



# EXPANDING THE COMPETITIVE SPACE

## SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

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**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



Problem Curation  
& Acquisition  
Strategy



Ecosystem  
Trove



Capability  
Collaboration for  
Technologies &  
Solutions



Capability  
Assessments



Prize Challenges  
Hack-a-Thons



Rapid  
Prototyping



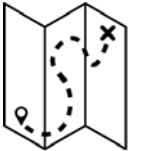
Tech Sprints &  
Experimentation



Combat  
Evaluations



Collaborative  
Project Orders



Transition  
Pathway

## Network Building

Problem Statements  
Technology Strategies  
Information/Ideas/Contacts

## Problem Validation

Preliminary Designs  
Concept Prototypes  
Feasibility Assessments

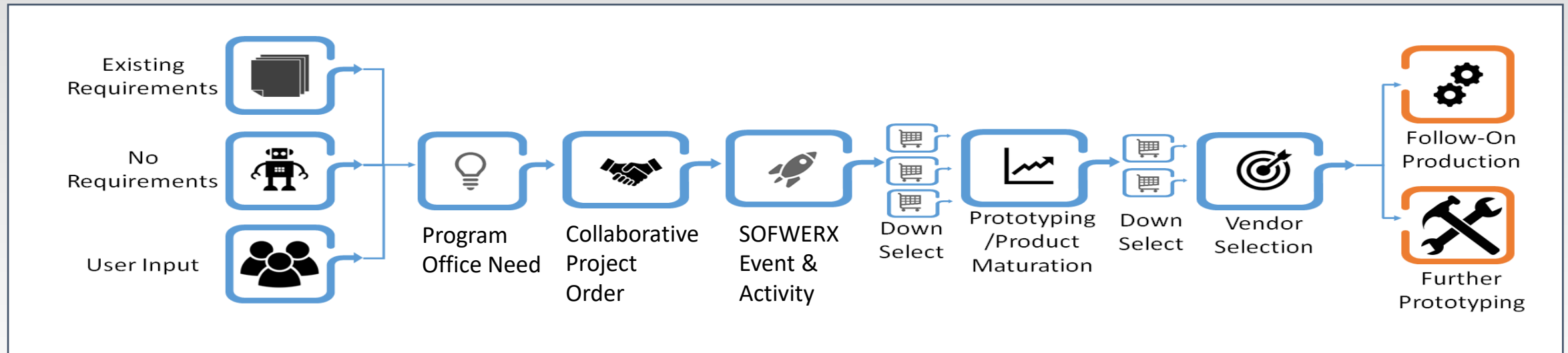
## Solution Validation

Concept Prototypes  
Operational Assessments  
Test Data

## Solution Delivery



# 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**

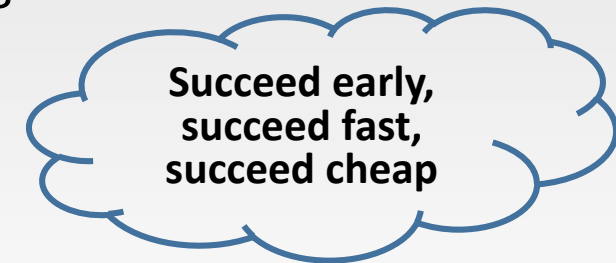
# Accelerator for Innovative Minds (AIM)

## 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





# 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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**SOFWERX**

# Under a Title 15 Partnership Intermediary Agreement (PIA):



Doolittle • ERDC  
ARCYBER • MGM

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**“Big Tent” philosophy which includes:**

- SOCOM
- Inter Agency Partners
- Industry Partners/Fellows
- FFRDC's/Labs
- Academics/Interns
- Hackers/Makers





A platform designed and operated to help solve challenging Warfighter problems through increased collaboration and innovation.

