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10 **PRESIDENT TRUMP:** It's great to have you at the White House.  
11 And, I just wanted to pass on word that Otto Warmbier has just  
12 passed away. He spent a year and a half in North Korea. A lot of  
13 bad things happened, but at least we got him home to be with his  
14 parents, where they were so happy to see him, even though he was in  
15 very tough condition. But, he just passed away a little while ago.  
16 That's a brutal regime, and we'll be able to handle it.

17 But, I want to thank you all for being here, special people.  
18 I'm really thrilled to welcome many of you for the first time, and  
19 certainly the first time meeting as the American Technology Council.

1 We're joined by an incredible group of leaders on the absolute  
2 cutting edge of innovation, including many CEOs from the world's  
3 most successful businesses.

4 We have approximately \$3.5 trillion dollars of market value in  
5 this room, but that's almost the exact number that we've created  
6 since my election. In fact, I think we have you beat by a little  
7 bit, which is a pretty good number. But, I congratulate you all on  
8 an amazing job. Thank you for lending your time and your talent to  
9 the American people. A lot of ideas have come out of the room  
10 today, and a lot of ideas will over the next short period of time.

11 I also want to welcome Secretary Mnuchin [Steven T. Mnuchin,  
12 Treasury Secretary], Secretary Kelly [John F. Kelly, DHS],  
13 Administrator Verma [Seema Verma, CMS Administrator], and my budget  
14 director, Mick Mulvaney [John Michael Mulvaney, OMB Director]. Thank  
15 you all. You've done a great job. I want to thank Jared [Jared  
16 Kushner, Sr. Advisor to the President] and Chris Liddell  
17 [Christopher P. Liddell, Asst. to the President] for assembling such  
18 a spectacular group of people. They're working very, very hard. I  
19 want to thank Ivanka [Ivanka M. Trump, Asst. to the President] for  
20 working so hard on it. It's a real passion.

21 Our goal is to lead a sweeping transformation of the federal  
22 government's technology that will deliver dramatically better  
23 services for citizens, stronger protection from cyber attacks, which  
24 we were just discussing in the Oval Office with a little bit smaller  
25 group. That's a big problem. There's no question about it. We're  
26 going to be working on it, and we're going to solve the problem.  
27 And, up to a trillion dollars in savings for taxpayers over the next  
28 ten years, over a trillion.

29 We're embracing big change, bold thinking, and outsider  
30 perspectives to transform government and make it the way it should  
31 be and at far less cost. My administration's already taken very

1 historic steps to modernize critical IT systems and make government  
2 more transparent.

3 As an example, you're seeing what we're doing with the  
4 airports, with all of the billions and billions of dollars that have  
5 been spent on planes flying all in the wrong directions. We're  
6 getting a change. It's been many billions of dollars, and we are  
7 getting that whole system fixed, money wasted over the last six or  
8 seven years, billions.

9 VA Secretary Shulkin [David J. Shulkin, Veteran Affairs  
10 Secretary] recently announced that we're upgrading technology to  
11 allow the seamless transfer of veterans' medical records from the  
12 Defense Department, which has been a huge problem for decades and  
13 decades for our great veterans. We'll have it fixed very soon, but  
14 it's been a problem for many, many decades.

15 Across government, we're fixing problems in months that others  
16 have not fixed in many, many years, and we're just getting started.  
17 Fifty years ago, our government drove the innovation that inspired  
18 the world and put Americans on the moon. Today, many of our  
19 agencies rely on painfully outdated technology. And yet, we have  
20 the greatest people in technology that the world has ever seen right  
21 here with us in this room. And, most of them are just nodding as I  
22 say that. They're actually agreeing with me - which, that's  
23 interesting, Eric, right?

24 Government needs to catch up with the technology revolution.  
25 We're going to change that with the help of great American  
26 businesses like the people assembled. The businesses represented  
27 here today employ hundreds of thousands of American workers. Your  
28 innovation has shaped the modern world and created millions of jobs.  
29 America should be the global leader in government technology just as  
30 we are in every other aspect. And, we are going to start our big  
31 edge again in technology, such an important industry. I view it

1 from the standpoint of jobs and other things. You view it somewhat  
2 differently, but we're all in the same ballpark. It's so important,  
3 so important.

