

## IBM

This proposal was rated satisfactory. The bidder presented a highly flexible but over-sophisticated system, which is reflected in the high cost. This is interpreted by the committee as a lack of detailed understanding of the operational requirements.

*In the program mgmt area* This company could not receive a favorable rating by ~~the~~ committee in view of the weak favorable features and strong unfavorable features of costs, key personnel and manpower.

*The Field Committee findings were satisfactory.*

## HUGHES

1. This proposal generally reflects a poor understanding of the scope of the task. The technical depth of their proposal was extremely limited and would not permit a thorough evaluation or recognition of their technical capability. The bidders overall systems concepts were poorly coordinated and subject to strong criticism in the operations and communications area. The proposal is representative of a systems design organization lacking experience in communications and operational integration. The committee believes that the bidder would require excessive guidance by MSC to accomplish the required tasks.

*In the Program Mgmt area*

~~It appears that the same~~ general weakness -- lack of experience in systems management and system integration -- showed up in weak proposals in the areas of experience, manpower estimates and cost estimates. Only a solid subcontracting discussion partially redeemed an otherwise weak proposal.

*The Field Committee findings were satisfactory.*

## BENDIX

1. The bidder is considered undesirable on an overall basis. His proposal is weak, vague and generally lacking in sufficient detail to make an adequate technical evaluation. In many areas, the concepts of implementation, manning, and design do not comply with the requirements of RFP. Even where problem areas are properly identified, no detailed solutions are presented. In many areas, the bidder's stipulated intent was to design and build new equipment as opposed to procurement of commercially available items. This intent is not realistic in view of the stringent schedule requirements, nor the bidder's past experience. For an acceptable system, this bidder would require prohibitive guidance and redirection from MSC.

*In the Program Mgmt area* → The proposal of Bendix contained but one favorable feature which was in the cost field. In relative ranking with other companies it is considered sixth.

## RCA

This proposal was rated satisfactory. This response provided a generally good level of detail relative to his choice of specific display systems components; however, he did not develop an integrated system. The concepts he developed were good; however, he failed to adequately elaborate his system design and often contradicted his concept.

The bidder's approach indicates an over-reliance, primarily in the design and lease of equipment, on the RTCC Contractor, and the telephone company. ←

• The bidder will require considerable redirection which will result in a significant increase in overall cost.

*Intro Business thing into areas*  
• RCA, in general, had an effective proposal with the real weaknesses in such contract administration and control as well as proposed fee and rates. ←

• The strong features of experience. Key personnel and overall organization easily outweighed the secondary weaknesses of this proposal.

*The Field Committee findings were satisfactory. ←*

The overall evaluation by the customers was excellent. It was felt that RCA costs were high, but the product outstanding.

## LOCKHEED

• This proposal is reasonably developed in the establishment of requirements but is generally poor in the presentation of a technical approach. The presented systems concept is aimed at simplicity and is centered about a low speed and manual operation approach. The concept is particularly poor in the area of communications to the extent of being considered unacceptable. While this poor concept reflects in other areas these areas were generally well developed. The bidder will require major redirection to realize a suitable approach in the communications area and it is believed that considerable MSC effort would be required to achieve a satisfactory system design. The proposed concept enables the bidder to present a low cost proposal in this area. The substitution of a new concept (Automatic Communications Processors) would substantially add to the cost of the bidders proposal.

Lockheed was judged Very Good ~~overall~~ with no real weaknesses in the program management area. It is one of the two top companies in the final Committee ratings.

*The Field Committee findings on performance were generally satisfactory. Customers interviewed indicated a consistent tendency towards high cost, notably during implementation when changes are involved.*

# Company Summary Reports

## PHILCO

This proposal is very good and the best submitted. The proposal is developed in considerable detail and reflects a well considered design approach. The systems concept is considered good but with minor reservations in the display selection sophistication and in the philosophy for the application of the communications processors. The design approach shows a good balance between the logical development of the requirements and a good technical solution. It is generally considered that Philco's good grasp of the overall problem would result in their requiring the minimum of redirection and technical guidance by MSC.

The Philco proposal was generally strong <sup>in the program management area,</sup> but was downgraded primarily because of its cost estimate which was high in total and weak in specific factors.

The Field Committee findings substantiated the results of the evaluation. Philco was recommended highly as being dependable under a tight schedule.

## ITT

This proposal was generally good in that most of the problem areas were recognized and technical solutions were proposed. The technical presentation was not fully developed in all areas.

The ITT systems concept is based on the highest degree of data handling automation of any bidder. This systems plan is severely questioned by the technical committee. As the ITT data automation approach is so basic in the overall IMCC implementation, it is discussed in detail <sup>LATER IN</sup> ~~at the end of~~ this report. However, it is believed that ITT ~~can~~ could be redirected to provide an acceptable system.

In the Program Management area ITT did not receive a single unfavorable comment and was rated the leader in the field of Program Management.

The Field Committee findings - investigation uncovered <sup>significant</sup> two features, which the board was obligated to consider in the evaluation of this company.

The work of ITT, (Federal Electric), on project "Big Rally II", and "~~THE~~ MEDTROPO", was considered poor, ~~by the customer~~, necessitating extensive direction and guidance by the customer. On project "465h", the customer was emphatic that ~~the company~~ ITT did not furnish sufficient technical talent at the start of the project.

With these exceptions, the findings are the same