



# EXPANDING THE COMPETITIVE SPACE

## SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

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Mr. Jim Smith, Acquisition Executive

**SOF AT&L**







# THANK YOU





# THE NATIONAL DEFENSE STRATEGY: WHY WE'RE HERE

Generate U.S. Advantage and Dissuade/Prevent/Deter Adversaries

Robust Networks



Military Advantage

Greater Performance and Affordability

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# BUILD A **MORE LETHAL** FORCE

**Military Advantage**



# 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



# NEXT GENERATION MOBILITY

Terrain Following/Terrain Avoidance Radar

Radio Frequency Countermeasures

Dry Combat Submersible

Combatant Craft

Next Gen Dry Combat Submersible

Interoperable with US Navy Sub


Access and Low Signature



• PEO Fixed Wing: Wed 5/13: 0930-1030  
PEO Maritime: Wed 5/13: 1530-1630  
PEO Rotary Wing: Wed 5/13: 1415-1515  
PEO SOF Warrior: Wed 5/13: 1045-1145  
Science and Technology: Tues 5/12: 1050-1150



# 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

• PEO Fixed Wing  
Wed 5/13: 0930-1030  
PEO SOF Warrior  
Wed 5/13: 1045-1145



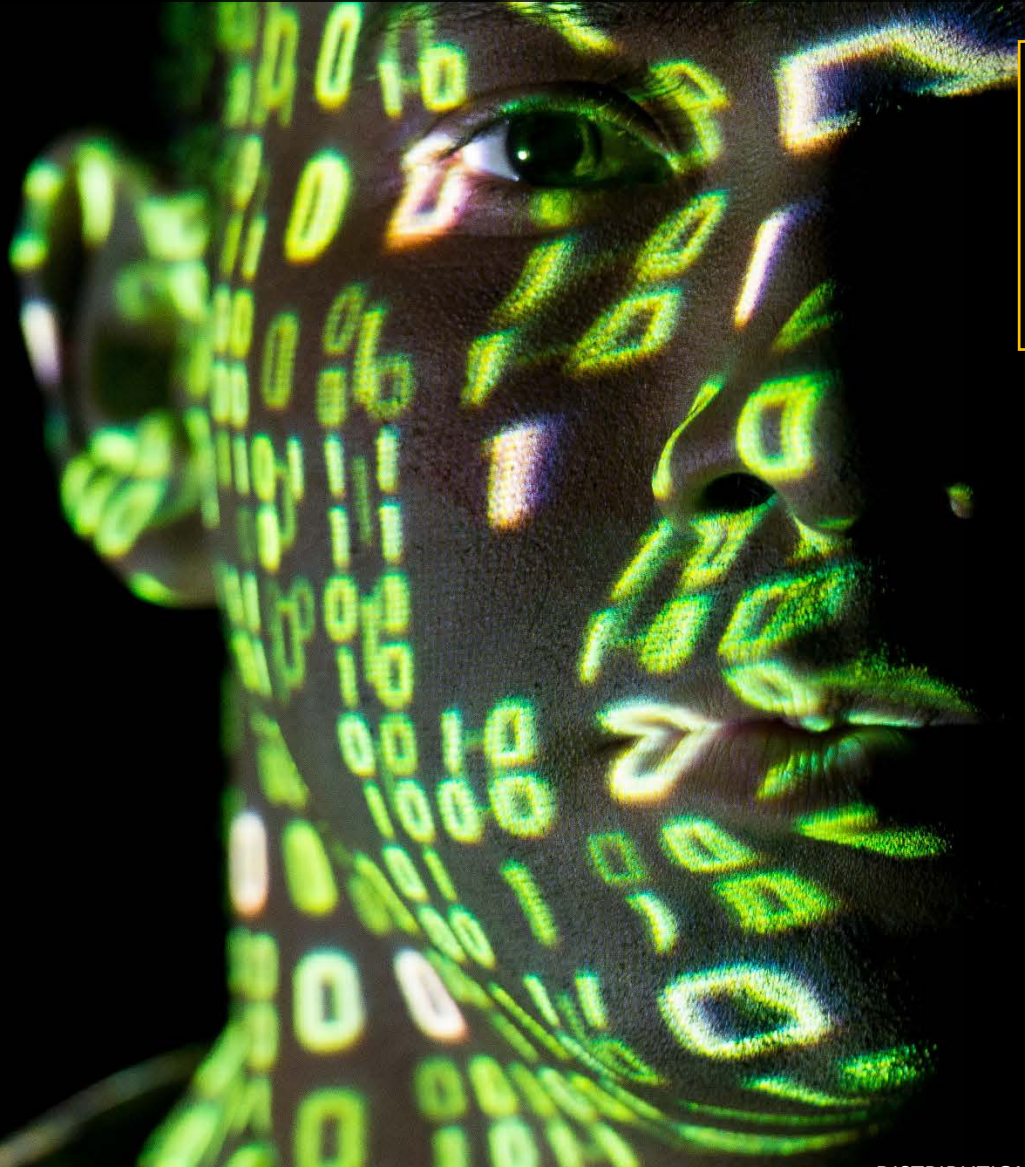
# BIOTECHNOLOGY

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

• PEO SOF Warrior  
Wed 5/13: 1045-1145  
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# HYPER ENABLED OPERATOR



**An operator whose decision making is assisted by data analytics at the edge, resulting in cognitive overmatch**

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



# HYPER ENABLED OPERATOR IN PARTNERED OPERATIONS

## Realtime Situational Awareness

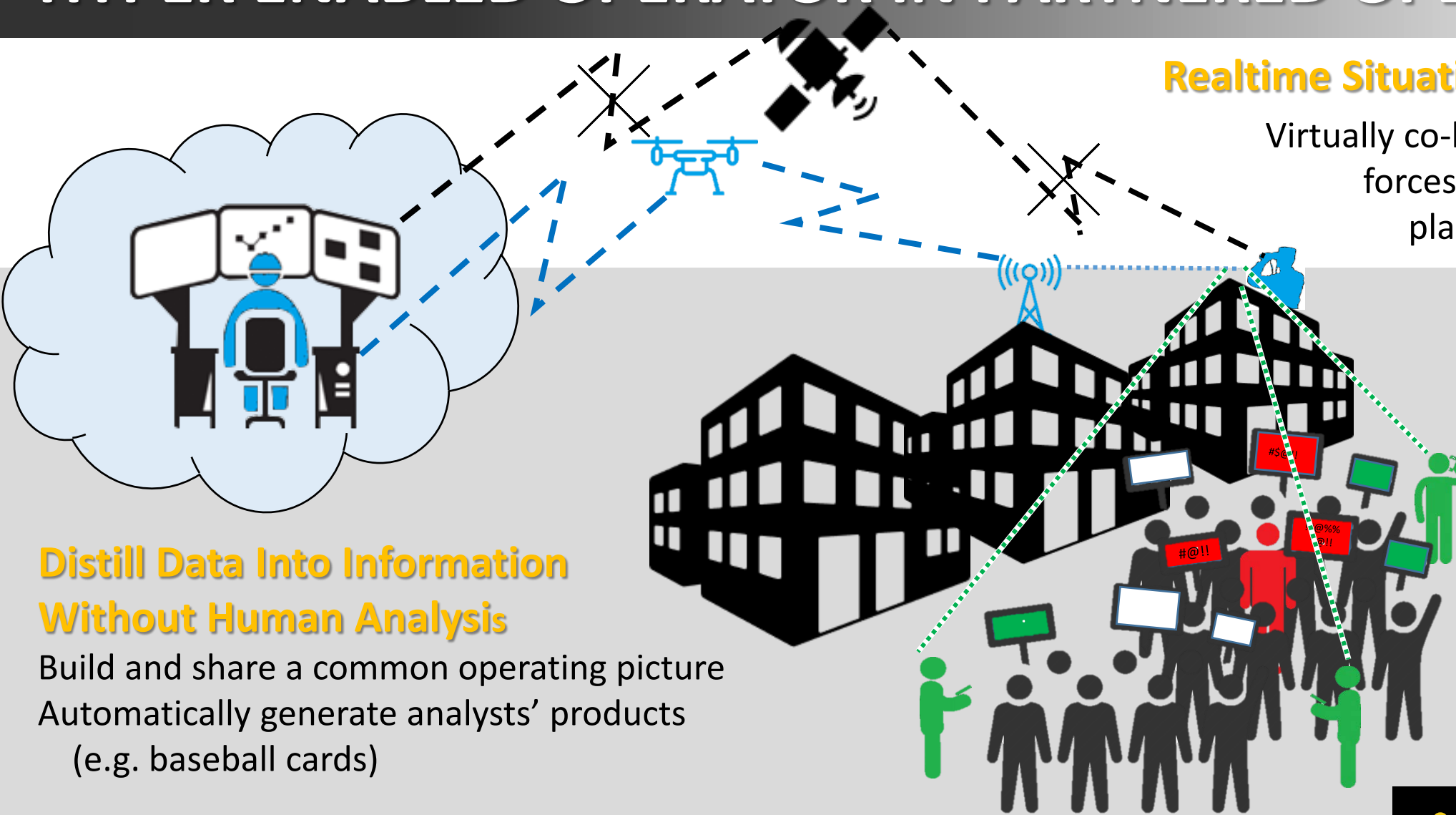
Virtually co-located with partner forces throughout mission planning and execution

