

**ROUTING AND TRANSMITTAL SLIP** DATE 28 JULY 1986

To: (Name, office symbol, room number, building, Agency/Post)	Initials	Date
1. DIRECTOR OF COMMUNICATIONS		
2.		
3.		
4.		
5.		

Action	File	Note and Return
Approval	For Clearance	Per Conversation
As Requested	For Correction	Prepare Reply
Dispute	For Your Information	See Me
Comment	Investigate	Signature
Coordination	Justify	

REMARKS: 1. - FOR APPROPRIATE ACTION.

cc: DIRECTOR OF INFORMATION TECHNOLOGY

DO NOT use this form as a RECORD of approvals, concurrences, disposals, clearances, and similar actions

FROM: (Name, org. symbol, room No.—Bldg.)  
 HENRY P. MAHONEY  
 ADDA

Phone No.

OPTIONAL FORM 41 (Rev. 7-76)  
 Prescribed by GSA  
 FPMR (41 CFR) 101-11.206

**EXECUTIVE SECRETARIAT**  
 ROUTING SLIP

TO:		ACTION	INFO	DATE	INITIAL
1	DCI		X (w/o Packet)		
2	DDCI		X (w/o Packet)		
3	EXDIR		X (w/o Packet)		
4	D/ICS				
5	DDI				
6	DDA	X (w Packet)			
7	DDO				
8	DDS&T				
9	Chm/NIC				
10	GC				
11	IG				
12	Compt				
13	D/OLL				
14	D/PAO				
15	D/PERS				
16	VC/NIC				
17	C/TTAC		X (w/o Packet)		
18					
19					
20					
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DATA REGISTRY

FILE: 60-6

SUSPENSE \_\_\_\_\_  
 Date

Remarks

Executive Secretary  
 23 Jul 86  
 Date

3637 (10-81)

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THE SECRETARY OF DEFENSE  
WASHINGTON THE DISTRICT OF COLUMBIA

10 AUG 1984

Mr. Duyck Van Gorder  
Director of Network Marketing  
GTE Communications Systems  
19 Old Kings Highway, South  
Darien, Connecticut 06827

Dear Mr. Van Gorder:

On behalf of the Department of Defense and the United States Government, I would like to express my appreciation for your untiring efforts to assist us in developing controls on the export of telecommunications switching products and technology.

As a recognized expert in your field, your expertise has been absolutely vital to our success in reaching multilateral agreements on an acceptable level of control.

I consider your tireless efforts to be a patriotic contribution to our national security and I thank you for it.

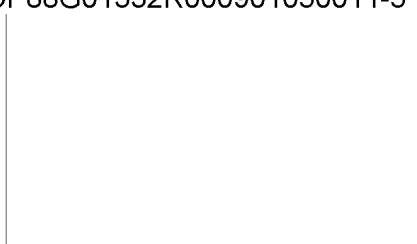
Sincerely,

A handwritten signature in black ink, appearing to read "Joseph P. Kamp".

Enclosure



THE SECRETARY OF DEFENSE  
WASHINGTON THE DISTRICT OF COLUMBIA



10 AUG 1984

Mr. Theodore F. Brophy  
Chairman and Chief Executive  
Officer  
GTE Corporation  
One Stamford Forum  
Stamford, Connecticut 06904

Dear Mr. Brophy:

On behalf of the Department of Defense, I would like to express our appreciation to GTE for permitting and encouraging Mr. Duyck Van Gorder, Director of Network Marketing, to lend his expertise to the United States Government's effort to establish appropriate multilateral controls on the export of telecommunications switching products and technology to the Warsaw Pact countries. Mr. Van Gorder has been tireless in this effort which, I am pleased to say, has resulted in multilateral agreement on what we believe to be an acceptable level of control over the next four years.

As a recognized expert in this field, Mr. Van Gorder's contribution was absolutely vital to our success. His expertise helped us to focus our proposals to our allies in the Coordinating Committee for Multilateral Export Controls and to evaluate their proposals, working always toward our mutual goal of collective security. His efforts were tireless, particularly in cutting through delays unavoidable in large bureaucracies such as ours.

I know that GTE has contributed significantly in supporting the United States Government in this effort in terms of Mr. Van Gorder's time. I consider this to be a patriotic contribution to our national security, and I thank you for it.

Sincerely,

AUG 16 1984

*et*

NETWORK TECHNOLOGIES INTERNATIONAL, INC.

5216 EAST FANFOL DRIVE  
PARADISE VALLEY, AZ 85253

February 26, 1986

Dr. Stephen Bryen  
Deputy Under-Secretary of Defense  
For Trade Security Policy  
Department of Defense  
The Pentagon (4C767)  
Washington, D.C. 20301-2600

Dear Steve,

Subsequent to the high level telecommunication network analysis of the Soviet Union (including a theory of dual use by the military), which served as a basis of negotiating CCL 1567 in 1984, we prepared an unsolicited proposal for an indepth analysis of the telecommunication networks in the Peoples Republic of China.

We formed NETWORK TECHNOLOGIES INTERNATIONAL, INC., and entered into a contract to perform the PRC analysis for our client, the National Security Agency. This contract was completed in the fall of 1985 to the client's satisfaction.

You may recall that the PRC analysis effort also provided valuable insight for your organization which ultimately concluded a new COCOM policy and CCL revisions applicable to this country.

