Vendor Perspectives
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Question Topics

What could be done to decrease the time to deploy new technologies?

Focus first generation requirements on key mission critical functionality with weighted specifications

Greater acceptance of third party data including other testing organizations

What barriers have to be reduced for vendors to increase their own investment in new technologies?

Longer term strategic discussions; Need to strike a balance of support of current and next-generation

What can be done to cause vendors to work on long-term, high risk detection systems?

We do. Mitigation depends on the risk (monetary, resource limit, not clear requirements)

How should third-parties (e.g., academia, national labs and industry other than the security vendors) be involved in the development of new technologies?

Defined problems that provide benefit to both parties

Simplified contracting models? Eliminate delays due to contract terms and SSI/IP issues

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