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# SPECIAL OPERATIONS FORCES ACQUISITION, TECHNOLOGY, & LOGISTICS

TRUSTED EXPERTS

**SOFWERX**

**VINCE SEIFERD**

STRATEGIC ENGAGEMENT LEAD, SCIENCE & TECHNOLOGY

**LESLIE BABICH**

DIRECTOR, SOFWERX



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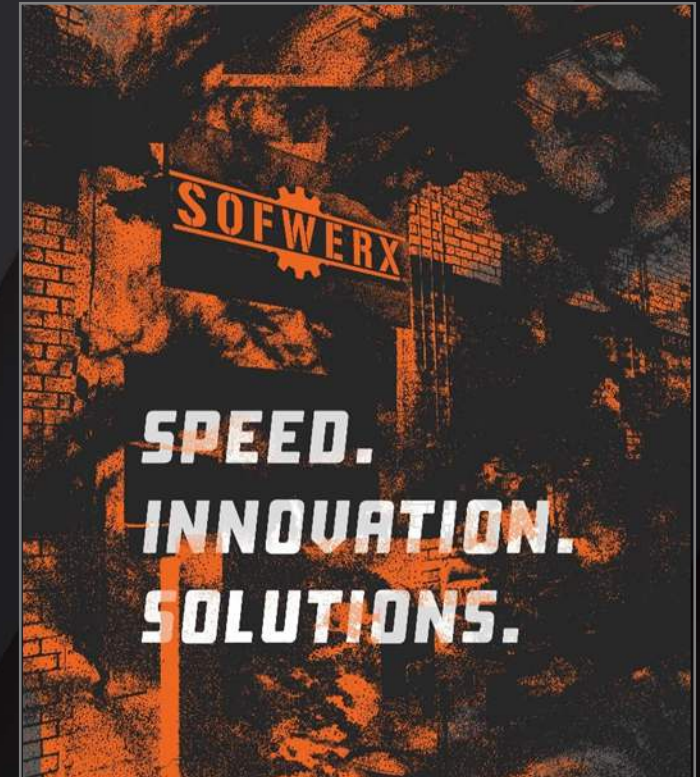
# SOFWERX

## PARTNERSHIP OVERVIEW

In September 2015, USSOCOM and DEFENSEWERX established a Partnership Intermediary Agreement (PIA) under USC Title 15. The PIA is administered by USSOCOM/SOF AT&L Acquisition Resources Directorate.

## CHARTER

Create and maintain a platform to accelerate delivery of innovative capabilities to USSOCOM and facilitate capability refinement via exploration, experimentation, and assessment of promising tech.



DEFENSEWERX

Challenges are opportunities



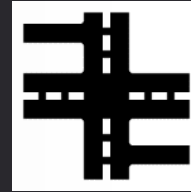
SOFWERX

# SOFWERX VALUE TO GOVERNMENT & NON-TRADITIONAL INDUSTRY

## SOCOM ENTERPRISE

- Lightning-fast contract award
- SOFWERX PMs manage daily vendor tasks
- SOFWERX conducts all the Market Research
- Non-traditional vendors
- Flexible spending
- Modest pass through
- Flexible “desirements” generation/evolution

## ADVANTAGES



## INDUSTRY

- Ybor location = No MacDill Visit Request
- Commercial Internet for demonstrations and presentations
- Commercial Agreements
  - Mitigate complex accounting requirements and burdensome acquisition process
  - Payments are SOFWERX to vendor
  - Minimize and simplify lengthy contracting process
  - Mitigate Government-specific terms and conditions
- SOFWERX has no interest in Intellectual Property or product manufacturing
- “Purposeful Collisions”

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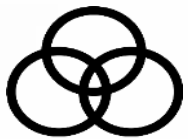
## SOFWERX PATHWAYS

### SOF AT&L IS INTERESTED IN LEVERAGING EVERY UNIQUE APPROACH TO SOF CHALLENGES

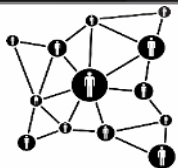
- Create a partnership pathway for Non-Traditional, Small Business
- Remove Government-Specific Requirements; Reduce Cost and Complexity; Accelerate speed to award
- Address Cooperative Intellectual Property Concerns

### SOFWERX HAS OPERATIONALIZED THE CHARTER INTO THREE LINES OF EFFORT:

- **Discover:** The SOFWERX ecosystem allows USSOCOM to explore diverse approaches to extend the SOF competitive advantage
- **Engage:** SOFWERX collaborative events create deliberate collisions between USSOCOM and external innovation partners
- **Accelerate:** SOFWERX commercial agreements enable increased velocity and volume of technology delivery to SOF to ensure supremacy