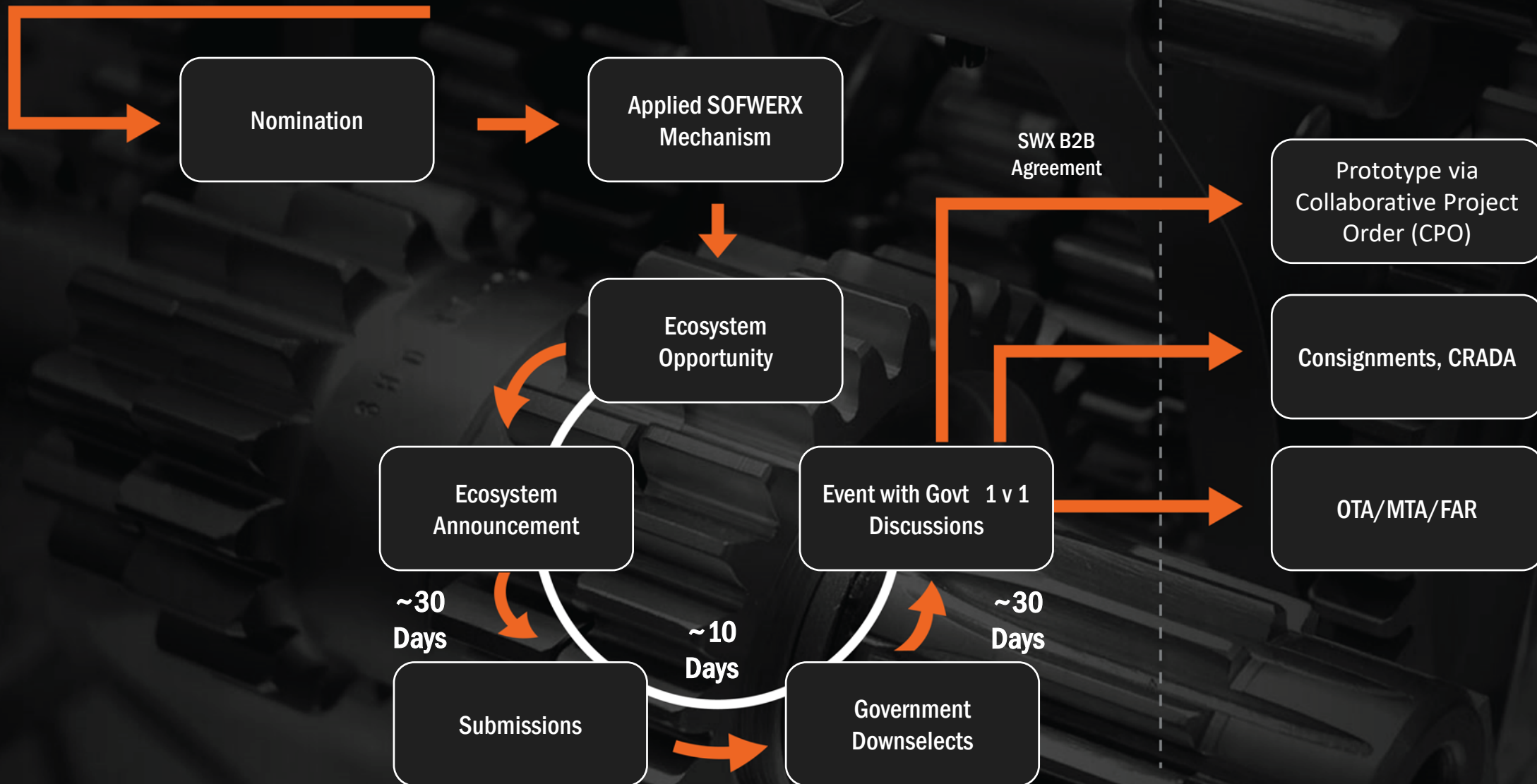
## CHARTER

- I. Create and maintain a platform to accelerate delivery of innovative capabilities to USSOCOM
- II. Facilitate capability refinement thru exploration, experimentation and assessment of promising technology





# How it WERX



# Metrics Matter

## Nominations

## Activity

## Impact

55 x Component

37 x Collab.  
Project  
Orders

132 x  
Projects

362 x Knowledge Transfers

34 x J-Code

8 x Rapid  
Prototyping  
Events

56 x  
Collaboration  
Events

156 Validations

208 x SOF AT&L

6 x  
Hackathons

1 x Combat  
Evaluation  
(CV)

