

A composite image featuring several soldiers in silhouette against a dark, blue-tinted background. In the foreground, a soldier is shown in profile, wearing night vision goggles. In the background, a helicopter is visible in flight, and other soldiers are positioned across the scene. The overall atmosphere is tactical and high-tech.

SPECIAL OPERATIONS FORCES ACQUISITION, TECHNOLOGY, & LOGISTICS

Campaigning with Partners for Integrated Deterrence

Jim Smith, Acquisition Executive



MODERNIZING

SOF ACQUISITION...QUIETLY

UPHOLDING our enduring commitment to **trust, credibility,**
and **partnership**

UPDATING our proficiency in **program protection, information**
security, as well as **experimentation** and **digital engineering**

UPGRADING to lead the Joint Force and our Partners in
capabilities for **campaigning** and **integrated deterrence**

....and in the presence of challenges to our industry partners and
our acquisition activity, we're moving **quieter**

UPHOLDING:

TRUST AND CREDIBILITY

TRANSPARENT

eSOF > 320 FY21 submissions; average 35 day response;
FY22 average 28 day response
CPARS 98% timeliness rate

INCLUSIVE

65,040 members of the SOFWERX ecosystem
> 20K registered Government professionals in VULCAN
Conducted > 12,800 assessments last year

COMPETITIVE

70 cents of every dollar is competed
Increasing use of OTAs: FY19 \$14M, FY20 \$51M, FY21 \$113M
Small Business

Small Business overall: 27%
Disadvantaged: 11%
Women Owned: 5%
Service-Disabled Veteran Owned: 10%

UPHOLDING: PARTNERSHIP

DoD authorized accelerated acquisition pathways just over two years ago. Today...

Nearly every new program is a Middle Tier or Software Program
Already > 50% of our programs are Middle Tier
Six programs initiated as Software

Congressional Pilot for Small Business Partnerships

Leverage SOFWERX to increase agility
Every dollar goes to Small Business
Small Business retains data rights
Over 200% increase in participation
Over 60% reduction in contract award timelines

UPHOLDING: SERVICES

Supporting the USSOCOM enterprise with Service Contracts:

Workforce Stability: Reinforce mission continuity through transition and retention planning

Management Agility: Adapt to the dynamic environment of a Combatant Command

Global Reach: Go where our operators go and support where our operators serve

UPDATING PROTECTION

Loose LIPS Sink Ships



- How are we protecting our digital information?
- How are we protecting our supply chains?
- How are we vetting public announcements?

UPDATING

EXPERIMENTATION AND DIGITAL ENGINEERING

Physically Experiment with Us

Technical Experimentation

Next Gen Effects/Contested Comms (SEP 22)

Special Reconnaissance for Integrated Deterrence (DEC 22)

Foundry Events

SOF Ops in Omnipresent Sensor Networks (JUL 22)

Joint/Partner Comms in Contested/Austere (NOV 22)

