File 20110729.2142: Notes about upcoming trip sent out by Olav:

For the UCDMO Conference, Larry Brown, Kevin Miller, Jeff Dutoit, Kim Frey, Tom Marso, Joe Loughry, Ernie Jones, and me are attending from Radiant Mercury—I don't know how many are attending from TMAN. I'll forward this on to Steve Bean so he can provide names to add to our list. Since we're talking at least 8 people, we'll need to share at least 2 rental cars in accordance with (2). Since folks will be coming in and leaving at different times, we'll need to figure that out so we can minimize confusion. I fly in on at 7:03 PM on Sunday, 31 July and leave Chicago at Noon on Friday, 05 August. We should build a spreadsheet with everybody's name and arrival departure times so we can figure out how we're going to do this in accordance with policy. Not sure how far the airport is from the hotel, but Sunday night and Monday morning and Thursday night and Friday morning might be tough.

As PM, I authorize the 8 people from Radiant Mercury to travel. I don't think Steve is sending more than 3.

Thanks, Olav

CC Addees,

Please note that Trisha will be checking your itineraries in the travel e-mail folder to construct a spreadsheet so we can figure out who our chauffeurs will be. . . If you want to drive, let her know so we can pick two drivers; also, if you prefer to share a cab with others, please let her know. I'm not expecting this to be perfect, but I want to give it our best shot. If you're coming in at 4AM on the redeye, I think they'll forgive us for letting you take a cab by yourself!

While you're at it, please provide Jeff with your input on your targets, goals, and objectives for attending the UCDMO conference. For example, my targets, goals, and objectives for attending the UCMO Conference are listed below. Of course, I can't do this all on my own, but I think that we as a team need to try to get answers to some of these questions for our trip report—what am I missing?

Targets:

1. Get a sponsor to fund CDS Lite!
2. Get substantive answers from C&A Community on Platform/Type Accreditation.
3. Initiate or champion at least one GSA RM order.
4. Get the full story on the transition plan for the IV&V
   (a) When does SSCLANT Chas step in?
   (b) Who are the key people on their staff? Are they at the Conference? If so, meet them or key people in their organizations.
   (c) Will the current IV&V staff transfer over?
   (d) Is the SSCLANT Team committed to meeting the current operational tempo? Should we expect the level of expertise, flexibility, and responsiveness to be at the same level as the current team?
   (e) Will the business model support rapid deployment inexpensively or will Dan have to provide more advance notice and come up with more budget to get the same level of support? Will this affect LCS and AUF costs?

Goals and objectives:

1. Find other solution providers who have or who are pursuing a platform/type accreditation and share experiences/ideas.
2. Nurture relationships with current customers, potential customers, C&A Community, and CDS application providers.
3. Learn about emerging technologies and innovative business models that could be game changers for Radiant Mercury.

4. Evaluate other CDS transfer solution providers (get as much information as we can to prepare for our competitive pursuit of the RM follow-on in 2014):

   (a) What are their value propositions?
   (b) How do their capabilities and business models compare to ours?
   (c) What is their risk profile (do we know? can we find out?)?
   (d) Are they both SABI and TSABI certified and accredited—are they on the UCDMO list of preferred CDS solutions?
   (e) What are their primary and secondary markets?
   (f) What is their market share in these markets? How many fielded systems do they have (or say they have)?

5. Get an update on the UCDMO Roadmap. What are the gaps? Who is closing the gaps? Are there opportunities for us to lead or team in the gap closure arena?

6. What do the users need? Want? What is their threshold of pain? Are they willing to accept an appliance to get good enough?

7. Who are the high end customers? What do they want? Where are the Enterprise Solution provide advertising?

8. Evaluate suppliers.

   (a) Operating systems—Linux and Oracle
   (b) Hardware providers—really interested in ultra small form factor for HMS JTRS Manpack. Is there something out there that we could readily use or is this something that JTRS will have to build from the ground up? What other hardware is out there? Are we good with Crystal?

9. Spend quality time with our TSS Team, RMPO, and IV&V. Get Dan to get out and meet people!

10. Have fun—see Chicago with the team. Need some ideas here…it can't be all work…

I am leaving in the morning for Chicago. I am so tired I am making lots of typing mistakes. Have to go to the airport tomorrow morning around 0700. Almost ready tonight. Printing notes to bring for coding practice.

References