



Chief Digital & Artificial
Intelligence Office



TRADEWINDS

FY2024 YEAR IN REVIEW

WWW.TRADEWINDAI.COM



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Bonnie Evangelista

Acting Deputy Chief Digital and Artificial Intelligence Officer (CDAO) for Acquisition & Assurance Directorate and Co-founder of the Tradewinds initiative for the CDAO

FOREWORD:

As I reflect on the past year, I am excited that our Tradewinds experiment, launched in November 2022, is exceeding all of our expectations. I will detail some of the metrics below, but our team has done an amazing job putting Tradewinds on a path to **speed and scale**. From the start, our mission has been clear and vital: to accelerate the **delivery of cutting-edge technologies to our warfighters** by transforming how the Department of Defense (DoD) discovers, assesses, and acquires high-tech solutions. This past year, we have seen firsthand the meaningful impact this initiative has had—not just on the DoD but also on the private sector innovators whose solutions are now readily available and being **deployed to the front lines**.

This work was not easy and represents some of the most creative bottom-up innovation in the acquisition community. It has been led by practitioners who deeply care about improving the lives of warfighters, as well as the acquisition professionals who support their vision. As a result, **Tradewinds has grown into a dynamic ecosystem** that leverages an experiments-based approach to explore effective methods for the acquisition of artificial intelligence (AI) in the modern tech era while leveraging AI in acquisitions.

The Tradewinds Solutions Marketplace (TSM) is the first of its kind to provide a post competition Marketplace of high-tech solutions from groundbreaking companies, allowing eager government buyers the opportunity to simply browse and buy to **meet mission needs and operational gaps**. TSM spurred from the hypothesis that there are more solutions in industry than problems in the DoD. All we had to do was close the gap between the two to accelerate delivery times and streamline acquisition workflows.

The AI Acquisition Playground encourages practitioner exploration of AI tools available to the DoD. As we believe those closest to the problems have the best ideas to solve said problems, fostering play of digital and emerging technology tools in the acquisition community inspires practitioners to dream of how their work life could look different, and take action to change their reality.

Finally, the ongoing DevOps work to apply generative AI to acquisition workflows led to further development of the Acquisition Robot (Acqbot), an AI-powered digital acquisition writing tool that aimed to disrupt how acquisition professionals get the job done (not automate existing yet imperfect processes).

This capability started to scale with use cases throughout the Air Force and Army, and now lauds functionality across every part of the pre-award acquisition workflow, from requirements identification to contract award.

Together, these components are driving new plays in the acquisition playbook every year.



Since its inception, Tradewinds has engaged **967 innovative vendors through the Marketplace**, with **88% of awards going to non-traditional vendors**. This reflects our unwavering commitment to breaking down barriers and expanding access to those who can truly enhance our national security. In addition, **32 contracts have been awarded**, rapidly supporting pilot projects that address mission-critical needs within **an average of 51 days**. This speed and agility are essential as we continue to face an increasingly complex threat landscape, where delivering the latest technologies to our service members will be the differentiator.

Looking ahead, we remain fully committed to **removing red tape, further reducing barriers to entry, and enabling more problem-solving in the DoD**. I believe these efforts will further accelerate access to game changing technologies that our warfighters need to meet new, complex challenges. Ultimately, this ecosystem will create a fertile territory of **new innovators and technologies that the DoD would otherwise never attract**.

I look forward to the growth of two community-based networks that aim to spread innovation and build momentum across the DoD. *The Champions Council* is a new forum bringing together government stakeholders to improve and refine Tradewinds processes to ensure we are iteratively improving and adding value to the acquisition community, and ultimately, delivering results to end users. We are excited to introduce the *Uncynic Society* this year, a community of practice designed to attract humans ready to cut through the noise and break free from the status quo. Both are attempts to demonstrate a new kind of collaboration that crosses all parts of the DoD with the goal of empowering innovative leaders at any part of the organization.

I encourage you to be part of the change happening right in front of you. **For if not us, then who will find new solutions to the challenges we know and see every day?** We all know that now is the time to act, as tomorrow may be too late.

I look forward to pushing even more boundaries in the name of transformation in the coming year. Thank you for your continued partnership, dedication, and support for innovation.

Bonnie Evangelista

“TOGETHER, THESE COMPONENTS ARE DRIVING NEW PLAYS IN THE ACQUISITION PLAYBOOK EVERY YEAR.”





EXECUTIVE SUMMARY

In FY 2024, Tradewinds' momentum has accelerated across its key value drivers, solidifying its role as a pivotal platform for government acquisition. **Over \$200 million in contracts were awarded through the Tradewinds Solutions Marketplace**, with an impressive 88% going to non-traditional vendors. This has enriched the government's pool of innovators, filling critical mission gaps with cutting-edge solutions. Speed to contract was crucial, with the average **Procurement Administrative Lead Time (PALT) clocking in at just 51 days**.

