

AI for Government Efficiency

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Short Summary

You discussed using AI to streamline government contract analysis and improve funding decisions amidst budget cuts and privacy concerns.

Long Summary

You, a mid-level bureaucrat, outlined your pilot project in Sonoma County to leverage AI for analyzing government contracts and non-profit reports. Facing budget cuts and public scrutiny, you aim to improve decision-making by summarizing performance data and comparing agencies. The conversation explored AI's potential for transparency and efficiency in government, while also deeply addressing the significant challenges of data privacy, especially concerning sensitive client information, and the need for careful implementation to ensure defensibility and public trust.

Government Contracting Inefficiencies

- Government contracts with non-profits, detailing scopes of work, often end up as unanalyzed PDF files.
- Performance reporting focuses on process outcomes (e.g., number of people seen) rather than client impact.
- The current system for evaluating non-profits and allocating funds is often rudimentary, political, and lacks a rigorous, data-driven process.
- This is a critical issue as government agencies anticipate major budget cuts, especially in health and human services.

AI Pilot Project Proposal

- A pilot project is being initiated in Sonoma County to address these inefficiencies.
- The core idea is to use AI to analyze the PDF contracts and quarterly performance reports from non-profits.
- The main goals are:
 - To summarize how well each agency performed against its stated goals.
 - To compare agencies against each other to support evidence-based funding decisions.

Phased AI Implementation

- **Phase 1: Program-Level Analysis (Low-Risk)**
 - Use AI to read PDFs, extract key metrics, and generate standardized executive summaries for each agency.
 - Create a dashboard or matrix to compare agencies on metrics like cost-effectiveness and outcomes delivered.
 - This phase does not require touching sensitive client data and can be done with existing tools.
- **Phase 2: Client-Level Integration (High-Risk)**
 - A future ambition is to integrate with client databases (like HMIS - Homeless Management Information Systems) to validate reported outcomes.
 - This would allow cross-referencing agency reports with state-level data on services like housing or food stamps.

Privacy and Data Security Concerns

- The main challenge, especially for Phase 2, is data privacy and compliance with regulations like HIPAA.
- Public AI models (e.g., ChatGPT) are not secure for this purpose as they use input data for training.
- County IT and legal departments are currently risk-averse, often issuing blanket prohibitions on new AI tools and recording technologies due to privacy fears.

Addressing Privacy and Gaining Buy-In

- The recommended approach is to start with the low-risk contract analysis (Phase 1) to demonstrate value and build trust.
- For demonstrating more advanced capabilities, AI can be used to generate **synthetic data**.
 - This involves creating realistic but fake client data to train and test the system's effectiveness without compromising the privacy of real individuals.

Transcriptions

C - Aug 22, 2025 09:57:42

Hi, Rodge.

A - Aug 22, 2025 09:57:43

Hi, how are you doing?

user - Aug 22, 2025 09:57:45

Good. Um, first I have to say I have another call, or actually a, a meeting I have to be at at 10:30, so we only have a short period of time. Uh, and I also wanna let you know that I've already had one conversation with one of the, uh, consultants that, that called yesterday. So I'm pretty much-

B - Aug 22, 2025 09:58:10

Okay.

user - Aug 22, 2025 09:58:10

... gotten some of the answers that I, I had asked for, uh, so I think this call would be hopefully... I'd like you to know what I'm up to so that you can sorta tuck it away in your, you know, governmental improvement project out in California kinda thing. Um, and so-

user - Aug 22, 2025 09:58:22

So if you run into people or if you have any ideas, um, I would appreciate 'em. So let me spend a few minutes telling you a little more about what it is the project's all about and how hopefully AI might be able to help. I'm a, I'm a sort of mid-level government bureaucrat out here in California, um, in a county that's pretty progressive and, uh, as you probably are aware, is among many, many, many, many government agencies and counties that are anticipating major budget cuts, mostly around health and human services. My project, um, and my background has been in housing and homeless and...

