

ROUTING AND RECORD SHEET

SUBJECT: (Optional)

Review of Sole Source for CRAFT

FROM: <input type="text"/>		EXTENSION		NO. OL1-3008	25X1 25X1 25X1
C/ADP&EB/PD/OL 3F15 <input type="text"/> Bldg.		<input type="text"/>		DATE 17JULY81	
TO: (Officer designation, room number, and building)	DATE		OFFICER'S INITIALS	COMMENTS (Number each comment to show from whom to whom. Draw a line across column after each comment.)	
	RECEIVED	FORWARDED			
1. <input type="text"/> C/PD/OL	<i>7/23</i>	<i>WCF</i>			25X1
2. <input type="text"/>					
3. <input type="text"/> Director of Logistics					25X1
4. <input type="text"/>					
5. <input type="text"/>					
6. <input type="text"/>					
7. <input type="text"/>					
8. <input type="text"/>					
9. <input type="text"/>					
10. <input type="text"/>					
11. <input type="text"/>					
12. <input type="text"/>					
13. <input type="text"/>					
14. <input type="text"/>					
15. <input type="text"/>					

SECRET

MEMORANDUM FOR:

[REDACTED]
Director of Logistics

25X1

THROUGH:

[REDACTED]
Chief, Procurement Division

25X1

FROM:

[REDACTED]
Chief, ADP & Engineering Branch, PD/OL

25X1

SUBJECT:

Review of Sole Source for CRAFT

REFERENCE:

Memorandum for DL from Chief, IMS dated 2 July 1981;
Subject: Sole Source Procurement of Automation
Equipment for Project CRAFT [REDACTED]

25X1

1. Referenced memorandum (Attachment 1) provides the considerations which in IMS view support and justify the sole source procurement from WANG Laboratories, Inc. of equipment and services for the CRAFT Project. IMS believes Wang is "the only company that would meet CRAFT requirements in the needed time frame."

2. The referenced memorandum is the result of meetings held between OL and IMS wherein the latter was advised that the Memorandum for the DDA dated 5 May 1981, from Chief, IMS [REDACTED] (Attachment 2) relating to the CRAFT program was not considered by OL to be sufficient to justify a sole source procurement. In order to assist IMS, an OL careerist was designated to coordinate a justification in support of a sole source procurement (Attachment 3). The referenced memorandum is the product of that effort.

25X1

3. Attachment 1 cites the baseline considerations to support the selection of Wang for CRAFT. They are:

- Timely system delivery,
- Technical responsiveness,
- Security considerations and Proven performance

In order to assess the adequacy of these factors, it is appropriate to consider them individually.

25X1

OL-1-3008

SECRET

SUBJECT: Review of Sole Source for CRAFT **SECRET****A. Timely System Delivery:**

IMS states that time is of the essence, in that there is a need to improve the security of field record holdings in the most expeditious manner. The availability of the OIS Model 140 in February 1982 is seen as a key time factor in selecting Wang. No specific time however, is cited as the effective operational date for CRAFT. After Wang equipment is to be obtained, there remains an unknown, unstated period of time to validate, develop, and gain experience in terms of system installation and support. Given these continuing activities which extend beyond the availability of Wang equipment, and IMS's view that Wang and other vendors have not been totally responsive to project requirements, there is an insufficient basis to conclude that only Wang can meet CRAFT needs in a timely manner.

B. Technical Responsiveness:

Wang is identified by IMS as the only source that meets the technical needs of CRAFT. This conclusion rests on IMS determination that only Wang can provide specific capabilities e.g. fully removable magnetic storage media; full text document indexing and retrieval system. While these characteristics are of importance to the CRAFT project, they do not support a sole source procurement.

To date, there is no system's study which provides all minimum system requirements for CRAFT. Likewise, there has been no complete validation of Wang equipment to meet project needs. Accordingly, the facts do not support the conclusion that only Wang can meet CRAFT requirements.

C. Security Considerations:

25X1

SECRET

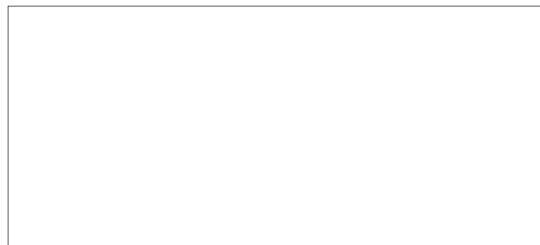
SUBJECT: Review of Sole Source for CRAFT **SECRET**

D. Proven Vendor Performance:

The fact that Wang has established an acceptable performance record in providing reliable system and support does not warrant selection of Wang on a sole source basis. Prevailing oversight authorities to the procurement process have repeatedly stated that a company's prior performance is not an adequate basis for a non-competitive procurement.

4. After careful consideration of the views of IMS and the supporting documentation, there does not appear to be an adequate basis to support a sole source procurement for CRAFT requirements.

5. Proposal Alternative - In order to accommodate CRAFT project needs for FY 82 and beyond, the attached plan of action is proposed.