## Communicate Without an Interpreter

Real-time, two-way translation that accounts for local dialects and idioms, disconnected from the cloud

## Distill Data Into Information Without Human Analysis

Build and share a common operating picture  
Automatically generate analysts' products  
(e.g. baseball cards)



# 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



# READY EQUIPMENT

## SOF Support Activity Global Logistics Support Services (GLSS)

Rapid Prototyping  
Production/Integration  
Manufacturing  
Warehousing  
Set Aside for Small Business

## PM Expeditionary Support

Innovative Solutions  
Distributed to Point of Need  
Resilient and Agile



PEO SOF Support Activity  
Wed 5/13: 1645-1745

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UNCLASSIFIED



# READY **FORCE**

**Preservation of the Force and Family (POTFF)  
Joint Special Operations University (JSOU)  
Care Coalition  
Language, Regional Expertise and  
Cultural (LREC) Training Services  
Knowledge Services  
Research and Development  
Medical  
Facilities**

**PEO Services  
Thurs 5/14: 1345-1445**



# STRENGTHEN ALLIANCES AND ATTRACT NEW PARTNERS





# PARTNERED OPERATIONS



**Affordable  
Sustainable  
Proliferable  
Interoperable**



# REFORM THE DEPARTMENT

**Greater Performance and Affordability**

# OUR RELATIONSHIP **IN THE INFORMATION ERA**



## **REQUIREMENTS**

We've asked you for Hardware-defined, Software-enabled.  
We'll start asking for **Software-defined, Hardware-enabled**  
– *the emphasis matters.*

## **DATA**

You'll see an increased emphasis on data. What data is generated?  
Who owns it? How accessible is it? (Hint: A lot. I need to. Very...to me.)

## **PROGRAM PROTECTION**

Security Management Supply Chain, **Cybersecurity Maturity**  
**Model Certification**

## **AI/ML/DATA ANALYTICS**

We're told **AI/ML** is "shovel ready" now. Where can we inject AI/ML into  
existing Programs of Record to improve Operator capability?



# REORGANIZATION TO ORIENT ON NDS

## SOF AT&L ORGANIZATIONAL CHANGES



### PEO ROTARY WING

Mr. Geoff Downer

Re-flagged to Ft. Eustis



### PEO SOF DIGITAL APPLICATIONS

COL Paul Weizer



### PEO SPECIAL RECONNAISSANCE

Mr. David Breede



### PEO SPECIAL OPERATIONS FORCES SUPPORT ACTIVITY

COL Joseph Blanton

#### MISSION STATEMENT

Provide rapid and focused acquisition, research and development, and life-cycle logistics support to the operators of the US Army Special Operations Aviation Command and the 160th Special Operations Aviation Regiment, which provides SOF rotary-wing capability to the joint force.

**Wednesday: 1415-1515**

#### MISSION STATEMENT

Rapidly consolidate, integrate, acquire, and divest SOF unique software through the use of agile software development and deployment practices to enhance the full spectrum of SOF operations.

**Tuesday: 1545-1645**

#### MISSION STATEMENT

Lead the rapid and focused acquisition of state of the art sensors and associated C2, emplacement, recovery, and specialized communication systems across all domains to enable total situational awareness for the SOF Warfighter.

