

Perspective From Two Sides

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TSA

Manufacturers



3rd Party Vendors

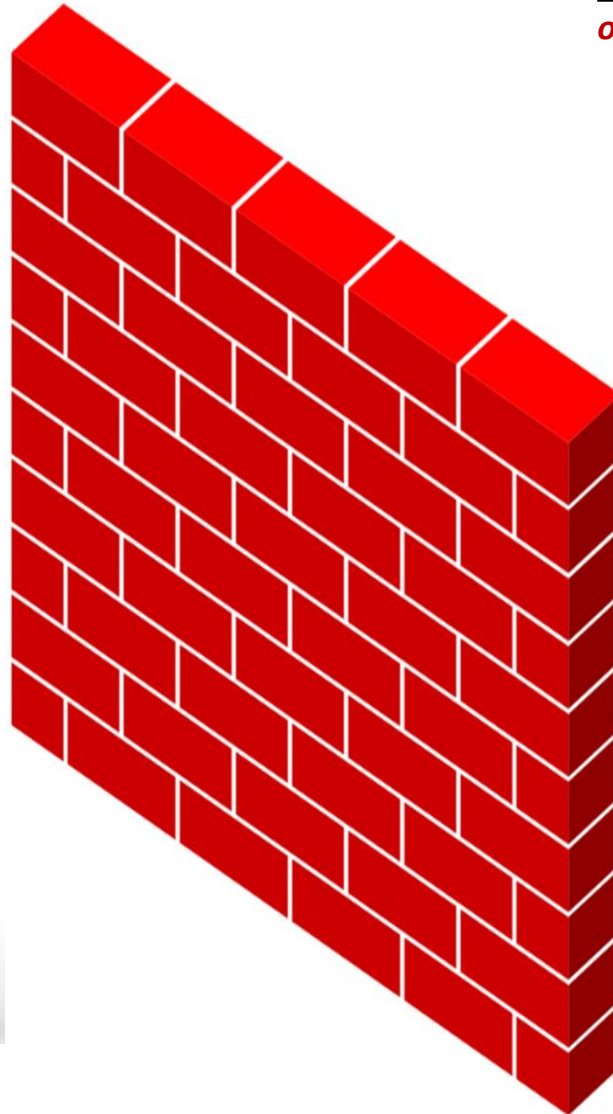


So What? Who Cares?

OEM: *How do I make
this wall Bigger?*



3rd Party: *How do I get
over this wall?*

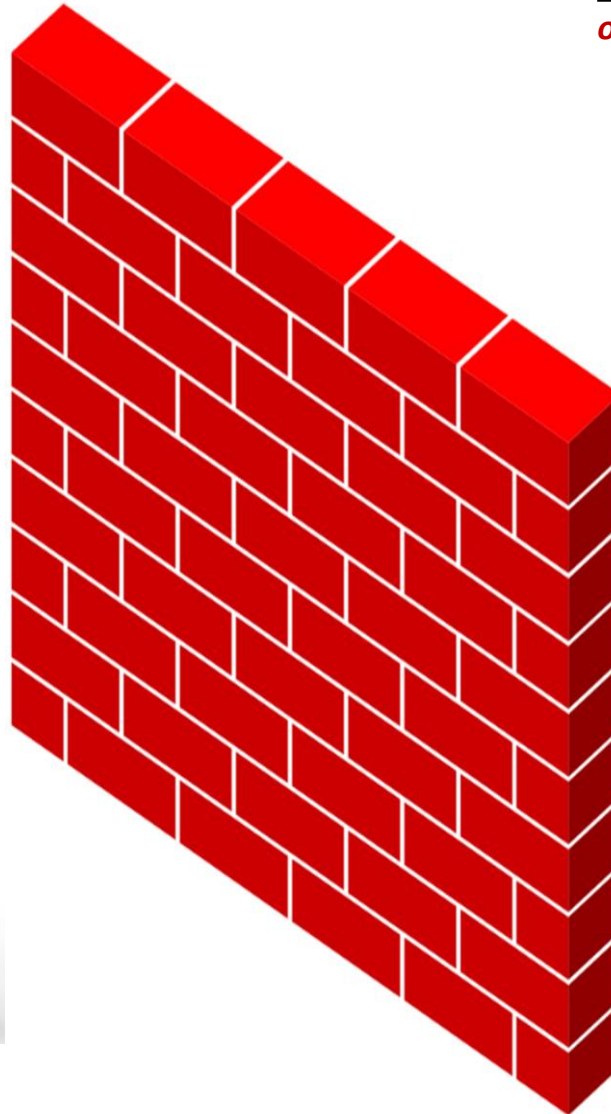


What are the Concerns?

OEM: *How do I make this wall Bigger?*



3rd Party: *How do I get over this wall?*



What are the Concerns?



Manufacturers –

- How do I continue to protect my business interest?
- How do I maintain or strengthen my market position/share?
- How do I help TSA...
 - ... determine what they want?
 - ... figure out where they are going?
 - ...build better requirement?
 - ...build a better T&E process?
 - ...get my systems to the field/market faster?



3rd Party Vendors –

- How do promote or expose my business strategy/concept/technology?
- How do I grow my market position?
- How do I ...
 - ...get into business with TSA?
 - ...get access to TSA requirements?
 - ... determine what TSA wants in this technology space?
 - ... figure out what TSA is going?
 - ...tailor my technology to TSA needs?





What We *SHOULD* be Working ON?



Manufacturers –

- Build a business model to adapt to TSA's configuration strategy.
- Share their concerns with TSA's proposed business model.
- Work with TSA & 3rd Parties to build a business model that works for all.
- Work with TSA to better understand requirements to build more accurate algorithms faster.

3rd Party Vendors –

- Build scalable solution to adapt to TSA's growing configuration model.
- Share their concerns with TSA's proposed business model (open Architecture).
- Work with TSA & OEMs to build a business model that works for all.
- Work with TSA to better understand requirements to build more accurate algorithms faster.