user - Aug 22, 2025 09:59:03

You know, services for the poor with, uh, from the government, from a county or from the state. Um, and we've spent, I mean, I'm 77 and I've spent most of my life building systems that serve, uh, you know, residents of the county for behavioral health or, you know, substance use or homelessness. Um, and in that pretty standard around the country, uh, governments when they contract for services using taxpayer money or federal money or state money have contracts that detail what we're expecting of them. It's called a scope of work.

user - Aug 22, 2025 09:59:42

And, uh, in most cases now it ends up as a PDF in somebody gov- some government bureaucrat's hands then ends up in a file. It's, you know, it's basically the, the agreement between those who are giving away the money and those who are receiving it. Non-profits tend to be those applicants and governments tend to be the money but it can be also foundations and, you know, other individuals but they generally sort of detail the boring, you know, legal aspects of this is a contract that, you know, between you and I and here's what I expect of you. Now-

user - Aug 22, 2025 10:00:22

Mostly in the past, what people have expected, what deli- what nonprofits have delivered and what government has been asking is what we call process outcomes. Um, you're gonna do a certain amount of classes, you're gonna see a certain amount of people. You know, it's mostly a kind of a what you're gonna do. It hasn't really been until recently, and I've been a pioneer in the, in the country around, uh, impact evaluations. What is it what you're gonna do gonna do for the client, okay? Uh, so we're getting better at being able to set up metrics and figure out what it is that, you know, changes and, and measure that from independent sources.

user - Aug 22, 2025 10:01:06

Okay. So most of it, I'd say 85% of the contracts between governments and non-profits, uh, end up, like I said, as a PDF file with, with, you know, one-tenth of it scope of work and the rest of it a bunch of boring legal stuff. Now as a result, every fiscal year, as a result of having all those contracts, the government is then obligated and the non-profit's supposed to supply reports about, "Okay. Here's what we did." You know, mostly to sort of check in and make sure they're still on target for what it is that we're asking them to do, but sometimes to be able to use-

user - Aug 22, 2025 10:01:42

...use in subsequent years or subsequent what are called NOFAs, Notice of Funding Availability, that says, okay, this agency and this agency and this agency all were asked to go meet with homeless, let's say, and get them into services. How did they compare against each other? What is the, uh, performance measurements that we've used? Okay. So, and those come in usually quarterly, so we end up with a scope of work that says what they're supposed to do and four

quarterly reports about, okay, here's from them saying, "Here's how we did and how well we think we, uh, performed."
Now nobody ever-

user - Aug 22, 2025 10:02:21

... those. I mean, the guys and their nonprofits who are the executive directors produce them or program managers, and the bureaucrats in the system, uh, get them, file them, and really don't use them very well. Now, in the homeless field, the federal government for the last few years has mandated something called Continuum of S- of Care which is local decision-making bodies made up of a variety of different players, stakeholders who a- are obligated under federal funds (clears throat) to have a process that actually, um, uh, grades, um, s- you know, uh, s-

user - Aug 22, 2025 10:03:01

... scores those contracts so that they can, you know, reasonably tell the feds and the local community, "We've done a good job of giving away this money." Uh, and sometimes those staff in the agencies, in behavioral health or in homelessness or, you know, w- housing or whatever, um, convene the meetings, you know, three months before the decision that, to give out the money and they have a series of meetings in which they support the volunteers on the committees to make a decision. But it's still kind of rudimentary, it's still kind of like hit-and-miss and a lot of it's political about, "Oh, I've got a friend on the committee who's going to..."

user - Aug 22, 2025 10:03:44

you know, argue for me. Uh, so people are very suspicious of how we make decisions in government and, uh, in the midst of all of that, th- all of those Trump supporters and everybody else who says, "There isn't any role for government, we ought to get rid of it." are using their, are, uh, lack of having a rigorous, um, somewhat fair process against us.

