Hal, Forrest:

Here is my William Barr four-page summary of the 400-page telecon with Forrest regarding RAMI:

Forrest met with Matt and Rob (surprise).  Rob was engaged and lead the RAMI discussions.  They are concerned, primarily, about their fit in the European market and are reticent about a financial commitment without some idea of what they can get out of it.

Forrest proposed a rework of the proposal to look like:

Phase One – Fixed price study to create a capture plan

                Market assessment

                Customer assessment

                Product match

                Capture plan

Phase Two – Execute the capture plan

                Kick off at the Paris Air show

                Get meeting for sales and technical folks lined up

                Get the sourcing and supply chain folks moving toward RAMI

Phase Three – Representation

                Remote customer facing

                Eyes, ears and boots on the ground

RAMI also, as they have mentioned, some low-hanging fruit at Thales Military.  That pursuit could be in parallel with Phase One

Rob would like to sign a contract on Friday!

Forrest is heading back to the hotel to unsummarize this and we can zoom with him.

I have an 11:30 lunch with Larry and this evening with Ric Peri.