

Central Intelligence Agency

87-2405



22 OCT 1987

DDA SUBJECT FILE COPY

Washington, D.C. 20505

Ref. ER-87  
4484X

Mr. Ronald C. Oklewicz  
Federal Operations Manager  
Apple Federal Government Operations  
1892 Preston White Drive  
Reston, Virginia 22091

Dear Mr. Oklewicz:

As the executive of the Central Intelligence Agency in charge of procurement matters, Judge Webster has referred to my office your letter of October 1, 1987.

The Agency wishes to express its appreciation for your interest regarding the recently released Request for Proposal (RFP) 87-B121; however, as you must be aware, any meeting with a potential bidder during an ongoing competitive procurement could be prejudicial to that procurement and is therefore unacceptable.

If you have any further questions, please contact the cognizant contracting officer or chief of the procuring activity.

Sincerely,

[Redacted signature box]

ILLEGIB

William F. Donnelly  
Deputy Director  
for  
Administration

DDA REGISTRY

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Response: DDA -  
2405-87



October 1, 1987

Judge William Webster  
Director,  
Central Intelligence Agency  
Washington, D.C. 20505

Dear Judge Webster:

The purpose of this letter is to express the concern of Apple Computer, Inc. regarding the recently released RFP #87-B121 for the unclassified acquisition of generic workstations at the Central Intelligence Agency. The focus of our concern is the fact that this RFP contains mandatory requirements which unduly restrict and prohibit Apple from competitively bidding this procurement.

For the past two years Apple representatives have aggressively marketed to the CIA and in the process have generated considerable interest within the user community for the benefits that Macintosh technology provides in the analysts' environment. Our representatives and company officials have conducted numerous executive calls and briefings to your senior management in an attempt to create a fair and competitive position within the Agency. There are many users who are convinced that our innovative technology robustly connected to your existing ADP inventory could greatly enhance the overall mission effectiveness of the CIA.

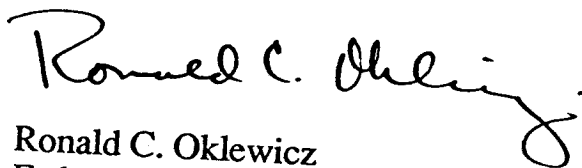
Apple Computer understands and could comply with the overall IBM data communications and networking architecture developing within the Agency. However, in our opinion, the RFP's restrictive design specifications conflict with the intent of the FIRMR 201-30.013 which promotes functional specifications and FIRMR 201-24.207 which requires an indepth justification for compatibility limited specifications. In the spirit of the FAR Part 6 and CICA 2304, which promote the requirements for "full and open competition", we suggest that the RFP be restated to allow for a multiple vendor award. This would then provide a procurement vehicle that would satisfy a broader user audience within the Agency.

Apple Computer, Inc.  
Federal Government Operations  
1892 Preston White Drive  
Reston, VA 22091  
703-264-5100

In writing to you directly we are seeking your personal involvement based upon your reputation for fairness only after having exhausted all other avenues of change with the exception of a formal GSBCA protest. To date we have participated in the RFC process and submitted numerous technical questions to encourage the Agency to open up the specifications and allow for increased competition. These efforts have been unsuccessful.

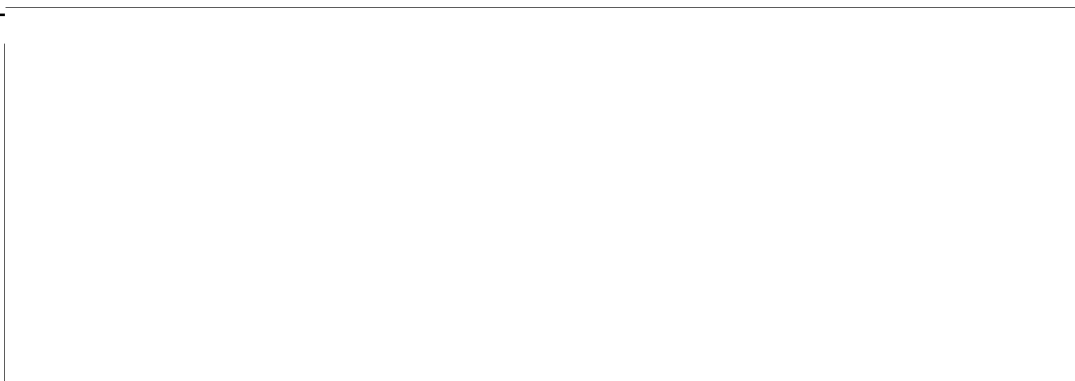
We want very much to work with the CIA and are convinced that we offer innovative technology which could greatly benefit your organization given the opportunity to compete. After your review and at your convenience, we would like to meet with you and your staff to discuss our suggestions in greater detail. I will be contacting your office within the next week to discuss the possibility of arranging such a meeting.

Sincerely,



Ronald C. Oklewicz  
Federal Operations Manager,  
Apple Federal Government Operations

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