user - Aug 22, 2025 10:04:10

So in this midst of, "Oh, my God. Half the money's gonna go away." everybody's panicking all over the country. Everybody's trying to figure out how do we both stop what's happening and cushion the impact by-

user - Aug 22, 2025 10:04:21

... making good decisions about what continues as government services. So having been on the boards of non-profits, and gotten money, and now in a position of giving it away, um, I, I'm in a unique perspective to be able to say, "Well, how can we do it differently? And how can AI help us?" Um, and so the pilot project that I'm going to be spo- sponsoring here in Sonoma County is, why don't we take all those scopes of work, PDF files, you know, a couple of paragraphs from every one of them, and send them through AI a- and then concatenate on that PDF the-

user - Aug 22, 2025 10:05:01

... four or 12 or however often they send in a report saying, "Here's what we did," and let it all be analyzed by ANI to be able to say, one, how well d- you know, summarize how well this agency did its job so the bureaucrats at the local level don't have hundreds and hundreds of pages to try to synthesize in their head. So syn- summarizing and analyzing data that comes in that's on standard PDFs is part of the project. The second is, okay, so I now know each individual agency's score or analysis of how it-

user - Aug 22, 2025 10:05:40

Well, they think they did. How do I compare them against each other to be able to give some guidance to the folks who have to say, "Well, I've only got half as much money. Who do I give this money out to?" Okay, so that's the basic pilot project that I'm kicking off in Sonoma County. Mu- th- their Public Records Act requests make it easy for me to get the data. Um, a- as I said in the beginning, I'm a sort of a mid-level bureaucrat, but I don't work for the county and I don't work for the nonprofit. I'm an independent, you know, retired guy who's went on everybody, you know, who everybody trusts, and I'm appointed to a board, the Behavioral Health Board, which...

user - Aug 22, 2025 10:06:20

... every county in Sono- in California has, so there's a bunch of us who are on independent boards appointed by the boards of supervisors, who are sort of charged with making sense out of something, you know, coming up with a way to do this. Um, so my questions have to do with, first of all, how easy is it if I had a bunch of PDF files for an AI co- you know, series of questions or structure to be set up that helps in some way? And the first guy that responded, a guy named Scott yesterday said, uh, he works for Salesforce, said, "Oh yeah, real easy. We can do that." Um, it's not...

user - Aug 22, 2025 10:07:00

... difficult for us if you had those kinds of, uh, pages for us to, you know, set up some mechanisms that allow it to be, uh, kicked back to you in some readable, understandable, so your, your mid-level bureaucrats have some assistance. And they can say to the, uh, to the applicants, non-profits, to the community, to the funding sources, "It's not our just intuition. It's something that is based on, uh, interactions between the funder and the fundee."

B - Aug 22, 2025 10:07:36

So thanks for that. So basically, a little bit of my background, I also work in a company very similar to Salesforce, or I used to. It's called Capgemini. So we- we have about 300,000 people doing technology consultancy services-

A - Aug 22, 2025 10:07:52

Mm-hmm.

B - Aug 22, 2025 10:07:53

... across the globe. So here's- here's what I think about this. So your instinct is exactly right. So you're sitting on a large amount of structured...

B - Aug 22, 2025 10:08:00

... underused data.

B - Aug 22, 2025 10:08:04

Um, the scopes of work, the PDF contracts, and the non-profit reports you are talking about. Now, AI is very well-suited to take those unstructured documents, uh, extract the relevant prices, and then generate these consistent, comparable summaries. Um, that, that will create two major benefits. One is transparency for the decision-makers like yourselves.

A - Aug 22, 2025 10:08:30

Right.

B - Aug 22, 2025 10:08:31

Uh, and also efficiency for your staff, which you already pointed out.

A - Aug 22, 2025 10:08:38

Yeah.

B - Aug 22, 2025 10:08:39

Um, so let me explain how AI can help in these two, two phases, okay? So the first phase is documentation, summarization, and cut-and-paste.

B - Aug 22, 2025 10:08:40

... compliance checking. So you can use AI to read through PDFs, pull out these key metrics, and generate, uh, what's called an executive summary. Now, companies already do that. Like, when there's a big meeting in a company, instead of sending out a 40-page memo, it's like an AI-generated summary that people look at. So you can easily do that. Um, and this can also flag whether agencies met the deliverables, uh, partially delivered, missed outcomes. Uh, the result is this sort of standardized one-page snapshot per agency, uh, instead of the PDFs you were talking about.

