

SOFWERX



Date: 22 June 2023
Presented By: Leslie Babich, Director

Under a Title 15 Partnership Intermediary Agreement (PIA):



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Doolittle • ERDC • HS • MGM
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“Big Tent” philosophy which includes:

- USSOCOM
- Interagency Partners
- Industry Partners
- FFRDC's/Labs
- Academics/Interns
- Hackers/Makers

CHARTER

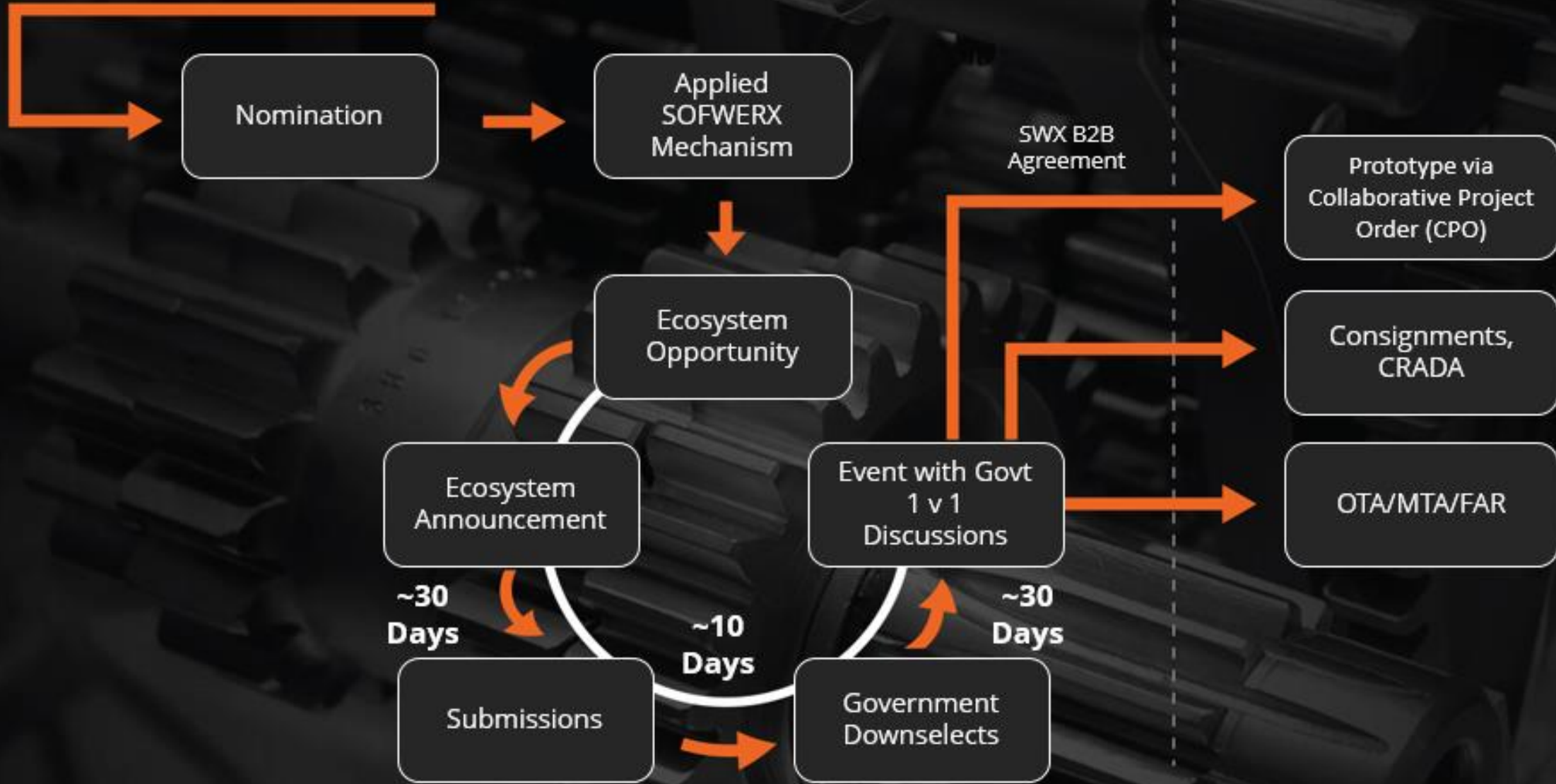


A platform designed and operated to help solve challenging Warfighter problems through increased collaboration, exploration and agile processes.

