

# **GLOBAL SOF:** ***THE ASYMMETRIC STRATEGIC OPTION FOR A VOLATILE WORLD***

**Peter Greany**

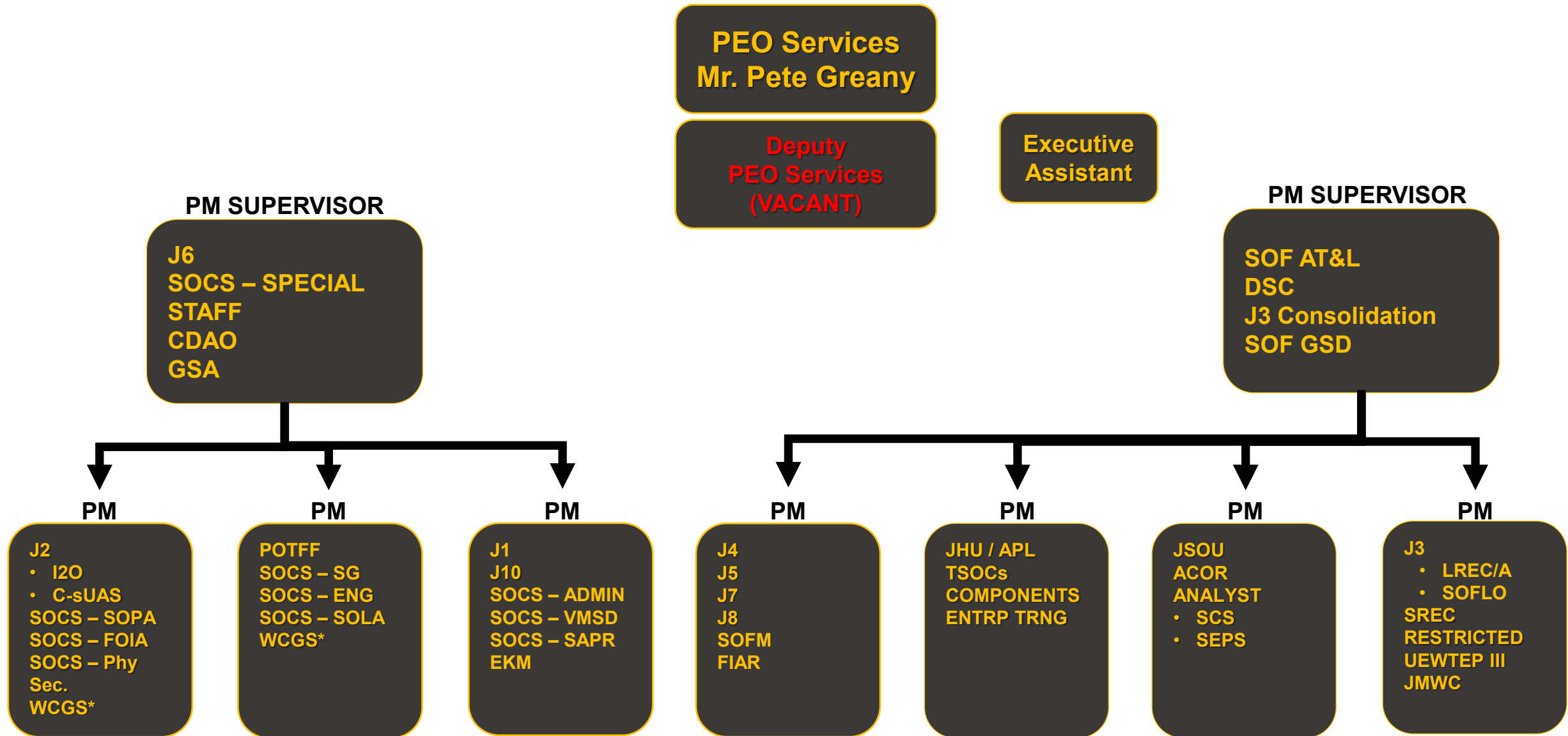
PROGRAM EXECUTIVE OFFICER, SERVICES

## **OVERVIEW**

SPECIAL OPERATIONS FORCES ACQUISITION, TECHNOLOGY, & LOGISTICS



# PEO SERVICES ORGANIZATION



# PROGRAM EXECUTIVE OFFICE SERVICES (SV)

## PORTFOLIO OVERVIEW



### STAND ALONE EFFORTS

- SOF Core Support (Multi-Award IDIQ w 23 vendors)
- J-Directorates (J1, J2, J3, J4, J5, J6, J7, J8, J10)
- EKM, SRRB, SOF AT&L, FIAR, WCGS, JMWC, Special Staff, SOLA
- POTFF, Care Coalition
- JSOU, JHU, SREC
- SOCS, LREC, LREC-A/SOFLO, SOFM
- USSOCOM Components & TSOCs

### EXTERNAL CONTRACT VEHICLES

- GSA AAS Defense / FEDSIM Delivery Models
- ITES-S3 (US Army) / SEAPORT NXG (IUS Navy)

## MISSION

Utilize Innovative and Strategic Processes to Ensure Rapid, Focused, and Cost-Effective Acquisition of Services to Support Special Operations.

## METHODOLOGY

- Pre and Post Award Program Management Services
- Provide contract oversight
  - Monitor cost and schedule
  - Oversee contract performance
  - Dedicated PM support
- Coordinate, collaborate, and synergize service acquisition
- Translation of requirements into actionable service support
  - Requirement development
  - Acquisition strategy development
  - Evaluation and Source Selection Support

## VISION



Worldwide Support to HQs SOCOM, Components, and TSOCs

## WHAT "SV" BRINGS TO THE FIGHT

### REQUIREMENT(S) DEVELOPMENT

- Requirements Refinement
