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Empowering Digital Transformation: Unpacking TechnoMile's Product Roadmap

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SVP, Product Strategy
TechnoMile

Aaron Tate
CIO
TechnoMile

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Roadmap Disclaimer

The information in this product roadmap presentation is intended to outline some of TechnoMile's current product plans. It is being shared for informational purposes only and not as a binding commitment. Please do not rely on this information in making purchasing decisions as ultimately, the development, release, and timing of any products, features, or functionality remains at the sole discretion of TechnoMile and is subject to change.

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Connecting Your Enterprise

C-Suite & Executive Leaders

Analysts & Intelligence Teams

BD & Capture Teams, Account Managers

Task Orders/GWAC Center of Excellence Teams

Contract & Subcontract Managers, Procurement Teams

Delivery & Program Managers

Single Pane of Glass

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GovSearchAI

Growth

Contracts

Pre-Award **Post-Award**

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3

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2024.3 Release Highlights

1

Pre-Award

2

Potential Opportunities

3

Transform Copilot

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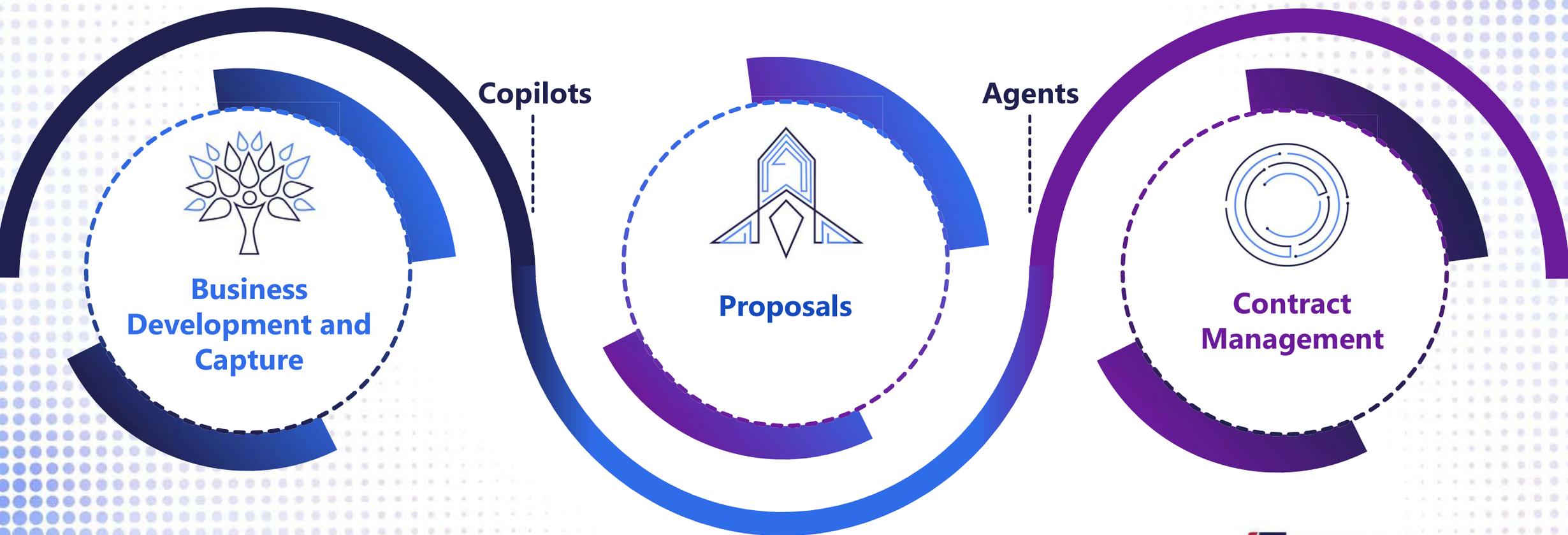
Our Product Vision & Roadmap
Center on You, not AI



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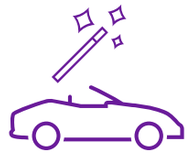
AI Copilots versus Agents

Copilots

- Human-led: Assist users by enhancing human tasks
- Play a support role
- Help you with tasks that require human insight and expertise
- Add value by enhancing your team's productivity, decision making, and creativity



Agents

- AI-led: Act autonomously to perform tasks in the background
- Independent actor
- Handle well-defined tasks end-to-end without constant human oversight
- Add value by automating repetitive tasks; leveraged by Copilots to help streamline workflows

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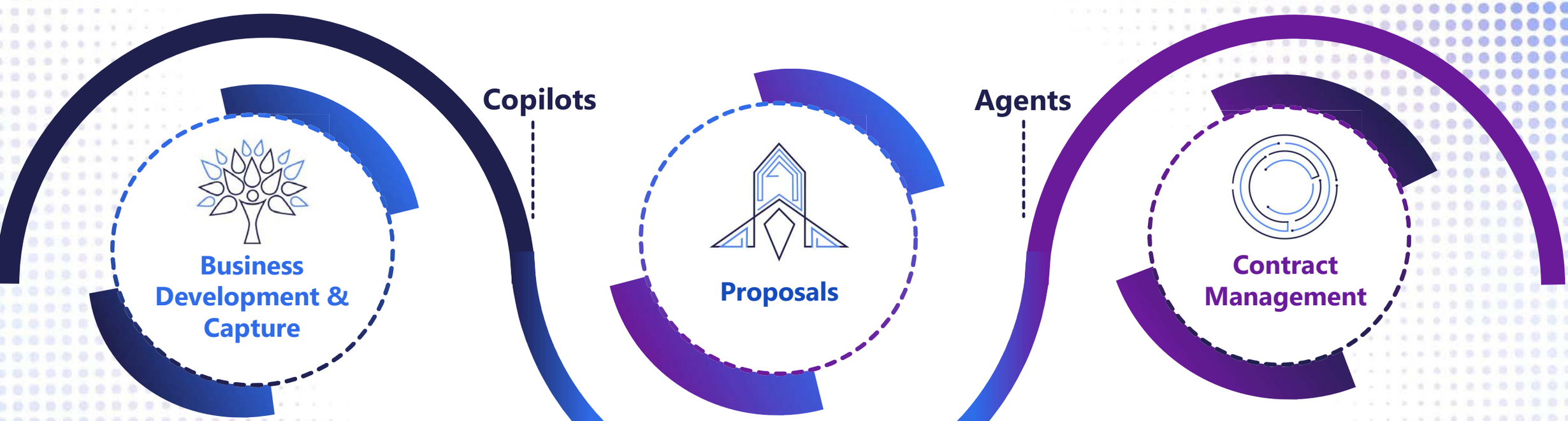
2025 Roadmap Focused on Core Workflows



- More Opportunity Sources
- Researcher & AI-Enhanced Opportunities
- WinIt
- Past Performance from CPARs

- Small Business Plans
- Adverse Action
- Agreement Modifications

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AI Agents Enable A New Class of Products

Transform Copilot
2024.3 (October)

- Based on AI/ML
- Customers can leverage TM-provided foundational models or build their own
- Works for any form, field, doc type
- Customers can ask questions of any document and map answers to CRM *(future enhancement)*
- Training done through prompt engineering and annotation while ingesting documents *(future enhancement)*

