

SOFWERX



Date: 27 Mar 2024
Presented By: Leslie Babich, Director

Under a Title 15 Partnership Intermediary Agreement (PIA):



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CFIC • DI • EnergyWX • ERDCWX • FleetWX
HS • ICWX • LandWX • Nautilus • SWX

“Big Tent” philosophy which includes:

- USSOCOM
- Interagency Partners
- Industry Partners
- FFRDC's/Labs
- Academics/Interns
- Non-Traditionals

CHARTER



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

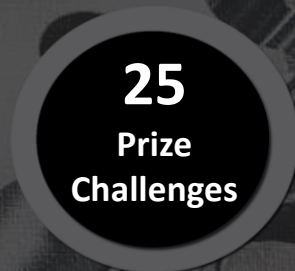
- I. Create and maintain a platform to accelerate delivery of innovative capabilities to USSOCOM
- II. Facilitate capability refinement thru exploration, experimentation and assessment of promising technology



Engagement

SOFWERX Events: Deliberate collisions between USSOCOM and external innovation partners

- Since 2015, SOFWERX has conducted 328 events to assess, validate, prototype and demonstrate new and novel technologies



- In May 2020, SOFWERX launched Tech Tuesday, a forum for innovators to present transformational technologies to USSOCOM and other Government partners
 - 970 Government personnel in ecosystem
 - 1,317 technologies submitted
 - 693 technologies presented to users and tech stakeholders

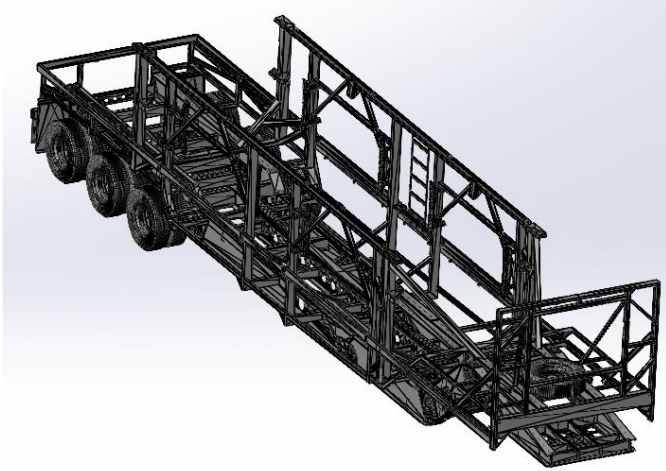
How it WERX



Events

- **26 Mar:** SOF AT&L S&T Directorate - Submissions due for USSOCOM SBIR 24.4 Release 4
- **26-28 Mar:** Small Business Boot Camp 4
- **2-4 Apr:** Naval Special Warfare - Performance Wearables Industry Demo Day
- **12-19 Apr:** USSOCOM Collider/Disrupter Event (winners announced at SOF Week)
- **17-19 Apr:** SOF AT&L Science & Technology (S&T) Futures Directorate - Innovation Foundry 15 (IF15) Event
- **23-25 Apr:** Program Executive Office – Fixed Wing (PEO-FW) - Air Launched Loiter Munitions Assessment Event
- **6-9 May:** SOF Week
- **10 May:** SOFWERX STEM Showcase 2024