47 Consignments

56 x SOFWERX

26 x  
Assessment  
Events

25 x Prize  
Challenges

18 Transitions to PoR

79 x Warfighter

7x Tech  
Expos

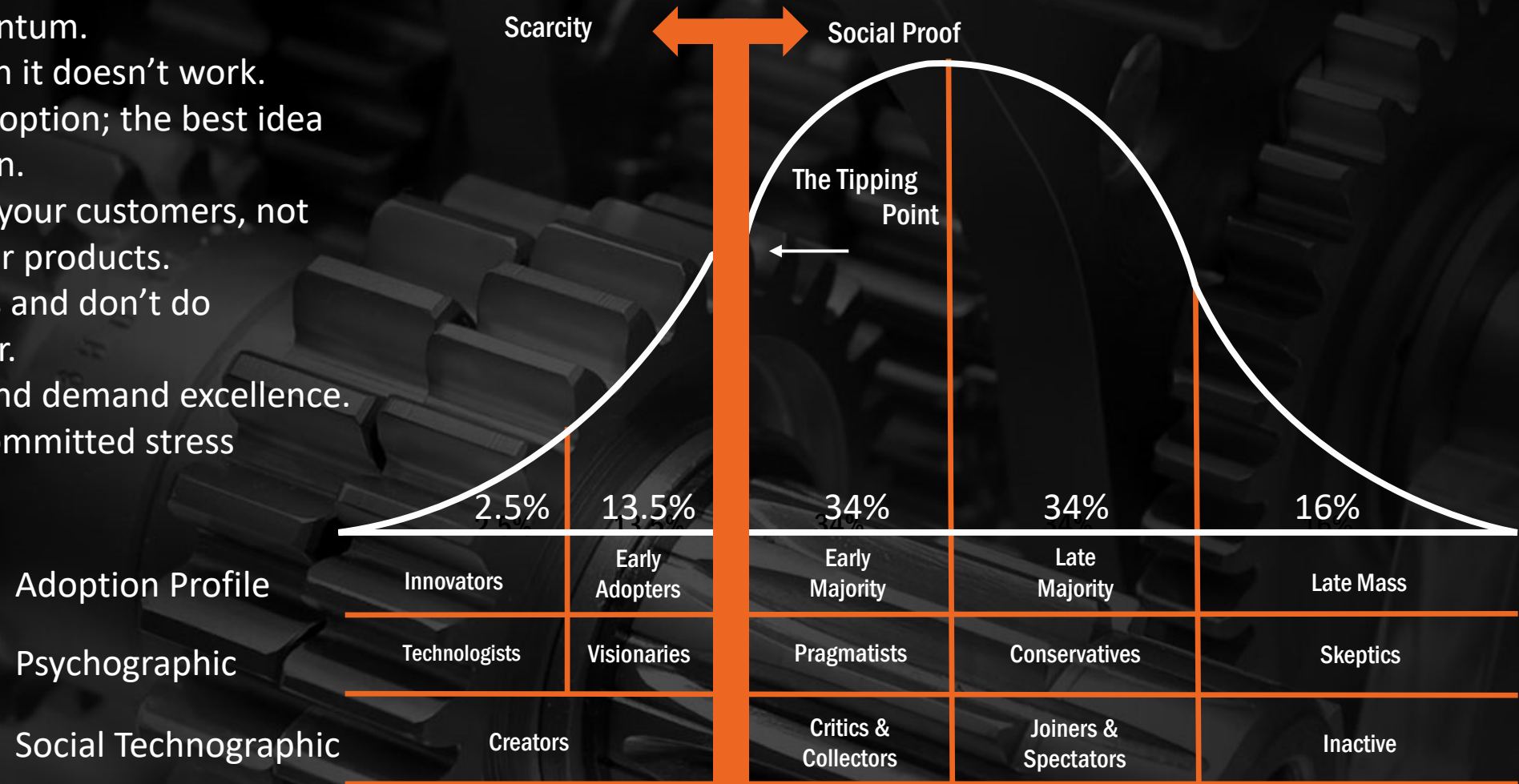
27 x Tech  
Talks

18 Awaiting Award



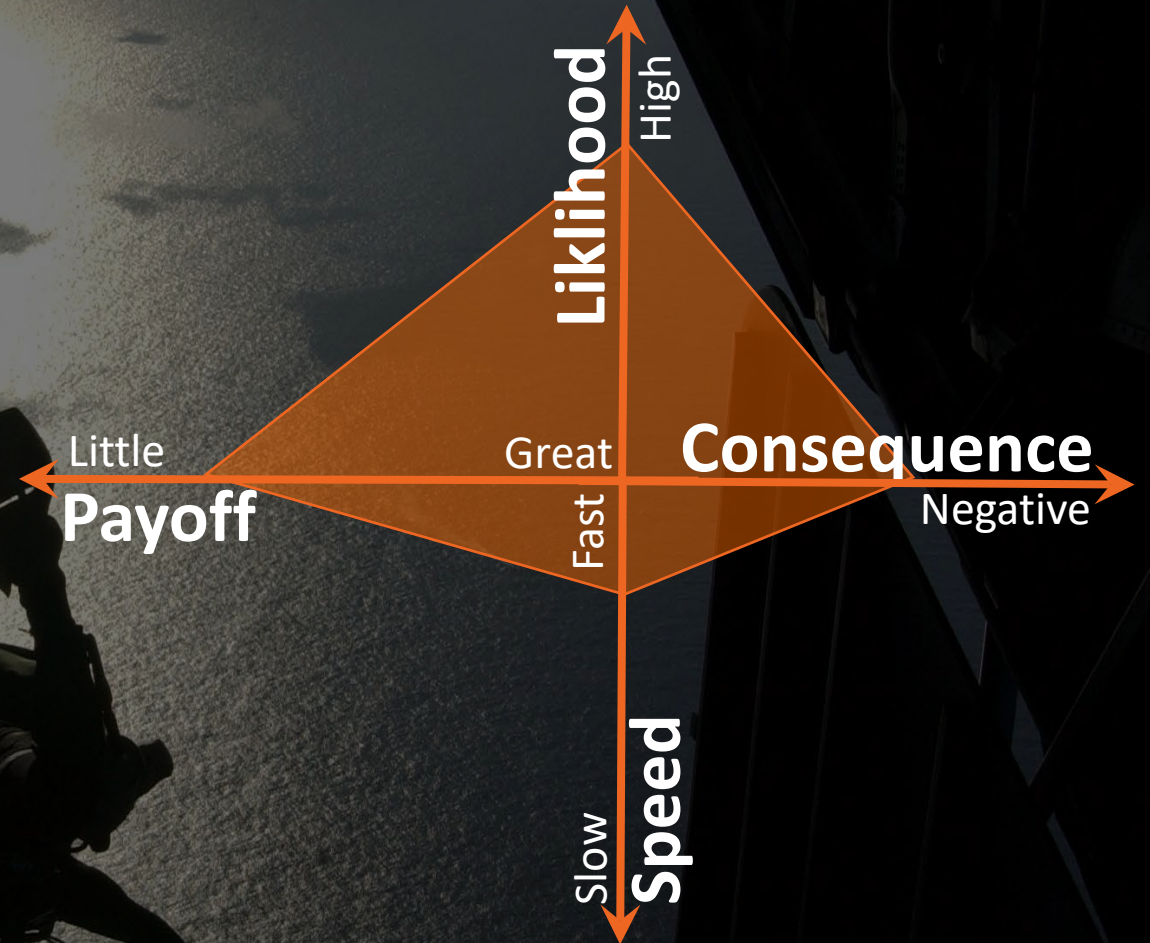
# Lessons Learned

- Never lose momentum.
- Pivot quickly when it doesn't work.
- You can't force adoption; the best idea doesn't always win.
- Find products for your customers, not customers for your products.
- Own the numbers and don't do innovation theater.
- Execute fiercely and demand excellence.
- Build a team of committed stress reducers.



# How Are We Different?

- Flexible, Non-FAR Business Methodologies and Processes
- ~90% of submissions come from the SOFWERX non-traditional ecosystem. ~10% come from Sam.Gov.
- Neutral facilitation and Ideation
- Easy to access & reduced barriers





A full-page background image showing two soldiers in camouflage uniforms and tactical gear standing in a desert landscape with mountains in the distance. They are both looking up and gesturing with their hands towards a military aircraft flying in the sky above them. The soldier on the left is making a 'V' hand gesture, and the soldier on the right is making a 'rock on' hand gesture. The aircraft is a large, multi-engine plane, possibly a transport or cargo plane, flying towards the right.

Join the mission:  
[sofwerx.org/ecosystem](https://sofwerx.org/ecosystem)