B - Aug 22, 2025 10:09:20

So, AI can create a dashboard or matrix that lets you compare agencies on cost effectiveness, outputs delivered, and populations served, um, which can then help decision-making bodies defend their choices with actual evidence, which I think you guys need to do-

A - Aug 22, 2025 10:09:26

Right, right.

B - Aug 22, 2025 10:09:27

Now, phase two is the comparative analysis across agencies.

A - Aug 22, 2025 10:09:41

Yeah.

B - Aug 22, 2025 10:09:41

... instead of just process compliance.

B - Aug 22, 2025 10:09:43

So over time, you could, you could train the system to highlight best practices across agencies to again improve.

B - Aug 22, 2025 10:09:54

Coming to addressing the ease of use, um, so the good news is you don't need to build this from scratch. So tools already exist that can.

B - Aug 22, 2025 10:10:00

So, you don't need to get someone to make it for you. You just need someone to compile it all together and tell you how to use it.

A - Aug 22, 2025 10:10:11

Yeah.

B - Aug 22, 2025 10:10:12

So, you can like, have tools that read and s... read and extract from PDFs. They're called parsers. Uh, you can structure that data into tables then run large language models, so like, ChatGPT, um, that's a lot LLM.

B - Aug 22, 2025 10:10:37

... is where I'm getting to.

A - Aug 22, 2025 10:10:38

Mm-hmm. Mm-hmm.

B - Aug 22, 2025 10:10:39

So, to summarize and compare, and then output the results into Excel dashboards, and that can all be done using like a simple coding project. Um, so I guess... So, AI won't replace your process. It will make it defensible-

A - Aug 22, 2025 10:10:39

Yeah, yeah.

B - Aug 22, 2025 10:10:39

... still accusing you of being soft or, or lacking rigor. You can point to an AI-enabled e- evidence system that shows every contract was reviewed, summaries were generated consistently, and like decisions were based on clear comparison of performance.

B - Aug 22, 2025 10:10:41

So, instead of people-

A - Aug 22, 2025 10:11:09

Yeah.

B - Aug 22, 2025 10:11:10

And another human part of this is that everyone's like thinking, "Why are you not using AI?" So when you show people like th- the federal government that, "Hey, we've incorporated AI," you've essentially given them the buzzword to be like, "Okay, these people are, you know, up to date-

A - Aug 22, 2025 10:11:19

Mm-hmm.

user - Aug 22, 2025 10:11:20

In addition to these reports, most counties, all counties in California by federal mandate a few years ago have set up d- databases of the actual clients. They're called HMIS and Homeless, Homeless Management Information Systems. So they're all software produced by independent vendors who we've bought to be able to have our case managers on a daily basis put interactions with the clients. "I met with so-and-so, here's their... You know, we, we had a, um, a conversation about getting into food stamps, I gave him the referrals. Here's their progress."

B - Aug 22, 2025 10:11:20

... with, with what's happening." So... yeah.

user - Aug 22, 2025 10:11:24

Yeah, yeah. Now that, uh, let me tell you at least one pushback. Um, all of this information... well, f- two things.

user - Aug 22, 2025 10:11:59

...on getting that done. So there's a lot of, sort of actual performance at the client level between clients and case managers at the county level, and now the state has created um, uh, a system of aggregating all of that from the county levels up to a statewide database because their ambition, Newsom's ambition a few years ago, was to say, okay if somebody gets, who's homeless, gets into a food stamp program at the local level and they think they've gotten in, why don't we make sure at the state level by comparing our state database for food stamps with their local database for performance?