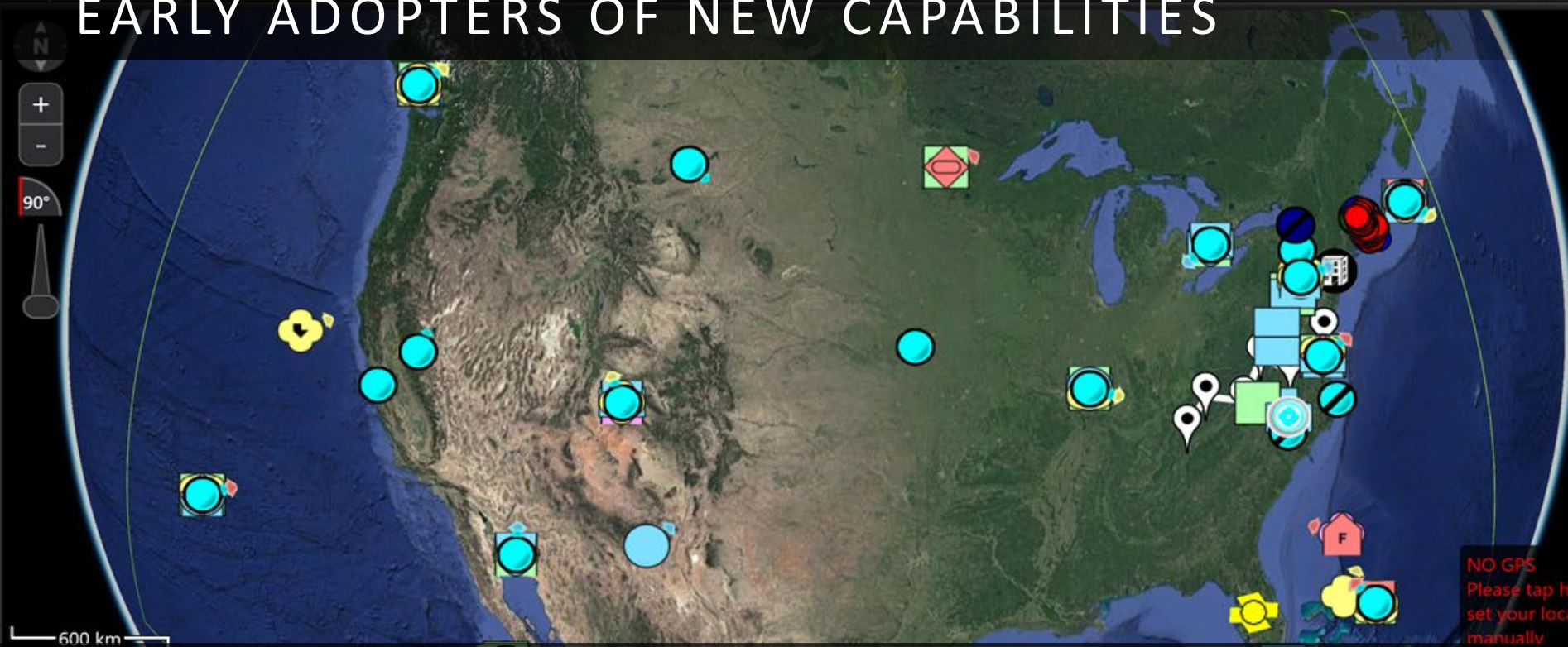
Understand and Exploit the Information Domain (FEB 23)

Digitally Engineer with Us

Complex capabilities to Support Joint-Force Interoperability

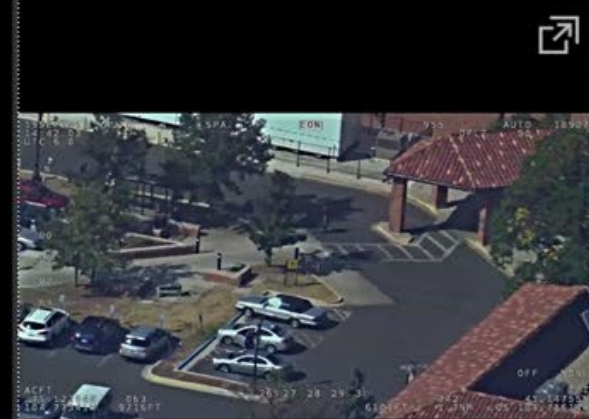
UPGRADING:

EARLY ADOPTERS OF NEW CAPABILITIES



Video

Fire Reconnaissance



Videos

- walmart.mpg
- Generic-DRAG...
- Generic-DRAG...
- Generic-DEER H...
- Avenue
- Blue
- BuildingView
- CAT23
- Comm Bldg
- FairfaxCCTV4010
- FairfaxCCTV401...
- FairfaxCCTV4015
- Fire Reconnaiss...
- Fire Reconnaiss...