- Procurement Package
- Program Cost Estimate

### ACQUISITION STRATEGY DEVELOPMENT

- Strategic Sourcing
- Leverage HQs Contracting Framework
- Solicitation Documents (ITO) Support
- Support to Requiring Activities to Reduce Gaps and Delays

### EVALUATION SOURCE SELECTION SUPPORT

- Facilitate Technical Evaluation Process
- MDA / SSA for Select Requirements

### COST / SCHEDULE / PERFORMANCE OVERSIGHT



# PEO SERVICES IMPERATIVES

## Stability | Agility | Reach

**To support the USSOCOM Acquisition Executive's established lines of effort, PEO Services adopted three mission imperatives: Stability, Agility and Reach.**

These imperatives focus on key areas in the requirements transition, acquisition and program management processes to enhance workforce capacity and capabilities, improve organizational structure and performance, and establish clear and effective processes for the SOF Enterprise.

### **#1: Workforce Stability**

- Provide mission continuity/institutional knowledge
- Demonstrate respectable and credible leadership
- Dedicate resources to execute transition
- Compensate well; incentivize performance, loyalty
- Solve personnel issues efficiently and effectively
- Enable opportunities for growth/development

### **#2: Management Agility**

- Balance simplicity and complexity; handle changes
- Be available to customers, and proximate to issues
- Possess organic resources to apply to surge and issue resolution without higher permissions