During the fall of 1985, discussions were held with various representatives of NSA. These discussions stimulated the preparation of yet another unsolicited proposal for submittal to NSA, including such countries as:

- o PRC (additional activity)
- o Burma
- o Kampuchea (Cambodia)
- o Korea, Democratic Peoples Republic of
- o Laos
- o Vietnam

Based upon meetings held with NSA in November, 1985, and subsequent discussions with them, it has become evident to us that our latest unsolicited proposal is "floundering in bureaucratic red-tape".

We are attaching to this letter copies of the correspondence and documentation relevant to this proposal. Also attached, for reference, is a copy of a letter from Secretary Weinberger acknowledging the past contributions and accomplishments in association with the Department of Defense.

Recognizing that your organization has and will continue to benefit (as a by-product) from our activities with NSA, could this subject be reviewed at your convenience.

Sincerely yours,

A handwritten signature in cursive script that reads "Duyck Van Gorder". The signature is written in dark ink and is positioned above the printed name.

Duyck Van Gorder

Attachments

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**INTRODUCTION BRIEFING**  
**BY**  
**NETWORK TECHNOLOGIES INTERNATIONAL**  
**NOVEMBER 13, 1985**

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CONTENTS

- \* BACKGROUND
- \* CAPABILITIES
- \* PERCEPTION OF NEEDS

## **BACKGROUND**

### **EXPERIENCE**

- o TELECOMMUNICATIONS NETWORK PLANNING  
(BOTH COMMERCIAL AND STRATEGIC MILITARY)
- o INTERNATIONAL MARKET RESEARCH & COMPETITIVE ANALYSIS
- o TECHNOLOGY & PRODUCT MANAGEMENT
- o MEMBER, INTERAGENCY TECHNICAL TASK GROUP (TTG-D) FOR DUAL USE  
ANALYSIS OF TELECOMMUNICATIONS PRODUCTS/TECHNOLOGY IN SUPPORT  
OF USA/COCOM POLICY.

**BACKGROUND (CONT'D)**

**ACCOMPLISHMENTS**

- 1) COMPLETED PRELIMINARY ANALYSIS OF SOVIET PUBLIC NETWORK
  - o IDENTIFIED TRANSIT HIERARCHY
  - o IDENTIFIED TRANSMISSION BACKBONE
  
- 2) COMPLETED PRC NETWORK ANALYSIS
  - o PERFORMED ALL TASKS DELEGATED TO PRIME CONTRACTOR.
  - o CONSULTANT HAD MINIMUM INFLUENCE ON SOW.
  - o SOW DID NOT REFLECT TOTAL CONSULTANT'S CAPABILITIES.

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OVERVIEW OF CAPABILITIES/PRODUCTS

- o NETWORK ANALYSIS
- o MANUFACTURER STRATEGIC ANALYSIS
- o COMPETITIVE MARKET ANALYSIS
- o COMPETITIVE PRODUCT/TECHNOLOGY ANALYSIS
- o RF SPECTRUM UTILIZATION ANALYSIS

**NETWORK ANALYSIS DESCRIPTION  
(LEVEL 1)**

- 1) **NETWORK IDENTIFICATION**
  - o **PUBLIC/PRIVATE/MILITARY**
  - o **VOICE/DATA/TELEX/VIDEO/BROADCAST**
  
- 2) **NETWORK ARCHITECTURE**
  - o **SWITCHING NODES**
  - o **TRANSMISSION LINKS**
  - o **SIGNALING SCHEMES**
  - o **NUMBERING PLAN**
  - o **ROUTING PHILOSOPHY**
  
- 3) **INDIGENOUS MANUFACTURING CAPABILITIES (IF APPLICABLE)**
  - o **PRODUCT**
  - o **TECHNOLOGIES**
  - o **MANUFACTURING OUTPUT**

**NETWORK ANALYSIS DESCRIPTION  
(LEVEL 2)**

- 4) NETWORK SYNTHESIS
  - o DETERMINATION OF TRAFFIC VOLUME
  - o CAPACITY UTILIZATION
  - o VALIDATION OF (LEVEL 1) DATA
  - o INDICATION OF MISSING (LEVEL 1) DATA
  - o DETERMINATION
  
- 5) NETWORK MODELING
  - o GROWTH PROJECTIONS
  - o VALIDATION OF NATIONAL PLAN
  - o IDENTIFICATION OF FUTURE TECHNOLOGY DEPLOYMENT
  
- 6) RF EMITTER PROFILE
  - o BY LATITUDE/LONGITUDE
  - o BY AZMITH
  - o BY FREQUENCY
  - o POWER
  - o MODULATION PARAMETERS



### PERCEPTION OF NEEDS

- \* PRIORITY GIVEN TO ELEMENTS AFFECTING PLANNING ACTIVITIES; INCLUDES THE FOLLOWING:
  - o DIGITAL TRANSMISSION FACILITIES
  - o NETWORK SIGNALING CHARACTERISTICS
  - o IDENTIFICATION OF TRAFFIC AND ROUTING
  - o IDENTIFICATION OF KNOWN MILITARY COMMAND AND CONTROL NETWORKS
  - o IDENTIFICATION OF PROBABLE "DUAL-USE" SECTIONS OF THE PUBLIC NETWORK

DRAFT  
TECHNICAL PROPOSAL  
FOR  
ANALYSIS SUPPORT

SUBMITTED BY  
NETWORK TECHNOLOGIES INTERNATIONAL INC  
5216 EAST FANFOL DRIVE  
PARADISE VALLEY, ARIZONA 85253  
(602) 948-4480

ISSUE 1  
AUGUST 12, 1985

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