Armed Overwatch (PEO FW)

Counter-Unmanned Aerial Systems (PEO SW)

Next Generation ISR

Space-based Payloads (PEO SR)

Collaborative/Autonomous Unmanned/Unattended Sensors (PEO SR)


Cyber-based Targeting (PEO SDA)

Mission Command (PEO SDA)

Filter	Description	Classification	Creator	Location
COC				
USSOCOM				
OPN1	base layer test	UNCLASSIFIED		13S EB 86252 73984
Air	single layer test	UNCLASSIFIED		13S EC 85386 30856
Fires	con	CONFIDENTIAL/OUTER STAFF		10S DG 66222 06150
Ground				
OPN2		UNCLASSIFIED		14S KC 25130 48962
Air				
Other		UNCLASSIFIED		14S KC 25130 48962

UPGRADING:

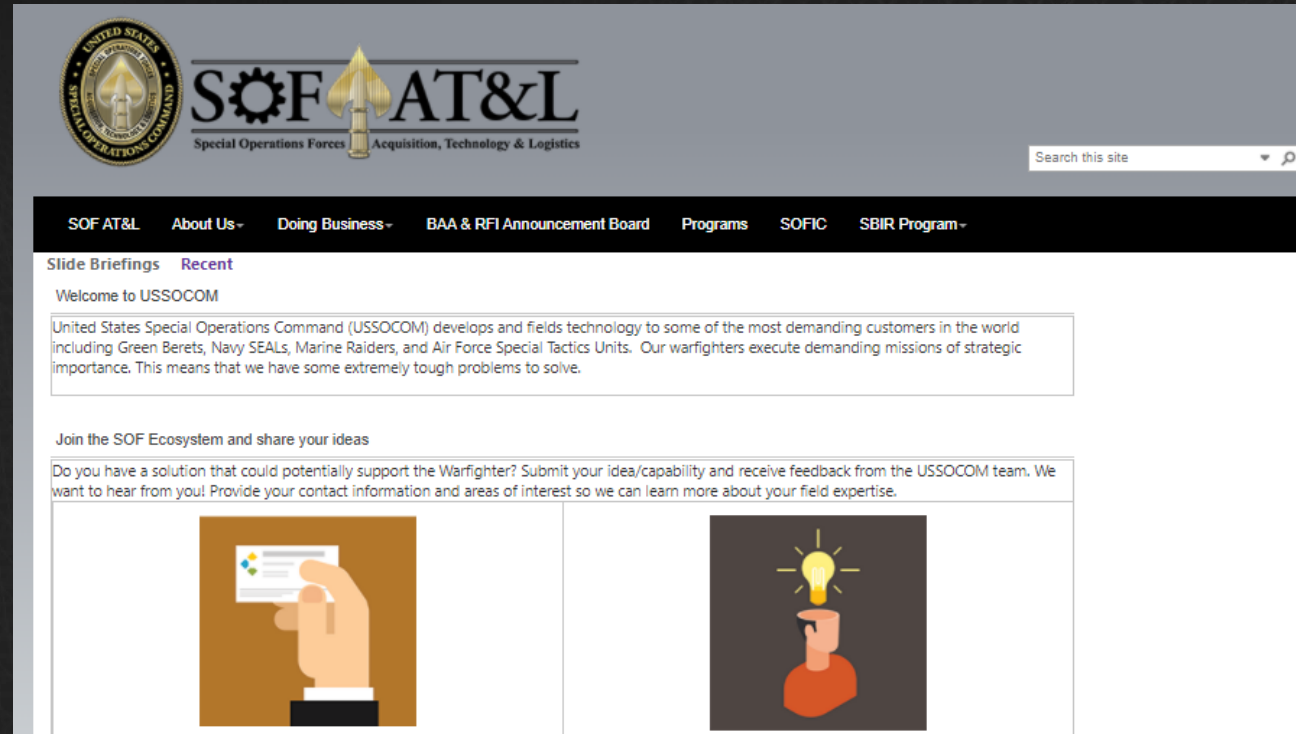
FIRST MOVERS FOR EMERGING TECH



- Comms in Contested Environments (PEO C4)**
- Data Exfiltration (PEO C4)**
- Own the RF Environment (PEO C4)**
- High Speed Vertical Takeoff and Landing (PEO FW)**
- MC-130J Amphibious Capability (PEO FW)**
- Information Warfare (PEO SDA)**
- Influence Operations (PEO SDA)**
- Identity Management (PEO SDA)**
- Untethered Logistics (PEO SOFSA)**

