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Nota di contenuto	BEYOND FTS2000: A PROGRAM FOR CHANGE; Copyright; FOREWORD; CONTENTS; 1 HISTORY OF THE FEDERAL TELECOMMUNICATIONS

SYSTEM; THE DEVELOPMENT OF THE FEDERAL TELECOMMUNICATIONS SYSTEM; THE FTS BY 1980; GRADUAL DEREGULATION OF THE INDUSTRY; A TIME OF REACTION AND UNCERTAINTY; SATELLITE CIRCUITS PROVIDE A HARD LESSON; FACING UP TO NETWORK REPLACEMENT; 2 DEVELOPMENT OF THE STRATEGY FOR FTS2000: 1984; SEARCHING FOR A STRATEGY; THE STRATEGY FORMS; THE STRATEGY IS SET; THE COMMITMENT IS MADE AND THE PROGRAM STARTS; 3 THE FIRST YEAR OF SPECIFICATION DEVELOPMENT: JANUARY 1985 TO JANUARY 1986

THE FIRST YEAR, THE FIRST DRAFT ANNOUNCING THE PROJECT; INDUCTING THE AGENCIES; A NEW ADMINISTRATOR COMES ON BOARD; AN INDEPENDENT EVALUATION OF THE STRATEGY; WORK CONTINUES IN PARALLEL ON DEVELOPING THE STRAWMAN; 4 REACHING AGREEMENT WITH THE OFFICE OF MANAGEMENT AND BUDGET; EARLIER GSA AND OMB RELATIONSHIPS; KALBA BOWEN, THE PANEL, AND GAINING OMB SUPPORT; 5 DEVELOPMENT OF THE FINAL SPECIFICATION AND RFP RELEASE: 1986; CONTINUING DEVELOPMENT OF THE RFP; A CHANGE IN THE GSA TEAM; EVENTS CONVERGE TOWARD RELEASE OF THE RFP; THE RFP IS RELEASED; 6 THE LONG HOT SUMMER AND COLD HARD WINTER OF 1987

THE HONEYMOON IS OVER THE IMPORTANCE OF WINNING; ROUND ONE: HOW FIXED CAN A FIXED PRICE BE?; ROUND TWO: THE BOCS AND MARTIN-MARIETTA; ROUND THREE: GSA FIGHTS BROOKS; AT&T DID NOT TRUST GSA; TWO AWARDS OR ONE; THE COLD, HARD WINTER; 7 EVALUATION AND AWARD; THE SOURCE SELECTION PLAN; THE SOURCE SELECTION ORGANIZATION AND RESPONSIBILITIES; THE EVALUATION AND AWARD PROCESS; SECURITY; CHANGING TEAMS; EVALUATION; PROPOSALS; NEGOTIATIONS; AWARD; FINAL THOUGHTS; NOTES ON TEXT
