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~~SECRET~~  
HANDLE VIA BYEMAN  
CONTROL SYSTEM

XXXXX  
ACORN 148, GUARD 662, ANGLO 484  
GUARD PASS WHIG  
ANGLO PASS ETHER

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HANDLE VIA BYEMAN CHANNELS ONLY

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FROM GEN KULPA

1. REFERENCE IS MADE TO OUR CONVERSATION OF 6 FEB 76 CONCERNING YOUR POSSIBLE SUBMISSION OF AN UNSOLICITED PROPOSAL FOR THE STAR SENSOR SYSTEM EFFORT. THE DECISION AS TO YOUR SUBMISSION OF A PROPOSAL IS OF COURSE ENTIRELY YOUR OWN. HOWEVER, TO AVOID ANY POSSIBLE MISINTERPRETATION OF THE CURRENT SITUATION I FEEL OBLIGED TO POINT OUT THE FOLLOWING FACTORS WHICH HAVE CONSIDERABLE BEARING ON THE LIKELIHOOD OF AN AWARD TO YOUR COMPANY. AS STRONGLY EMPHASIZED TO YOUR PEOPLE IN THE MEETING OF 6 FEB WITH COL ANDERSON AND HIS SPO PEOPLE THESE FACTORS AT THIS TIME IN OUR JUDGMENT APPEAR TO BE

*My*  
*Randy*

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| SS-5         |   | X |
| SS-6         |   |   |
| SS-7         | X |   |
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PAGE 2 CHARGE 1192 ~~SECRET~~  
SUBSTANTIAL OBSTACLES TO A POSSIBLE CONTRACT AWARD TO THIS WORK TO YOUR COMPANY. THIS INFORMATION IS PROVIDED TO YOU FOR YOUR ASSISTANCE IN MAKING A JUDGMENT AS TO THE EXTENT YOU SHOULD COMMIT YOUR COMPANY RESOURCES IN PURSUIT OF THIS BUSINESS.

A. FIVE ARC SECOND REQUIREMENT. THE PRESENTATION GIVEN BY YOUR PEOPLE TO COL ANDERSON'S SPO ON 6 FEB CONCERNING THE STAR SENSOR SYSTEM APPEARS TO BE INSUFFICIENT IN MEETING OUR REQUIREMENTS OF FIVE ARC SECONDS ACCURACY IN DETERMINING THE OVERALL PAN CAMERA ATTITUDE. MOREOVER, THIS IS THE CONCLUSION WHICH OUR PEOPLE REACHED APPROXIMATELY 12 MONTHS AGO WHEN THEY ASSESSED YOUR PROPOSED TECHNICAL APPROACH.

WE BELIEVE THAT THE ACCURACY REQUIREMENTS HAVE NOT BEEN UNDERSTOOD BY YOUR PEOPLE.

B. NEED FOR ESTABLISHED WORKING RELATIONSHIP WITH THE BENDIX CORPORATION AND LMSC, I.E., THE ELECTRONIC SYSTEMS CONTRACTOR AND THE SYSTEMS INTEGRATION CONTRACTOR. WE BELIEVE THAT THIS CLOSE COORDINATION AND WORKING RELATIONSHIP IS A PREREQUISITE FOR ANY REASONABLE ASSESSMENT OF THE FEASIBILITY OF YOUR TECHNICAL APPROACH. IT WAS EVIDENT TO OUR PEOPLE THAT TO DATE YOU HAVE NOT ACHIEVED THIS WORKING RELATIONSHIP. IN ANY EVENT WE WOULD EXPECT THE BENDIX CORPORATION TO GIVE US A DIRECT ASSESSMENT OF THEIR ESTIMATE AS TO THE FEASIBILITY OF THE APPROVED FOR RELEASE: 2019/05/01 C05118661. THERE

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PAGE 3 CHARGE 1192 ~~SECRET~~  
 IS THE NEED FOR CLOSE INTEGRATION WITH THE CAMERA SYSTEM  
 CONTRACTOR.

C. THE NECESSARY TIME TO DEMONSTRATE CLEAR TECHNICAL FEASIBILITY OF A PROPOSED APPROACH. AS COL ANDERSON AND HIS PEOPLE STRESSED IN THE DISCUSSIONS OF 6 FEB, SP-7 CONDUCTED AN EXTENSIVE STUDY OF THE VARIOUS POSSIBILITIES FOR SATISFYING THIS DMA REQUIREMENT. WE BELIEVE WE GAVE CAREFUL CONSIDERATION TO THE POSSIBILITIES OF MODIFYING EXISTING BYEMAN HARDWARE AND TECHNOLOGY TO SATISFY THE REQUIREMENT. THE CONCLUSION OF THE STUDY WAS THAT IN ALL LIKELIHOOD THE REQUIREMENT COULD ONLY BE SATISFIED THROUGH A NEW DEVELOPMENT. MY PEOPLE STILL STRONGLY HOLD THIS OPINION. THEREFORE, WE WOULD HAVE TO HAVE CLEAR EVIDENCE OF THE FEASIBILITY OF ANY OFF-THE-SHELF TYPE PROPOSAL BEFORE SERIOUSLY ENTERTAINING IT AS A POSSIBILITY.

D. THE SCHEDULE FOR THE REQUIREMENT. AS YOU MAY KNOW, OUR EXPRESSED NEED IS FOR HARDWARE TO MEET SV-17 LAUNCH IN 1980 ALONG WITH THE FACTORY FLOW REQUIRED FOR BACKING UP SV-16'S LAUNCH.

E. FUNDING CONSTRAINTS. WE PRESENTLY DO NOT HAVE SUFFICIENT FUNDS AVAILABLE TO PERMIT DEVELOPMENT EFFORT OF YOUR APPROACH.

2. IN SUMMARY WE BELIEVE THE CONSTRAINTS INHERENT IN THE ABOVE FACTORS ARE SUCH AS TO MAKE AN AWARD TO YOUR COMPANY UNLIKELY. WE WILL, HOWEVER, FULLY CONSIDER ANY PROPOSAL WHICH YOU MAY CHOOSE TO

PAGE 4 CHARGE 1192 ~~SECRET~~  
 SUBMIT, INSOFAR AS THE TECHNICAL REQUIREMENTS, SCHEDULE AND FUNDING CONSTRAINTS PERMIT.

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