- I. Create and maintain a platform to accelerate delivery of innovative capabilities to USSOCOM
- II. Facilitate capability refinement through exploration, experimentation and assessment of promising technology



How it WERX



Events

- **11-13 Jul:** S&T Innovation Foundry 13 (IF13) Event
- **26 Jul:** Program Executive Office – Tactical Information Systems (PEO-TIS): Point of Origin Identification Collaboration Event
- **26-27 Jul:** J59 SOF Space 2040 Event
- **15-16 Aug:** Venture Capital Vendor Discovery Tool Collaboration Event (Pt 2)
- **29-31 Aug (T):** Program Executive Office – SOF Warrior (PEO-SW) Lightweight Body Armor Assessment Event
- **TBD:** Program Executive Office – Tactical Information Systems (PEO-TIS): Broadcast Dissemination Platform Light (BDP-L)

Tech Tuesday

- SOFWERX Tech Tuesday Team invites Innovators to submit their game-changing technologies for an opportunity to highlight their capabilities to government stakeholders from USSOCOM, as well as other Government Agencies and Services

Small Business Innovation Research (SBIR)

- Legislative Proposal approved in FY20 NDAA
 - Authorized \$2M (10%) SOCOM SBIR funds awarded thru SOFWERX PIA
- \$54M contracted to date (\$10M SBIR funds+\$44M additional S&T funds)
 - 35 SBIR Phase I Contracts (31 completed to date)
 - 33 SBIR Phase II Contracts (13 completed to date)
- Legislative Pilot program extended/expanded in FY22 NDAA
 - \$2.7-\$3M SOCOM SBIR funds/yr
 - Up to \$20M non-SOCOM SBIR funds/yr

Metrics	Historical SOCOM Actuals	FY20 Pilot Averages	FY20 Improvement	FY21 Pilot Averages	FY21 Improvement	FY22 Pilot Averages	FY22 Improvement	Overall Averages	Impact
Proposals Received	19	39	205%	45	237%	36	189%	210%	2x Increase
Phase I Proposal to Award	102 Days	22	78%	33.25	68%	27.22	73%	73%	Awarded 3.7x faster
Phase II Proposal to Award	105 Days	20	81%	34	68%	25.61	68%	72%	Awarded 3.5x faster
Phase I to Prototype Delivery	40.5 Months	14.5	64%	23.35	42%	22.8	56%	54%	Achieved 2x faster

Impact

- Since 2015, SOFWERX has facilitated 369 projects and contracted \$149.4M through 793 Purchase Orders and Business-to-Business (B2B) Agreements to advance technologies to the Warfighter

56 Transitions

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)

104 Consignments

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

286 Validations

Validation of ideas and concepts as well as defining the coalition of the willing, the acquisition strategy and implementation plan

678 Knowledge Transfers

Any new, novel or provocative idea, technique or technology we are able to share with USSCOM



Small Business/Industry Engagement

- **SOFWERX/SBIR PM Roadshows**
- **SOFWERX/OSBP Small Business Boot Camps**
 - Next one: 12-14 Sep 23 (tentative)
- **Tech Scouting/Outreach**
 - Huntsville Space Club/SOF Network: 20-21 Jun
 - DoD OSBP Small Business Training Week: 22 Jun
 - FL SBDC Success Summit: 2-3 Aug



Small Business Boot Camp

24-25 August 2022

Event Outcomes

SOFWERX, in coordination with the 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.

Presentations included: SOCOM 101, Understanding Capability Statements, How to Write a Successful Proposal, Government Contracting, How to Deliver a Pitch, Intellectual Property Law, Inventor Pitfalls, Facility Clearance, Cybersecurity Maturity Model Certification, Collaborative Werx Facility, Small Business Innovation Research (SBIR)/ Small Business Technology Transfer (STTR), Engage SOF, Vulcan-SOF, DEFENSEWERX/ SOFWERX, FL Small Business Development Center (SBDC), Tampa Bay Wave Accelerator, Small Business Association (SBA) Loans, and three Small Business Success Stories.

- During this two-day event, 220 small business and 5 academic participants listened to 20 speakers who briefed on resources and programs aimed to help them do business with USSOCOM
- This event was held in-person at SOFWERX with a virtual option for participants
- For anyone looking for more information or resources from the event, please visit:

events.sofwerx.org/bootcamp

Intern & STEM Programs

- **SOFWERX Intern Program**

- Academic/Collegiate Intern support is provided through USF
- For FY21/22, 43 academic interns from 14 different schools supported SOFWERX efforts
- Each intern works up to 20 hrs/week during the fall/spring semester and up to 30 hrs/week during the summer semester on approved projects.



- **Elementary/Middle/High STEM Engagements**

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



Why SOFWERX?

Easy to access, reduced barriers to entry

Neutral facilitation and ideation

Flexible, non-FAR business methodologies and processes

82% of submissions come from our non-traditional ecosystem



Refine / Inform Requirements

Fail Fast / Cost & Risk Avoidance

Flexibility through additional contracting mechanisms

Quick Wins for the Warfighter

Get Involved with SOFWERX

- **Join the Ecosystem:** sofwerx.org
- **Participate in events as SMEs:** events.sofwerx.org
- **Innovators:**
 - Submit technologies to events: events.sofwerx.org
 - Submit technologies to Tech Tuesday: sofwerx.org/techtuesday
- **USSOCOM:**
 - Nominate technology focus areas for Tech Tuesday: sofwerx.org/techtuesday
 - Submit a Foundry Request: sofwerx.org/foundry
 - Bring SOFWERX a Warfighter Challenge: sofwerx.org/request