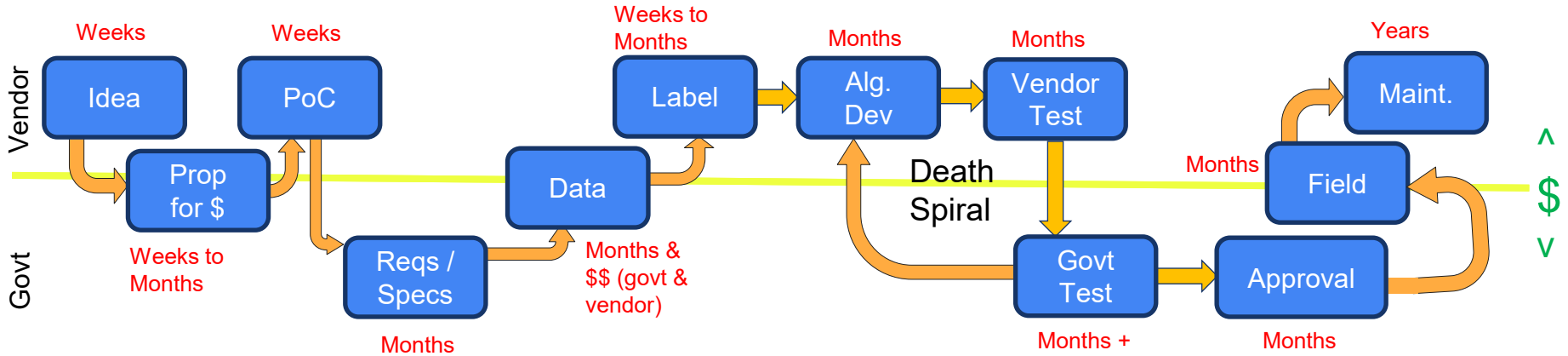


(ex-)Vendor Perspective: Deploying a New Algorithm



Matthew Merzbacher
ADEPT 05 ~ July 26, 2023

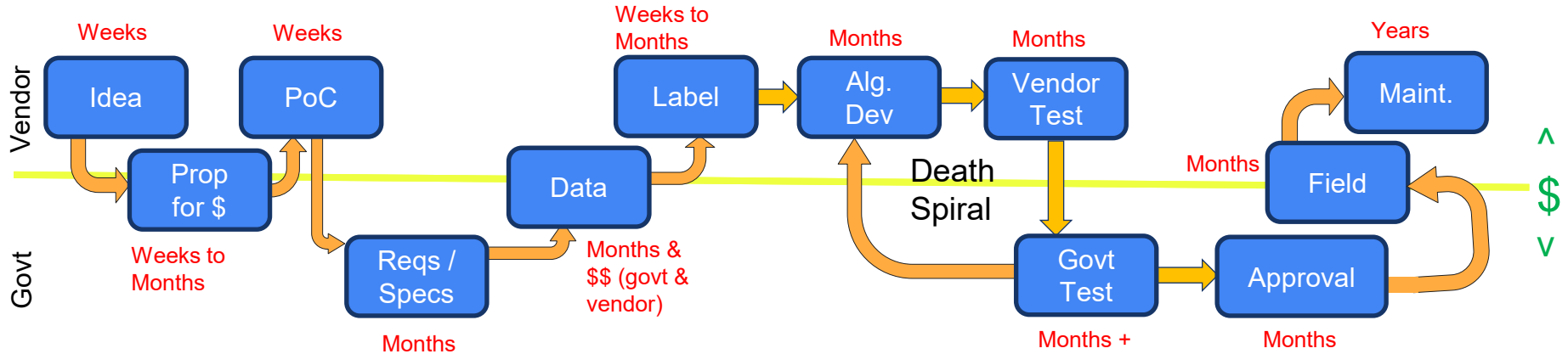
SWWC: Why is Fielding a new Algorithm so #!%@ Hard?



- Many backward arrows not shown
- ROI uncertain and far down path
 - New markets, like CBP, look small and take time to develop
 - Approval does not guarantee procurement

- Steps may be skipped adding risk
 - Requirements may not exist for CBP
 - Without reqs, testing is hard
- Going from TRL 2 to TRL 9 takes time

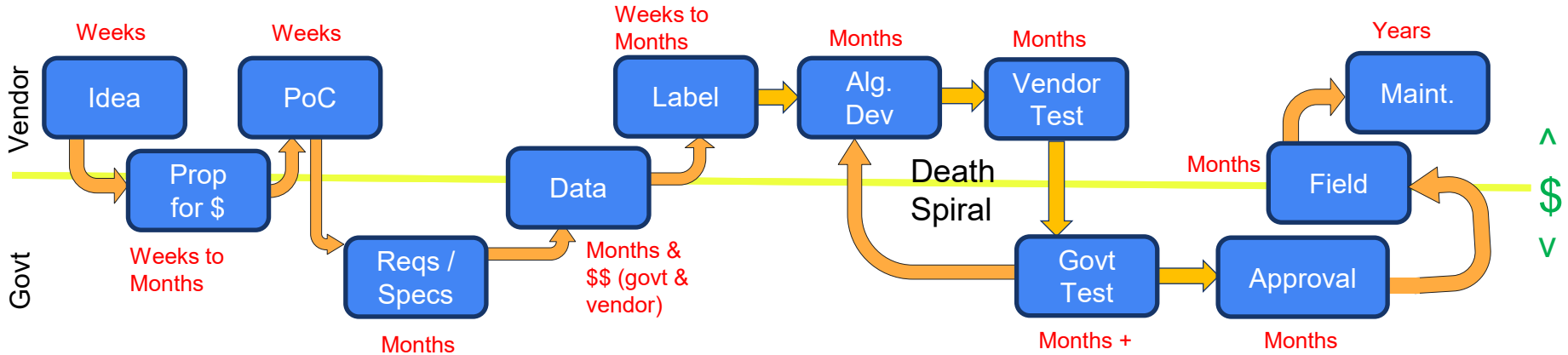
Additional Topics



- Ideas may come from anyone
 - Who owns the idea? Does it matter?
- Clean, Labeled, Unbiased data is the Holy Grail
- Algorithm Development is “easy” part

- Third-Party Catch-22
 - Need a partner to proceed and prove
 - Nobody partners with an unproved 3rd party
- If you partner, what happens when things go wrong?

Closing Notes



→ How much of this process repeats with an “upgrade”?

→ Different kinds of algorithms differ

→ Image Gen., ATR, UI, Screener Assist

→ How is HW different from SW?

→ How does a vendor say “no” to its (only) customer?

→ IP considerations

→ Vendor / 3rd Party / Government