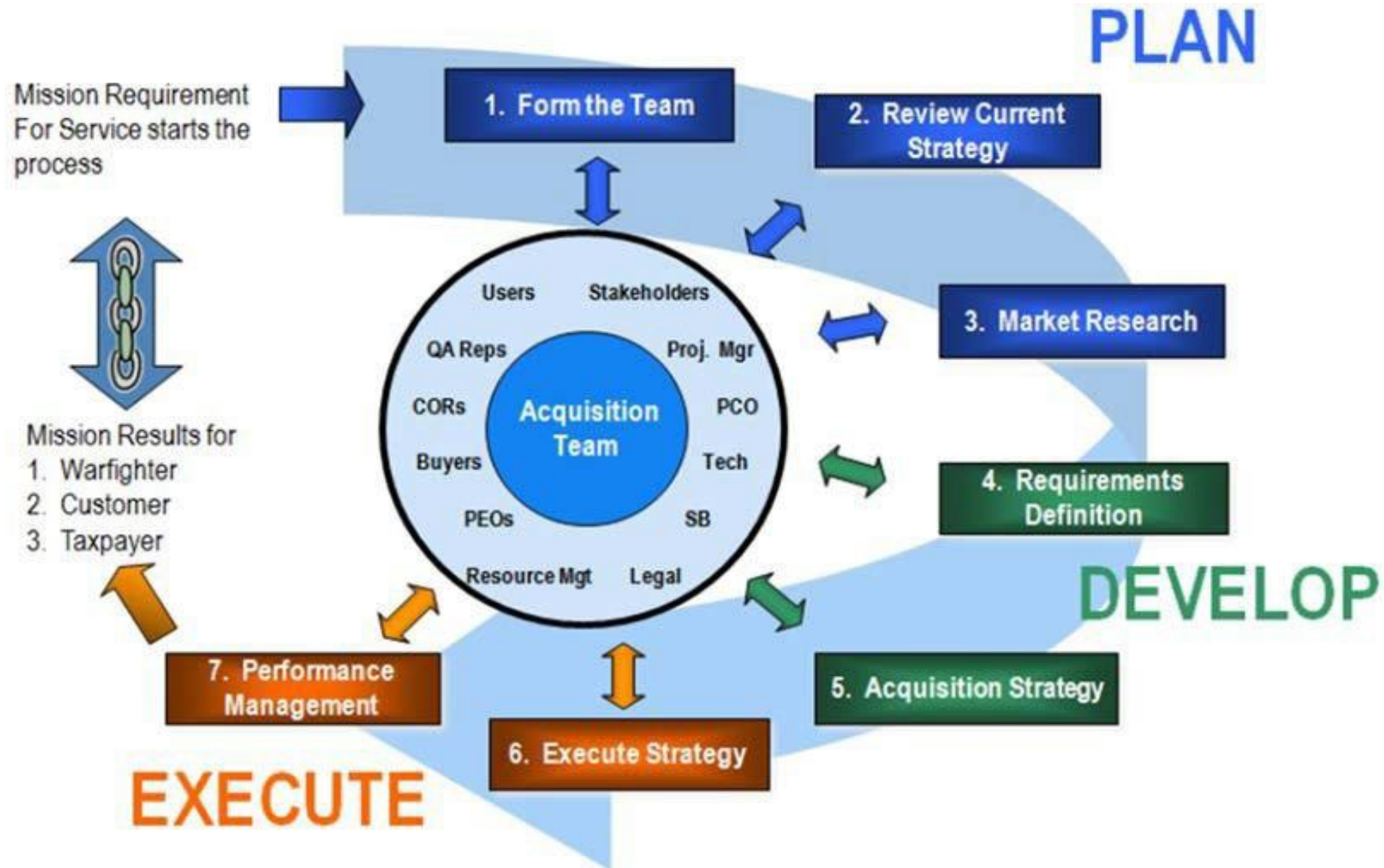
### **#3: Global Reach**

- Know how to put employees in Geographic Combatant Commands (Status of Forces Agreement, Technical expert status accreditation (TESA), European Contractor Online Processing System (ECOPS), DoD Contractor Personnel Office (DOCPER)
- Have access to logistics nodes and networks that inter-connect client's global tasks

# CURRENT SERVICE CONTRACT LANDSCAPE

- Service contracts are vital to support all functions at USSOCOM
- Contract recompetes and source selections will continue on schedule
- Funding considerations are informing acquisition strategies for follow on contract recompetes
- Some contracts will require SOF unique knowledge, expertise, skills while others can leverage GSA and industry professional service categories
- Continue to build better service contract capacity to support critical SOF missions efficiently and effectively

