One thing we grossly underestimated was the magnitude of preparing a proposal along with building and testing five bid samples and compiling the necessary data. Our proposal consisted of seven sections:</span></font>

<font face="Verdana"><span style="font-size: 8pt">

1. Executive Summary<br>

2. Technical Data<br/>

3. Contractor Logistical Supportsbre

4. Cost Proposal<br>

5. Subcontractor Supportsbr>

6. Required Government Documentation<br/>

7. Exceptions to RFP</span></font></blockquote>

<font face="Verdana"><span style="font-size: \$pt">An. extensive amount of testing was required to generate the data necessary to support our Technical Data section anbsp; For example, one gun was shot 5,000 rounds to support the accuracy requirement We were pleasantly surprised to find our gun far exceeded the government requirement and showed no degradation of accuracy over 5,000 rounds.<br/> The compiling of the data and preparation of our proposal was momentous. anbsp; Many of us worked 12 to 14 hours per day, including Saturdays and Sundays. One research engineer actually ate and slept at the plant in his efforts to compile the necessary technical data. The proposal was hand delivered on time, a mere three hours before the deadline. After submission of our proposal, we entered into negotiations first on the SWS and then on the Basic Ordering Agreement which would support the SWS. When the negotiations were concluded, we were asked to submit our Best and Final Offer This was accomplished on May 1, 1987. anbsp: The period of time between submission of Best and Final and Contract Award was very tense for the SWS Team. Negotiations were concluded and all contact with the government had been terminated. In the only thing we could do was sit back and relax and assure ourselves that we had submitted the finest system possible. We knew the government was testing our bid samples along with those of our competition shasp; However, there was no way to find out how we were fairing. Finally, we were notified of the contract award &ubsp; Everyone at Remington was jubilant. A tremendous amount of pride was generated by everyone at our flion plant over the SWS.</span></font> <font face="Verdana"><span style="font-size: 8pt">They all looked at it as the state of the art in sniper systems, and the linest available in the world. anbsp; We then set about the task of manufacturing twenty-five systems for First Article Testing and Initial Production Testing. This was accomplished on time on October 13, 1987. Extensive testing then began both at Army locations and Remington. This included:</span></font> <br/>blockquate>

<fort size="1"> </fort><fort face="Verdana"> <<pan style="fort-size: 8pt">Endurance Accuracy

Function

Subject to Protective Order Williams v. Remington