

Perceptions of others' problems

(from the perspective of an academic)

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- Established Vendors
 - **No incentive to innovate** given the TSA acquisition cycles and lack of reward for going 'over and above' government specifications/requirements
 - **Quasi-monopsony** produces an ecosystem that cannot adequately sustain multiple vendors, leading to competition and breeding fewer, ever-larger companies
- TSA/government regulator
 - **Influence of political/societal currents** makes logical sustained forward progress challenging and reinforces a reactionary (rather than a proactive) response
 - **Chicken or the egg requirements:** TSA cannot require system performance that is not possible, but it doesn't know what is possible
- Third Party Vendor
 - **Difficult to adequately integrate** hardware/software without involvement from established vendors due to technical, IP, regulation
 - **Difficult to stay third party:** Good ideas/products will likely be 'adopted' or acquired by established vendors
 - **Whole-system certification** process promotes established, whole-system vendors and discourages independent, third party contributors