

The laxity by certain Government procurement facilities to write their own specifications stimulate the lockout of independents as the Government calls on a major computer manufacturer to write the specifications for the Government and naturally the specifications are written to the manufacturer's equipment. The Government places these specifications in a request for quote and then invokes that portion of Armed Services Procurement Regulations (ASPR) which will not allow any deviations and the manufacturer who wrote the specification is assured that he will receive the award because all the other bidders cannot meet the specification without deviation.

If the Government would pull key personnel under one group and cease the overlapping of functions not only would proper specifications be written but the budget could be reduced and such funds and personnel transferred to those functions of Government which handle the internal problems of the United States, such as poverty.

The eight major computer equipment manufacturers in this country cannot and do not provide in every proprietary periphery or input-output device the best device to do the job that is available on the market in their product line in most cases. This would be the same as saying this or that manufacturer is batting out a score of 100 percent.

Experience shows this does not happen; but there are many healthy independent periphery manufacturers who often offer superior equipment, but unless this equipment is made standard product line with the OEM (original equipment manufacturer) supplying the Government, the Government generally cannot purchase this equipment from them unless considerable time and expense is expended by outright insistence of the procurement authority to have a specific nonstandard component included in his system.

The U.S. Navy, specifically, the U.S. Navy Weather Facility, at Monterey, Calif., has recognized the fact that it isn't true that the best total computer system can be procured from any specific computer manufacturer. They realize they will not receive the best peripherals to do the best job for the application required at the lowest possible cost. The U.S. Navy procurement method resulted in savings which the GAO can substantiate which clearly points to a significant savings to the U.S. Navy when the equipment required of the total computer system was procured from independent and computer manufacturers.

This type of procurement made by the U.S. Navy I have defined as procurement of a total computer system by the "black box concept" and/or "modular concept" which is giving the independents and the computer manufacturers the right to bid on any part of an EDP system required of the Government of the United States. The Government's practice of freezing out the small independent peripheral maker from selling directly to the Government as part of large EDP systems is not new and as the practice is continued to be maintained by the Government the cost to the taxpayer is increasing year by year at an accelerated pace, since the number of available peripheral devices is increasing at a rapid rate and is expected to continue to do so through the 1970's.

The types of devices manufactured by independent peripheral people are modems, line printers, magnetic tape machines, magnetic drums, disk files, plotters, displays, tape punches and readers, et cetera. Over