



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

Glen Cullen

PROGRAM MANAGER, ACQUISITION AGILITY

Leslie Babich

DIRECTOR, SOFWERX

SPECIAL OPERATIONS FORCES ACQUISITION, TECHNOLOGY, & LOGISTICS



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.



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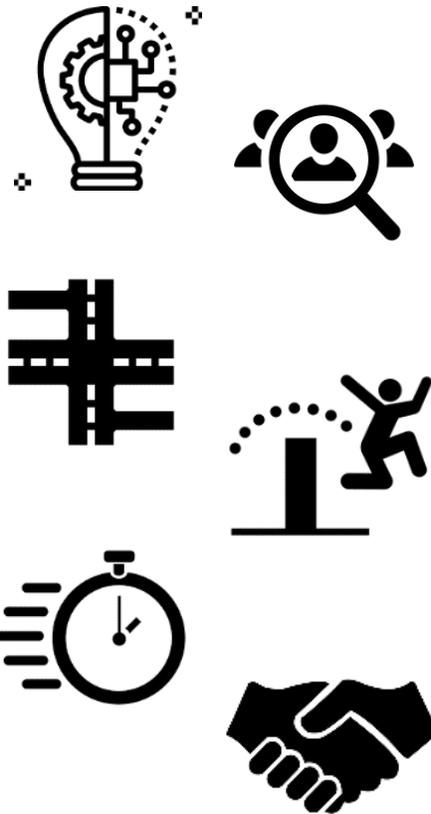


SOFWERX VALUE TO GOVERNMENT & NON-TRADITIONAL INDUSTRY

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”

PEOPLE | WIN | TRANSFORM

SOFWERX PATHWAYS

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

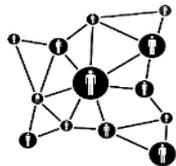
- Create a partnership pathway for Non-Traditional, Small Business
- Remove Government-Specific Requirements; Reduce Cost and Complexity; Accelerate speed to award
- Address Cooperative Intellectual Property Concerns

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



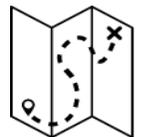
Tech Sprints &
Experimentation



Combat
Evaluations



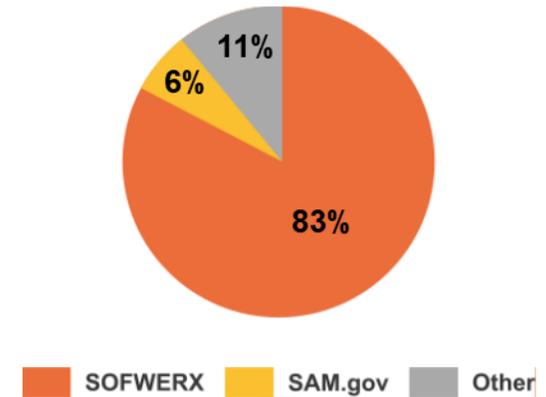
Collaborative
Project Orders



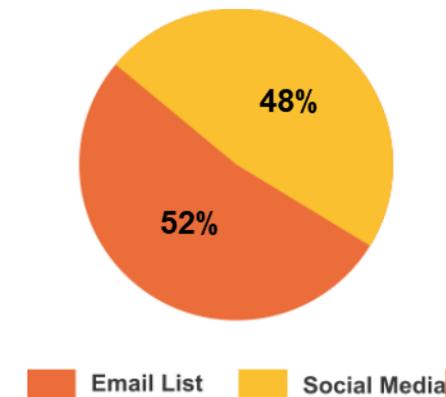
Transition
Pathway

- **SOFWERX is a neutral, non-profit partner that facilitates and executes technology discovery to solve USSOCOM Warfighter challenges**
- **The robust SOFWERX ecosystem, with 90K 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



SOFWERX EVENTS

SOFWERX has facilitated over 362 events, enabling deliberate collisions between USSOCOM and external innovation partners, resulting in 547 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.

