1. Submissions from this consultation process may be made public. Please indicate here if you would like your submission to be kept private.
   I am happy for my submission to be made public.

2. Which of the following best describes the perspective your submission represents?
   Member

3. Is this a group or individual submission
   Individual

4. Individual
   Name: Daniel Spector
   Title: Director
   Organisation: Bizdev.nz

5. If you would like to be kept informed of final decisions, please provide a contact email address

6. Would you like to provide any comment on the case for change?
   The Case for Change in the document is well considered and addresses frustrations that I, as a member, have with the organization. It literally hits all the points that I feel it needs to.

7. What do you think are the strengths of the proposal to merge the three organisations into one, governed by one Council?
   I suspect that the cost optimisations will be even greater than presented, allowing more-and-better charitable efforts and perhaps, dans mes rêves, taking aggressive action in making internet access a human right in NZ.

8. What do you think are the limitations of the proposal to merge the three organisations into one, governed by one Council?
   Implementation. Doing the actual corporate restructure and functional integration will take a steady hand that DEEPLY understands the goals (yes, and history) of the organisation.

   I am deeply afraid of the Council hiring some high-image bank CEO that knows re-orgs but doesn't understand INZ.
9. Do you have any suggestions on how to address these limitations?
Yes- hire for strategic understanding of the goals of the proposal, not experience in re-organisation implementation. Avoid cocky candidates, steer towards the considered. A personable, sensitive person with a deep understanding of the organisation, its history, the nuances of the people involved, and classical strategy.

10. Do you have any comments on the proposed approach to protecting the independence of .nz policy and regulation?
In this I defer to the Council's considered wisdom.

11. Do you have any other comments you would like to make?
This is brave. Screwing it up will destroy as surely as doing nothing will- the latter will just make our decline take longer.

I respect the serious consideration that must have gone into this proposal and hope the implementation is as capable.