Tradewinds' success is driven in large part by its support infrastructure. Resources like *"Real People Time"*, a highly responsive helpdesk, the *"Customer Handbook"*, and the *"Acquisition Guide"* empowered participants and contributed to rapid procurement timelines. Currently, **32 government organizations** are actively participating in the Marketplace.

The scale of innovation is equally remarkable—over 967 submissions have been made to the Marketplace, and **395 have received Awardable status**, ready to meet the evolving needs of government customers.

FY 2024 SNAPSHOT

\$200 MILLION

In awards through the Tradewinds Solutions Marketplace

51 DAYS

Average Procurement
Administrative Lead Time
(PALT)

32

Organizations Making Awards
through the Tradewinds Solutions
Marketplace

395

Readily Awardable Solutions
available on the Tradewinds
Solutions Marketplace

88%

Non-Traditional
Vendor Awards

967

Solutions submitted to the
Tradewinds Solutions
Marketplace

* Data as of September 2024



“

*The Tradewinds team has been incredibly professional and **supportive every step of the way**. Their guidance and the feedback from the evaluators have been invaluable in helping us understand how our solutions fit best within the DoD ecosystem. Thank you for all you're doing to help **small, women-owned businesses** like ours. It is truly appreciated more than words can express!*

”

Shawna Hoffman
President, Guardrail

View Guardrail's Awardable solutions video on the Tradewinds Solutions Marketplace.



THE TRADEWINDS ECOSYSTEM

Tradewinds is the Department of Defense's (DoD) premier platform for learning, acquiring, and delivering cutting-edge technology, brought to life by the Chief Digital and Artificial Intelligence Office (CDAO). As the gateway to a streamlined and **innovative approach to public sector procurement**, Tradewinds **offers a comprehensive suite of tools, services, and contract vehicles** designed to expedite the acquisition and implementation of artificial intelligence (AI), machine learning, digital, and data analytics solutions across the DoD.

The Suite of Tools & Services includes:

Tradewinds Solution Marketplace



CDAO's monthly solicitation and competition of AI/ML, Data and Digital Solutions. Solutions, presented in **5-minute video pitches**, competitively assessed in accordance with federal law and regulation; then made available for government requirement owners to quickly review, obtain pricing, and contract for a solution. Powered by our partners ARI (the Applied Research Institute) and TAC.

Existing Contracts & Ordering Vehicles



- Test and Evaluation (T&E) Blanket Purchase Agreement (BPA)
- Data Readiness for Artificial Intelligence Development (DRAID) Basic Ordering Agreement (BOA)
- AI Talent BOA - Rapidly onramp contractors with AI expertise

Solicitations & Marketplace Special Topics, with optional AI-Enabled Market Research



Drafting and posting CSO topics on behalf of strategic partners, related to AI/ML, Data and Digital solutions. Leveraging requirements to curate a market research sprint identifying non-traditional vendors who could likely support the requirement, powered by Public Spend Forum.

AI-Enabled Acquisition Tools



The AI Acquisition Playground is a purposefully curated collection of existing experimental capabilities enabling speed and scale for DoD Acquisition using AI. It is intended to provide a safe place for experimentation and testing to the DoD Acquisition Workforce. Partners include TAC, Pryon, OmniSync, and PW Communications.

Training, Learning, and Sharing



Providing in-person and virtual training opportunities for defense acquisition professionals in how to buy AI, in partnership with ASI Government.
Connecting like-minded doers. Don't be a cynic; be an uncynic @ Uncynic Society by Gaping Void.

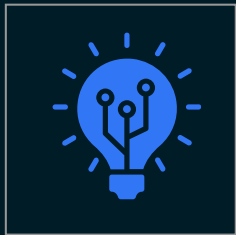


THE TRADEWINDS ECOSYSTEM

Tradewinds serves as a critical enabler in the DoD's modernization efforts, providing a platform that accelerates the deployment of emerging technologies. By simplifying and optimizing procurement processes, it allows for faster, more efficient sourcing of innovative solutions that address the evolving operational needs of the warfighter.



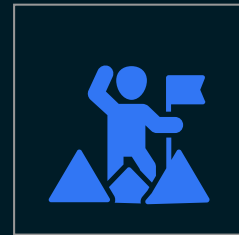
From educational resources to agile contracting options, Tradewinds empowers DoD stakeholders to navigate the complexities of acquisition with ease while delivering critical technology at the speed of relevance.