Problem Curation  
& Acquisition  
Strategy



Ecosystem  
Trove



Capability  
Collaboration for  
Technologies &  
Solutions



Capability  
Assessments



Prize Challenges  
Hack-a-Thons



Rapid  
Prototyping



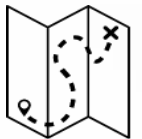
Tech Sprints &  
Experimentation



Combat  
Evaluations



Collaborative  
Project Orders



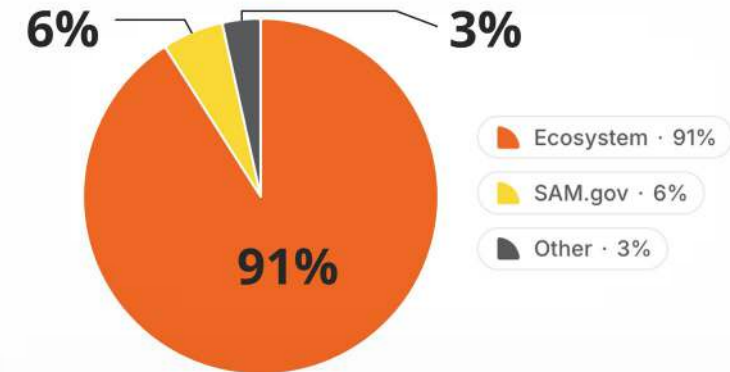
Transition  
Pathway

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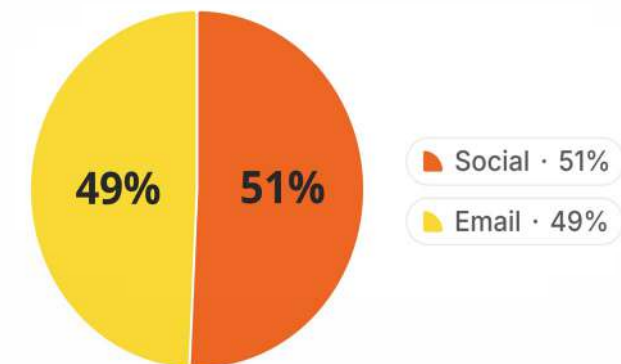
## DISCOVER

- **SOFWERX is a neutral, non-profit partner that facilitates and executes technology discovery to solve USSOCOM Warfighter challenges**
- **The robust SOFWERX ecosystem, with 101K members, includes: USSOCOM, Interagency Partners, Academia, Interns, National Laboratories, and Non-Traditionals**
- **SOFWERX conducts outreach and market research to discover, attract and explore innovative capabilities and previously inaccessible technological approaches to extend the SOF competitive advantage**

### ORIGINATION



### ECOSYSTEM



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## ENGAGE

### SOFWERX EVENTS

SOFWERX has facilitated over 389 events, enabling deliberate collisions between USSOCOM and external innovation partners, resulting in 647 operator-focused projects.

### TECH TUESDAY

In May 2020, SOFWERX launched Tech Tuesday, a forum for innovators to present transformational technologies to USSOCOM and other Government partners.

- 1,233 Government personnel in the ecosystem
- 2,321 technologies submitted
- 1133 presented to users and tech stakeholders

**144**

Collaboration  
Events

**106**

Assessment  
Events

**30**

Tech Talks

**25**

Prize  
Challenges

**8**

Rapid  
Prototyping

**8**

Hackathons

**8**

Tech Sprints

**7**

Feasibility  
Study

**2**

Combat  
Evaluations

# SMALL BUSINESS / INDUSTRY ENGAGEMENT

## Events

- SOFWERX / OSBP Small Business Boot Camps
- SOFWERX / OSBP Networking Events
- SOF Week / Tech Scouting / Industry Conferences
- Engagement with the Investor Community
- Engagement with Partner Nation Ecosystems



## Small Business Boot Camp 6

24-26 March 2026

### Event Outcomes

SOFWERX, in coordination with the United States Special Operations Command (USSOCOM) Office of Small Business Programs (OSBP), provided a forum for Small Businesses with technologies that support National Security interests and/or the USSOCOM technology interest areas to learn more about doing business with USSOCOM. Additionally, the event provided an opportunity for Small Business engagement with government stakeholders, investors, and prime contractors in the form of "Speed Dating."

- SOFWERX hosted 176 in-person industry participants on Day 1, 163 participants on Day 2, and 161 participants on Day 3
- SOFWERX hosted 20 government attendees, 29 speakers, 7 Prime Contractors, and 16 investors
- 76 participants attended virtually
- Small Business representatives learned from speakers and panelists about the many ways they can engage with USSOCOM
- On Day 3, Small Businesses were matched with Government Stakeholders, Investors, and Prime Contractors with similar interests, which resulted in 1285 "Speed Dating" meetings



