

File 20111129.1000: Notes from all-hands meeting, Deer Creek: Olav Kjøno reviewed the years' events, including DSS 'superior' audit, ISO 27001 audit (results of which are not back yet); on 1st November they heard that the Navy would provide fee for the first increment, but they are still waiting for the second increment. QBR after this all-hands. QBR and PMR will discuss RM 6.0, etc. CDS-lite funding received by programme office but not given to the developer; now the developer trying to figure how to get it done. PMR will be more conversational this time than the last one; there will still be slides, but fewer. In the QBR and PMR, they talked about Linux and Solaris before; now they need to talk about future customer needs and customer mix. *How does the cloud affect us?* CDS-Lite is not a panacea, but Ship's Signals Exploitation Equipment (SSEE) can't afford RM, yet they can afford CDS-lite. It would be a real cookie-cutter configuration, just ship out raw equipment and discs, and affords a significant cost reduction possibility.

Awards were given out to Craig Christensen, for originating the New Business Model with the programme office. To Steve Smith, who also worked on the New Business Model, new statement of work, and new pricing. To Dave Page, who got a letter of praise from a senior officer. To Heather, who improved the Level Load process from a two-hour meeting dreaded by all leads to a twelve-minute process at present. It was done in such a superior way that all the leads immediately adopted the new process. Heather is the focal point within the developer who makes sure installations get done.

Steve Bean then took over the meeting. He related that Olav has been here ten years recently. Olav is Steve Bean's one and only employee.

Mr Bean's slides: *Trusted Security Solutions All Hands, Way Forward Plan*. Two major product areas: RM and TMAN. Between them, over twenty product/version certifications, over 600 site accreditations. Dog Patch, CDS-lite, IRAD for Owego to put two guards in series for PL-5. Soft diode:

...take your guard, and turn it into a diode, but make it two-way. Don't allow viruses.

(That's what he said. It didn't make much sense to me. Mr Bean does not appear to me a very competent manager, technical person, or speaker.)

TSS Way forward: Olav's idea for the Brain Trust—shared at a lunchtime meeting, with pizza provided. Kevin's recent presentation on porting RM was well received.

Jim Quinn is looking for new ways to contract and get money coming in, e.g., RM on the GSA. One problem is, supporting other programmes to make their data available, promotes the other programmes but not TSS. The value of TSS may be underestimated if Jim Quinn looks only at orders and sales. Mr Bean is attempting to teach Mr Quinn this, but with limited success.

The average Period of Performance (POP) for a project is less than six months and \$150K to \$400K. 2011 Long Range Plan (LRP) is \$30 million; of that \$7 million is sustainment funding; \$23 million is product sales and enhancements. Implication: product sales *do not* bring large sustainment tails. Seventy-five percent of all business in this programme is new business every year. That's hard. There is continual pressure to 'keep sold'.

On the most recent UCDMO baseline, there were twelve to fifteen transfer guards listed, up from three or four the previous time. Lots more competition now, e.g., from Xmeritus.

Staffing: it was ninety in January 2011, sixty-nine in May, ninety-three in August, and sixty-eight now. They want to see it consistently in the 80-plus range. TMAN dropped eight people in September and October 2011; they are planning to bring back four of them in January ('have leashes on them'), plus hire six more. TMAN's skills need went suddenly last year from software development to installations. RM is more stable.

## References