user - Aug 22, 2025 10:12:40

And w- so we can find the folks who, you know, didn't get into food stamps but should have, uh, and try to reconcile that. The other thing is, if they're eligible for food stamps, California has said, you may be eligible for Medi-Cal or eligible for housing. So, we can compare at the state level some data that makes it so that we have an easier time identifying who's eligible for and how do we serve them. Now, that's parallel to this entire system, but we have ambitions of trying to integrate it in some way into the performance of the agency because if this agency says, "God, we've gotten-

user - Aug 22, 2025 10:13:18

X amount of people into housing and we have a housing database over here that says we've got a Section 8, you know, uh, for this person, we can at least, you know, v- validate, uh, to some degree what we're s- what we're getting from them in their narratives. Now that's the second phase of this but it's, kind of, m- raises the question of privacy. Privacy is important both in the first and the second because when we have a conversation in a report or we have a conversation in a meeting or something, everybody's kind of going, "Oh my god, people are, you know, losing their privacy." Uh, and so AI is a little suspici- people are...

user - Aug 22, 2025 10:13:58

When I'm talking about AI and using data to be able... People kinda go, "Well, how secure is this information?" Does AI in... And I'm, for instance, in, in a parallel project, I'm distributing, um, Fieldies. You may know of this, uh, little device that everybody wears that basically in- summarizes meetings. So if I have a meeting and I'm talking to everybody about the performance of this agency and they wanna say, "Hey now, as an illustration of how well I'm doing it, Joe Blow over here, you know, came to us and had this many, uh, issues about, you know," their vulnerability.

user - Aug 22, 2025 10:14:39

... to dying on the street, um, they don't want the name of that person. They don't want to be able to have any identifying. They worry about HIPAA and other kinds of things and, and so, so far what I've heard from people in the experience, especially on summarizing meetings is that all those things are scrubbed and we end up with just the summaries or high-level, what was the conversation about and how did it get done? And so I... My question to you is, in this aggregation of reports and, uh, and perhaps data has the industry gotten to the point where it can be defended against that kind of...

user - Aug 22, 2025 10:15:19

Violation of HIPAA privacy about personally identified information.

user - Aug 22, 2025 10:15:26

And you must have run into that in, you know, w- when consumer product sales are going on and you have, you know, vendors who are talking about, you know, the, the theoretical customer out there, uh-

A - Aug 22, 2025 10:15:47

Yeah.

user - Aug 22, 2025 10:15:48

... us- using, using actual customers as the, um, you know, the samples, um, at least that's what I can consider it.

B - Aug 22, 2025 10:15:58

Yeah, yeah.

B - Aug 22, 2025 10:15:58

Client-level data and performance-reporting systems, like, um, HMIS, have very different set of rules, um, and sensitivities compared to contract PDFs, which we were initially talking about.

A - Aug 22, 2025 10:16:01

(laughs)

B - Aug 22, 2025 10:16:02

So, so, so-

A - Aug 22, 2025 10:16:12

Right.

B - Aug 22, 2025 10:16:13

So we can't just lump those together casually because privacy, consent, and nuance matter.

A - Aug 22, 2025 10:16:25

Yeah.

B - Aug 22, 2025 10:16:26

So let me draw a clear line between two kinds of AI use. So one is program/contract-level reporting, which is low-risk/high-value-

A - Aug 22, 2025 10:16:33

Right.

B - Aug 22, 2025 10:16:34

... so which is summarizing scopes of work, um, deliverables, nonprofit reports. So this is about accountability, consistency across regions. So-

B - Aug 22, 2025 10:16:38

... personal or client identifiable data needs to be touched.

A - Aug 22, 2025 10:16:45

Right.

B - Aug 22, 2025 10:16:46

And then the second is the client level systems which you said you want to integrate.

A - Aug 22, 2025 10:16:55

Yeah. Uh, but I'm a li- I'm a little-

C - Aug 22, 2025 10:16:59

There's data there-

user - Aug 22, 2025 10:17:00

Yeah, I'm a little worried about that because as, as I think you're headed, uh, we have less control over that.

B - Aug 22, 2025 10:17:12

Yeah. So, so, yeah, so those databases already exist for federal state compliance, as you said. So AI c- could be used down the road to spot trends and identify gaps in services or flag promising interventions. But that requires really strong guardrails and governance. So-

A - Aug 22, 2025 10:17:18

Yeah.