4 My administration is embracing a new spirit of innovation that  
5 will make life better for all Americans. And, when it comes to what  
6 we're here for today, American technology, we're working very  
7 diligently with everybody, including Congress, on immigration so  
8 that you can get the people you want in your companies. And, it's  
9 been a tremendous problem that you've had over the past long period  
10 of time. So, we're working very hard on that, and we'll be able to  
11 solve that problem.

12 I want to thank everyone in the room for lending your time  
13 again. And, what I'd like to do is maybe just go around the room  
14 briefly and just introduce yourself and perhaps the name of your  
15 company. We won't go with too many long speeches, but maybe we'll  
16 start with our wonderful, great genius from Microsoft, who has done  
17 one hell of a job. Congratulations on the job you've done. Go  
18 ahead.

19 **SATYA NADELLA [Microsoft]:** Thank you, Mr. President. Thanks  
20 for the opportunity today to spend the time to both learn and  
21 contribute, I think, to what is one of the most important dialogues,  
22 which is about modernizing our government with the latest  
23 technology, and so that the people of America can benefit from it.  
24 So, I think the first thing I took away is how important an agenda  
25 it is, to modernize technology.

26 The second thing, I think, is for us to do our best work as an  
27 industry and in collaboration with the government to skill the  
28 people of the United States for the jobs of the future. Technology  
29 will play a role both in creation of the jobs and the skills.

30 And then, lastly, I would say that we also need to increase  
31 American competitiveness. And, the two things that the government

1 can and has done is spending in big research. After all, all the  
2 technology that we have today is because it started, in fact, in the  
3 government and the research institutions you funded, as well as the  
4 enlightened immigration policy. Of course, I'm a beneficiary of  
5 that, and I hope that we continue to be able to sort of really make  
6 sure that the American competitiveness is what helps us set policy  
7 for it.

8 **MR. TRUMP:** Well, thank you, Satya, and perhaps we could keep  
9 it a little shorter than that. Otherwise, we might be here for a  
10 long time. Anyway. Jeff?

11 **JEFF BEZOS [Amazon, Washington Post]:** All right, I will be  
12 short. I think, you know, when we met before in December, I  
13 encouraged this administration that you could be the Innovation  
14 Administration. I'd like to see that kind of thinking continue. I  
15 applaud the formation of the Innovation Council, and I thank Jared  
16 for doing that.

17 Just a couple of things that you could certainly focus on. One  
18 would be using commercial technologies wherever possible. I think  
19 you guys are already headed that way, but to leverage those will  
20 save taxpayers a lot of money.

21 The second one is to continue to work hard on figuring out ways  
22 to retrain and upskill workers all over the U.S. We have a program  
23 at Amazon called Career Choice that's been doing that. We've  
24 already got 10,000 people in the program. Ivanka knows about this  
25 program.

26 And then, the third thing to keep your eye on - I think it would be  
27 impossible to overstate this - is that the United States needs to,  
28 in every way, at every level, be working on machine learning and  
29 artificial intelligence. And, that can be used in every part of  
30 government to improve the services that government provides to  
31 citizens.

1           **MR. TRUMP:** Good, thank you, Jeff, very good. Thank you.  
2 Okay, next.

3           **RAPHAEL REIF [MIT]:** Mr. President, I'm Raphael Reif. I'm  
4 MIT's president, and I'm delighted to be part of this terrific  
5 group. Let me say that I applaud the focus of your administration  
6 and innovation. We are the most innovative country in the world  
7 today, and the biggest issue we have among ourselves right now, in  
8 my view, is to stay where we are - at the most innovative country in  
9 the world 30 years from now and beyond.

10          **MR. TRUMP:** Well, my uncle was a professor there for a long  
11 time, so I have a lot of respect for MIT, believe me, great place.  
12 Thank you, thank you very much. Okay, yes?