**Catalyzing
Innovation**



**Accelerating
Procurement**



**Closing Mission
Gaps**





“

Getting rid of useless DoD paperwork is why Tradewinds exists. If you have a great product that can really push capabilities and provide a strategic advantage, you **shouldn't be tied up in government red tape.**

I can't overstate this enough - **Tradewinds really is a huge deal**, and it's going to get more innovators into the DoD space, without burdening them with usual DoD bureaucracy.

”

Shane Morris,
Senior Executive Advisor, Devis



Bonnie Evangelista accepts the "Innovative Program of the Year" award at the 10th Annual FORUM awards

AWARDS & ACCOLADES

Tradewinds has established itself as a **leader in procurement innovation**, receiving widespread recognition. In its first year, it won the NCMA Innovation Award and the ACT-IAC Award for its cutting-edge contract management practices and mission-driven outcomes. In 2023, Tradewinds lead Bonnie Evangelista earned the Chief Acquisition Officers Council Excellence Team Award, and Stephanie Wilson was honored for her work on the Tradewinds Solutions Marketplace. In **2024, Tradewinds received multiple accolades**, including the GovTech Connects Acquisition Leadership Award and "**Innovative Program of the Year**" at the FORUM Innovation Awards, **cementing its role in transforming federal acquisition**.

These milestones underscore Tradewinds' **continued leadership in driving rapid acquisition pathways and transforming federal procurement**.



2022:

- **NCMA Innovation Award 2022:** In its first year, Tradewinds was recognized by the National Contract Management Association as a leader in procurement innovation. This award “recognizes successful applications of innovative or leading-edge contract management practices in ways not previously demonstrated to achieve a mission or organizational goals and results.”
- **ACT IAC Award:** Tradewinds also secured the prestigious ACT-IAC award, conferred upon those “accelerating government mission outcomes through collaboration, leadership, and education”
- **Chief Acquisition Officers Council Excellence Team Award:** Awarded to Tradewinds lead Bonnie Evangelista “recognizing acquisition professionals who contribute to outstanding improvements in acquisition throughout the federal government.”

2023:

- 10th Annual Major General Harold J. “Harry” Greene Awards for Acquisition Writing 2023, Honorable Mention in the Innovation Category, “Shop till You Drop”
- **Army Acquisition Executive’s (AAE) Excellence in Leadership Awards for Outstanding Grants or Agreements Professional of the Year:** Awarded to Stephanie Wilson, ACC Rock Island, for her work on the Tradewinds Solutions Marketplace
- **General Services Administration (GSA)** published its "Generative AI and Specialized Computing Infrastructure Acquisition Resource Guide," referencing the Tradewinds Solutions Marketplace.

2024:

- **Acquisition Lifecycle Leadership Award**, by GovTech Connects: To Ms. Bonnie Evangelista recognizing her efforts through Tradewinds in building rapid acquisition pathways to the DoD.
- "**Innovative Program of the Year**" Award: At the 10th Annual FORUM Innovation Awards.
- **2024 #Elev8 Federal Government Spark Honorees:** Tradewinds recognized an honoree.



TRADEWINDS SOLUTIONS MARKETPLACE

The Tradewinds Solutions Marketplace is DoD's digital environment of post-competition, readily awardable, 5:00 minute technology solution pitch videos.

The video solutions housed within the Marketplace are assessed through competitive procedures which satisfy the competition requirements of the Federal Acquisition Regulation (FAR), the Defense Federal Acquisition Regulation Supplement (DFARS), and the Statutes, Policies, and guidance applicable to DoD's Other Transaction Authorities.

The Tradewinds Solutions Marketplace catalyzes innovation, accelerates procurement processes, and supports the DoD's mission by bridging the gap between visionary creators and those who serve our nation.



A gateway to a more streamlined and innovative approach to public sector procurement.



Ensures rapid access to data, analytics, digital, and AI/ML capabilities while providing a convenient hub for showcasing and promoting innovative solutions within the DoD.



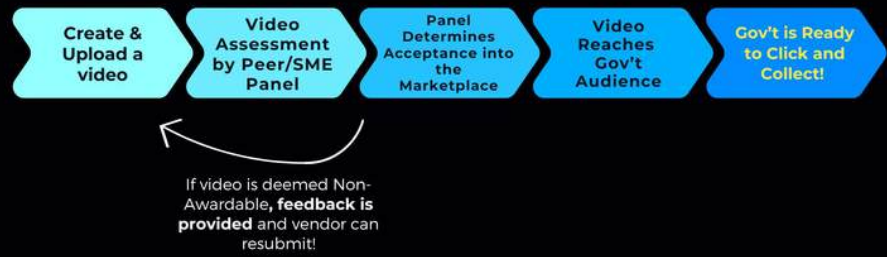
Hosts 5-minute technology pitch videos that have undergone rigorous assessment and comply with federal regulations.