Universal Task Order Management
2025.1 (March)

- Based on AI/ML
- All task order RFXs – emails and portals – in a single pipeline
- Sent to TechnoMile for AI/ML processing
- AI Agent extracts standard information and answers questions using the text of emails, notices, and documents
- Consistent view across all task orders – and in the future, ALL OPPORTUNITIES

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Critical Use Cases for Agents and Copilots

Intake Prime & Subcontract Awards

Process Contract Mods

Shred and Recommend RFPs

Generate Proposals

Risk Analysis

Author Contracts

Negotiate Contracts

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TechnoMile's Copilots will Enable Your Workflow

Transform Copilot – Contract Management

RFx Copilot – Pre-Award Assessment

Authoring Copilot – Proposal, Contract & Subcontract Creation

Negotiation Copilot – Assess Risk & Changes to Documents

Capture Copilot – Opportunity Qualification

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Use Cases

- Intake Prime & Subcontract Awards
- Process Contract Mods
- Shred and Recommend RFPs
- Generate Proposals
- Risk Analysis
- Author Contracts
- Negotiate Contracts

TECHNOMILE ElevateAI Copilots

- Transform Copilot
- RFx Copilot
- Authoring Copilot
- Negotiation Copilot
- Capture Copilot

TECHNOMILE ElevateAI Agents

Personas
- Tools
- Context
- Domain

Actions
- Digitize
- Create
- Summarize
- Recommend

TECHNOMILE ElevateAI Service

Foundation Models
- Fine Tuning
- Benchmarking
- GovCon Know-How

Capabilities
- Digitize
- Create
- Summarize
- Recommend

Best-in-Class Architecture

- Azure OpenAI GPT-3.5 Turbo
- Azure Government
- AWS GovCloud
- SOC2 Type II Certified
- Equivalency *in-process (1H25)*

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Foundation

Models

- Models available in FedRAMP environment
- Guardrails, validation, and explainability at core
- Multi-modal capable
- Domain specific, fine tuned models using Llama, Azure OpenAI GPT
- No data returns to foundational model provider

Data

- Customer-specific vaults provided to store any data that must be referenced later
- Data is encrypted at rest and in transit
- Agents can only access customer vault with customer key
- TM data lake may also be accessed to further enhance data

Infrastructure/Compliance

- TechnoMile leverages AWS GovCloud and Azure Government Services for service hosting
- TechnoMile is SOC II Type 2 certified and is undergoing FedRAMP Moderate equivalency for all services

Best-in-Class Architecture

- Azure OpenAI GPT-3.5 Turbo
- Azure Government
- AWS GovCloud
- SOC2 Type II Certified
- Equivalency *in-process (1H25)*

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TECHNOMILE ElevateAI Copilots

- Transform Copilot
- RFx Copilot
- Authoring Copilot
- Negotiation Copilot
- Capture Copilot

TECHNOMILE ElevateAI Agents

Personas
- Tools
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TECHNOMILE ElevateAI Service

Foundation Models
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Capabilities
- Digitize
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Best-in-Class Architecture

- Azure OpenAI GPT-3.5 Turbo
- Azure Government
- AWS GovCloud
- SOC2 Type II Certified
- FedRAMP Equivalency *in-process (1H25)*

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Agents vs. Copilots (Deeper Dive)

Agent

- AI – led
- Human out of the loop
- Pipeline of AI processes that consistently perform without human intervention
- Validation of results using AI
- Persona, Actions, Traits
- Set Context Window

Copilot

- Human – led
- Human in the loop
- AI processed content provided from Agents to human to enable their process
- Curated by humans (SMEs) to give best output
- Human Validation of Results
- Set Context Window

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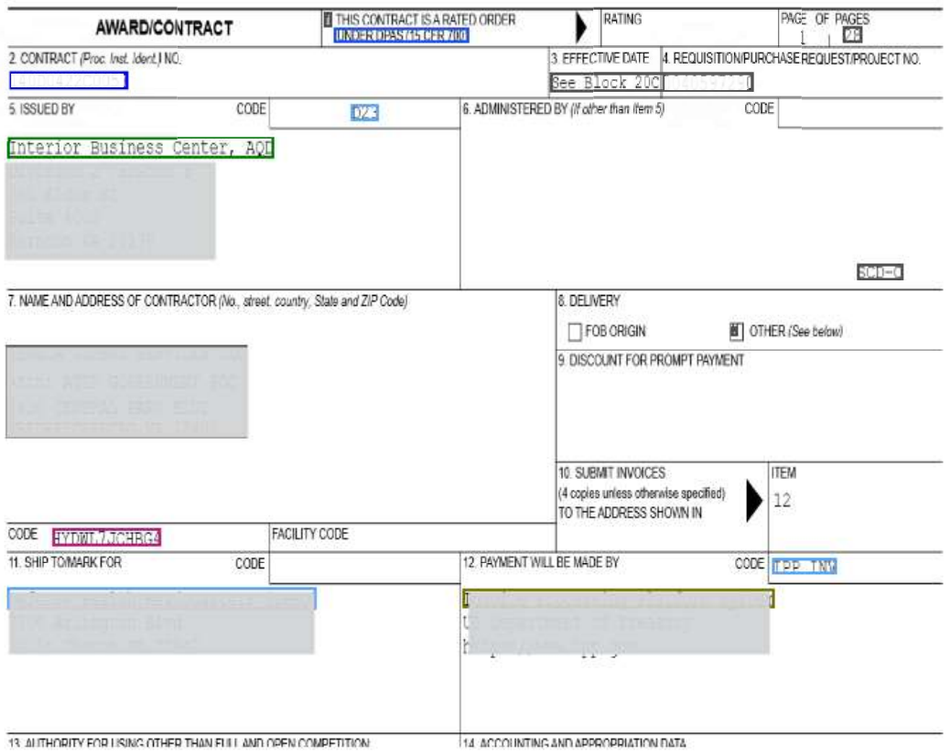
Transform Copilot

Contract Header Details > POP > CLIN/SLINs > Contract Clauses

Model Used **SF-26**

Fields Extracted: 10 Fields Modified: 3

100% Reset Zoom Previous 1/28 Next



AWARD/CONTRACT

THIS CONTRACT IS A RATED ORDER UNDER DPAS (15 CFR 700)

RATING

PAGE OF PAGES 1 26

2. CONTRACT (Proc. Inst. Ident.) NO.

3. EFFECTIVE DATE See Block 20C

4. REQUISITION/PURCHASE REQUEST/PROJECT NO.

5. ISSUED BY CODE DZ3

Interior Business Center, AQD

6. ADMINISTERED BY (If other than Item 5) CODE

7. NAME AND ADDRESS OF CONTRACTOR (No., street, country, State and ZIP Code)

8. DELIVERY

FOB ORIGIN OTHER (See below)

9. DISCOUNT FOR PROMPT PAYMENT

10. SUBMIT INVOICES (4 copies unless otherwise specified) TO THE ADDRESS SHOWN IN

ITEM 12

CODE HYDWLJJCHBG4 FACILITY CODE

11. SHIP TO/MARK FOR CODE

12. PAYMENT WILL BE MADE BY CODE

13. AUTHORITY FOR USING OTHER THAN FULL AND OPEN COMPETITION

14. ACCOUNTING AND APPROPRIATION DATA

* **Contract Name**

Contract for DHHQ

* **Contract Number**

140D0452C0058

Contract

Contract Number

* **Value**

140D0422C0057

OK

Prime Contract

* **Effective Date**

Requisition/Purchase Request/Project No.