B - Aug 22, 2025 10:17:18

-- which is defensible and doesn't risk individual privacy-

A - Aug 22, 2025 10:17:23

Yeah, yeah.

B - Aug 22, 2025 10:17:23

... start with contract level analysis.

D - Aug 22, 2025 10:17:24

Mm-hmm.

B - Aug 22, 2025 10:17:25

Only later consider this careful integration. But there is a defending- defending approach you can take. So how you can defend this, uh, aggregation approach is by saying what AI doing wh- what AI is doing here isn't replacing your process. It's standardizing and making visible what already exists. So right now, every country or non-profit writes in its own style. AI doesn't invent new meaning, it translates those reports into shared language so you can, uh, compare apples to apples.

B - Aug 22, 2025 10:17:54

That actually strengthens the rigor of the process and makes...

B - Aug 22, 2025 10:17:57

... system harder to criticize, not weaker. And one way to keep nuance is to use AI-generated summaries as the front door. So like a one-page snapshot that can always link back to the full underlying report. That way decision-makers can see the big picture fast.

A - Aug 22, 2025 10:18:05

Right.

A - Aug 22, 2025 10:18:17

Right.

B - Aug 22, 2025 10:18:17

Uh, but anyone concerned about missing details has the ability to drill down.

A - Aug 22, 2025 10:18:26

Yeah.

B - Aug 22, 2025 10:18:27

And in, in, in terms of safety, like, so when I work with clients that are like big banks, for example, they're always really hesitant because it's people's money at the line. So that's why if you go look at Bank of America in the US or like Barclays here in the UK, they're not gonna, they're not going through this process.

B - Aug 22, 2025 10:18:37

... with massive digital transformation because the conversations you have with even ChatGPT are not private to you and ChatGPT. The, the open AI uses those conversations to train its model again.

A - Aug 22, 2025 10:18:48

Yeah.

B - Aug 22, 2025 10:18:49

So unless you develop your own model which is again resource-intensive-

A - Aug 22, 2025 10:18:58

Yeah.

B - Aug 22, 2025 10:18:58

... lots of money, um, right now I don't, I don't really think there is like a- a- an AI that can sort of integrate reports with state data.

user - Aug 22, 2025 10:19:06

Okay. Well, that's good to hear. I mean, I, it's, we all have dreams and ambitions of trying to, you know, improve systems of government and, uh, I think the database for clients...

user - Aug 22, 2025 10:19:17

Local to state has a wholly different purpose and, uh, and the guardrails are much more, um, necessary and much more difficult to implement. Um, they're still gonna be, you know, the people are still gonna be using the database. We use it a- a lot at the local level to determine, you know, of the 50 people who are desperately in need of a house or some placement, you know, who are the most vulnerable? You know, we have standard sort of, um, measurements of, uh, vulnerability. Uh, there's a thing called VI-SPDAT which all over the country is a vulnerary- vulnerability

user - Aug 22, 2025 10:19:57

... index database. And, and people are d-desperately trying to make sure that privacy, um, is maintained in all of that to the degree to which there are no minutes, there are no... You know, these meetings of conversations are all sort of kept in the head and nowhere else. Um, but we're trying to make it so that we can do, as I said before, some comparison of, of actual performance. Did they get into a house? You know, can we, you know, verify that there's somebody who's being paid rent for this person? Uh, and, and how long, uh, have they been there? Homelessness, uh, chronic homelessness on the street-

user - Aug 22, 2025 10:20:37

It's a big part of what America is trying to figure out a way of solving and knowing, you know, who's been given a place to live and comparing those local names to who's been arrested lately for being on the street. You know, uh, uh, those kinds of cross-tabulated, you know, analysis of the data is interesting to us to measure our own performance. Uh, but we gotta work on that separately because I don't think AI is going to be, uh, useful until we can figure out a way of ensuring some privacy.

C - Aug 22, 2025 10:21:17

... at the local level.

C - Aug 22, 2025 10:21:19

Mm-hmm.

