

REMARKS OF LTGEN NORM WOOD

I guess you're wondering why I'm up here at the end of the day. I guess in part it is because I'm the most senior intelligence official that has crossed the line from the government to the contracting world, at least until 20 January. So I thought it might be interesting if I made some observations that would appeal to all the sectors involved here, and I would like to talk about joint opportunities. And I think that one of the things I would say that I have notice, and I would say to you folks in the government, and I've been one of you, "don't be so suspicious" of contractors. I was, but now that I am on the other side of the fence, I realize that I shouldn't have been. And let me tell you why I think that's true, I'm not just turning the other cheek. I think that I realize now that you ought to use us, you ought to, abuse us. It doesn't cost you anything until we both agree that there is a service that we can provide that meets your needs. So it's to your advantage to tell us what you need, tell us how we can help you. But it is important to properly bound the problem so that we can respond, but don't goldplate it--you can ask us to do so much that you can't afford us. I liked what Paul said about "streamline, simplify", and then let us help you apply the technology. That makes good sense.

Now for you that are now in mufti, as I am, I have some challenges and opportunities for you as well. I think that we need to do a better job of helping the guys and gals in government look at what is possible in terms of alternatives. Sometimes they ask us for things that they don't really mean, and we try to respond to that, without going in and having the dialogue. We need to provide more alternatives that make them less suspicious of us and that's our opportunity. But our challenge is not to try to sell them bells and whistles, just because we take pride in pushing the technology, whether the customer needs it or not. And I think that together, with this new--I won't call it an INT yet--open source environment we have an opportunity to look at the collection analysis and dissemination, and make this one of the most efficient disciplines in the field, if we work together. And that's my challenge, and that's the end of my speech and I think that outside one of these doors we are ready to go.

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