**Tuesday: 1205-1305**

#### MISSION STATEMENT

Enable Global SOF Operations through dedicated life cycle sustainment.



### PM EXPEDITIONARY SUSTAINMENT

Mr. Jason Schroeder

#### MISSION STATEMENT

Provide rapid, tailorable, operational support and capability development for logistics systems at Special Operations Forces' points of need.

**Wednesday: 1645-1745**



# MIDDLE TIER ACQUISITIONS

## Rapid Prototyping programs

Precision Strike System - Ground and Maritime  
Mid-Range Gas Gun  
Lightweight Machine Gun - Medium  
Personal Defense Weapon System  
Handgun Suppressor  
Counter Small Unmanned Aerial Systems  
Technical Surveillance Equipment Kit  
Combat Diving - Navigation and Propulsion

## Rapid Fielding programs

Combat Diving - Environmental Protection

- April 2018—OSD issued MTA interim guidance
- August 2019—MTAs to be the intended default for majority of USSOCOM acquisition efforts
- 11 MTAs to date
- USSOCOM programs are 16% of DoD MTAs



# COMPETITIVE and COLLABORATIVE

225 TILO submissions  
and 25 TILO briefings

Competed 65.6¢ of every \$1  
Awarded 24.7% to Small Business  
Awarded 10.3% to Small Disadvantaged  
Awarded 8.02% to Women-owned  
Awarded 8.59% to Service Disabled  
Awarded 1.96% to HUBZone Firms  
Exceeding ALL Small Business Goals



# ENGAGE SOF (eSOF)



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

## SUBMIT YOUR IDEA

SUBMISSION TITLE

SUBMISSION TITLE

### COMPANY INFO

COMPANY

Company Name

FIRST NAME - PRIMARY POINT OF CONTACT (POC)

First Name

LAST NAME - PRIMARY POINT OF CONTACT (POC)

Last Name

PHONE NUMBER

Phone Number

MOBILE NUMBER

Mobile Number

PRIMARY EMAIL ADDRESS

- One stop entry point for products, technology, and capabilities.
- Match your company's product/service/capability to the appropriate personnel within the command
- Schedule discussions or demonstrations if there is sufficient interest at the headquarters
- Public Link:
  - <https://www.socom.mil/SOF-ATL/Pages/submit-your-idea.aspx>