25X1

SECRET

1. Premise - SS for 8 units presented unsatisfactorily.

2. Alternative:

Given need for a definitive study per [] for CRAFT coupled with imminent completion by ODP of an Agency-wide WP RFP, the following alternative appears viable:

25X1

- a. Buy 8 Wangs as interim field operation test-bed installations.
- b. IMS complete definitive study O/B 1/31/82. (See Attach A)
- c. ODP complete definitive study of Agency requirements for family of standard WP's O/B 1/31/82. (See Attach. B)
- d. Standard WP RFP to be completed O/B 10/01/81 for industry review pending completion of IMS & ODP studies O/B 2/28/82.
- e. Issue Definitive RFP O/A 3/31/82.
- f. Award Contract O/A 8/01/82.
- g. Delivery of initial units required O/B 10/01/82.
- h. Management Requirements:
 - (1) DDO explicit agreement to employ ODP standard WP.
 - (2) ODP agreement to encompass overseas requirements in RFP.
 - (3) ODP agreement to slip acquisition process for approximately 6 months.

Benefit: Permits additional time for marketplace to meet mandatory requirements e.g. TEMPEST, removable disk media.

: Rational Agency acquisition arrangement plan in accordance with GSA policy.

: Consolidates Agency WP requirements for maximum economic efficiencies e.g. standard unit for training, hardware and software support will minimize Agency resource requirements.

ATTACHMENT
A

Basis for Revised Approach for Agency Standard WP.

(1) There is no vendor known today who can meet all requirements of Agency for standard WP.

(2) Major WP vendors whose participation in WP standard procurement is critical, are undergoing TEMPEST certification and other development activities not planned for completion until 2nd and 3rd quarter of FY 82.

Wang - TEMPEST OIS 140 - February 1982 .

Xerox - 820, Print Server TEMPEST - 1st Quarter 1982

IBM - Delivery of 1st TEMPEST Disspla Units-June 1982

(3) In view of #2 above and similar situations with other vendors, it appears advantageous to revise the WP procurement strategy and schedule to:

(a) Maximize competition, and to

(b) develop more precise understanding of Agency requirements.

Attachment B

C R A F T

SCOPE

Install and operate automated information handling system

25X1

BACKGROUND DOCUMENTS

- Memo for DDA fm C/IMS/DDO, dtd 5 May 1981, Subject: DDO Field Operational/Information Security Program (SOLE SOURCE RECOMMENDATION)
- IMS PRELIMINARY REQUIREMENTS DEFINITION, MAY 1981
- CRAFT PROJECT PROPOSAL, 5 May 1980

PROCUREMENT STANDARDS FOR ADPE

25X1

Analysis

Determination of Need and Requirements

- Statement of Need - Accomplished
- Definitive Requirements Analysis - Not Available, includes:
 - Present and projected workload over systems life in terms of:
 1. Data entry and associated communications support;
 2. Data base(s) and data base management;
 3. Data handling or transaction processing by type and volume;
 4. Output needs and associated communications support;
 5. Expandability requirements; and
 6. Privacy and security safeguards.
 - The ADP functions that must be performed to meet the mission need and the cost/benefits that will accrue as a result of this performance.

ATTACHMENT
B

- The actions that have been or could be taken to increase the capability and productivity of the existing system, where applicable.
- The Agency components involved, their physical location, operational constraints, and the relative priority of the specific requirement within the spectrum of total mission needs.
- Definitive System Study - Not Available
 - Develop alternative solutions to meet requirements.
 - Develop a candidate systems architecture
- Formulate Acquisition Strategy
 - Concept Development/Validation Phase

SOLE SOURCE JUSTIFICATION

- No single manufacturer currently capable of meeting project needs - IMS Memo 5 May 81, Page 4
- WANG OIS Model 140 - TEMPEST Unit scheduled for Feb 1982 - IMS Memo 5 May 81, Page 5
 - Area of communications - Wang will not have an effective interface for Agency communications system - IMS Memo, 5 May 81, Page 5
 - Wang's interactive terminal is acceptable but not the most desirable - IMS Memo, 5 May 81, Page 5
- DEC System capable of satisfying IMS requirements - IMS Memo, 5 May 81, Page 5
- CRAFT System must be compatible with Headquarters-based computer systems - IMS Memo, 5 May 81, Annex A, Page 1
- CRAFT System will employ a work station that will function with either field or Headquarters configuration - IMS Memo, 5 May 81, Annex A, Page 1

CONCLUSION

Program - IMS is attempting to initiate Program prior to completing essential studies required by FPMR and called out in CRAFT Project Proposal -

CRAFT Proposal, May 80, Page 23

- IMS has failed to define requirements impacting on OC, OS, ODP

Sole Source Justification - No conclusive evidence presented in terms of technical or schedule requirements

RECOMMENDATION

- The requisite studies should be developed and candidate architectures should be validated against detailed systems requirements.
- CRAFT's Word Processing requirements should be coordinated with and become part of the Agency's standard family of communicating WP systems currently being developed by ODP.