13          **CAROL FOLT [UNC]:** I'm Carol Folt. I'm the Chancellor at UNC,  
14 and I too am delighted to be here talking about innovation and  
15 workforce and talent. And, people have said what's really  
16 important. But, when I think about the future, I think of all those  
17 kids that have such capacity, and what we're talking about is trying  
18 to take every resource we have to put to building that innovation  
19 capacity for the country, and so, it's great to be here.

20          **MR. TRUMP:** Thank you very much, yes, thank you.

21          **TOM LEIGHTON [Akamai]:** I'm Tom Leighton from Akamai, and we  
22 protect government websites from attackers, the majority of the  
23 government websites, including WhiteHouse.gov.

24          **MR. TRUMP:** The DNC could have used you.

25          **TOM LEIGHTON:** Well, it's an important job, and as you can  
26 imagine, there's a lot of folks out there trying to do bad things,  
27 and we're delighted to help with the effort to save a trillion  
28 dollars and to secure the government.

29          **MR. TRUMP:** Good, thank you.

30          **ZAC BOOKMAN [OpenGov]:** Thank you, Mr. President. I'm Zac  
31 Bookman, CEO of a company called OpenGov. We have about 1500

1 governments across the country as customers of our smart government  
2 cloud for budgeting and intelligence and open data. I'm really  
3 excited and honored to be a part of today's conversation, and I  
4 applaud the work that Jared and so many others here are leading.  
5 It's clear to me that a lot of the thinking being applied is exactly  
6 what's been needed for a long time. And, I think it's just the  
7 beginning of a lot of innovation, so -

8 **MR. TRUMP:** I think that's right. Thank you very much.

9 **PAT GELSINGER [VMware, Dell]:** Pat Gelsinger, CEO of VMware,  
10 also representing Dell here today. And, some 70 plus percent of  
11 government workloads run on the VMware software today. So, we're  
12 thrilled to be able to be in that role today, but more importantly,  
13 moving it forward to the cloud. We think it's critical, this  
14 potential in cyber, and really putting in place cyber hygiene. And  
15 ultimately, we as an industry are the product of the seed corn that  
16 was planted 30, 40, 50 years ago from the great research investments  
17 of government and university. And, we deeply believe that we need  
18 to be planting those seed corns for our children and grandchildren.

19 **MR. TRUMP:** Great, thank you.

20 **STEVE MOLLENKOPF [Qualcomm]:** Mr. President, Steve Mollenkopf,  
21 CEO of Qualcomm. Thank you for the opportunity to contribute today.  
22 Obviously, our company works a lot on creating the base technology  
23 that allows big transitions to exist in cellular technologies, and  
24 we're very excited about the upcoming 5G transition. It's going to  
25 be a big job creator worldwide. I think it's important that the  
26 U.S. stays competitive, and we applaud the direction that the  
27 administration is taking.

28 **MR. TRUMP:** Thank you very much.

29 **JOHN DOERR [Kleiner Perkins]:** Mr. President, my name's John  
30 Doerr, Chairman of Kleiner Perkins, and of a startup company called  
31 Nuna. And, Jeff would say that your administration will be the

1 Innovation Administration, and I'd like to challenge it to also be  
2 the Data Liberation Administration.

3 There's a trillion dollars worth of value locked up in  
4 government databases, and if we unlock that, we can transform  
5 healthcare. We can improve services for citizens. We could lower  
6 the costs to government, and if you set the data free, the  
7 entrepreneurs are going to do the rest. I'm particularly impressed  
8 by the thinking of Seema Verma over in your -

9 MR. TRUMP: Right.

10 JOHN DOERR: - Medicare and Medicaid teams, and look forward to  
11 working with you and your administration.

12 MR. TRUMP: Thank you very much. Thank you.

13 MICHAEL DRAKE [Ohio State]: I'm Michel Drake, president of The  
14 Ohio State University. I'm glad to be here today, and I'm very  
15 happy to participate in this conversation. You know, we try to  
16 enable and empower and inspire young people to make a difference,  
17 and being able to partner with my colleagues here around the table  
18 and with the government to do that, and in a better way, is  
19 something that we're very excited about.