# DOD ACQUISITION OF SERVICES PATHWAY

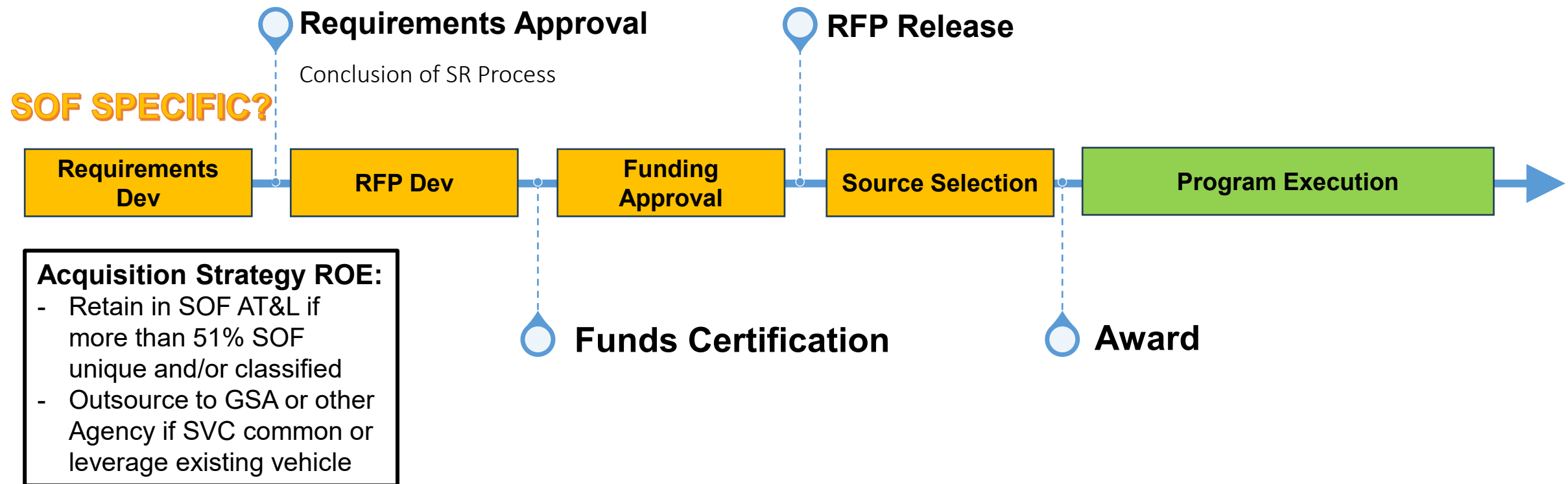


# USSOCOM PROCUREMENT ACTION LEAD TIME (PALT)

## Critical PALT Activities for Success

- Many PALT activities require coordination across USSOCOM Staff organizations for successful outcomes.

◀ **Total Timeline for Contracts >\$25M Requires a Minimum of 155 Days** ▶



## COORDINATION WITH INDUSTRY

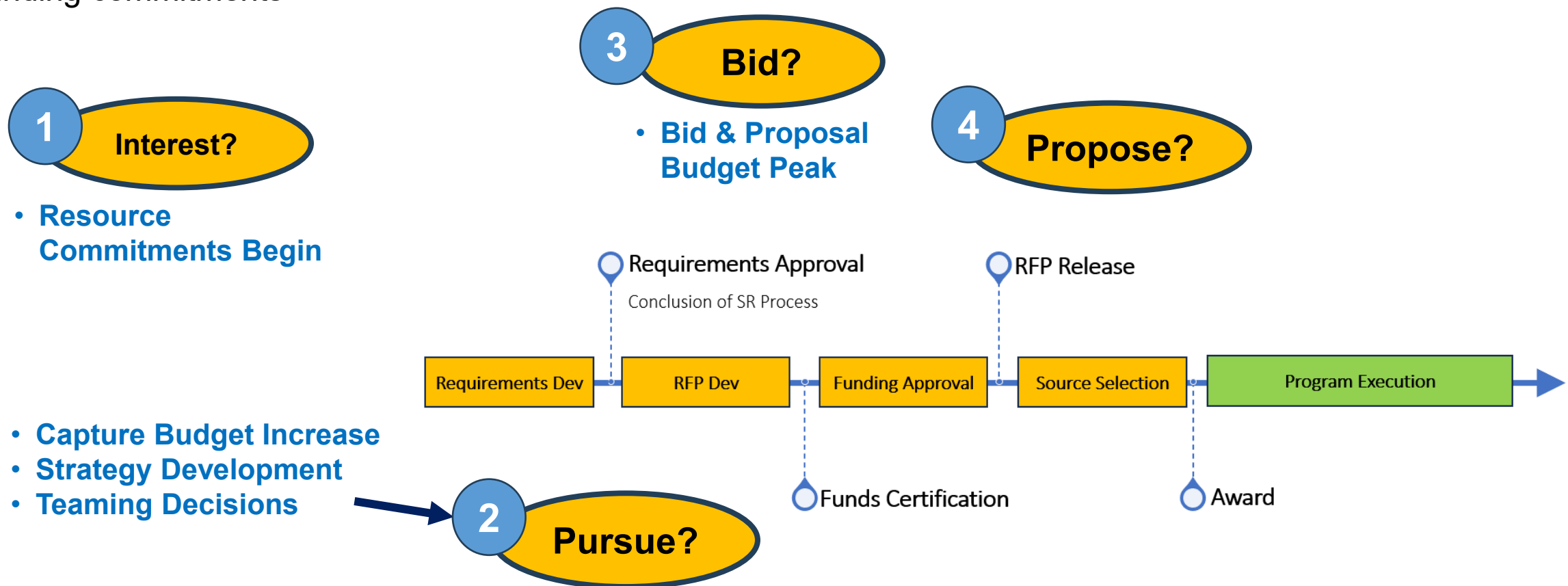
PEO Services works with Industry Partners to develop informed requirements that support our imperatives. Informed requirements, in turn, create effective offers that include the following:

- Experience and access to **manpower pools that have the required security clearance and expertise**
- **Successful Workforce Management Methods** that ensure continuity and fast issue resolution
- **Efficient, innovative solutions with accommodations for flexibility and technical growth**
- **International past performance** experience that supports the ability to reach throughout the USSOCOM enterprise



# SYNC w/ INDUSTRY ACTIVITIES

- **We Understand that our PALT Activities Drive Industry Actions:** Decision cycle timing is directly linked to Government PALT milestones, and Industry actions often precede PALT cycle to remain competitively positioned
- **We Understand that Industry is Managing Resources Too:** Business capture decisions trigger funding commitments



# MANPOWER AUGMENTATION

## – WHAT ARE WE REALLY BUYING?



The Offeror's understanding of SOF Operations and Strategy is relevant, but...  
*we are more interested in workforce management methods.*



We want to hire Offerors with experience in **staffing**, via access to and understanding of manpower pools that have required expertise.



We want to hire Offerors who demonstrate capacity to apply resources that ensure **continuity** is maintained, and **issues are resolved**.



BOTTOM LINE: We value **RESOURCED PROCESSES** that create imperatives.  
We seek **technical growth & flexibility; efficient, innovative solutions.**



Services Contracts moving to Performance Based Work Statements to  
**improve performance and effectiveness; drive efficiencies.**

# SERVICES ACQUISITION EVALUATION STRATEGY

Lessons Learned – things we **VALUE**:

## IMPERATIVE #1: Workforce **Stability**

- Provide mission continuity/institutional knowledge
- Demonstrate respectable and credible leadership
- Dedicate resources to execute transition
- Compensate well, incentivize performance, loyalty
- Solve personnel issues efficiently and effectively
- Enable opportunities for growth/development

## IMPERATIVE #2: Management **Agility**

- Balance simplicity and complexity; handle changes
- Be available to customers, and proximate to issues
- Possess organic resources to apply to surge and issue resolution... without higher permissions

## IMPERATIVE #3: Global **Reach**

- Know how to put employees in remote places
- Access to Nodes and Networks that inter-connect global tasks

We must therefore **EVALUATE**:

### CAPABILITY

- Recruiting and Retention
- Breadth, Depth, Redundancies of TEAM
- Knowledge of and Experience with WORKFORCE

### ORGANIZATION

- Lines of Communication; Internal and External
- Clear/Clean Connections to Corporate Resources
- Responsive to Government POCs & Workforce

### PROCESS

- Fixed Responsibilities, Available (Organic) Resources
- Reporting, Issue Resolution, Quality Control
- Total Compensation Plan – Competitive in the Marketplace

Thorough Transition – **Mission Continuity**  
 Staffing Capability – **Qualified Personnel**  
 Compensation Stability – **Reduced Turbulence**  
 Dedicated Resources – **Responsive Management**  
 Industry Engagement – **Clear Requirements**  
 Experience with Workforce – **Surge and Change**