# TRANSPARENT



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

@SOAExec



[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/submit-your-idea.aspx>

813.826.9482

## VULCAN

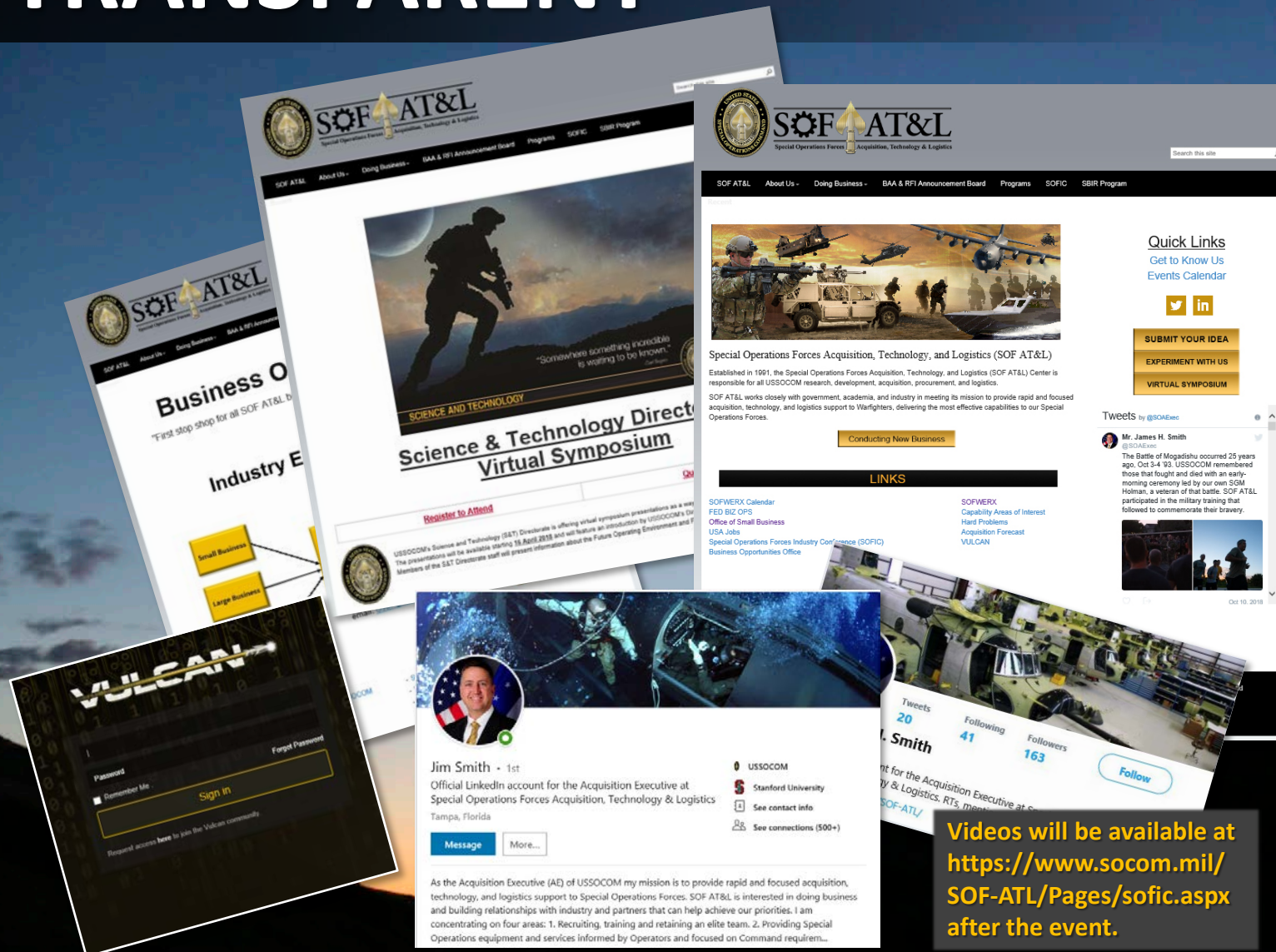
<https://www.Vulcan-SOF.com>

## SOFWERX

<https://www.sofwerx.org>

## EXPERIMENTATION IDEAS

<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.



# NAVIGATING THE WEEK

## TUESDAY

- 0930 – 0935  
NDIA Intro
- 0935 – 1035  
PEO C4 Overview/Q&A
- 1050 – 1150  
S&T Overview/Q&A
- 1205 – 1305  
Special Reconnaissance  
Overview/Q&A
- 1330 – 1415  
USSOCOM Commanding General  
Keynote/Q&A
- 1430 – 1530  
SOF AT&L Acquisition Executive  
Keynote/Q&A
- 1545 – 1645  
PEO SOF Digital Overview/Q&A
- 1700 – 1800  
S&T Disruptive Technologies and  
the Hyper Enabled Operator
- 1815 – 1845  
PEO + S&T Media Roundtable

## WEDNESDAY

- 0930 – 1030  
PEO Fixed Wing Overview/Q&A
- 1045 – 1145  
PEO SOF Warrior Overview/Q&A
- 1045 – 1145  
AE Media Roundtable
- 1200 – 1300  
Component Commander's Forum  
(USASOC, AFSOC, NSW, MARSOC)
- 1335 – 1400  
Business Roundtable (SOF AT&L AE,  
Dir Procurement, SB Advisor)
- 1415 – 1515  
PEO Rotary Wing Overview/Q&A
- 1530 – 1630  
PEO Maritime Overview/Q&A
- 1645 – 1745  
PEO SOFSA Expeditionary  
Sustainment Overview/Q&A

## THURSDAY

- 1000 – 1100  
SOCOM J4 Overview/Q&A
- 1115 – 1215  
SOCOM CIO Overview/Q&A
- 1230 – 1330  
SOCOM User Community  
Perspective/Q&A
- 1345 – 1445  
PEO Services Overview/Q&A
- 1500 – 1600  
Acquisition Agility  
Directory Overview/Q&A
- 1000 – 1600: PEO 1v1

## FRIDAY

- 0800 – 1200: PEO 1v1





# THANK YOU