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# UPCOMING EVENTS

<b>9-11 June</b>	<b>United States Army Special Operations Command (USASOC) &amp; PEO-Special Operations Forces Support Activity (SOFSa): Mobile Hydrogen Production and Storage Solution Assessment Event</b>
<b>24 June (T)</b>	<b>PEO-SOF Warrior: Distributed Micro Sensors Collaboration Event</b>
<b>15-16 July (T)</b>	<b>United States Army Special Operations Command (USASOC): 4th Psychological Operations Group Collaboration Event</b>
<b>15 July (T)</b>	<b>Joint Acquisition Task Force (JATF): Autonomous Warfare Proving Ground Collaboration Event</b>
<b>21-23 July (T)</b>	<b>PEO-SOF Digital Applications (SDA): Unmanned Systems Autonomy and Interoperability (UxSAI) Synthetic Data Modeler Assessment Event</b>
<b>28-30 July (T)</b>	<b>USSOCOM Directorate of Intelligence: Integrated Survey Program Autonomous Solutions Assessment Event</b>

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## ACCELERATE

### SWX has contracted \$503M through 1824 Purchase Orders & Commercial Agreements

- Typical timeline for each challenge conducted through SOFWERX is 60-90 days from kick-off to event execution
- Average time to execute commercial agreements is less than 30 days
- SOFWERX has conducted 647 projects to further advance technologies for the Warfighter

### Small Business Innovation Research (SBIR) Pilot Program (FY22 NDAA Sec 852)

- SBIR/S&T Funds Executed since FY20: \$91.8M
- SBIR/S&T Funds Executed in FY24: \$24.3M
- SBIR Contracts Awarded: 33 (20 x PI, 13 x PII)
  - 14 of these awards supported DoW partners such as OUSW R&E, AFRL, Army TAPO & SDA
- For FY24, 46% of PI/PhII transitioned to a Phase 3

### FY24 PIA Pilot Program Proposal Metrics

Metric	FY19 Non-Pilot Program	FY24 Pilot Program	Impact
Average Offers Per Topic	19 Offers	34 Offers	1.5x Increase
Phase I Contract Time	102 Days	36 Days	3x Faster
Phase II Contract Time	105 Days	28 Days	4x Faster
Phase I to Prototype Delivery (End of Phase II)	41 Months	24 Months	2x Faster

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## IMPACTS

### TRANSITIONS (91)

A project is considered a transition when USSOCOM awards a new contractual vehicle to provide a new, improved, or continuing material, weapon, information system or service capability in response to an approved need or transitions to a Program of Record (PoR).

### CONSIGNMENTS (171)

Successful projects that are adopted, however the end item cost does not warrant moving to a program of record and the stakeholders purchase locally.

### VALIDATIONS (442)

Born of our ideation sessions, we validate ideas and concepts as well as define the coalition of the willing, the acquisition strategy and implementation plan.

### KNOWLEDGE TRANSFERS (1142)

Any new, novel or provocative idea, technique or technology SOFWERX is able to share with USSOCOM.



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# STEM IN ACTION

## COLLEGE INTERN PROGRAM

- Academic/Collegiate Intern Program support is provided through the University of South Florida (USF)
- For FY24/25, 45 academic interns from 9 different schools supported SOFWERX efforts
- Each intern works up to 20 hrs/week during the fall/spring semester and up to 29 hrs/week during the summer semester on approved projects



## ELEMENTARY/MIDDLE/HIGH SCHOOL ENGAGEMENT

- Support clubs or kickstart new STEM initiatives
- Provide education and mentorship to explore career pathways
- Create customized activities to demonstrate and showcase innovation processes

## STEM EVENTS

- SOFWERX, not only serves a vital role in advancing technology for Special Operations Forces (SOF) but also actively engages with school-age students to ignite their passion for STEM and has executed 143 STEM engagements



# ADVANCED MANUFACTURING CAPABILITIES

## PERSONNEL

- Manufacturing Engineering Manager
- Staff Engineer and/or Senior Electrical Engineer

## SOFTWARE

- SolidWorks - CAD
- Fusion 360 - CAM
- Ansys Fluent - Computational Fluid Dynamics / Simulations
- MATLAB - Mathematical Computations

## EQUIPMENT

- Computer Numerical Control (CNC) – Mill, Lathe,
- Plasma/Laser Cutter
- Manual – Mill, Lathe, Hydraulic Press Brake,
- Hydraulic Ironworker, Sheet Roller, Sewing Machine
- Welding - All facets, including but not limited to MIG, TIG, Stick, Steel/Aluminum
- 3D Printing - Resin based, Plastic Filament based,
- Plastic Filament with Carbon Fiber Inlay



# GETTING INVOLVED WITH SOFWERX

## JOIN THE ECOSYSTEM

- <https://sofwerx.org/ecosystem>

## PARTICIPATE IN EVENTS AS SMES

- <https://events.sofwerx.org/>

## INNOVATORS

- Submit technologies to events <https://events.sofwerx.org/>
- Submit technologies to Tech Tuesday <https://sofwerx.org/tech-tuesday>

## USSOCOM

- Dial in and listen to Tech Tuesday pitches <https://sofwerx.org/tech-tuesday>
- Nominate technology focus areas for Tech Tuesday <https://sofwerx.org/tech-nomination>
- Submit a Foundry Request <https://sofwerx.org/foundry-request>
- Bring SOFWERX a Warfighter challenge <https://sofwerx.org/event-request>



# QUESTIONS?

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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>