**PURPOSE**: Identify and **Evaluate** the things we **Value** the most...

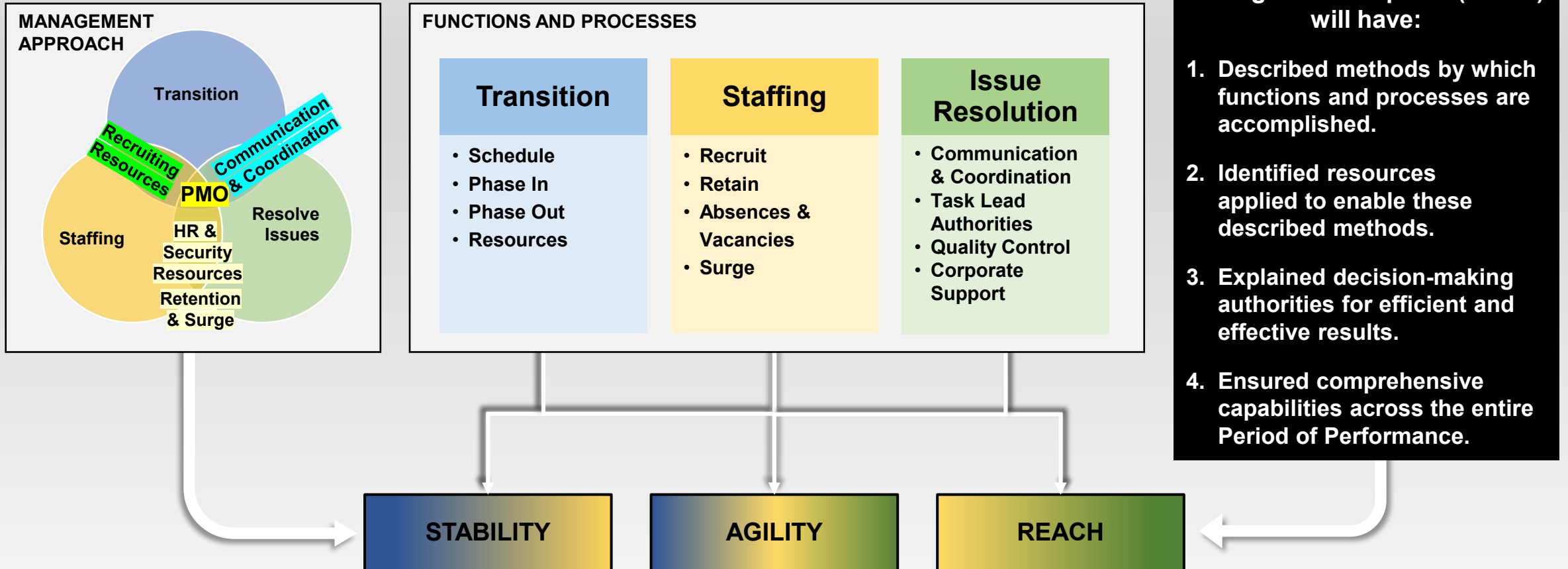
# OUTCOME- FULLY OBLIGATED PEO SV PORTFOLIO

**FY24 Total Product / Service Dollars Obligated \$5,507,224,430**

- **Total Service Contracts \$3,453,972,058**
  - **Biggest three spend areas (Category Management)**
    - Professional Services \$1,164,594,432
    - Transportations and Logistics Services \$808,434,606
    - Information Technology Services \$673,814,774
- **Categories remained consistent (by %) with historical spend**
- **10% reduction in O&M service contract reinvested into Modernization**



# EFFECTIVE SERVICES MANAGEMENT CONSIDERATIONS



... management processes, enabled by corporate resources, will generate “imperatives”...

