



SPECIAL OPERATIONS TECHNICAL INDUSTRIAL LIAISON OFFICER

DOING BUSINESS WITH USSOCOM

USSOCOM Chemical, Biological, Radiological Conference & Exhibition

05 December 2005

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Technical Industrial
Liaison Representative**



OVERVIEW

- **SOCOM Acquisition Authority**
- **Identifying SOCOM Business Opportunities**
- **TILO Process**



USSOCOM ACQUISITION MISSION



Provide Rapid and Focused Technology, Acquisition and Logistics Support to SOF Warfighters



ACQUISITION AUTHORITY

COMMANDER USSOCOM's Authority

(10 USC Section 167)



- Develop and Acquire Special Operations-Peculiar Equipment
- Acquire Special Operations-peculiar Material, Supplies, and Services
- Head of Agency for Acquisition Authority
- Head of Contracting Activity



DEFINITION

SPECIAL OPERATIONS-PECULIAR

“Special Operations (SO)- Peculiar. Equipment, materiel, supplies, and services required for SO activities for which there is no Service-common requirement. These are limited to items and services initially designed for, or used by, SOF until adopted for Service-common use by other DOD Forces; modifications approved by the Commander in Chief, U.S. Special Operations Command (USCINCSOC) for application to standard items and services used by other DOD forces; and items and services approved by the USCINCSOC as critically urgent for the immediate accomplishment of an SO activity.”

Source: DODD 5100.3, “Support of the Headquarters of Combatant and Subordinate Joint Commands”, certified current as of March 24, 2004



WHO MANAGES SOF ACQUISITION PROGRAMS?

Program Management Structures

Milestone Decision Authority →	USSOCOM		MILDEP
	USSOCOM	MILDEP	MILDEP
Program Manager →			
% , by quantity, of MFP-11 Acq Programs →	52%	22%	26%

- **SOAE is initial MDA for all programs.** Program structure is approved at or before Milestone B.
- Policy and procedures vary by structure:
 - For **USSOCOM MDA-USSOCOM PM programs**, D70-1 & SOAL SOP apply. Exceptions are noted in Acquisition Decision Memoranda (ADMs).
 - For **USSOCOM MDA-MILDEP PM programs**, responsibilities and exceptions to SOCOM procedures are defined in Program Specific MOAs
 - For **MILDEP MDA programs**, USSOCOM policy and procedures normally do not apply



USSOCOM ACQUISITION PRINCIPLES

- Deliver Capability To The User Expeditiously
 - Exploit Proven Techniques And Methods
 - Keep Warfighters Involved Throughout The Process
 - Take Risk And Manage It!



IDENTIFYING SOCOM BUSINESS OPPORTUNITIES

- **Prime Contract Opportunities**
- **Subcontracting Opportunities**
- **Future Technology Interest**
- **Teaming**
- **Comparative Testing Program**



PRIME CONTRACT OPPORTUNITIES

- **Long Range Acquisition Plan**
- **APBI PEO Briefings**
- **APBI PEO Side Bars**
- **Primary Office of Responsibility Solicitations**

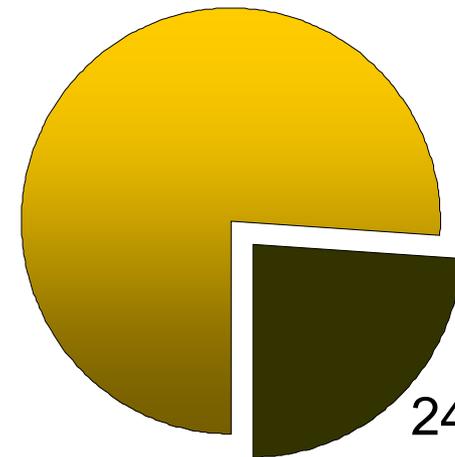


SUBCONTRACTING OPPORTUNITIES

- **LRAP**
- **APBI**
 - **PEO Briefings**
 - **Side Bars**
 - **APBI Exhibits**
- **FedBizOps**

2005 LRAP Programs

76%
Contractor
Identified



24%
Contractor
TBD



FUTURE TECHNOLOGY INTEREST

- APBI Key Note Address
- APBI Director of Technology Briefing
- Technology Execution Plan
- SOAL-T APBI Exhibit





TEAMING

- **Integrate Products w/ Existing Systems**
- **Communication Early to Reduce Cost/Risk**
- **Increase Sponsor Probability**
- **Promote Total System Responsibility**



COMPARATIVE TESTING PROGRAM

- Consists of:
 - Foreign Comparative Testing (FCT) Program - to test and evaluate world class, foreign, non-developmental equipment that demonstrate potential to satisfy DOD requirements.
 - Defense Acquisition Challenge (DAC) Program – to evaluate new technologies/enhancements to improve operational capability, sustainability and manufacturability, reduce costs or expedite fielding of ongoing acquisition programs – emphasis on small domestic industry.
- Both programs are:
 - Congressionally mandated
 - Managed by OSD, AT&L administered by Services/SOCOM
 - Competitive
 - Source of non MFP-11 RDT&E funds for test/evaluation
 - “Test to procure”
 - A method to expedite fielding
- To submit a proposal:
 - Information can be found at <https://cto.acqcenter.com>
 - USSOCOM POC is MAJ Glenn (813) 828-9422 or glenne@socom.mil