DOING BUSINESS WITH USSOCOM

LOWERING BARRIERS



UNITED STATES SPECIAL OPERATIONS COMMAND

SOF AT&L
Special Operations Forces Acquisition, Technology & Logistics

Search this site

SOF AT&L About Us Doing Business BAA & RFI Announcement Board Programs SOFIC SBIR Program

Slide Briefings 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.

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
- Connect with [USSOCOM Science &Technology](#)
- Join the [VULCAN](#) technology exchange system

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

Navigating the Week

AGENDA



TUESDAY

- 0900 – 0905
NDIA Opening Remarks
- 0905 – 1000
USSOCOM CG Keynote /Q&A
- 1030 – 1130
USSOCOM AE Keynote/Q&A
- 1200 – 1300
S&T Overview/Q&A
- 1200 – 1400
PEO C4/FW/SW Deep Dives
- 1200 – 1400
PEO SOFSA/SR/RW/SV/M 1v1s
- 1300 – 1400
JATF-HEO Overview/Q&A
- 1315 – 1400
PEO SOF Digital Applications
Overview/Q&A
- 1430 – 1515
PEO Services Overview/Q&A
- 1430 – 1530
S&T Core Process/Q&A
- 1430 – 1630
PEO SW/C4/M/FW/SDA 1v1s
- 1430 – 1630
PEO SR/RW Deep Dives
- 1530 – 1615
PEO SOFSA Overview/Q&A
- 1530 – 1630
S&T Strategic Engagements
- 1530 – 1630
S&T 1v1
- 1630 – 1730
Large Business SIEF
- 1630 – 1830
Industry Networking Event

WEDNESDAY

- 0800 – 0845
PEO RW Overview/Q&A
- 0800 – 1000
PEO SOFSA/M Deep Dives
- 0800 – 1000
PEO SV/C4/SDA/SW/SR 1v1s
- 0800 – 1000
S&T Enablers
- 0900 – 0945
PEO FW Overview/Q&A
- 1000 – 1100
USD(R&E)
- 1000-1200
S&T Strategic Engagements
- 1130 – 1245
TSOC Commanders' Forum
- 1130 – 1215
Acquiring with Allies
- 1315-1330
Mayor's Proclamation
- 1330-1400
Capabilities Demonstration
- 1430 – 1510
PEO M Overview/Q&A
- 1430 – 1630
PEO FW/RW/SOFSA 1v1s
- 1430 – 1615
PEO SDA/SV Deep Dives
- 1430 – 1530
JATF Optical Character
Recognition Demonstration
- 1430 – 1600
Doing Business with
International Ops
- 1520 – 1600
PEO SW Overview/Q&A
- 1600 – 1700
S&T Strategic Engagements
- 1615 – 1700
PEO SR Overview/Q&A
- 1800-2200
USSOCOM Awards Gala

THURSDAY

- 0900 – 0930
PEO C4 Overview/Q&A
- 0930 – 1100
S&T Round Tables
- 0930 – 1100
PEO 1v1 In Person
- 0935 – 1015
USSOCOM CDO/Q&A
- 1100 – 1200
S&T 1v1
- 1045 – 1130
Leigh Palmer
- 1135 – 1215
USSOCOM CIO Panel/Q&A
- 1215
Closing Remarks

FRIDAY

- 0900 – 1200
PEO 1v1 Virtual

(Registration Required for 1v1)

OVERALL SOFIC FOOTPRINT



SOFIC Campus

Tampa Convention Center

General Sessions, Keynote Speakers, Exhibit Hall, Registration, PEO Sessions, PEO One-on-Ones, CAPEX Demo, SOFlanding, SOFsail

