

WIN | PEOPLE | TRANSFORM

# SPECIAL OPERATIONS FORCES ACQUISITION, TECHNOLOGY, & LOGISTICS

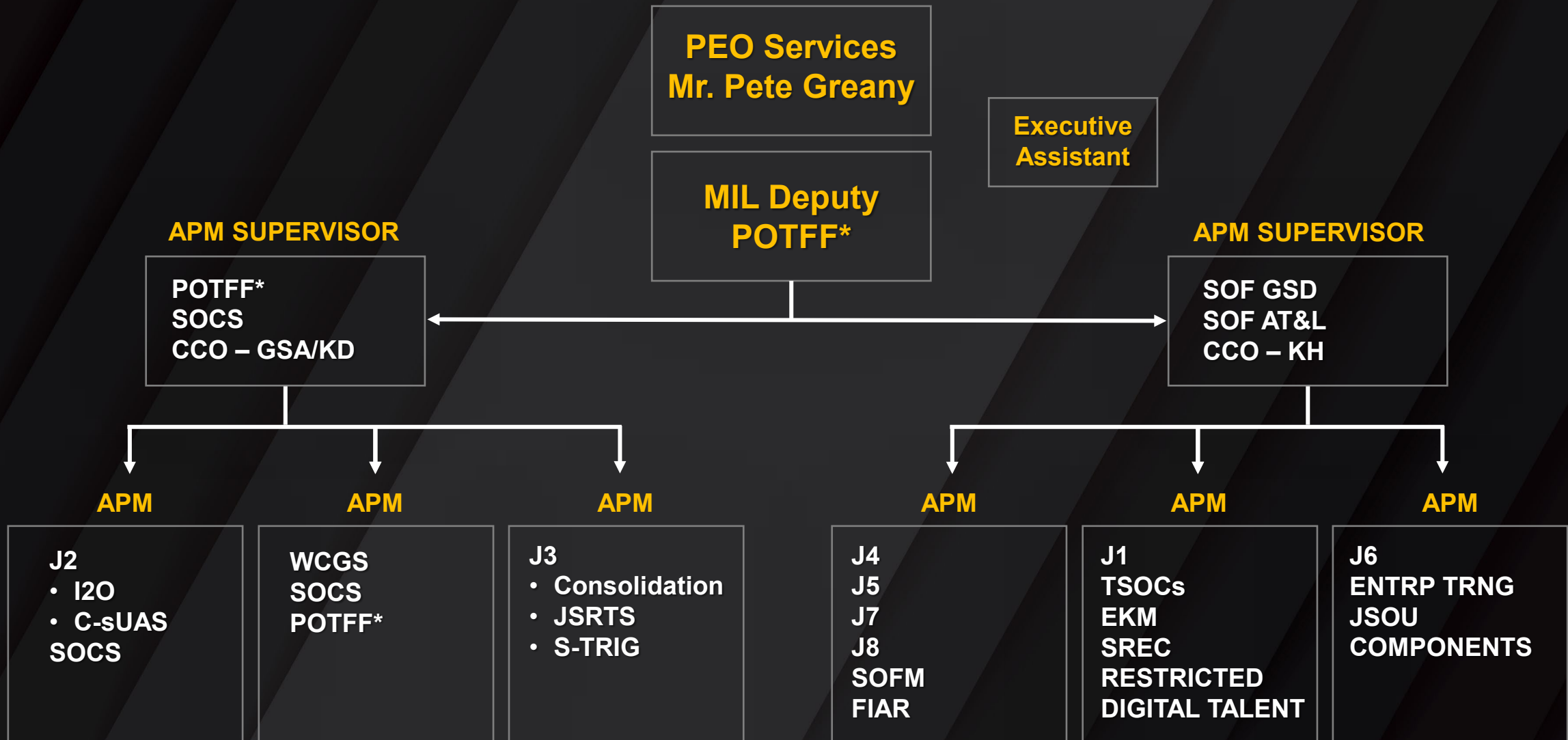
## OVERVIEW

### PETER GREANY

PROGRAM EXECUTIVE OFFICER, SERVICES



# 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)
- 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.



### Workforce Stability

#### Resilient & Dependable Workforce.

We seek partners with robust, repeatable processes that ensure mission continuity and a reliable talent pipeline. It is the bedrock of everything we do.



### Management Agility

#### Adapting at the Speed of Relevance.

We need the flexibility to pivot, surge, and rapidly meet the evolving requirements of the SOF enterprise in a dynamic world.



### Global Reach

#### Global Presence, Local Expertise.

We require the capability to deliver seamless, worldwide support, demonstrating the international experience needed to sustain operations anywhere, anytime.

