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DEPARTMENT OF THE AIR FORCE  
WASHINGTON 20330



OFFICE OF THE SECRETARY

March 12, 1968

MEMORANDUM FOR SECRETARY BROWN

SUBJECT: Mission Data Adapter Unit (MDAU) for MOL

This is in response to your marginal comments in the February 1968 MOL Status Report on the MDAU source selection.

You noted that we had not solicited Raytheon for a rebid for the MDAU on an FPI basis as we had the other two contractors. The reason for the request for FPI bids from the other two contractors was that their CPIF bids were just a bit more than half the Raytheon CPIF bid. We therefore wanted to assure ourselves that the other contractors were willing to stand up to their bids on a firmer commitment basis. Both contractors raised their prices by about \$200,000 (over about \$4.5 million originally bid CPIF). However, since the Raytheon price was about \$8.2 million for the same work on a CPIF basis, we did not think it useful to request an FPI bid from them.

If you think that we are laying ourselves open to the charge of unfairness to Raytheon, (which would, in my opinion, be sustained under the circumstances), we will get an FPI bid from Raytheon.

Please advise if you think this is necessary or desirable.

*Alexander H. Flax*

Alexander H. Flax  
Assistant Secretary  
Research and Development

DOWNGRADED AT 3 YEAR INTERVALS;  
DECLASSIFIED AFTER 12 YEARS.  
DOD DIR. 5200.10

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