HOW THE SOLUTIONS MARKETPLACE WORKS

The Tradewinds Solutions Marketplace provides a pathway for vendors and government customers to **connect and collaborate efficiently**.

Here's how the process works:



Submit:

Vendors are invited to submit 5-minute pitch videos that demonstrate their solutions, following the criteria and guidelines detailed in the Tradewinds announcement on SAM.gov. These submissions are assessed monthly by a peer panel of subject matter experts (SMEs) from government, academia, and industry. The evaluation is based on a **rubric outlined in the Announcement**, which assesses technical merit, relevance, and potential impact.

"Awardable":

If a video meets the established criteria, it is deemed "Awardable" and placed in the Tradewinds Marketplace, making it available to government users. If a video does not meet the necessary standards, the vendor can request a feedback session to understand where improvements are needed and resubmit their video. This approach reflects **Tradewinds' strong emphasis on transparency and continuous improvement**. To further support vendors, weekly office hours, known as "*Real People Time*," offer direct access to Tradewinds experts for personalized feedback and guidance.

Once a video is designated Awardable, it is made available in the Marketplace for government users with a .gov or .mil email. Government users can search for solutions based on strategic focus areas or by specific keywords, reach out to vendors for more information, request the assessment packages for insights from the peer panel, and ultimately **make procurement decisions through the Solutions Marketplace**.



Procurement:

To help **government customers navigate the procurement process**, Tradewinds offers robust resources such as the *Customer Handbook* and the *Tradewinds Acquisition Guide*. These tools provide step-by-step guidance on how to procure solutions through the Marketplace, ensuring a seamless experience from assessment to award.

This **structured, feedback-driven process** exemplifies Tradewinds' commitment to fostering innovation while maintaining transparency, helping vendors refine their offerings and providing government agencies with cutting edge solutions.



ACCELERATING DoD ADOPTION

The Tradewinds Solutions Marketplace solicited for pitch videos across the following key tech focus areas:



Improving situational awareness and decision-making



Developing a digital-age workforce



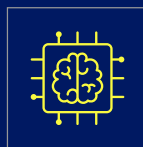
Increasing safety of operating equipment



Increasing autonomy and mobility of DoD systems



Implementing predictive maintenance and supply



Application of AI/ML Scaffolding and AI Assurance



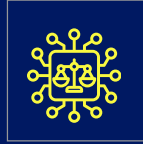
Streamlining business processes



Assuring Reliable Data Sources



Assuring cybersecurity



Augmenting Responsible AI Capabilities and Processes



Supporting Responsible AI Practices



Research Solutions and Services



Assessment and Compliance Solutions



Discovering blue sky/other technology applications



DoD ORGANIZATIONS

Making Awards Through the Solutions Marketplace

FY 2023:



FY 2024:



FY2025 Awards in Progress:





INDUSTRY ADVANCEMENT

Empowering Solution Providers

In 2024, the Tradewinds team made significant strides in advancing industry engagement, offering solution providers and government customers targeted support through two key initiatives: the Helpdesk and Real People Time (RPT) sessions.



Helpdesk

The Tradewinds Helpdesk is a quick and efficient resource dedicated to customer success and industry advancement. Throughout the year, the Tradewinds team upheld a high standard of support, swiftly responding to inquiries and equipping solution providers with the necessary resources and tools to navigate the Solutions Marketplace. Whether addressing technical questions or clarifying submission processes, the Helpdesk team prioritized timely and effective solutions, reinforcing Tradewinds' commitment to empowering users and ensuring a smooth experience for all.

1349 Queries Answered
in FY 24

Real People Time (RPTs)

The weekly *Real People Time* (RPT) sessions, a cornerstone of Tradewinds' outreach efforts, provided one-on-one office hour style support for current and prospective solution providers, as well as for government users.

In each 25-minute RPT session with a member of the Tradewinds team, users engaged in activities such as receiving feedback on their submissions, getting answers to their queries, and gaining insights into procurement pathways, among other things, while effectively learning how to utilize the Tradewinds Solutions Marketplace.

269 Real People Time
Sessions in FY 24





REAL PEOPLE TIME: INDUSTRY FEEDBACK

“

My feedback session today was very helpful. Dr. Kuchina-Musina was professional and thorough. Most importantly, I have a clear path forward to improving my submission. I look forward to giving it another go. Thanks for having great infrastructure around the submission process.

Sam Kunitz-Levy
Contest Inc.

“

Our session with Ben was focused, fact based and productive. It is the kind of dialogue that is changing the tone of govt-industry collaboration for the better. It is the way it should be, and I appreciate it very much.