# CURRENT SERVICE CONTRACT LANDSCAPE

- **Contracts will require SOF unique knowledge, expertise, skills while others can leverage GSA and industry professional service categories**
- **New requirements are emerging in HQs Staff support; some legacy activities are divested; must gain efficiencies**
- **Contract recompetes and source selections will continue as projected in forecast; subject to funding considerations**
- **Integrate rigorous Supply Chain Risk Management, Cyber Security Risk Management and Cybersecurity Maturity Model Certification into solicitations**
- **Continue to build better service contract capacity to support critical SOF missions efficiently and effectively**

## **ACQUISITION STRATEGY ROE:**

- Retain in SOF AT&L if more than 51% SOF unique and/or classified
- Outsource to GSA or other Agency if SVC common or leverage existing vehicle

# DoW ACQUISITION OF SERVICES PATHWAY

Mission Requirement for Services starts the process



Mission Results for:  
1. Warfighter  
2. Customer  
3. Taxpayer

1. Form the Team

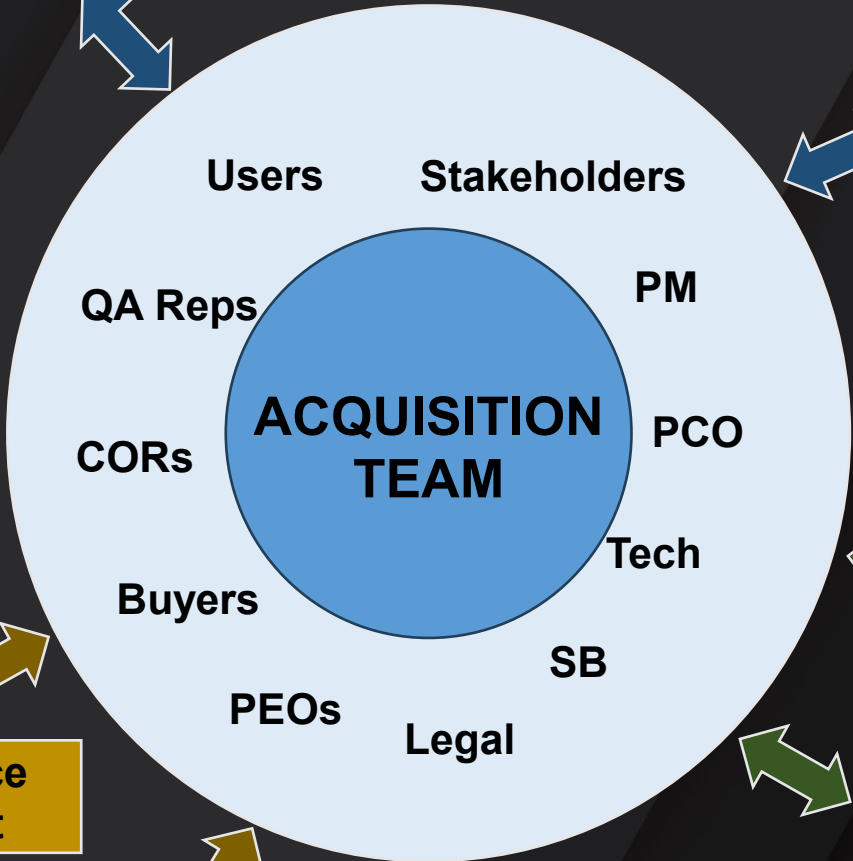
## PLAN

2. Review Current Strategy

3. Market Research

4. Requirements Definition

5. Acquisition Strategy



7. Performance Management

6. Execute Strategy

## EXECUTE

## DEVELOP

# 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:**

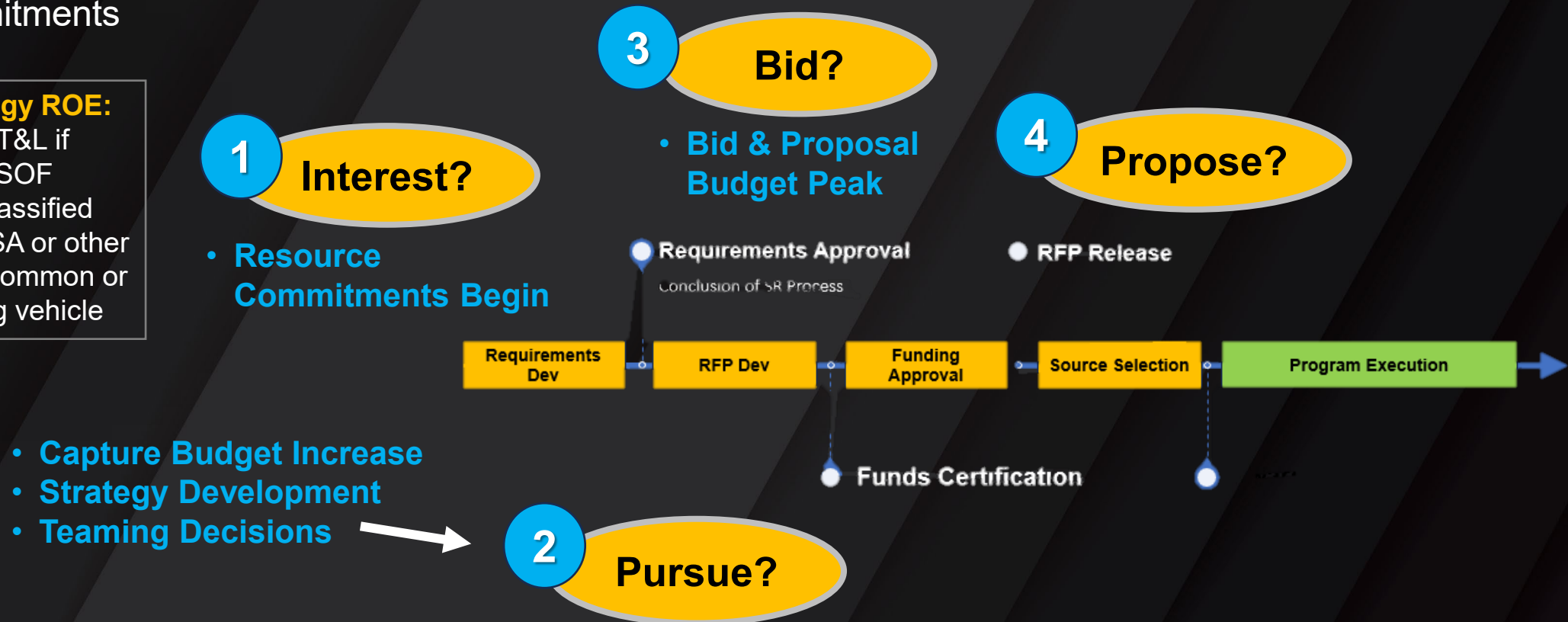
- **Experience and access to manpower pools that have the required security clearance and expertise**
- **Successful Workforce Management Methods** that ensure continuity and fast issue resolution
- **Efficient, innovative solutions with accommodations for flexibility and technical growth**
- **International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

# USSOCOM PROCUREMENT ACTION LEAD TIME (PALT)

- **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

## Acquisition Strategy ROE:

- Retain in SOF AT&L if more than 51% SOF unique and/or classified
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**Total Timeline for New SOF Contracts > \$25M Requires a Minimum of 155 Days**