9040597290

Discount For Prompt Payment

Rating

Facility Code

Cancel

Create Contract

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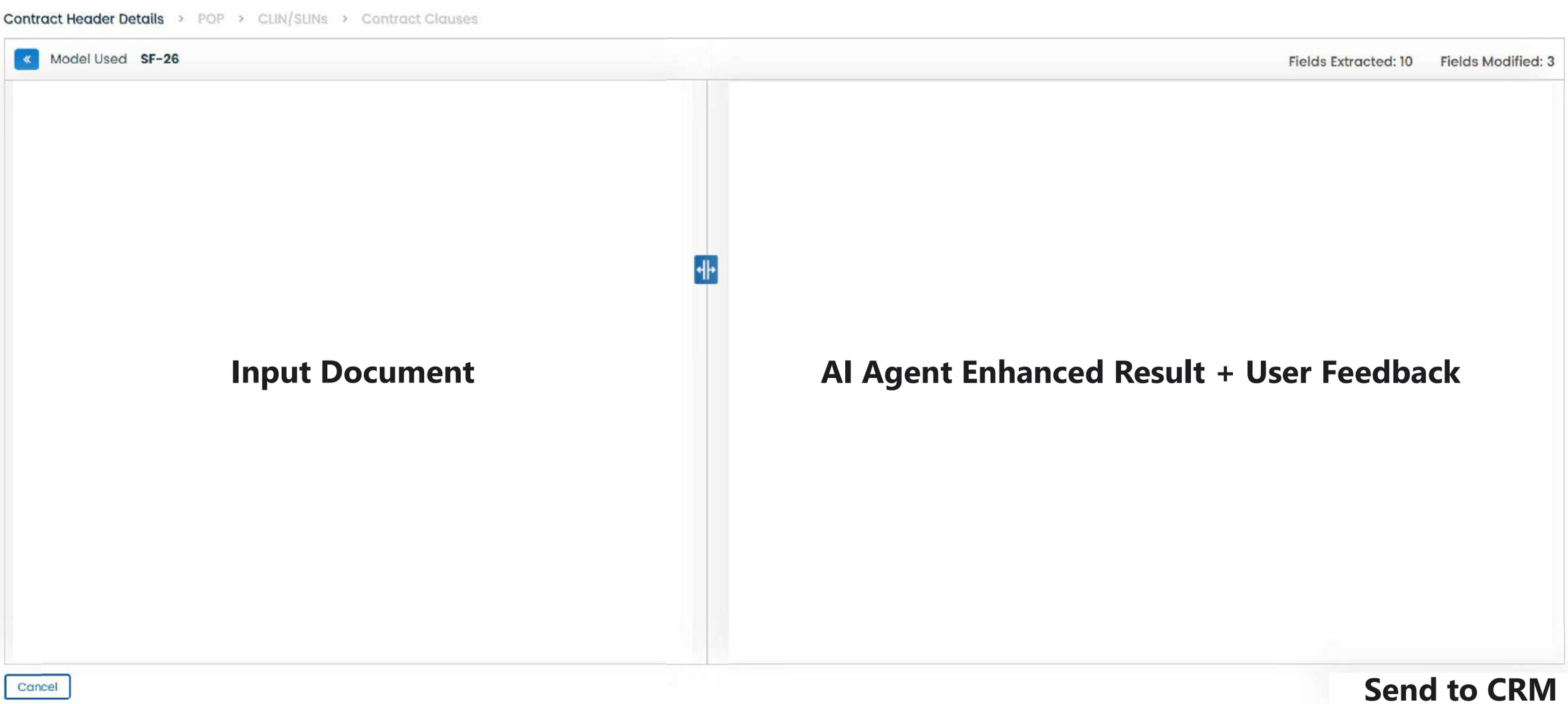
16

Copilot Interface



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17

Contract Header Details > POP > CLIN/SLINs > Contract Clauses

Model Used **SF-26**

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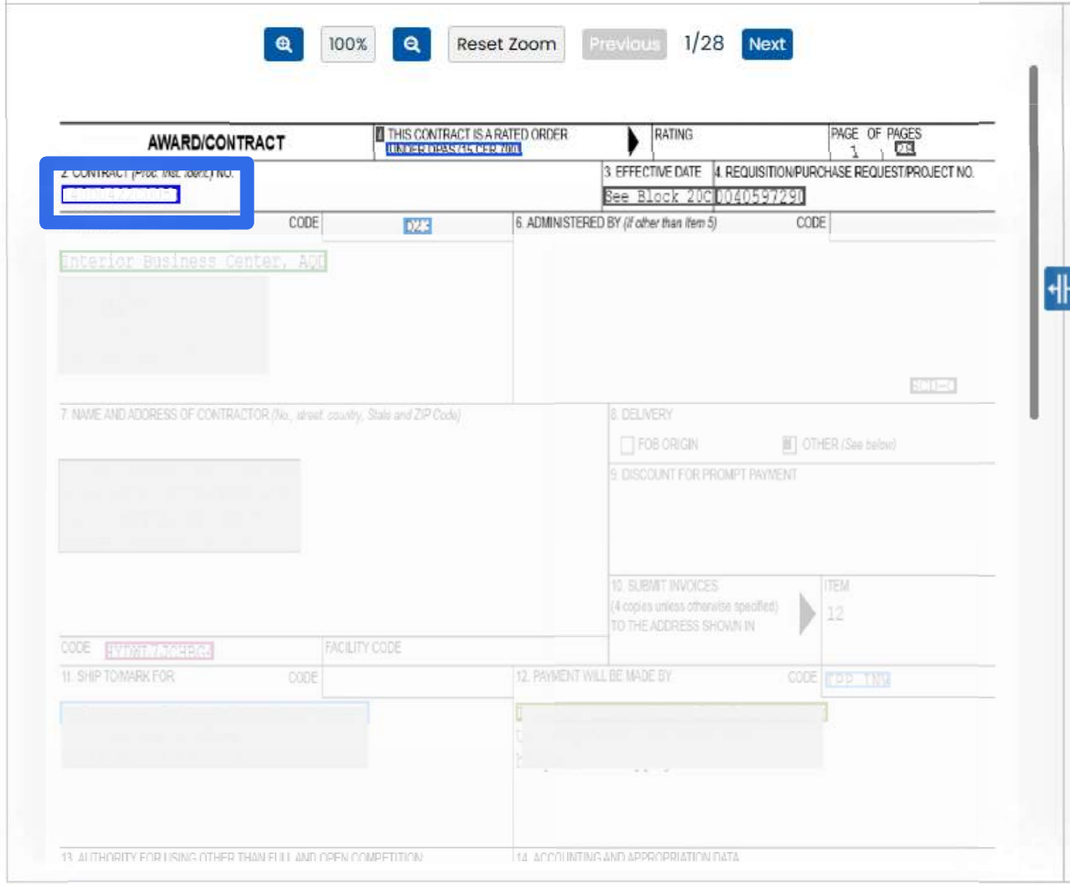