B - Aug 22, 2025 10:21:20

You can create sort of extraordinary AI that, like, synthesizes data in the most perfect manner and gives you insights that would have taken months to generate, and that can all be done really quickly. That's like a very simple model to code. But another thing is, AI is growing at an exponential rate, um, so because of that, I'm sure in, like, a very near future, there will be sort of a system where the government will have to use these technolo- so the giants, uh, OpenAI and let's say Anthropic, they will have to coordinate with them and find some sort of system.

B - Aug 22, 2025 10:21:45

Absolutely. So I think, I think what you guys can do is like perform miracles.

user - Aug 22, 2025 10:21:52

Yeah, yeah, and, uh, and just for your information, that's already begun because, uh, I sit on a couple of different boards at county levels and the f- county staff, uh, have gotten, um, instructions from the lawyers in the county that says, "You can't even record a meeting, uh, you know, on these little fieldy devices and other stuff, uh, because of their concerns about privacy." And so the, y- you know, the sort of pushback that says, you know, "Hey, look, um, th- this isn't as easy as you think, Gregory." Uh, that's why (laughs) as an independently wealthy guy who's got his own foundation who can fund some of the things we're talking about and say, "See? Look, it didn't do what you s- fear it." Um, uh, the bureaucrats in the IT departments and the county council, you know, the lawyers and the geeks w- who, who are looking at 700 different AI applications and not able to really define which ones are safe and which ones aren't because they're just overwhelmed with what they're doing right now, uh, their simple answer is, "Nothing. You can't do anything." You know, it's like, "Stop recording this meeting. Stop doing this kind of... N- stop your project, Gregory, you know, analyzing." Uh, I might... Because we have in California something called the Brown Act, which basically says meetings have to be open and they can be recorded and they can't stop us from recording it, and data that they collect can be asked for and delivered through, uh, Public Records Act requests, there's not a lot that they can do to stop guys like me. Um, and I... So I'm gonna try and ex- m- y- you know, work with-

user - Aug 22, 2025 10:23:37

... the, the rules, make sure that I'm not violating anything legally, but exli- you know, experiment with if you have the data and you had those kinds of, uh, de-identifying mechanisms and you had... In, in, in meetings mostly, you know, 99% of the meeting is gonna be high level conversations about systems. But somebody may say, you know, "Hey, Joe Blow over here is a perfect example of what you're talking about." Uh, and I've just got to make sure that the Joe Blow information doesn't end up in the summary somewhere, um, which is possible right now just because it ends up in a PDF, and I can scrub the PDF before I put it out anywhere. Um...

B - Aug 22, 2025 10:24:44

Yeah. And, and I think to, to do that, what AI is really good at is generating what we call synthetic data. Now this is like real, real life looking data that, that you can use and then train your model on that, and then show that, "Hey, my model's working this way." Because like when banks roll out these new payment systems, they don't just like do it without testing. AI can generate like thousands, like millions of payments that are fake-

C - Aug 22, 2025 10:24:59

Mm-hmm.

B - Aug 22, 2025 10:25:00

... but look extremely real. And then you test it through that.

A - Aug 22, 2025 10:25:06

Yeah.

B - Aug 22, 2025 10:25:06

So if you do want to go down that road of trying to s- convince people about how we can actually get something out of this, you can, you can use synthetic data as a friend because the data is like... It's gonna be pretty much very similar to real life, except the people don't actually exist.

user - Aug 22, 2025 10:25:09

Great. Great. Okay. Well, good. Well, it's close to 10:30 and I'm gonna have to get on another... I really appreciate this. I can't believe that I actually have some connections to some people smarter than I am (laughs) and I really appreciate that.

B - Aug 22, 2025 10:25:29

You're a knowledgeable person, Gary. I'm sure you'll, I'm sure you'll do great things.

C - Aug 22, 2025 10:25:36

Okay. Well, thanks a lot, Raj.

B - Aug 22, 2025 10:25:40

No worries. Have a nice day. Bye-bye.

A - Aug 22, 2025 10:25:44

You too.