# 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

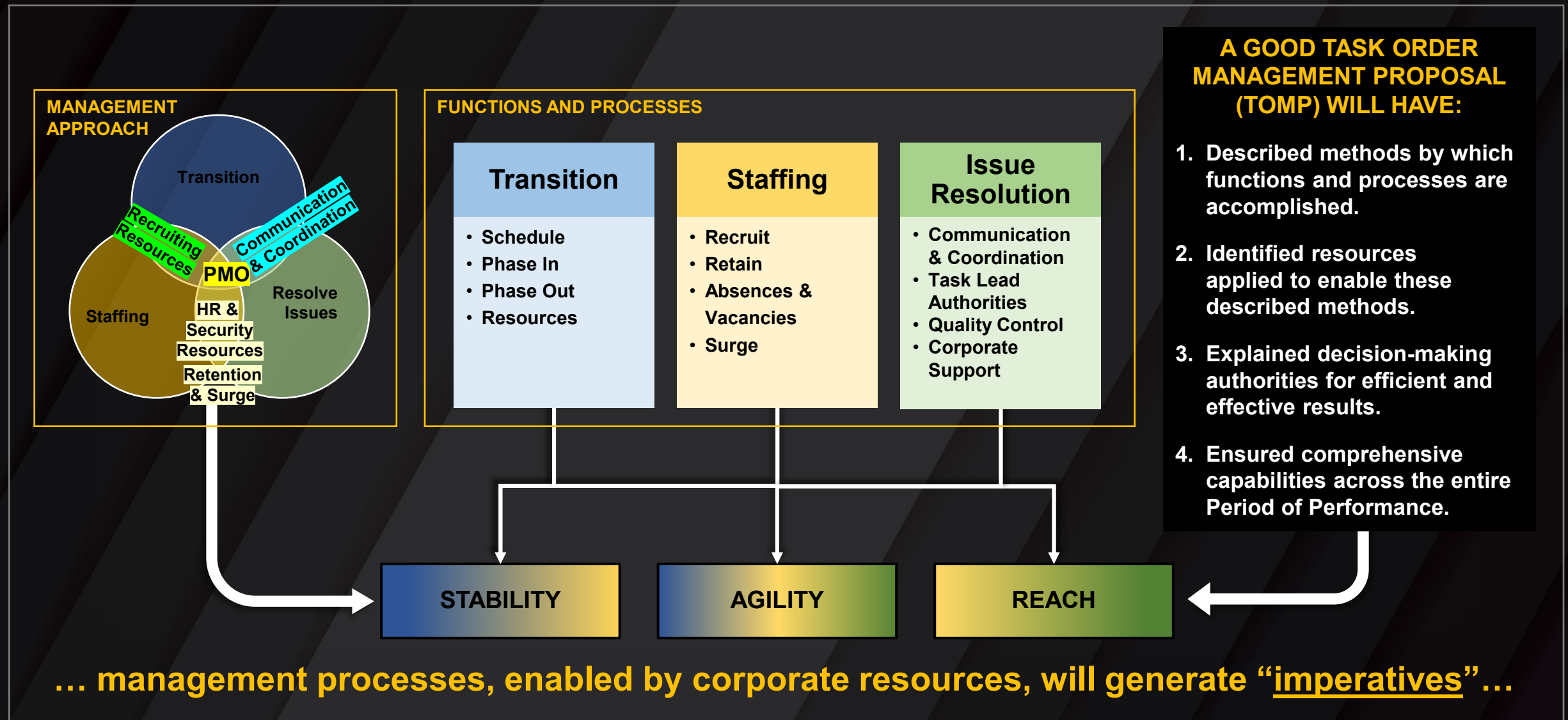
### PROCESS

- 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**

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

# EFFECTIVE SERVICES MANAGEMENT CONSIDERATIONS



# PEO SERVICES ENTERPRISE CONTRACTS

## Providing Rapid Acquisition of Services to the SOF Enterprise

### ORGANIC CONTRACTS

- Preservation of the Force and Family (POTFF)
- Warrior Care Global Support (WCGS)
- Military Free Fall
- SOF Core Support (SCS)
- Joint Special Ops University (JSOU)
- Johns Hopkins University (JHU APL)
- SOF Enterprise Professional Services (SEPS) (OCI)

### EXTERNAL CONTRACT SUPPORT

- General Services Admin (GSA)
  - SOFM and AT&L Financial Improvement and Audit Readiness (FIAR)
  - SOF AT&L Support Services
  - J3 Support – J39/JMWC (5 Contracts)
  - J6 Support – SITEC 3 (5 Contracts)
- Components / TSOCs
- J-Directorates
- Special Staff

**For more information, please consider attending the PEO Services Deep Dive Briefing:  
20 May, 3:45-4:45, JW Marriott - Tampa Bay Ballroom**

# SERVICES ACQUISITION ITEMS OF INTEREST

- **USSOCOM Enterprise Wide Training and Exercise Program III**
  - Current PoP ending 31 MAY 2026; will exercise extension to existing TOs
  - Follow on acquisition under S-TRIG, JSTRS
- **SOF Core Support Follow-On, SOF Global Services Delivery**
  - Final RFP posted 31 MAR 2026
- **Preservation of the Force and Family (POTFF) II**
  - Current PoP ending 6 FEB 2027
  - Conducting market research, developing acquisition strategy
  - POTFF refining requirement in preparation for contract recompetes (POTFF III)
- **Counter Unmanned Aerial System (C-UAS)**
  - Bridge contract in place; current POP ends 25 SEP 2026

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# SERVICES ACQUISITION ITEMS OF INTEREST

- **FUSION (New requirement for J39 work) - moved to GSA**
  - Final RFP/TOR posted in APR 2026
- **Digital Talent (data scientists / stewards) - moved to GSA**
  - Due diligence and Market Research on-going
  - Current POP ends in AUG 2026
- **Enterprise Knowledge Management (EKM) - moved to GSA**
  - Due diligence started / market research to follow
  - Current PoP ending 30 SEP 2026
- **Task Order Recompete and Forecast**
  - Working to improve forecast methodology; FY25 was a year of changes;
  - Leverage the OSBP for latest info and access to forecast information

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# DOING BUSINESS WITH SOCOM

## Office of Small Business Programs (Will engage with companies of any size!)

First stop for questions, concerns, or assistance

POCs: Ashley Farrier and Paul Ward

Ashley.Farrier@socom.mil

Paul.Ward@socom.mil

osbp@socom.mil

813.826.9475

## Engage SOF (eSOF) on Vulcan

Pathway to present SOF relevant capabilities to USSOCOM

POC: Kimberly Carberry

Kimberly.r.Carberry.civ@socom.mil

eSOF@socom.mil

<https://www.engageSOF.com>

<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>