* Contract Name
Contract for DHHQ

* Contract Number
140D0452C0058

Contract
Contract Number
* Value
140D0422C0057
OK

Prime Contract

* Effective Date

Requisition/Purchase Request/Project No.
0040597290

Discount For Prompt Payment

Rating

Facility Code

Cancel

Create Contract

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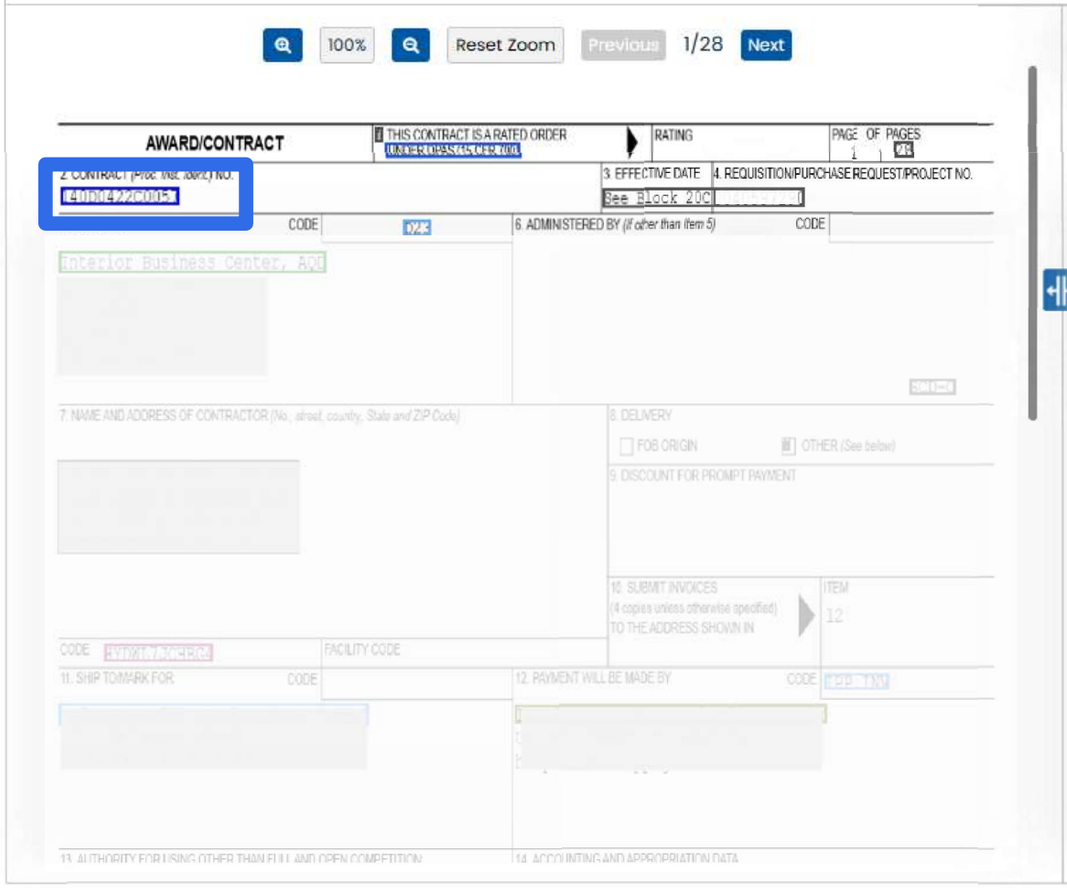
18

Contract Header Details > POP > CLIN/SLINs > Contract Clauses

Model Used **SF-26**

Fields Extracted: 10 Fields Modified: 3



CLM Mapping and Value

* Contract Name
Contract for DIIIQ

* Contract Number
14400452C0058

Prime Contract

* Effective Date

Requisition/Purchase Request/Project No.
0040597290

Discount For Prompt Payment

Rating

Facility Code

Cancel

Send to CLM

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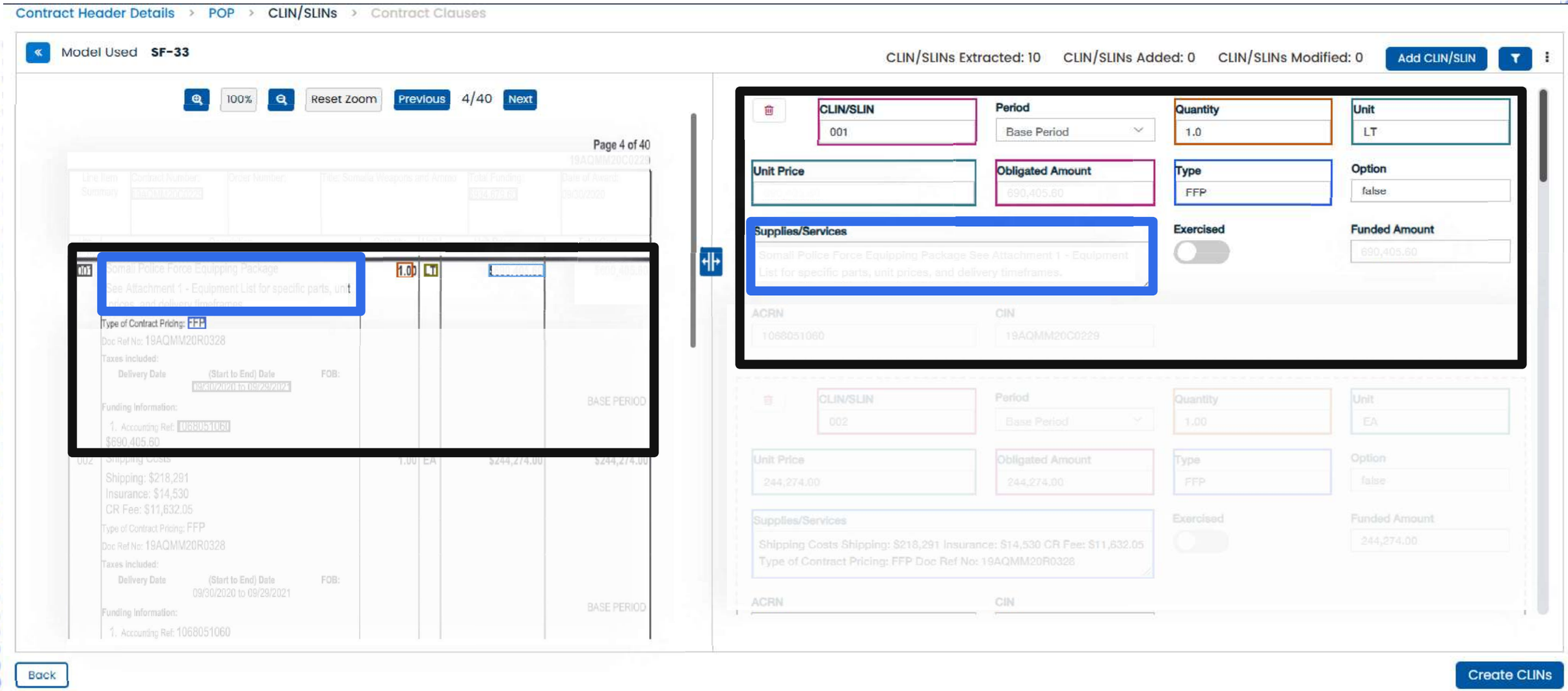
19

