

YACHT CLUB – JULY 11, 2007 (REVISED 7/11/07)

I. AMERICA'S CUP

1) IT IS A PLEASURE BEING HERE TODAY AND I WELCOME

THE OPPORTUNITY TO DISCUSS MY NEW BOO, AND MAKE

A FEW REMARKS ON THE AMERICA'S CUP. MY WIFE AND

DAUGHTER JOINED ME ON THE AMERICA'S CUP TOUR TO

VALENCIA. IN, ADDITION, BILL WAITE, A LONG TIME

FRIEND AND MEMBER OF THE YACHT CLUB WAS ALSO ON

BOARD SILVER WHISPER AT VALENCIA. YOU PROBABLY

HAVE HEARD FROM BILL AND WATCHED THE EVENT

HAVE BY NOW COME TO YOUR OWN CONCLUSIONS.

2) FIRST MY IMPRESSION WAS THE EVENT WAS WELL STAGED AND THE WEATHER WAS, I THOUGHT FAVORABLE. THE FAMILY REALLY ENJOYED ITSELF. MY IMPRESSIONS OF THE EVENT ARE THAT:

A) THE EVENTS NOW BARES NO SEMBLANCE OF BEING ANY FORM OF AMATURE SPORT. IT IS MORE OBVIOUS TO ME THAN EVER THAT MONEY IS A HUGH FACTOR. NEW ZEALAND HAD TO SCROUNGE FOR EVERY PENNY THEY GOT WHILE BERTOLI (ALINGI) SPEND WELL OVER A HUNDRED MILLION+ + +. ORACLE SPEND \$300 MILLION.

B) I THINK THE STATES WILL BE UNABLE TO WIN THE CUP BACK UNLESS SOMEONE OR GROUP WITH COLLOSAL

FINANCIAL RESOURCES, TREMENDOUS MANAGEMENT  
SKILLS, ORGANIZATIONAL ABILITY AND DEEP SEATED  
KNOWLEDGE OF ALL OF THE CUP RULES PUTS THE RIGHT  
KIND OF SYNDICATE TOGETHER SOON.

C) IT IS STILL A TECHNOLOGY DRIVEN EVENT (NOT NEW  
NEWS) AND THE GOOD DESIGNERS, NAVAL ARCHITECTS  
AND CREW MOVE FROM ONE SYNDICATE TO ANOTHER  
(POSSIBLY DRIVEN BY FINANCIAL CONSIDERATIONS.  
WELL OVER 30% OF THE ALINGI CREW WERE FROM NEW  
ZEALAND.



D) POLITICS, NATIONAL AND BETWEEN YACHT CLUBS

EXISTS AND PROBABLY DETERMINED THE VENUE AT

VALENCIA.

E) AMERICAN OBSERVERS SEEMED LOW IN NUMBER BASED

ON WHAT I SAW ON SILVER WHISPER. I SUSPECT THAT

THERE WAS NOT AS MUCH ENTHUSIAM FOR THE RACE AS

IN THE PAST.

ALL IN ALL IT WAS EXCITING HAVING GARY JOBSON NARRATE

THE RACE AND EXPLAIN THE INTRACACIES OF WHAT WAS

GOING ON.

II ABOUT THE BOOK

1) ABOUT 1 AND ½ YEAR AGO MY DAUGHTER, MARY ANN

ENCOURAGED ME TO WRITE THE BOOK.

2) WE LOCATED AN EXPERIENCED CO-AUTHOR TO HELP

ASSEMBLE THE VAST MATERIAL AVAILABLE FROM OUR

FILES AND TO INTERVIEW ABOUT 30 EMPLOYEES AND EX-

EMPLOYEES.

3) THE TITLE WAS CHOSEN THROUGH A COMPETITION ON MY

BLOG. THE TITLE SAIC SOLUTION WON THE

COMPETITION.

- 4) THE BOOK ENDEAVORS TO PRESENT THE STORY OF SAIC  
FROM THE DAY I STARTED IT TO THE DAY I LEFT.
  
- 5) THE BOOK IS ORGANIZED INTO A FORWARD, 14 CHAPTERS  
AND TWO APPENDICES.
  
- 6) THE FORWARD WAS WRITTEN BY WILLIAM TAYLOR. THE  
PUBLICATION FOUNDING EDITOR OF FAST COMPANY.
  
- 7) THE 14 CHAPTERS CONSIST OF 12 ON THE PRINCIPLES AND  
PRACTICES IN THE COMPANY AND ONE ON CORPORATE  
GOVERNANCE IN AN EMPLOYEE OWNED COMPANY, AND  
ONE ON MY OPINIONS ON THE FUTURE (I.E., FOR  
EMPLOYEE OWNERSHIP AND FOR THE SERVICE BUSINESS



(HEALTH, DEFENSE, ENERGY, ENVIRONMENT AND  
ADVANCED TECHNOLOGY) LESSONS LEARNED AT SAIC  
WERE DESCRIBED THROUGHOUT THE BOOK.

## CONCLUSION

THE BOOK CAN BE THOUGH OF AS SOMETHING OF A  
HISTORICAL RECORD OF THE COMPANY AND AN ATTEMPT TO  
PASS ON TO OTHER ENTREPRENEURS THE MAJOR LESSON I  
LEARNED AT SAIC. THE PRIMARY LESSON FOR SUCCESS I  
DISCOVERED WAS THAT SHARING THE WEALTH WITH THOSE  
WHO CREATED IT AT ALL LEVELS IN THE COMPANY WAS NOT  
ONLY THE RIGHT THING TO DO, BUT ALSO WAS THE MAJOR  
FACTOR ACCOUNTING FOR OUR GROWTH TO A REVENUE OF 8

BILLION. SORRY I DON'T HAVE TIME FOR MORE, BUT I HOPE  
YOU ARE INTERESTED IN THIS UNUSUAL TALE AND WILL LET  
ME KNOW WHAT YOU THINK ABOUT THE BOOK.