- 1,068 Government personnel in the ecosystem
- 1,704 technologies submitted
- 870 presented to users and tech stakeholders

133

Collaboration
Events

93

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 5

11-13 March 2025

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 152 in-person industry participants on Day 1, 107 participants on Day 2, and 113 participants on Day 3
- SOFWERX hosted 35 Government attendees, 31 speakers, 9 Prime Contractors, and 2 investors
- 256 participants signed up to attend 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 1,094 "Speed Dating" meetings



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UPCOMING EVENTS

UNCLASSIFIED

5-8 May	SOF Week
21 May	Science & Technology (S&T) STTR 25.D Release 7 – Submissions Close
27-29 May	PEO-FW Adaptive Airborne Enterprise (A2E) Assessment Event
10 June	PEO-M Next Gen Maritime Optical Systems Collaboration Event
16-18 June	Gliding Offensive Lightweight Unmanned Munition (GOLUM) Assessment Event
09-11 July	PEO-TIS Drone in a Box (DIB) Assessment Event
TBD	Science & Technology (S&T) SBIR 25.4 Release 8?
TBD	Science & Technology (S&T) Futures Innovation Foundry 17 (IF17) Event

UNCLASSIFIED

ACCELERATE

SOFWERX HAS CONDUCTED 538 PROJECTS TO FURTHER ADVANCE TECHNOLOGIES FOR THE WARFIGHTER

- 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

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 DoD partners such as OUSD R&E, AFRL, Army TAPO & SDA
- For FY24, 46% of PI/PII 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

UNCLASSIFIED

TRANSITIONS (75)

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 (150)

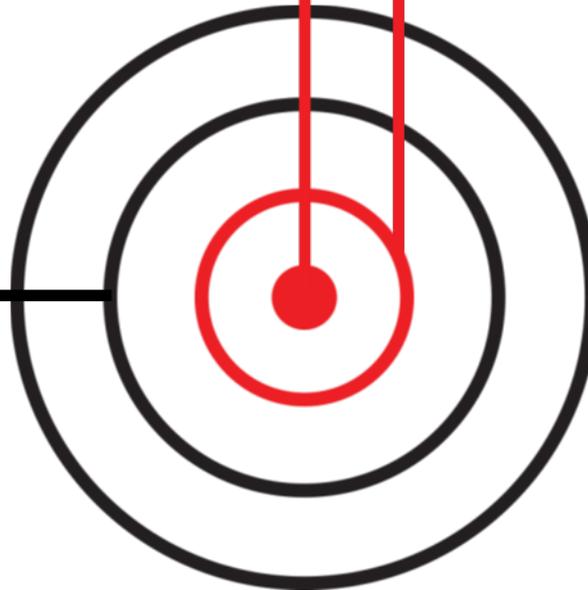
Successful projects that are adopted, however the end item cost does not warrant moving to a program of record and the stakeholders purchase locally.

VALIDATIONS (377)

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 (953)

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



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COLLEGE INTERN PROGRAM

- Academic/Collegiate Intern Program support is provided through the University of South Florida (USF)
- For FY23/24, 32 academic interns from 8 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



ADVANCED MANUFACTURING CAPABILITIES

PERSONNEL

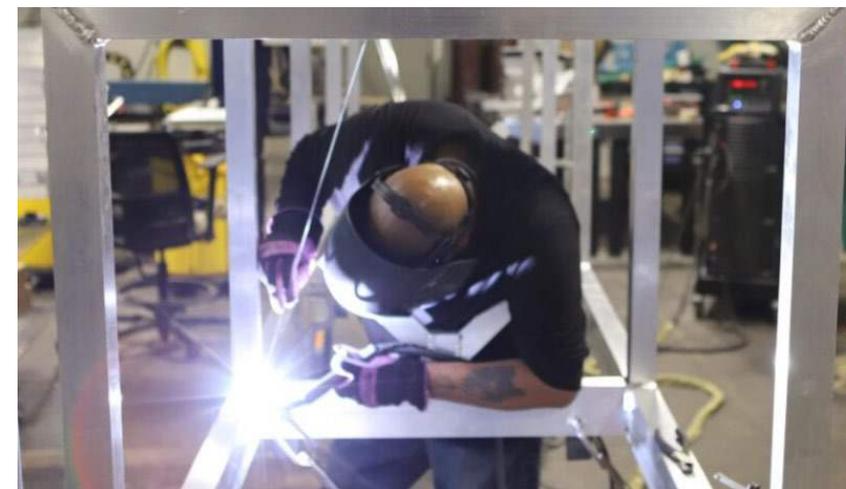
- Manufacturing Engineering Manager
- Staff Engineer and/or Senior Electrical Engineer

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

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
kimberly.r.carberry.civ@socom.mil
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>