Copilot Interface: Instances



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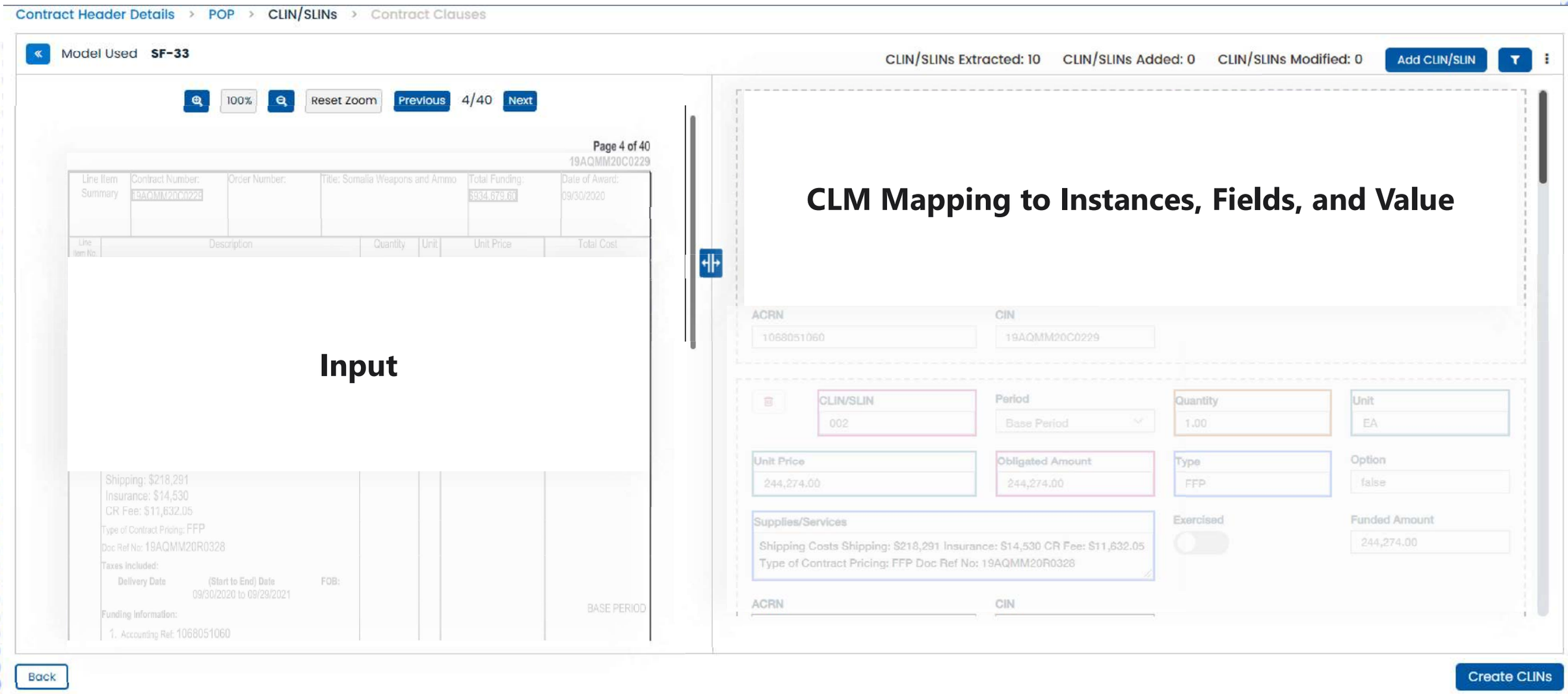
Copilot Interface: Instances



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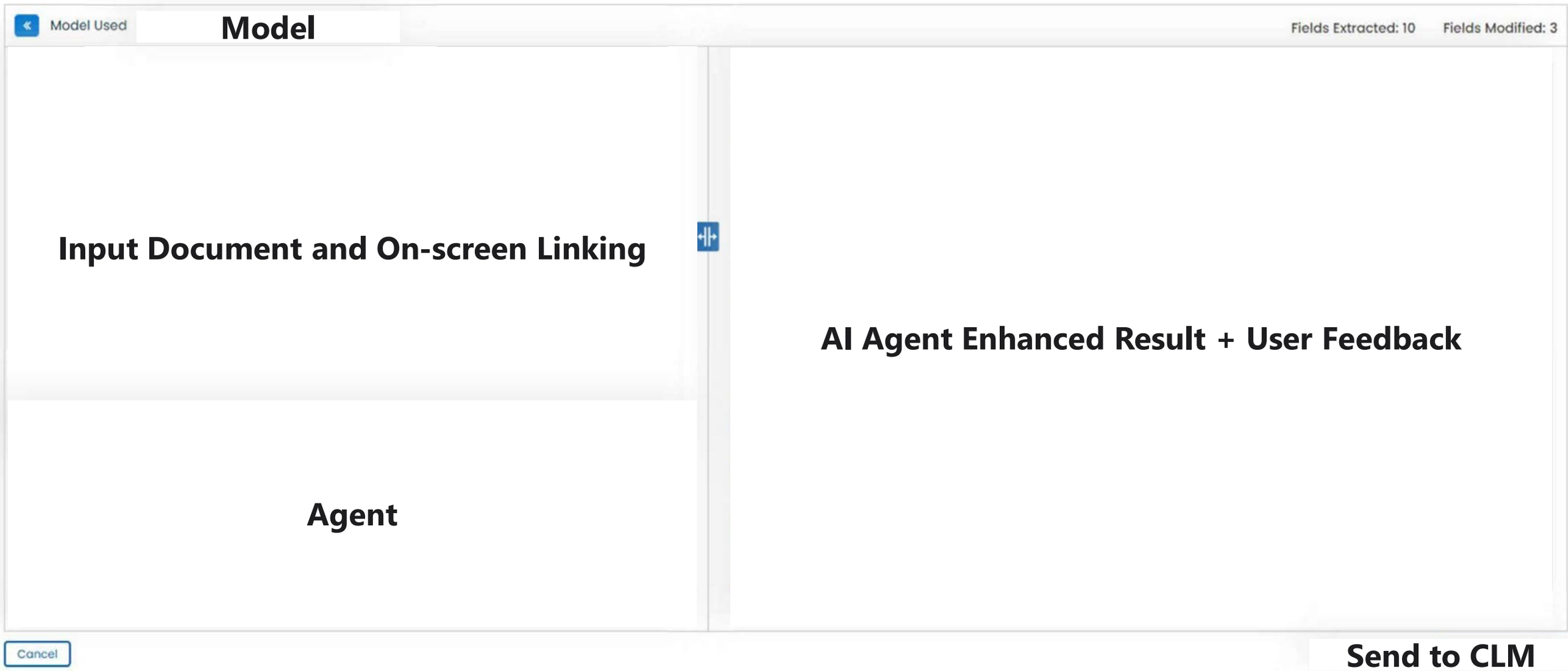
Copilot Interface with Agent Interaction