20 MR. TRUMP: Thank you very much.

21 AJAYPAL BANGA [Mastercard]: I'm Ajay Banga, the CEO of  
22 MasterCard, and thank you for having us, Mr. President. I think in  
23 addition to what technology and the Internet and things are going to  
24 do for all of us is an opportunity. Side-by-side comes a tremendous  
25 responsibility of cyber security. I think working that the right  
26 way with the right public/private partnerships, but also working it  
27 where the weakest link, which is small merchants and the individual  
28 consumer, get the right level of safety that they demand from us is  
29 really important. And, I think the level of engagement and the  
30 dialogue today was very, very interesting.

31 MR. TRUMP: Thank you very much.

1 **GINNI ROMETTY [IBM, CIA]:** Mr. President, Ginni Rometty from  
2 IBM. And, you know, I've had the pleasure of being in a number, and  
3 the honor of being in a number of these sessions, and I think it's  
4 worth noting that the efforts around workforce development, around  
5 cyber security, around modernization, while they're difficult, in  
6 this short time there has been progress already made.

7 And, so I would really say, on behalf of both, you know, Ivanka  
8 and Jared and Chris and Reid, those of us who've been in it from the  
9 beginning, I can already see, and actions have been taken. So,  
10 while these are difficult problems, I would just encourage us to  
11 keep going, because I actually can see the change happening already.  
12 So, I think this is a good sign of progress.

13 **MR. TRUMP:** Thank you, Ginni. Thank you very much.

14 **ERIC SCHMIDT [Google, Alphabet, U.S. Digital Service, 18F,  
15 Hillary 2016, Defense Innovation Advisory Board]:** Mr. President,  
16 thanks to Jared and Ivanka for sort of driving this so hard. I'm  
17 absolutely convinced that during your administration, there's going  
18 to be a huge explosion in new opportunities because of the platforms  
19 that are getting built in our industry. Those will create huge,  
20 very large new business opportunities, for which the entrepreneurs,  
21 technical talent, immigration, and so forth that you understand. It  
22 can drive America very, very positively forward. It's going to  
23 happen soon, during your leadership.

24 **MR. TRUMP:** We will, Eric. Peter?

25 **PETER THIEL [Facebook, Palantir Software, Clarion Capital]:**  
26 Mr. President, I'm Peter Thiel. I'm a venture capitalist in Silicon  
27 Valley. Very honored to be here today with all these terrific  
28 people. I think that the tech industry is an industry that is doing  
29 well in America, and we need to sort of make it do even better, and  
30 give it the support, the regulatory support, in all sorts of

1 different ways. I think your administration is off to a terrific  
2 start in doing these things.

3 **MR. TRUMP:** Thank you, Peter. Thank you for your help,  
4 appreciate it.

5 **SHANTANU NARAYEN [Adobe]:** Mr. President, I'm Shantanu Narayen,  
6 I'm CEO of Adobe. We're the company that's best known for PhotoShop  
7 and PDF, and too, thank you for having us today. Two quick things.  
8 One is I think you're championing a culture of innovation. I think  
9 it's going to be critical to our country's future leadership. And,  
10 shared services for improving government will, I believe, drive a  
11 lot of efficiency.

12 **MR. TRUMP:** Thank you very much.

13 **BRIAN KRZANICH [Intel]:** Mr. President, Brian Krzanich, CEO of  
14 Intel. You know, what I got out of today is - first, it's a great  
15 honor to be here, and a real pleasure. But also, it was a great  
16 outreach, I think, between the private/public partnerships that we  
17 can really drive innovation much, much faster. And so, I hope  
18 today's just the start of what we can accomplish together.

19 **MR. TRUMP:** Thank you, a great company, and I appreciate it.  
20 Thank you very much.