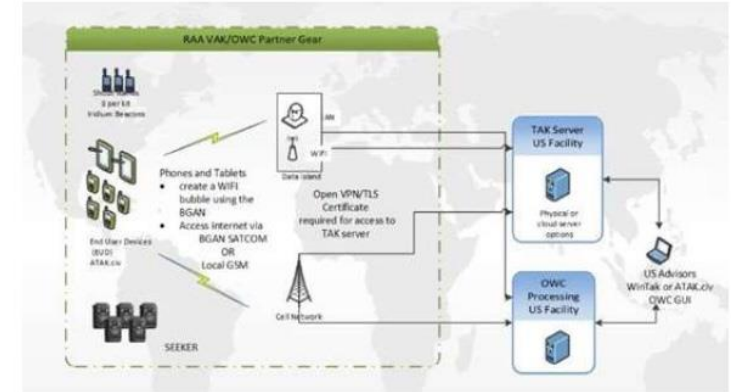
SOFWERX: Project Examples



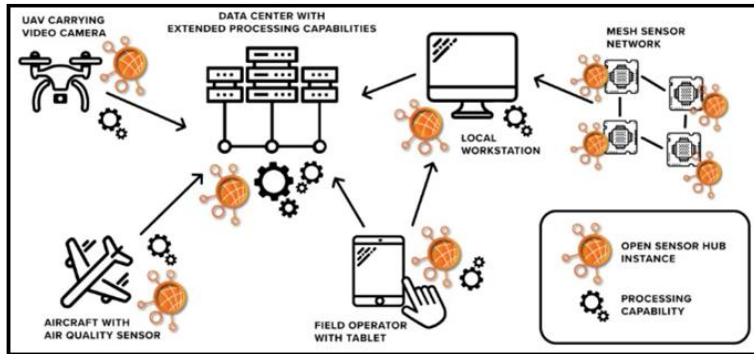
PEO-Maritime Transporter



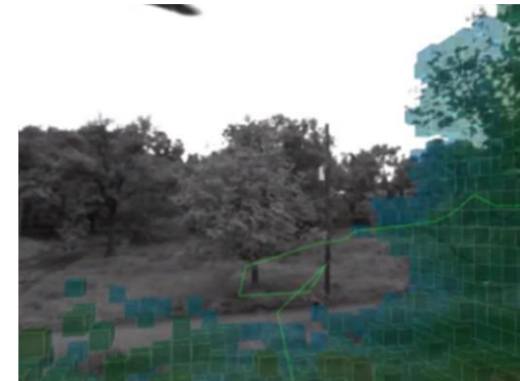
Ruggedized 3D Printer



Seeker SA Wearable with Cloud



Multi-Integrated Sensor Open Sensor Hub



Semi-Autonomous Drones & CWMD Sensors

Small Business Innovation Research (SBIR)

- Small Business Innovation Research (SBIR) Program (2019-2023)
 - Legislative Proposal (LP) approved in FY20 NDAA for pilot program
 - Authorized \$2M (10%) USSOCOM SBIR Phase I & Phase II funds/yr awarded thru SOFWERX PIA
 - Legislative Pilot Program expanded in FY22 NDAA
 - Authorized \$2.7-3M (10%) USSOCOM SBIR + up to \$20M non-USSOCOM SBIR funds/yr
 - \$67.2M contracted thru Nov 2023: \$34.7M SBIR funds + \$29.5M USSOCOM S&T
 - 50 SBIR Phase I Contracts (35 completed to date)
 - 37 SBIR Phase II Contracts (17 completed to date)
 - 46% Transition Rate for FY 2023 (Phase II to Phase III)
 - Awarded projects funded by DoD, DoN, Missile Defense Agency & Space Development Agency

Metrics	Historical SOCOM Actuals	FY20 Pilot Averages	FY21 Pilot Averages	FY22 Pilot Averages	FY23 Pilot Averages	FY23 Improvement	FY23 Impact	Overall Averages	Overall Improvement
Proposals Received (per topic)	19	39	45	36	82	332%	4x Increase	50.5	168%
Phase I Proposal to Award (days)	102	22	33.25	27.22	30	71%	3x faster	28.1	72%
Phase II Proposal to Award (days)	105	20	34	25.61	23	78%	4x faster	25.7	76%
Phase I to Prototype Delivery (months)	40.5	14.5	23.35	22.8	19	53%	2x faster	19.9	51%

Impact

- Since 2015, SOFWERX has facilitated 419 projects and contracted \$196.5M through 967 Purchase Orders and Business-to-Business (B2B) Agreements to advance technologies to the Warfighter

60 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)

121 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

323 Validations

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

785 Knowledge Transfers

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



Small Business/Industry Engagement

- **SOFWERX/OSBP Small Business Boot Camps**
 - Small Business Boot Camp 4: 26-28 Mar
- **Tech Scouting/Outreach**
 - Creative Defense in the Desert Conference: 23-24 Feb
 - Synapse: 28 Feb
 - DAU Sr Svc College Fellowship: 5 Mar
 - GNSI Panel: 7 Mar
 - SXSW: 8-12 Mar
 - SOF Week: 6-9 May



Small Business Boot Camp 3

12-14 September 2023

Event Outcomes

SOFWERX, in collaboration 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, Prime Contractors, and Investors in the form of "Speed Dating" and a SBIR Phase II Pitch Event.

- SOFWERX hosted 184 participants on Day 1, 149 participants on Day 2, and 82 participants on Day 3
- Of those in-person participants, 22 were Government Stakeholders, 207 were industry, 8 were Investors, 22 were Speakers, and 5 were SBIR Phase II Companies who pitched to Investors and Government Stakeholders
- 133 participants attended virtually on Day 1, 131 on Day 2, and 87 on Day 3
- On the first two days, Small Businesses were matched with Government Stakeholders, Investors, and Prime Contractors with similar interests, which resulted in 715 "Speed Dating" meetings

For more information, please visit:

events.sofwerx.org/sbbc3

Advanced Manufacturing Capabilities

- **Personnel**

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

- **Software**

- SolidWorks - CAD
- Fusion 360 - CAM
- Ansys Fluent - computational fluid dynamics / simulations
- MATLAB - mathematical computations

- **Equipment**

- Computer Numerical Control (CNC) - mill, lathe, plasma & laser cutters
- Manual - mill, lathe, hydraulic press brake, hydraulic ironworker, sheet roller, sewing machines
- 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



Intern & STEM Programs

- **SOFWERX Intern Program**

- Academic/Collegiate Intern support is provided through USF
- For FY22/23, 51 academic interns from 7 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



FIRST® Robotics Competition Kick Off

Why SOFWERX?

Easy to access, reduced barriers to entry

Neutral facilitation and ideation

Flexible, non-FAR business methodologies and processes

81% 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/tech-tuesday
- **USSOCOM:**
 - Nominate technology focus areas for Tech Tuesday: sofwerx.org/tech-nomination
 - Submit a Foundry Request: sofwerx.org/foundry-request
 - Bring SOFWERX a Warfighter Challenge: sofwerx.org/event-request