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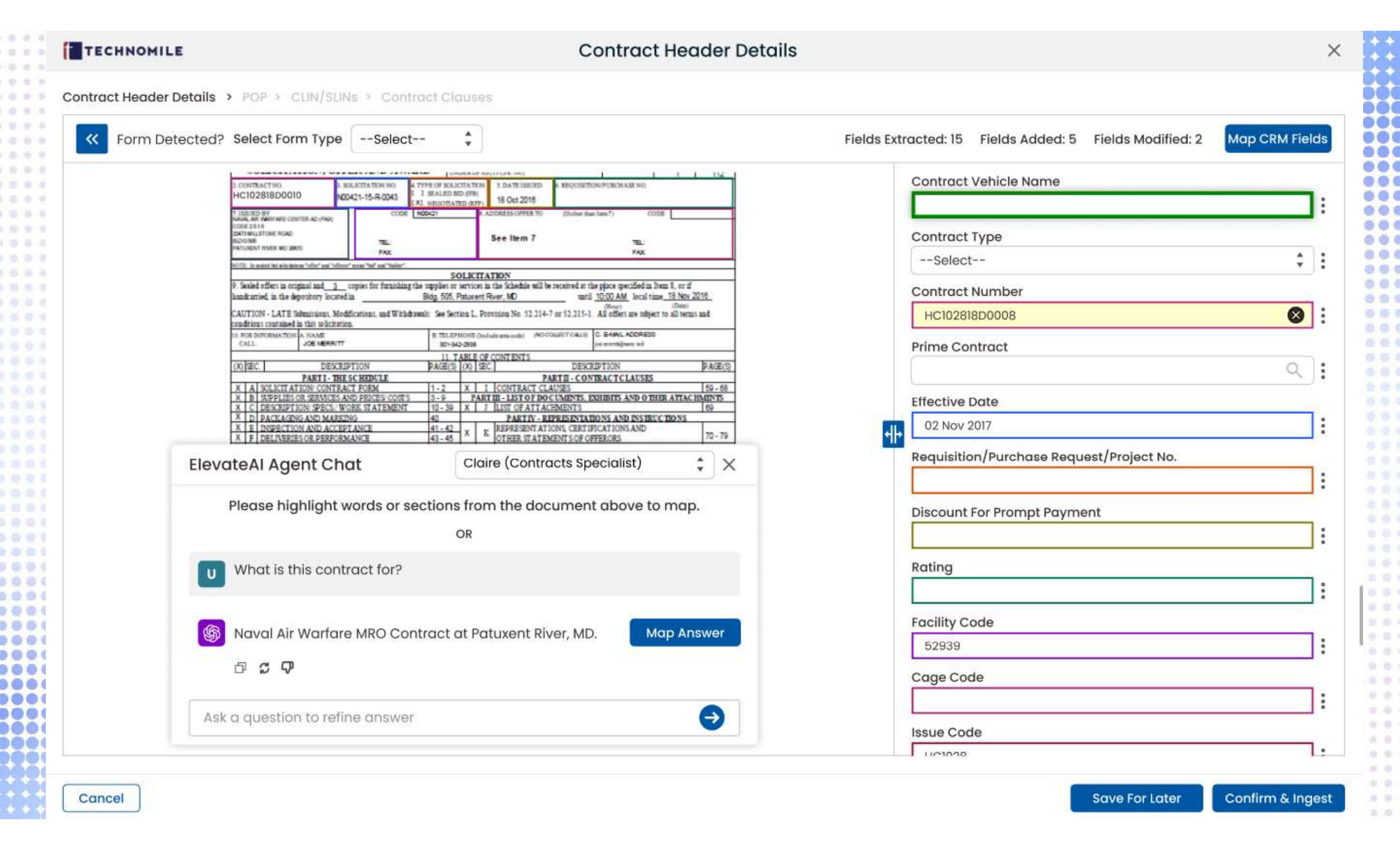
22


TECHNOMILE
Contract Header Details
Contract Header Details > POP > CLIN/SLINs > Contract Clauses
Form Detected? Select Form Type --Select--
Fields Extracted: 15 Fields Added: 5 Fields Modified: 2
Map CRM Fields
HC102818D0010
N00421-15-R-0043
18 Oct 2016
See Item 7
SOLICITATION
JOE MERRITT
PART I - THE SCHEDULE
PART II - CONTRACT CLAUSES
PART III - LIST OF DOCUMENTS, EXHIBITS AND OTHER ATTACHMENTS
PART IV - REPRESENTATIONS AND INSTRUCTIONS
ElevateAI Agent Chat
Claire (Contracts Specialist)
Please highlight words or sections from the document above to map.
OR
What is this contract for?
Naval Air Warfare MRO Contract at Patuxent River, MD.
Map Answer
Ask a question to refine answer
Contract Vehicle Name
Contract Type
--Select--
Contract Number
HC102818D0008
Prime Contract
Effective Date
02 Nov 2017
Requisition/Purchase Request/Project No.
Discount For Prompt Payment
Rating
Facility Code
52939
Cage Code
Issue Code
Cancel
Save For Later
Confirm & Ingest

TECHNOMILE

Contract Header Details

Contract Header Details > POP > CLIN/SLINs > Contract Clauses

Form Detected? Select Form Type --Select--

Fields Extracted: 15 Fields Added: 5 Fields Modified: 2 Map CRM Fields

2. CONTRACT NO. HC102818D0010	3. SOLICITATION NO. N00421-15-R-0043	4. TYPE OF SOLICITATION [ ] SEALED BID (IFB) [X] NEGOTIATED (RFP)	5. DATE ISSUED 18 Oct 2016	6. REQUISITION/PURCHASE NO.
7. ISSUED BY NAVAL AIR WARFARE CENTER AD (PAX) CODE 2518 22473 MILLSTONE ROAD BLDG 505 PATUXENT RIVER MD 20670	CODE N00421	8. ADDRESS OFFER TO (If Other than Item 7) See Item 7		CODE
	TEL: FAX:		TEL: FAX:	

SOLICITATION

9. Sealed offers in original and 3 copies for furnishing the supplies or services in the Schedule will be received at the place specified in Item 8, or if handcarried, in the depository located in Bldg. 505, Patuxent River, MD until 10:00 AM (Hour) local time 18 Nov 2016 (Date)

CAUTION - LATE Submissions, Modifications, and Withdrawals: See Section L, Provision No. 52.214-7 or 52.215-1. All offers are subject to all terms and conditions contained in this solicitation.

10. FOR INFORMATION CALL:	A. NAME JOE MERRITT	B. TELEPHONE (Include area code) (NO COLLECT CALLS) 301-342-2938	C. EMAIL ADDRESS

11. TABLE OF CONTENTS

ElevateAI Agent Chat

Claire (Contracts Specialist)

U What is this contract for?

Naval Air Warfare MRO Contract at Patuxent River, MD. in support of ...

U Please summarize the contract in five words or less.

Naval Air Warfare MRO Contract Map Answer

Ask a question to refine answer

Contract Vehicle Name

Contract Type --Select--

Contract Number HC102818D0008

Prime Contract

Effective Date 02 Nov 2017

Requisition/Purchase Request/Project No.

