

SOFWERX



Date: 11 Jan 2023
Presented By: Leslie Babich, Director

Under a Title 15 Partnership Intermediary Agreement (PIA):



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Doolittle • ERDC • HS • MGM
NPS • CFIC • Nautilus • IC

“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



Engagement

SOFWERX Events: Deliberate collisions between USSOCOM and external innovation partners

- Since 2015, SOFWERX has conducted 264 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
 - 781 Government personnel in ecosystem
 - 986 technologies submitted
 - 475 presented to users and tech stakeholders

Events

- 10-12 Jan: PEO-M Battery Charger Assessment Event
- 18-20 Jan: J5 AIM Microsensors Assessment Event
- 30 Jan-2 Feb: S&T Innovation Foundry 12 – “Joint and Partner Communications in a Contested and Austere Environment”
- 7-9 Feb: PEO-M Fault-Tolerant Battery Technology Assessment Event
- 15-16 Feb: Small Business Boot Camp 2.0
- TBD: JSOU Geopolitical Mapping & Social Networking Assessment Event
- TBD: USASOC Integrated Air Defense System Replication Collaboration Event

Impact

- Since 2015, SWX has facilitated 337 projects and contracted \$88.3M through 717 Purchase Orders and Business to Business (B2B) Agreements to advance technologies to the Warfighter

51 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)

97 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

271 Validations

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

636 Knowledge Transfers

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



Small Business Innovation Research (SBIR)

- Legislative Proposal approved in FY20 NDAA
 - Authorized \$2M (10%) SOCOM SBIR funds awarded thru SOFWERX PIA
- \$45.6M contracted to date (\$10M SBIR funds + \$35.6M additional S&T funds)
 - 31 SBIR Phase I Contracts (23 completed to date)
 - 30 SBIR Phase II Contracts (7 completed to date)
 - 2 of the 7 completed Phase II Contracts have transitioned to a Phase III/follow on K
 - 1st ever STTR Phase III Contract (CPO 60) awarded 29 Sep 22
- 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

Small Business/Industry Engagement

- **SOFWERX/SBIR PM Roadshows**
 - 2-3 Feb 23: IN
- **Synapse Florida**
 - 14 Feb 23
- **SOFWERX/OSBP Small Business Boot Camps**
 - 15-16 Feb 23
- **SXSW**
 - 9-15 Mar 23
- **Tampa Bay Wave Accelerators**
 - 29 Mar 23: Cyber Cohort Pitch Night



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



STEM Highlights



Florida College Academy STEM Field Trip

08 March 2022

SOFWERX hosted middle school students from the Florida College Academy for a STEM Field Trip. This event was designed to increase the students' knowledge about how innovation, collaboration, and prototyping are utilized at SOFWERX. The students also gained an understanding about potential future career and internship opportunities.

Event Outcomes

- 40 middle school students participated in various hands-on activities facilitated by the SOFWERX team. Activities included creating paper circuits, drone demonstrations, and building paper gliders.
- Students were given the SOFWERX 101 briefing, a tour of the facility, and engaged in discussions about innovation and collaboration.



Armed Forces Communications and Electronics Association (AFCEA) High School STEM Field Trip

14 April 2022

SOFWERX hosted 70 Hillsborough County students from the Armed Forces Communications and Electronics Association (AFCEA) High School Cyber Security Outreach Program for a tour and mock Collaboration Event (CE). AFCEA is engineered to educate, foster, and cultivate a willingness to commit to a life-long journey in defending commercial, academia and government interests from cyberspace threats.

Event Outcomes

- Students were briefed on the SOFWERX mission and participated in an interactive tour of the facility.
- They were challenged to define limitations of a Zero Trust Network, discuss the benefits of using one, and develop a high-level diagram of the architecture components.
- Each team presented their solutions and were judged by a panel of SOFWERX engineers and a JSOU representative.



FIRST® LEGO® League Pre-Kickoff: Build Kit Showcase

14 May 2022

SOFWERX, in collaboration with the FIRST® LEGO® League, hosted the Pre-Kickoff: Build Kit Showcase. The purpose of FIRST® LEGO® League is to guide youth through STEM learning and exploration from an early age, and throughout their academic years. From Discover, to Explore, and then to Challenge, students understand the basics of STEM, learn about ways to get involved, and apply their knowledge in an upcoming exciting competition. This helps to support the community, by building habits of learning, confidence, and teamwork skills along the way.

Event Outcomes

- 23 students and 12 coaches from the West Florida Region were introduced to the 2022 FIRST® LEGO® League season.
- Students learned about the different categories, missions, equipment rules, and FIRST® LEGO® League Core Values.
- The FIRST® LEGO® League West Florida Region also hosted their regional planning meeting to achieve a successful 2022 season.

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



Questions?