PEOPLE | WIN | TRANSFORM

# PORTFOLIO OVERVIEW

UNCLASSIFIED

## SUPPORTED ACTIVITIES

- **Components & TSOCS**
- **USSOCOM Directorates: J1, J2, J3, J4, J5, J6, J7, J8, J10**
- **USSOCOM Special Staff: SOF AT&L, SOFM, SOCS, SOLA, SREC, JSOU, Warrior Care, POTFF**
- **USSOCOM Functional Activities: EKM , SOFLO, Care Coalition, FIAR, JMWC**

## ENTERPRISE CONTRACT OFFERINGS

- SOF Core Support (SCS)
- Special Operations Forces Enterprise Professional Services (SEPS)
- SOF Acquisition, Technology & Logistics Support Services
- Enterprise Knowledge Management (EKM)
- Preservation of The Force and Family (POTFF II)
- Language Regional Expertise and Culture (LREC)
- USSOCOM Enterprise Wide Training and Exercise Program (UEWTEP III)

## EXTERNAL SERVICES CONTRACTS

- General Services Administration – Assisted Acquisition Services Defense
- ITES-3S (US Army)
- Johns Hopkins University/APL (Engineering Support)

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# SERVICES ACQUISITION ITEMS OF INTEREST

- **SOCCENT Intelligence and Operations Support**
- **USSOCOM Enterprise Wide Training and Exercise Program (UEWTEP) III / IV**
  - Current PoP ending 30 APR 2026
- **SOF Core Support (SCS) Follow-On, SOF Global Services Delivery**
  - PoP Start 16 FEB 2026
- **Counter Unmanned Aerial System (C-UAS)**
  - Bridge in 2025, recompetete w/new award in MAR 2026

For more information, please consider attending the PEO Services Deep Dive Briefing:  
8 May, 9:00-10:00, Tampa Convention Ctr - Room 118-119

# SERVICES ACQUISITION ITEMS OF INTEREST

- **Enterprise Knowledge Management (EKM)**
  - Current PoP ending 30 SEP 2026
  - Follow on contract recompetete moved to GSA-AAS Defense
- **Preservation of the Force and Family (POTFF)**
  - Current PoP ending 22 OCT 2026
  - Refining requirements in preparation for acquisition strategy development and contract recompetete
- **Warrior Care Global Support (WCGS)**
  - Current PoP extended 31 MAY 2025 (leveraged –8 extension)
- **Way Ahead for Task Order Consolidation**

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# PEO SERVICES FUTURE CONSIDERATIONS

## Trends for Services Acquisitions at USSOCOM

- Establish service contracts to enable continuity of operations; support critical tasks and provide essential services to the HQs USSOCOM, Components, and TSOCs
- Enhanced security considerations including cyber discipline and hygiene for all new service acquisition efforts
- Integrate rigorous Supply Chain Risk Management and Cyber Security Risk Management into solicitations

## Factors Impacting Potential Course of Action for Enterprise Solutions:

- Ensure Command Service Requirements are aligned to the NDS, Integrated Deterrence, Building Enduring Advantages, and SOF Modernization
- Look for opportunities to gain efficiencies by placing similar work into enterprise contract vehicles; POM impacts and funding drills
- Build additional capacity by leveraging service contracts across the Federal Government; continue to secure cleared talent and SOF specific expertise where needed

# PEO SERVICES SOF WEEK BRIEFINGS

- **GSA (6 May, 1:45-2:45, Tampa Convention Ctr - Room 118 -119)**
  - This Sidebar is open to Industry and will include Government stakeholders
- **SOF GSD (7 May, 2:00-3:00, Tampa Convention Ctr - Room 118 -119)**
  - SCS will also be discussed as required
- **PEO SV Deep Dive (8 May, 9:00-10:00, Tampa Convention Ctr - Room 118 -119)**
  - Program Manager portfolio review



**CONTACT US:**  
**peo-services@socom.mil**  
**813.826.2264**

**FOR MORE INFORMATION**  
**<https://www.socom.mil/SOF-ATL/Pages/sv.aspx>**





# PEOPLE | WIN | TRANSFORM

## DOING BUSINESS WITH SOCOM

### SMALL BUSINESS HELP

POC: Ashley Farrier  
ashley.farrier@socom.mil  
osbp@socom.mil  
813.826.9475

### SUBMITTING IDEAS AND CAPABILITIES

#### Engage SOF (eSOF) on Vulcan

Pathway to present SOF relevant capabilities to USSOCOM  
POC: Kimberly Carberry  
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eSOF@socom.mil  
<https://www.Vulcan-SOF.com>

**SOFWERX** (Unclass, open forum partnering with industry to solve Warfighter problems)  
<https://www.sofwerx.org>

### TECHNICAL EXPERIMENTATION

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

