

Register

2/8/04

DARPA TALK

2002

1) LIKE TO THANKS DARPA AND TONY AND OTHER

DARPA DIRECTORS FOR THE ROLE THEY HAVE

ALLOWED SAIC TO PLAY IN THEIR VARIED

RESEARCH EFFORTS OVER THE YEARS

2) I FOUNDED SAIC 35 YEARS AGO, HELPED BUILD IT,

BEEN CEO AND BOARD CHAIRMAN. I HAVE OVER

THE LAST YEAR BEEN TRANSFERRING ALL THE

MANAGEMENT AND BOARD RESPONSIBILITIES TO

OUR YOUNGER GENERATION OF SCIENTISTS AND

MANAGERS. DARPA HAS PLAYED A BIG ROLL IN

SAIC BY ALLOWING US TO WORK ON MANY MAJOR  
PROGRAMS OVER THE YEARS AND TAKING ON  
MAJOR RESPONSIBILITY FOR THE AGENCY

3) YOU MIGHT BE INTERESTED ON WHY I FOUNDED

SAIC: a) WANTED CUSTOMER ORIENTED COMPANY;

b) WITH A GOOD RESEARCH ENVIRONMENT TO

WORK IN; c) WANTED CONTROL OF RATE

STRUCTURE AND PRICING SO NOT PRECLUDED FOR

PRICE REASONS FROM DOING RESEARCH

EMPLOYEES WANTED TO DO; d) ACCESS TO

IMPORTANT WORK; e) E.O. (CORPORATE

STRUCTURE IS HORIZONTAL) EVERYONE TALKS.

3) SAIC'S SUCCESS IN PARTICIPATING IN A WIDE  
VARIETY OF DARPA PROGRAMS HAS HELPED US  
ATTAIN THESE GOALS.

4) IN CARRYING FORWARD FROM THE PROOF OF  
PRINCIPLE TO THE IMPLEMENTATION STAGE ON  
MANY PROGRAMS, SAIC HAS GROWN TO AROUND 7  
BILLION IN REVENUES AND MAINTAINS A  
MEANINGFUL PROFIT LEVEL. I NEVER EXPECTED  
SUCH GROWTH. DARPA HAS PROVIDED THE SEED

RESOURCES FOR SIGNIFICANT PARTS OF THAT  
GROWTH.

5) DARPA IS, AS YOU KNOW, AN INCREDIBLY  
FLEXIBLE AGENCY WITH VAST INTELLECTUAL  
CURIOSITY. IT IS A CHALLENGE TO WORK FOR  
AND WITH SINCE THE AGENCY REALLY WANTS TO  
MAKE A DIFFERENCE FOR OUR COUNTRY. THOSE  
OF US AT SAIC HAVE A SIMILAR GOAL SO WE  
ENJOY WORKING TOGETHER WITH DARPA. AGAIN  
THANK YOU ON BEHALF OF SAIC FOR THE  
CHANCES WE HAVE HAD TO PLAY. I FEEL WE

HAVE TRIED HARD TO DO OUR BEST FOR YOU AND

HOPE WE HAVE NOT DISAPPOINTED YOU.

6) REASON I'M HERE IS NEVER TAKEN TIME TO COME

IN THE PAST AND CURIOUS TO SEE HOW

DARPATECH WORKS.