INFORMATION SOURCES

- **FEDBIZOPS**
- **Solicitations from USSOCOM and our industry partners**
- **Technology Broad Area Announcements (BAAs) from USSOCOM and our partners**
- **Small Business Innovation Research BAAs**
- **Defense Challenge Program BAAs**
- **SOCOM Advanced Planning Briefing to Industry (APBI)**
- **Long Range Acquisition Plan (LRAP)**
- **Technology Execution Plan**



APBI

SOF Week/Advance Planning Briefing to Industry

June 19-23, 2006

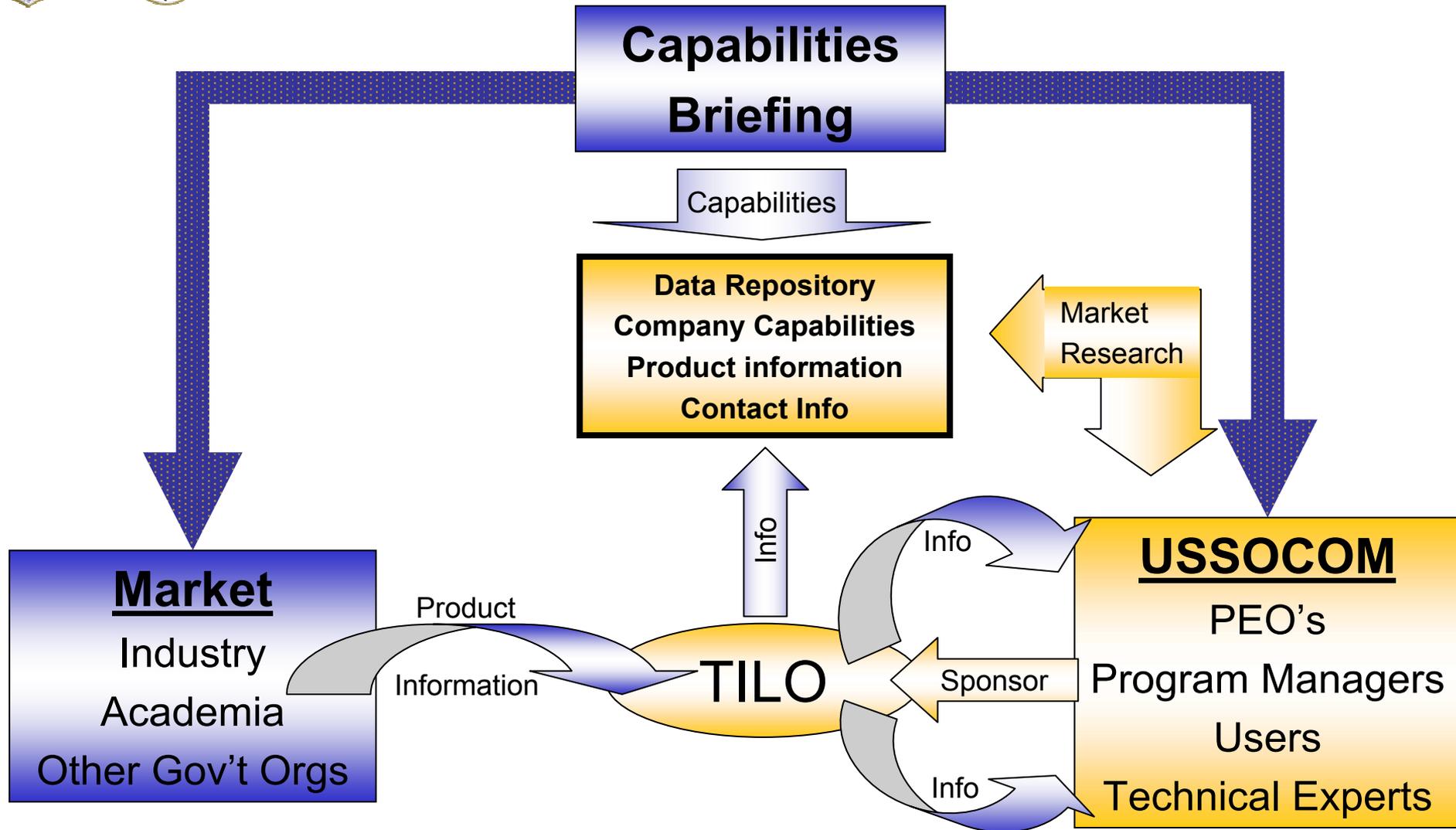
For Exhibitor and Registration

Information go to:

www.meetingmattersplus.com



TILO PROCESS





TILO PROCESS

- **Contractor Submits:**
 - **White Paper**
 - **Briefing**
 - **Company Information**
- **TILO Staffs Information To USSOCOM**
- **Identify USSOCOM Sponsor**
- **Schedule Briefing With Sponsor**
- **Announce Briefing To Command**



INFORMATION REQUIRED

- **Firm/Address/Phone**
- **Product/Service Description**
- **Proposed Dates**
- **Classified??**
- **Audio/Visual Support Needed**
- **Target Audience?***



HOW TO CONTACT

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