21 **ALEX KARP [Palantir Software]:** I'm deeply honored to be here.  
22 I'm Alex Karp, Palantir. I know many people in the room and in your  
23 White House from our work and tech supported General McMaster on the  
24 front line and many of the special operations people in America and  
25 around the world. What's very gratifying about what you're doing is  
26 the focus on getting more output for the input, which I don't think  
27 there's been a deep focus on in the past, and I'm really grateful to  
28 your staff for pushing that forward. We focused on rooting out  
29 waste, fraud, and abuse in the government, which is something I  
30 think all Americans would welcome, and I thank you for your efforts.

31 **MR. TRUMP:** Thank you. Thank you very much.

1 **BILL MCDERMOTT [SAP]:** Bill McDermott from SAP. It's been a  
2 great pleasure working with your team on the intellectual renewal of  
3 America. We've had the opportunity, the great opportunity to work  
4 with the Army, the Navy, even states like Indiana, in driving  
5 results, and I know you want to drive results. So, in addition to  
6 the trillion in costs we can take out, probably we can add another  
7 two trillion on the numerator, in terms of digital business by  
8 getting the public and the private sector in full cooperation under  
9 your administration. I look forward to supporting you every way I  
10 can.

11 **MR. TRUMP:** Thank you very much, appreciate it.

12 **BILL MCDERMOTT:** Thank you, Mr. President.

13 **KIRON SKINNER [Carnegie Mellon]:** Hi, I'm Kiron Skinner. I  
14 think you know me from the campaign on the foreign and diplomacy  
15 side and from transition as well. But, I'm also a professor at  
16 Carnegie Mellon University, where I work on international security  
17 issues, cyber security with the engineers and computer scientists.  
18 And, what I liked most about today is that we talked about  
19 recreating the ecosystem of the early decades of the Cold War among  
20 government, the private sector, and the university to regenerate our  
21 economy and create innovation. I'm also a fellow at the Hoover  
22 Institution at Stanford, and they'll get mad at me if I don't  
23 mention that.

24 **MR. TRUMP:** That's good. Thank you very much, appreciate it.

25 **JULIE SWEET [Accenture]:** Thank you, Mr. President. I'm Julie  
26 Sweet, CEO of North America for Accenture. The level of discourse  
27 and enthusiasm in the sessions today, which were very productive, is  
28 a powerful reminder of the importance of collaboration. And, I  
29 think two very clear themes were that modernizing the government is  
30 not about technology. It is about outcomes for our citizens.

1 And, second is the investment also in our great public servants  
2 that this will bring about and the opportunities for the many people  
3 who serve in the federal government today to help them bring better  
4 services and outcomes for the citizens. And, those are both very  
5 important and exciting things.

6 **MR. TRUMP:** Thank you. Thank you very much.

7 **SAFRA CATZ [Oracle]:** I'm Safra Catz, CEO of Oracle. We had an  
8 absolutely tremendous day working together. The partnership between  
9 academia, the government, and commercial enterprise is such a  
10 powerful combination, together with leadership, which is critical  
11 for real success. And, you had volunteers from all sides, and a lot  
12 of people working already and raring to go for the next level. So,  
13 thank you.

14 **MR. TRUMP:** Thank you, Safra.

15 **TIM COOK [Apple]:** I'm Tim Cook from Apple. The U.S. should  
16 have the most modern government in the world, and today it doesn't.  
17 And, it's great to see the effort that Jared is putting in in  
18 working on things that will pay back in five and ten and twenty  
19 years.

20 The government should be focused on its citizens, and the  
21 services of the government should be measured on how pleased the  
22 citizens are with receiving those services. That basic premise is  
23 not how it's done today. And so, I would really encourage you to  
24 ask the Cabinet how they're measuring their parts of government, and  
25 what they're doing to serve the citizens that they're meant to do.

26 Secondly, totally unrelated, but something I feel very  
27 passionate about. Coding should be a requirement in every public  
28 school. We have a huge deficit in the skills that we need today,  
29 versus the skills that are there, and we're trying to do our part  
30 or, hopefully, more than our part in doing that. But, I think  
31 leadership from government is also key.



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