing Overview/Q&A
- 1015 – 1115
Under Secretary of Defense for
Acquisition & Sustainment
Address (Ms. Stacy Cummings)
- 1145 – 1245
PEO Fixed Wing Overview/Q&A
- 1300 – 1400
Component Commanders Panel
- 1415 – 1515
PEO Maritime Overview/Q&A
- 1540 – 1640
PEO SOF Warrior Overview/Q&A
- 1650 – 1750
Cybersecurity Maturity Model
Certification (CISO (A) ASD(A)
Ms. Katie Arrington)
- 1700 – 1800
Media Roundtable: Rotary Wing,
Fixed Wing, Maritime,
SOF Warrior
- 0900 – 1645
PEO 1v1s (*Registration Required*)

THURSDAY

- 0900 – 1000
PEO SOFSA Overview/Q&A
- 1015 – 1115
Chief Information Officer Panel
(Dr. Lisa Costa)
- 1145 – 1215
USSOCOM CG/Microsoft CEO
Fireside Chat (Satya Nadella)
- 1300 – 1400
Chief Data Officer Keynote
(Mr. Thomas Kenney)
- 1400 – 1700
PEO 1v1s (*Registration Required*)

FRIDAY

- 0800 – 1145
PEO 1v1s

WORK WITH US



[@SOAExec](http://www.socom.mil/SOF-ATL)



[Linkedin.com/in/ussocom-ae](https://www.linkedin.com/in/ussocom-ae)

Small Business Help

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Submitting Ideas

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<https://www.socom.mil/SOF-ATL/Pages/eSOF-main.aspx>

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VULCAN

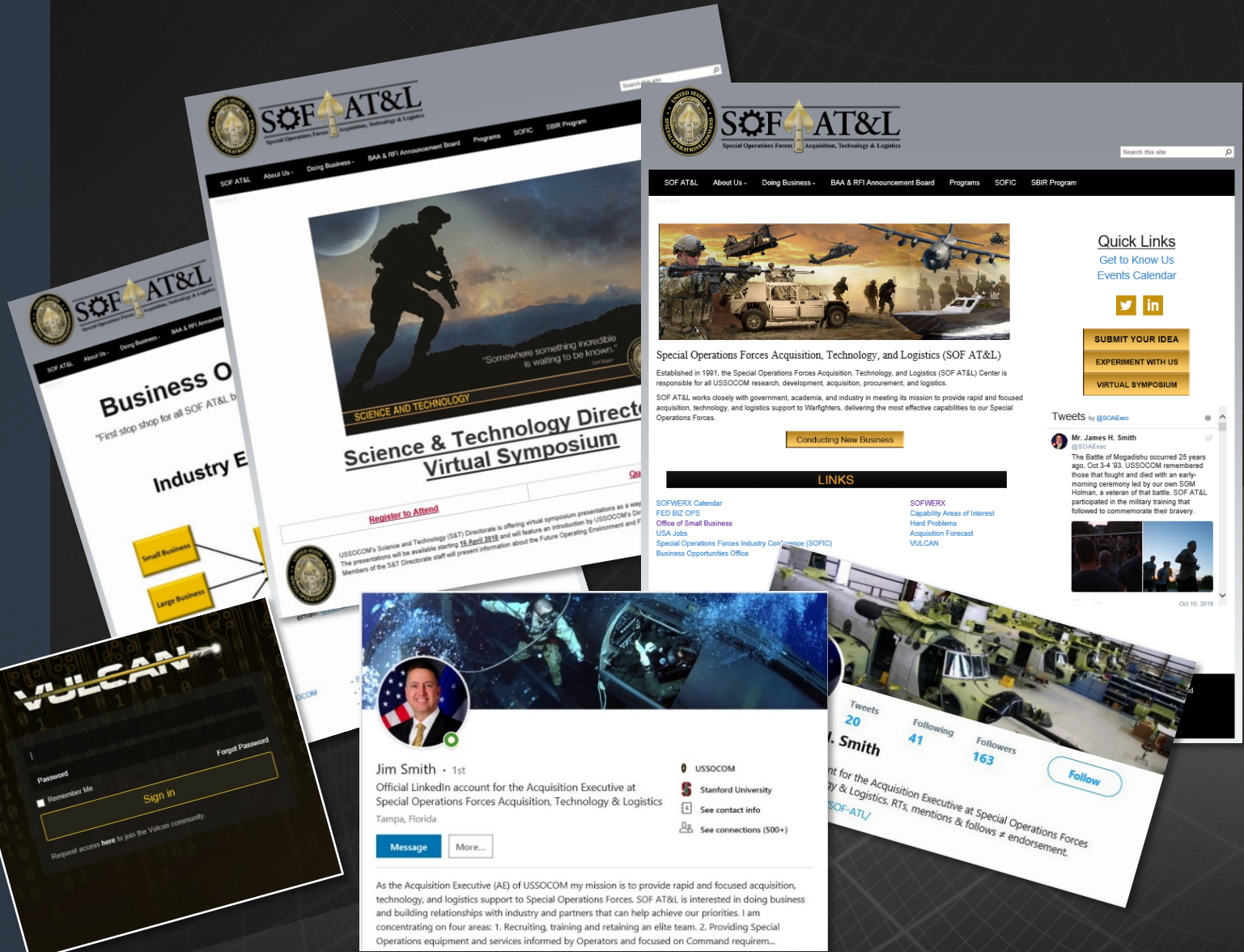
<https://www.Vulcan-SOF.com>

SOFWERX

<https://www.sofwerx.org>

Technical Experimentation

<https://www.socom.mil/SOF-ATL/Pages/technical-experimentation.aspx>



Videos will be available at <https://www.socom.mil/SOF-ATL/Pages/sofic.aspx> after the event

Transparent



THANK YOU