Darin Powers
CEO, Absolute Business
Solutions Corp

“

I very much enjoyed meeting with Kevin Kostka today - it was very helpful (and a relief) to hear that Tradewinds resources will assist us as we are educating our customer's acquisitions shops on how being "awardable" under TSM can help them move faster and more efficiently. Kevin is obviously very knowledgeable and has the perfect background to work any issues that may come up with contracting offices and PMO's alike.

Michelle Adams,
Research Innovations

“

Dear Tradewinds I want to thank you and team members especially Dr. Dolores Kuchina-Musina! Dolores was generous with her time and insight on the Tradewinds process as well as ways to improve my submission. Dolores and everyone at Tradewinds has been exceptional! Thank you for the help!

Kevin Modlin
Modlin Global Analysis

“

The 1-1 session was amazing and incredibly helpful. Mr. Del Coco hit the nail on the head in terms of his suggestions, as they align with recommendations from sales coaching that I recently started attending, meaning he knew precisely how to guide me so that I am better prepared to convey the information as needed!

Elsa Velazquez
Industry RPT



SPECIAL TOPICS

Tradewinds' Special Topics initiative has proven to be an invaluable tool for government organizations seeking to explore innovative procurement methods. This program offers customer organizations and contracting activities a unique opportunity to **trial the Solutions Marketplace model**, while addressing real-world requirements. By leveraging Special Topics, agencies can **assess the fit and functionality of the Solutions Marketplace model** for their specific needs, processing **live opportunities** in a fee-free environment.

FY 24 SPECIAL TOPICS

- Air Force Office of Energy Assurance (AFOEA) "**Flexible Fuel Power Generation**"
- Joint Federated Assurance Center (JFAC) "**Evidence Based Assurance and Assurance Cases**"
- CDAO "**Open DAGIR GIDE** Industry Challenge #1: Contested Logistics and Sustainment"
- National Air and Space Intel Center (NASIC) "**AI Detection in Binaries**"
- Air Force Office of Energy Assurance (AFOEA) "**Geothermal for Electricity and Green Hydrogen Production**"

Government agencies interested in exploring a Special Topic should reach out to success@tradewindai.com.

For **industry participants**, the experience mirrors that of submitting to the **Tradewinds Solutions Marketplace**, with one key addition: submitters must ensure their video submission directly addresses the problem set identified within the Special Topic. This additional step allows industry innovators to deliver tailored solutions that meet specific government needs.

Special Topics provide a flexible platform for government organizations to **address specific problem sets** through an "opportunity" (Open Call) under the TSM umbrella. Customers can use these Special Topics to solicit solutions either as an enhancement to a current Tradewinds Solutions Marketplace Strategic Focus Area, or to tackle unique problem sets that fall outside the existing focus areas. This structure **allows agencies to target specific challenges and explore awardable, innovative solutions**.



 Tradewinds' Special Topics continue to offer a flexible, innovative, and impactful approach, enabling government agencies to experiment with and adopt marketplace-driven acquisition strategies that directly support their mission success.



SPECIAL TOPICS

“ My recent experience leveraging the **CDAO Tradewinds Solutions Marketplace for the Flex Fuel Special Topic** has been nothing short of exceptional. Three key aspects stand out: exceptional customer service, the platform's impressive sophistication and remarkable efficiency.

Unparalleled Customer Focus: The Tradewinds team truly exemplifies customer obsession. With the sheer volume of users and demands, the team consistently delivers exceptional support to both government agencies and solution providers. This unwavering focus on customer satisfaction is a testament to their dedication and commitment.

Sophistication in Action: The Tradewinds model is remarkably sophisticated, particularly the scoring process. The ability to view variances between evaluators, utilize a consensus-building consolidator, and facilitate a final decision discussion streamlines the entire process. This level of detail and transparency fosters informed decision-making about companies who are invited to join the Marketplace.

Efficiency and Speed: Tradewinds excels in efficiency and speed, particularly when it comes to streamlining solicitations. The user-friendly platform makes the process effortless, saving us valuable time and resources.



