

Administrative - Internal Use Only

25 August 1982

MEMORANDUM FOR THE RECORD

SUBJECT: Meeting with [redacted] on
25 August 1982

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[redacted] who is an ex-Agency employee (in the DDI for many years on, I believe, East Asia and Southeast Asia affairs and subsequently the IG's office) is currently Director of Strategic Plans for [redacted]

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Al came by to ask my assistance in giving them a better understanding of why they were not more successful in getting Agency business. We went to lunch, and he introduced me to Don

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[redacted] electronics person responsible for business development. I conveyed to both of them my impression that [redacted] had been reasonably strong technically in competing for various OD&E contracts but they had not yet shown that they know how to manage development activities effectively. I encouraged them to get back in touch with Bob Kohler. I also encouraged them to talk with Hap Hazzard and Phil Eckman. They went to great lengths to explain how serious they are about competing successfully for our business.

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[redacted]
James H. Taylor
ADDS&T

cc: C/PMS

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