

Introduction: Winning Hearts and Minds

**Getting Government to Adopt Information
Technology to Support Operational Goals**

The Potential Benefits

- **Net-Centric Operations requires new technology (service oriented architecture) and new approaches (e.g. security)**
- **Potential for global cost and time savings**
- **Core capabilities for information sharing**
- **Sophisticated value added capabilities in commercial products: configure, don't code**
- **Existing COTS technology will meet at least 95% of identified needs. (I assert)**
- **What else?**

The Impediments

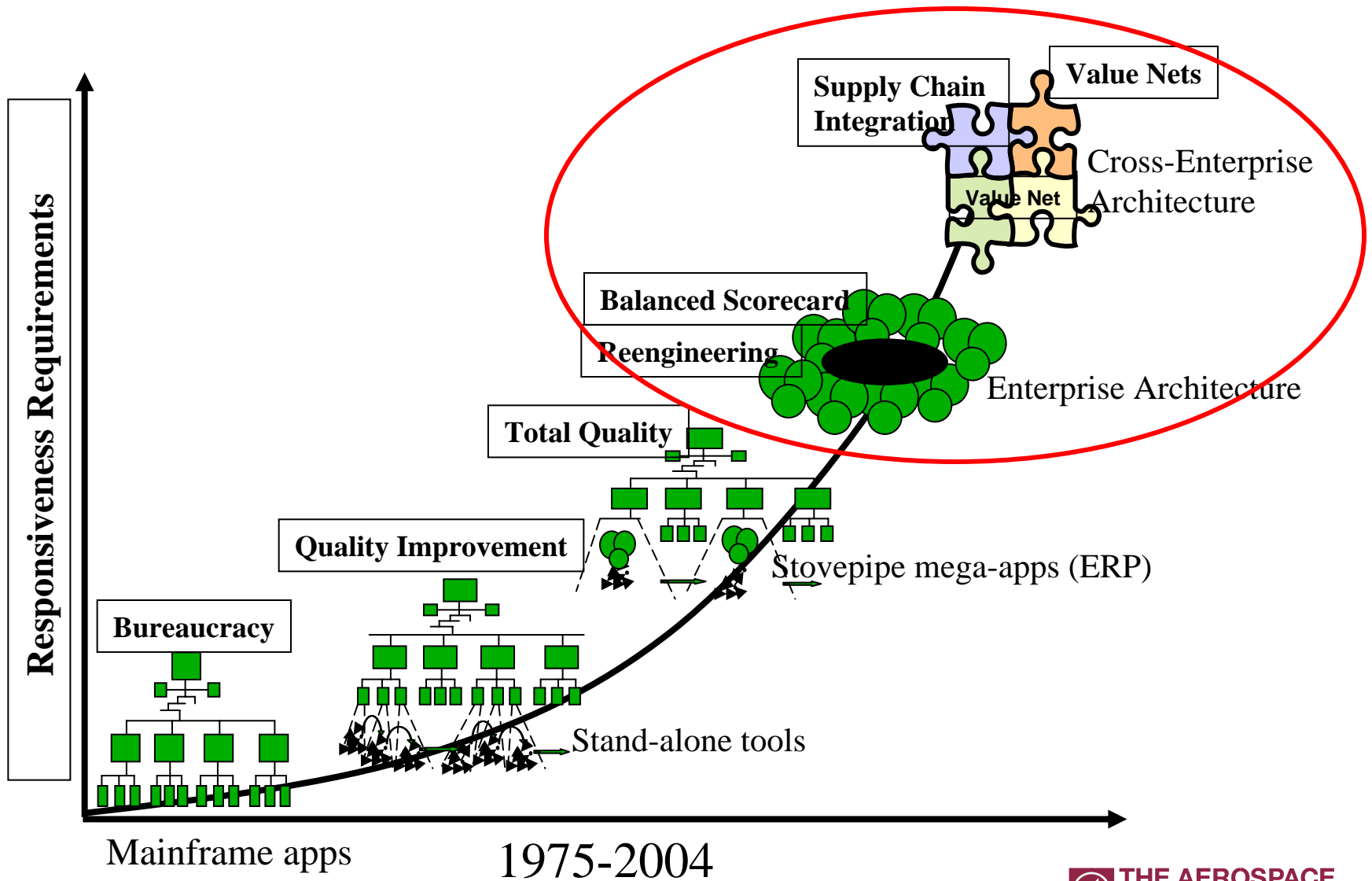
- Don't want to share information
- Don't understand the technology
- Requires different contracting, interactions
- Requires cultural change to contract, manage and use
- What else?

What are the conditions for successful Government implementation of modern IT to support operations?

- What efforts have been successful, to what extent?
- Where have these efforts happened?
- What conditions help it to happen? (leadership, dire need . . .)
- What actions that we can take help it to happen?

BACKUP CHARTS

Information Systems Evolution



Information Systems Evolution