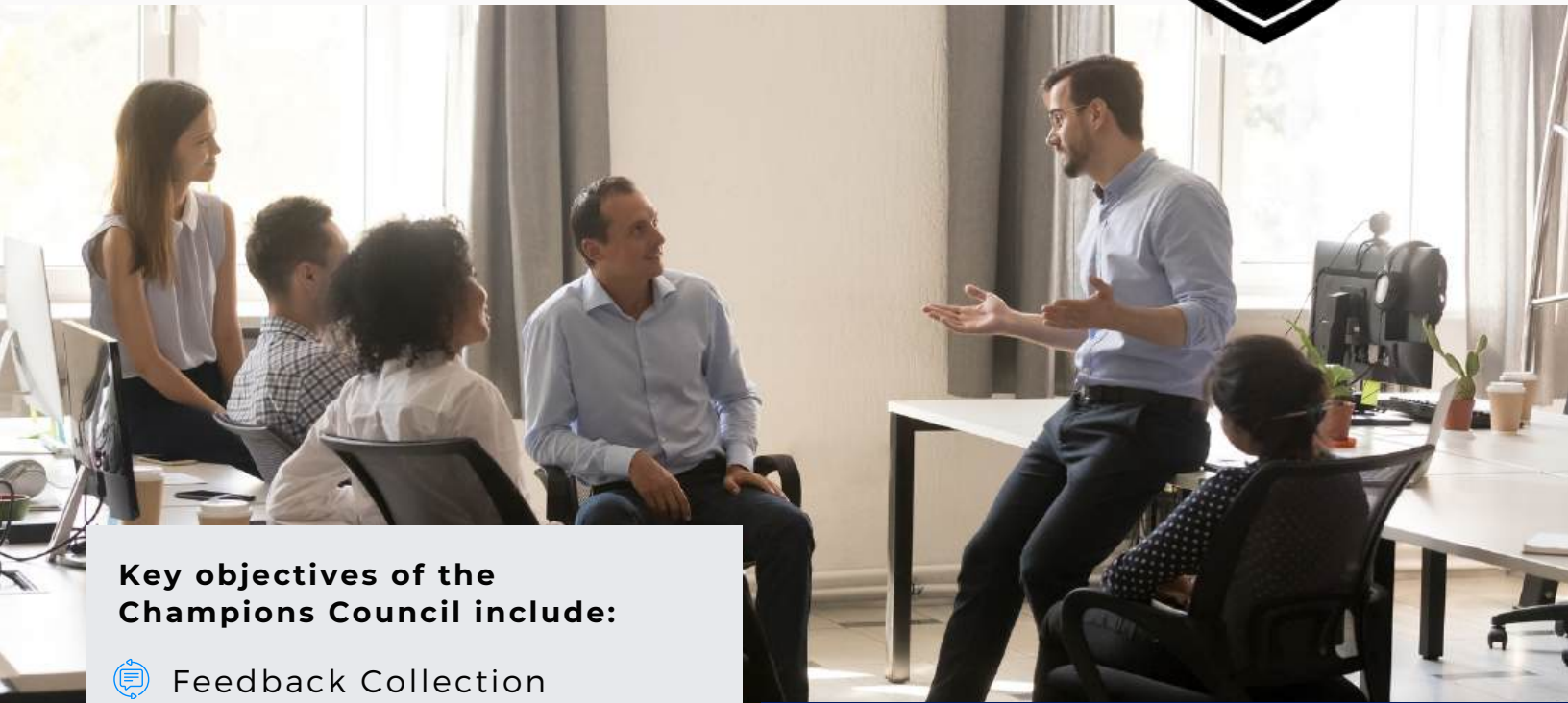
Dr. Richard Hartman, PhD
Chief Innovation Officer (CINO)
Air Force Office of Energy Assurance (OEA)



CHAMPIONS COUNCIL

Driving Continuous Improvement

The Tradewinds Solutions Marketplace Champions Council was established in 2024 as a pivotal forum for **early Government adopters to collaborate, share insights, and contribute to the ongoing evolution** of the Solutions Marketplace model. Comprised of a diverse group of acquisition professionals and operational experts, the Champions Council plays a critical role in **shaping the future of the Marketplace**, ensuring it meets the needs of the Department of Defense (DoD) while **fostering broader adoption** across government agencies.



Key objectives of the Champions Council include:

-  Feedback Collection
-  Feature Development
-  Best Practices Sharing
-  Operational Integration
-  Supporting the full-scale adoption of the Solutions Marketplace model across the DoD and its services

With a membership representing a wide spectrum of acquisition disciplines, the Champions Council is uniquely positioned to guide the evolution of the Tradewinds Solutions Marketplace. **The collective expertise and proactive contributions** of its members are essential to maintaining the Marketplace's **relevance, usability, and effectiveness** in meeting the operational needs of the DoD. Through their efforts, the Champions Council is helping **shape the future of defense acquisition by driving innovation and continuous improvement** in the Tradewinds Solutions Marketplace.