Marriott Water Street

ISOF Conference, Gala, Industry Meeting Rooms

JW Marriott

IGNITE – Innovation Pavilion, PEO Sessions, PEO One-on-Ones, Conference Massage Station, Industry Meeting Rooms

Westin Waterside

SOF SELECT, Industry Meeting Rooms

TRANSPARENT

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

Christopher Harrington
Christopher.Harrington@socom.mil
813.826.9475

Submitting Ideas

Shelvin Watts
eSOF@socom.mil
<https://www.socom.mil/SOF-ATL/Pages/eSOF-main.aspx>
813.826.9482

VULCAN

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

SOFWERX

<https://www.sofwerx.org>

Technical Experimentation

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

Business Opportunities Team
"First stop shop for all SOF AT&L business questions regardless of company business size"

Industry Engagement Process

Small Business, Large Business, Vendors → Business Opportunity Team → TLO, Technical Experimentation, SOFWERX

email: SOAExec@socom.mil

SOFAAT&L
Special Operations Forces Acquisition, Technology & Logistics

TECHNICAL EXPERIMENTATION

FAQs / Event Process, Local Information

Submit a Nomination, Register to Attend

USSOCOM conducts Technical Experimentation (TE) events throughout the United States with Government representation.

- TE provides a unique opportunity for technology developers to interact with the SOF community in a collaborative environment.
- TE identifies potential Technology Readiness Level (TRL) of 3 or greater technology solutions, impacts, & technical objectives and thrust areas.
- TE is NOT a marketing event or trade show, so send your engineers.
- To view the most current Request for Information (RFI), go to [SOAeSOF](#).
- For more detailed information on the event and the processes, please review the [FAQs / Event Process](#).

TECHNICAL EXPERIMENTATION EVENTS

EVENT NAME	TE FOCUS
22-2	Next Generation ISR/Tactically Relevant SA
22-3	Counter Air Systems (+)

SOFAAT&L
Special Operations Forces Acquisition, Technology & Logistics

Quick Links

- Get to Know Us
- Events Calendar
- Defense Industrial Base
- Cybersecurity

LINKS

- Conducting New Business
- Virtual Industry Engagement Slides
- Virtual Industry Engagement Q&A
- SOFWERX Capability Areas of Interest
- Hard Problems
- Feedback

SUBMIT YOUR IDEA

EXPERIMENT WITH US

Tweets by SOAExec

VULCAN

Email

Password *

Remember me

Log In

Forgot Password?

SOFAAT&L
Special Operations Forces Acquisition, Technology & Logistics

Engage SOF (eSOF)

Process, Before You Submit, Submit Your Idea Form Instructions, Submit Your Idea, FAQ

What is Engage SOF (eSOF)?

The United States Special Operations Command (USSOCOM) Engage SOF (eSOF) enables the Command with conducting market research in accordance with FAR Part 101-01 to arrive at the most suitable approach to acquiring, distributing and supporting SOF-peculiar supplies and services to the command.

Through this 10 responsibilities, USSOCOM is mandated to develop, acquire, field and sustain technology that is critical to the Special Operations Forces (SOF) mission. SOFWERX is a platform that helps solve challenging Warfighter problems at scale through collaboration, ideation, events, and rapid prototyping.

SOFWERX

SOFWERX is a platform that helps solve challenging Warfighter problems at scale through collaboration, ideation, events, and rapid prototyping.

JOIN THE MISSION

Jim Smith 1st

Official LinkedIn account for the Acquisition Executive at Special Operations Forces Acquisition, Technology & Logistics

Tampa, Florida, United States · [Contact info](#)

500+ connections


USSOCOM, Stanford University

Mr. James H. Smith @SOAExec

Official Twitter account for the Acquisition Executive at Special Operations Forces Acquisition, Technology & Logistics. RTs, mentions & follows ≠ endorsement.

Tampa, FL · [socom.mil/SOF-ATL/](https://www.socom.mil/SOF-ATL/) · Joined February 2018

THANK YOU

GO QU  ETLY