Discount For Prompt Payment

Rating

Facility Code 52939

Cage Code

Issue Code

Cancel Save For Later Confirm & Ingest

TECHNOMILE

Contract Header Details

Contract Header Details > POP > CLIN/SLINs > Contract Clauses

Form Detected? Select Form Type --Select--

Fields Extracted: 15 Fields Added: 5 Fields Modified: 2 Map CRM Fields

2. CONTRACT NO. HC102818D0010	3. SOLICITATION NO. N0421-15-R-0043	4. TYPE OF SOLICITATION [X] NEGOTIATED (RFP)	5. DATE ISSUED 18 Oct 2016
7. ISSUED BY	CODE N0421	8. ADDRESS OFFER TO See Item 7	CODE

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Claire (Contracts Specialist)

U What is this contract for?

Naval Air Warfare MRO Contract at Patuxent River, MD. in support of ...

U Please summarize the contract in five words or less.

Naval Air Warfare MRO Contract Answer Mapped

Ask a question to refine answer

Contract Vehicle Name: Naval Air Warfare MRO Contract

Contract Type: --Select--

Contract Number: HC102818D0008

Prime Contract:

Effective Date: 02 Nov 2017

Requisition/Purchase Request/Project No.:

Discount For Prompt Payment:

Rating:

Facility Code: 52939

Cage Code:

Issue Code:

Cancel Save For Later Confirm & Ingest

RFx Copilot

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RFx Details

CUI

RFx Details > SOW > Instructions > Evaluation Factors > LCATs > POP > CLIN/SLINs > Contract Clauses

Document Selected: N68520-25-001 PWS.pdf

Fields Extracted: 5 Fields Modified: 2

Map CRM Fields

100% Previous Page 1 of 4 Next

N00421-15-R-0043

Page 10 of 112

Section C - Descriptions and Specifications

SECTION C DESCRIPTION

Items 0001, 0002, 0003, 0004, 0005, 0006 – The Contractor shall provide SERVICES in accordance with the Non-Performance Based Statement of Work (NPBSOW). Contract services shall be performed in accordance with the NPBSOW as detailed in individual task orders. The task order NPBSOW will detail tasks that fall within the scope of the base contract.

Items: 0007, 0008, 0009, 0010, 0011and 0012 – The Contractor shall provide TRAVEL in accordance with NAVAIR Clause 5252.232-9509 and the NPBSOW. The Contractor shall provide MATERIAL in accordance with H Clause 5252.242-9515 "Restriction on The Direct Charging of Material and the NPBSOW.

Item 0013 – The DATA reports to be furnished hereunder shall be in accordance with Exhibit A, DD Form 1423, Contract Data Requirements Lists (CDRLs), CDRLs A001-A005, and the NPBSOW as required by the individual Task Order.

NON-PERFORMANCE BASED STATEMENT OF WORK (NPBSOW)

RELIABILITY AND MAINTAINABILITY (R&M)/SYSTEM SAFETY ENGINEERING AND TECHNICAL SUPPORT

1.0 BACKGROUND. The Naval Air Warfare Center Aircraft Division (NAWCAD), System Engineering Competency (AIR-4.1) is tasked to provide reliability, maintainability, system safety, diagnostics, and testability support of Naval aircraft and their subsystems.

2.0 SCOPE. This ID/IQ contract vehicle will permit specific task orders to be issued, based on the general tasking outline in Section 4.0. Under this tasking, the Contractor shall provide engineering and technical support to AIR-4.1 for reliability, maintainability, testability, quality assurance, diagnostic and system safety analyses during the design, development, production and in-service cycles of all Naval aircraft and their systems. This support encompasses: carrier based tactical aircraft; shipboard capable vertical/short takeoff and landing aircraft; maritime support aircraft; unmanned aircraft; tactical weapons systems; support systems and equipment and aircraft launch and recovery equipment.

2.1 No personal services may be performed under this contract. The Government shall not supervise Contractor employees. The Contractor shall manage their employees and to guard against any actions that are of the nature of personal services, or give the perception of personal services.

2.2 Services under this contract shall support the following:

-PEO(T) TACTICAL AIRCRAFT PROGRAMS
-PEO(A) AIR ASW ASSAULT and SPECIAL MISSION PROGRAMS
-PEO(U&W) UNMANNED AVIATION and STRIKE WEAPONS
-NAVAIR (AIR-1.0) COMMON and SUPPORT PROGRAMS
-PEO(JSF) JOINT STRIKE FIGHTER
-FOREIGN MILITARY SERVICES
-OTHER DOD SERVICES
-OTHER U.S. GOVERNMENT AGENCIES (FEDERAL/STATE/LOCAL)
-COMMERCIAL SERVICE AGREEMENTS

3.0 APPLICABLE DOCUMENTS. The following list of military standards, handbooks and specifications is being provided as general guidance only. Contractors are encouraged to submit alternatives to the military standards and specifications, if practical. At the time of award, if the Contractor's proposed alternative standards or specifications are determined to be acceptable, the alternative documents shall replace the existing listed military standards or specifications.

RFx ID: N68520-25-0001

Competition: Full and Open

CUI Data?: ✓

RFx Title: LOGEN II Support Services

Opportunity Type: Request for Proposal

Opportunity Summary: This opportunity entails providing engineering, logistics, and production support for multiple Fleet Readiness Centers to enhance COMFRC's aircraft maintenance and operational readiness across sites in the U.S. and select international locations.

Question Due Date: October 25, 2024

Proposal Due Date: Expected in FY 2025, Q2

Potential Value: $474 Million

NAICS: 541330

PSC: R425

Contract Type: Indefinite Delivery, Indefinite Quantity (IDIQ)

End User Agency: COMFRC

End User Agency Code: NAVAIR

Expected Period of Performance: Five-year ordering period, plus six-month extension option

Top 5 Capabilities: Engineering support, Logistics support, Program management, Technical analysis, Production support