SPOTLIGHT ON SUCCESS



FROM WEBINAR ATTENDEE TO AWARD-WINNING INNOVATOR: MACRO SOLUTIONS' JOURNEY ON THE TRADEWINDS MARKETPLACE



“

*By harnessing the power of AI-driven tools, we are at the forefront of legacy code modernization efforts. We are **supporting the Air Force's efforts to modernize their legacy system** and empower more efficient strategy-to-execution planning, enhancing the efficiency of mission-critical operations. It's a proud moment to not only see this AI-driven solution drive results for the DoD, but also to **demonstrate the innovative approaches that are showcased in the Tradewinds Solution Marketplace.***

Amy Wright, President of Macro Solutions

Macro Solutions' path to success on the Tradewinds Solutions Marketplace began with a strategic decision to attend an “*Awardable to Awarded*” webinar to better understand the Marketplace. The insights gained from this session **proved to be pivotal.**

Recognizing the alignment between their innovative AI-driven code modernization solution and the DoD's needs, Macro Solutions saw an opportunity to make a significant impact and submitted a pitch video to TSM, titled “***Accelerating Legacy Code Modernization with AI.***”

Within five days, Macro Solutions was notified that their solution was under assessment. Three weeks later, they received confirmation that the submission had been assessed as ‘**Awardable,**’ and **in a matter of days,** an Air Force customer reached out to Macro Solutions to inquire about this Awardable solution.

Macro Solutions went on to secure a contract through the Tradewinds Solutions Marketplace from the US Air Force for their solution, “*Accelerating Legacy Code Modernization with AI.*”

MISSION CRITICAL IMPACT:

Macro Solutions' award-winning solution offers an AI-driven, agile approach to code modernization, addressing the persistent challenges of legacy systems within the DoD. Their methodology not only ensures compliance with federal mandates but also reduces technical debt, cybersecurity risks, and time to value—without the need for disruptive code freezes. This innovative solution plays a critical role in advancing mission readiness by enabling government agencies to efficiently retire outdated code, secure their systems, and maintain continuous operations.



“

What stood out to us was the **speed and efficiency** of the Tradewinds Solutions Marketplace. They were able to **review and assess** our solution quickly, making it available in a timely manner, which we greatly appreciated. Most exciting - literally **within a couple of days of our solution going live, a DoD customer reached out to inquire about our solution.**

”

Rajiv Gidadhubli
Chief Transformation Officer, Macro Solutions
Secured an award from the US Air Force for their solution,
“Accelerating Legacy Code Modernization with AI.”



SUCCESS OF NON-TRADITIONALS

“

While Morning Consult has been a market leader in the private sector business intelligence and market research space for roughly a decade, and had long envisioned public sector use-cases for our syndicated survey data, our **leadership was wary about the reputedly lengthy and resource-intensive government contracting process.**

Enter the Tradewinds Marketplace! Much to our delight, after the CDAO’s outreach provided the signal, the **TSM provided a streamlined pitching and contracting process** that ultimately secured buy-in from our C-suite to bring an initial engagement to fruition. Fast forward to mid-2024, and we’re thrilled that **our solution has been awarded via an agreement with the CDAO’s PRC Competition Assessment Team (PCAT).**

”

Jason I. McMann, PhD

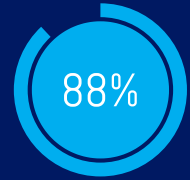
Head of Political Intelligence, Morning Consult

Secured an award from the CDAO for their solution “*Global Political Intelligence: Daily Public Opinion Data on Political Attitudes Across 43 Countries.*”



SUCCESS OF NON-TRADITIONALS

Morning Consult, a non-traditional company with a strong track record in private sector research and insights, achieved its **first public sector success through the Tradewinds Solutions Marketplace** this year. Their award highlights how the Solutions Marketplace is **creating new pathways for innovative companies to enter the government space**. In fact, **88% of the companies** that have won awards through the marketplace are non-traditional contractors, showcasing the **platform's ability to attract talent and cutting-edge solutions to meet the government's evolving needs**.



88% of Awarded companies are non-traditionals



Morning Consult secured a contract for their solution titled *“Global Political Intelligence: Daily Public Opinion Data on Political Attitudes Across 43 Countries”* from the CDAO via the Tradewinds Solutions Marketplace.



MISSION CRITICAL IMPACT:

The availability of assessed and **readily-awardable solutions like Morning Consult's** on the Tradewinds Solutions Marketplace ensures that government agencies can quickly access and integrate critical tools without the delays of traditional procurement processes. This streamlined **access to high-frequency political survey data enhances strategic decision-making and event-based modeling in real time, providing immediate operational benefits**.

Potential Applications:

Morning Consult's solution provides access to high-frequency political survey data across 43 markets, capturing daily assessments from 15,000 respondents on political leaders, national trajectories, and international perceptions. This data is accessible via API or web-based platform, along with demographic and psychographic data, and up to 8 years of historical coverage, depending on the market.

