

The COMINT Industry is *BEHIND*

- Not keeping pace with new modes
- Not proactive, but reactive
- Legacy techniques - "still fighting the last war"

Urgent Help Needed

- Industry: 2-3 new modes produced per year
- Reality: Industry falls 90+ modes behind every year



Industry Alliance

- Forum for government and industry
- Trend discussion
- Collaboration fostered
- Proprietary techniques safe



We *must* collaborate

- There is ample room:
HF - 3,000 +
VHF - 1,800 +
UHF - 400+
- No one company or agency has all the answers



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The Current situation

- No forum for contact with government customers
- No forum for exchange between industry members
- Drastically falling behind
- Dramatically out-of-touch with on-air realities

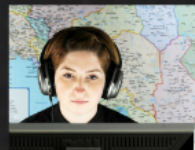
Challenges

- Hasn't been done before
- SIGINT naturally secretive
- Proprietary techniques
- Parochialism



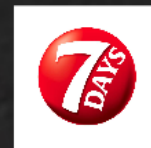
Two-sided problem

- Yes, industry has fallen behind and is falling further behind
- But, so does the customer



Success

- Opportunities abound
- Customer still prefers to buy rather than build
- COMINT itself is bolstered



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Get comfortable sharing

- *Neither* Industry nor government can afford not to
- Scary: We don't know what we don't know

Real-World Success

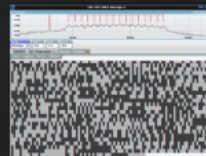
Crimea April 2014:

- 7 Days, start to finish
- New Air Defense modem
- Demodulator-Decoder-Parser
- ...and tracks plotter!



Select Benefits

- New tools created
- Shared solutions (no one has all customers)
- Shared platforms
- Shared development costs = joint IP



Anticipate and resolve problems

KISS:

- Unclassified
- Non-proprietary
- Recognize centers of excellence



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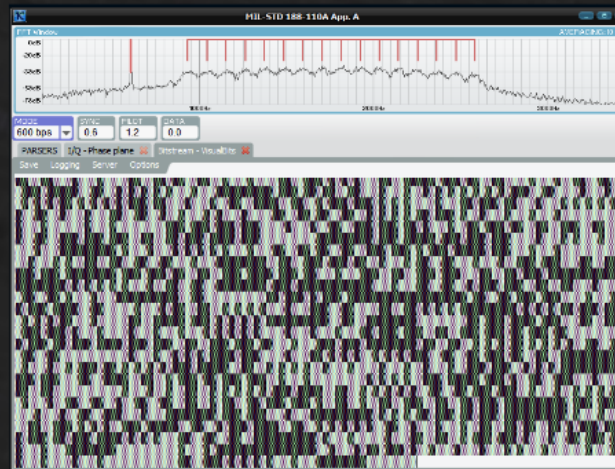
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What if we do nothing?

- COMINT suffers as a discipline
 - Unnecessary lives lost
 - Conflicts ***not*** avoided
- ... or worse

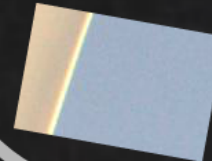
Pro

- New techniques found
- Gaps are closed
- COMINT flourishes
- Industry opportunity grows



Con

- Industry declines
- COMINT declines
- Government fails to do everything itself



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One Idea

Divide by Expertise

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- Proprietary techniques remain protected
- Centers of expertise develop
- AOC can moderate



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- Jealousy?
- There's plenty of work



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Another Idea

Divide by Region

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Best Idea

- AOC moderate
- AOC provide fora
- Nominal membership fee

Pro

- AOC is neutral
- Industry itself can define practices



Con

- Can't please everyone
- Best effort to be all-inclusive



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Conclusion

How can we not collaborate?

Pro

- Badly needed
- Provides opportunity
- Expands AOC role
- Progress all around



Con

- We can't afford not to
- Opportunity lost
- COMINT Blindness increases
- Decision-makers have better intelligence



Next steps?

- Semi-annual basis:
- Annual AOC Symposium
 - One regional AOC show yearly



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