Highest Security Clearance Required: Secret

© 2

Back

Skip

Confirm & Proceed

Authoring Copilot

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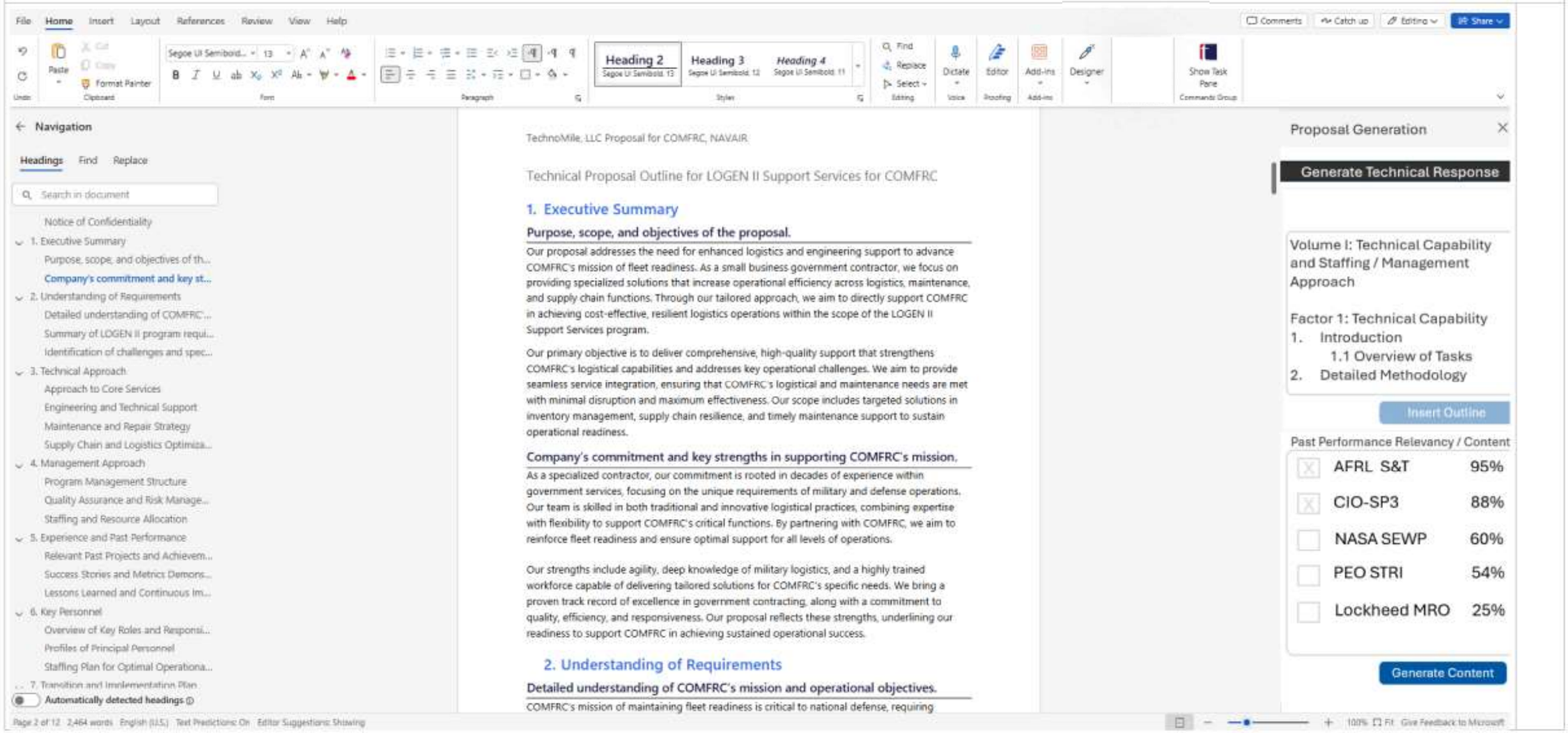
Generate Proposal: Confirm Details

RFx Details › SOW › Instructions › Confirm Details › LCATs › POP › CLIN/SLINs › Contract Clauses

Template Selected: Technical Volume - Proposal

Fields Extracted: 10 Fields Modified: 2

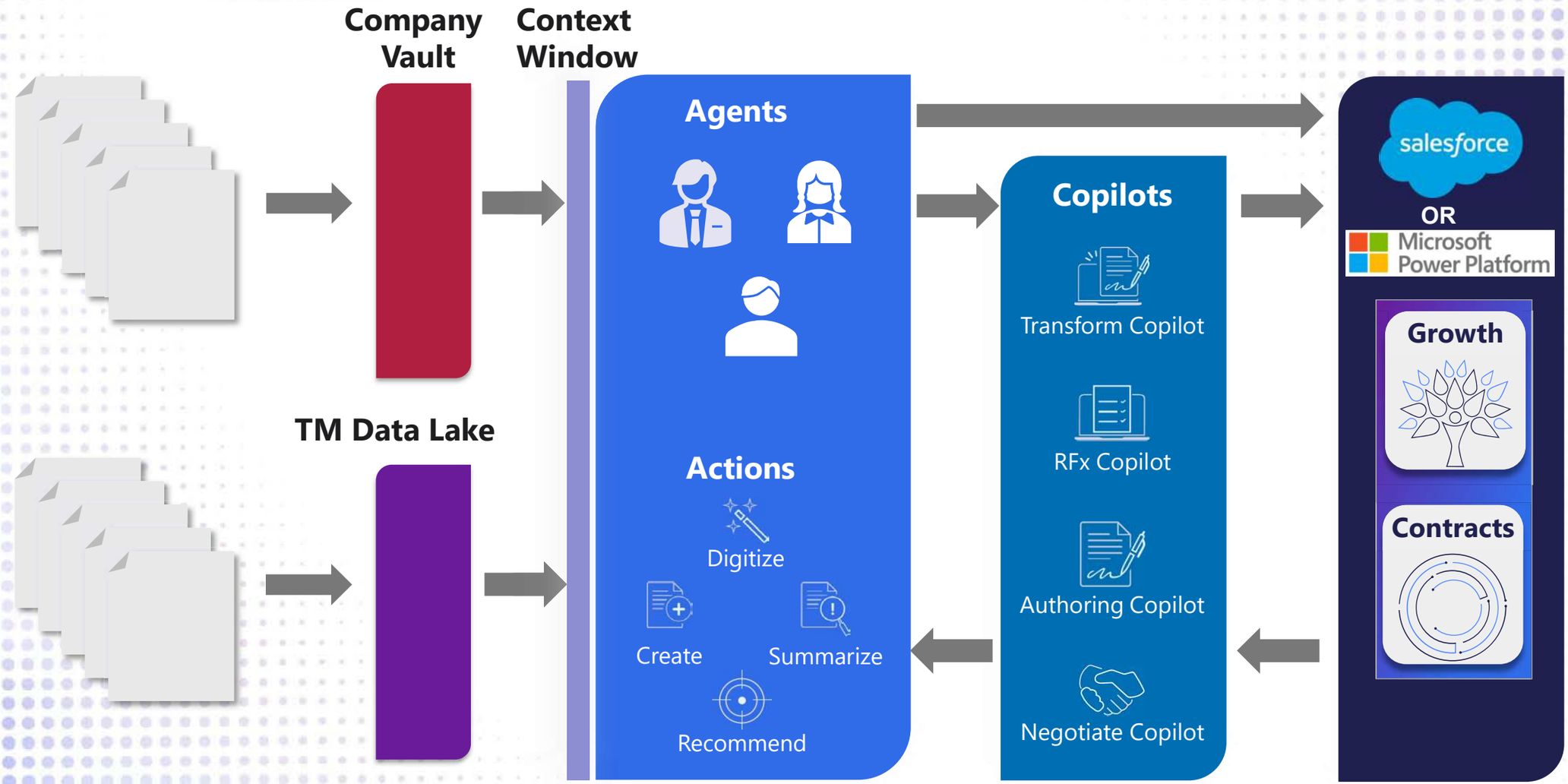


Back

Skip

Confirm & Ingest

Data Flow



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Roadmap for Agents and Copilots

2025.1

- Universal Task Order Management
- Transform Copilot for Modifications

2025.2

- RFx Copilot
- Flexible Workflow for Copilots
- AI-Enhanced Opportunities

2025.3 and 2026.x

- Citizen Development for Copilots
- Authoring Copilot
- Negotiate Copilot
- Capture Copilot

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Thank You!