For government agencies, this data is uniquely useful to the department because of its high frequency and depth. The frequency allows for applications like event-based modeling. An analyst could assess how views of America in a given location change after a U.S. troop deployment in the area, or how unstable a friendly regime might be, given shifting public opinion of an incumbent political leader. A strategist could see how U.S. actions in the Asia-Pacific region – such as freedom of navigation patrols in the South China Sea or participating in Quad meetings – predict changes in public views of the United States versus views of China in other countries in the region, all in near real-time.

The depth found in the solution's broad country coverage, and in the demographic and psychographic profiling of public sentiment globally, can support strategic competition with U.S. adversaries. For example, a DoD user of this data focused on competition with China could examine whether overall societal optimism has fallen over the last two years among Chinese youth, or among Beijing residents or college-educated adults. An analyst focused on Russia could similarly use this data to help inform department principals on whether Putin's regime appears more fragile after the 2023 military wives' protests by looking at sentiment specifically among women in military households.



THROUGH THE INDUSTRY LENS - BY GLADSTONE AI

Guest contribution

Tradewinds is contracting that actually works

Government contracting is hard and slow. It's hard for vendors, especially small startups. It's hard for contracting officers. And it's slow for both, even when it works. But the cutting edge of technology moves fast, and slow contracting can delay DoD's adoption of critical capabilities. In the DoD, falling behind the relevance curve can put the mission — and warfighters' lives — at risk.

Tradewinds solves all these problems. For Gladstone and for our DoD customers, the Tradewinds platform was utterly transformative.

We stumbled onto Tradewinds in late 2022, when we signed a contract with the Air Force to build genAI apps for them (though genAI wasn't called that at the time). The contract was tiny, just \$50k. But it **closed fast through Tradewinds**, and that's what mattered.

Because in the meantime, through our connections with OpenAI, we'd received early access to the GPT-4 API before it was publicly released.

Thanks to Tradewinds, we were able to use that early access to build the first GPT-4 powered app ever deployed in the Air Force. If we'd used a traditional contract vehicle, we'd have been filling out paperwork and approvals instead of building. In other words, **Tradewinds directly accelerated warfighters' access** to a key capability — in this case, getting it into their hands even ahead of the private sector.



A Tradewinds story: from prototype to SECAF brief

But this was only the beginning of Tradewinds's impact. Here's a secret of software development: you never know exactly what your product is going to be until you try to build it. In fact, the only way to discover what your users truly need is to build it. In software, it's normal to discover that you're building the wrong thing, throw it away, and build something better. The problem with traditional contract vehicles is that they often don't account for this reality. They force you to commit up front to a specific use case that may or may not provide real value. So you can end up locked into building the wrong product, and your customer can end up locked into paying for it.

Tradewinds, on the other hand, let us pivot as we learned. Its low overhead gave us the breathing space to talk to hundreds of practitioners and iterate daily based on their real needs. With that flexibility, we were able to build five genAI apps and throw away the first two, all in a few months.

Here's an example of what this looks like. One of our apps uses genAI to draft descriptions of things that can go wrong in flight tests, and what to do about them — they're called Test Hazard Analyses, or THAs, in flight testing jargon. Now, every flight test engineer we spoke to had a horror story about eight-hour long Safety Review Board meetings discussing THAs — every single one. A frequent complaint was that if you plan a flight test that takes you below 5,000 feet, you'll often get asked to write a THA about the risk that your aircraft will crash into the ground. But test pilots, of course, know about this risk already. So lots of time can be spent discussing it, for very little value.

“Thanks to Tradewinds, we were able to use that early access to build the first GPT-4 powered app ever deployed in the Air Force. If we'd used a traditional contract vehicle, we'd have been filling out paperwork and approvals instead of building. In other words, **Tradewinds directly accelerated warfighters' access to a key capability — in this case, getting it into their hands even ahead of the private sector.**”

Jeremie Harris | CEO, Gladstone



To solve this problem, we made sure our genAI app would try to suggest risks that are as unique to each flight test as possible. This saves engineers the time it would take to discuss more generic risks. And it makes flight tests safer, by ensuring that their most unique risks are more thoroughly covered.

If you're a flight test engineer, this insight might seem obvious to you. But a great app is built on hundreds of such insights. To build a great app, you need to talk to hundreds of practitioners, and to change things as you go based on what they tell you.

That process takes effort. But it also takes decisive leadership at the DoD and unit level. We've been lucky to work with some incredible leaders who believed from the very beginning in the value of iteration and feedback. Col. Cinco Hamilton and his successor Lt. Col. Wikid Waller, both Commanders of the 96th Test Wing, not only funded the early contracts through Tradewinds, but also consistently championed the process of fast and responsive iteration that we followed. Senior leadership at the Air Force CDAO — including Acting DAF CDAO Ms. Chandra Donelson and Chief of the AI Division Dr. Lynne Graves — also provided invaluable support through thoughtful suggestions and access to their amazing team.

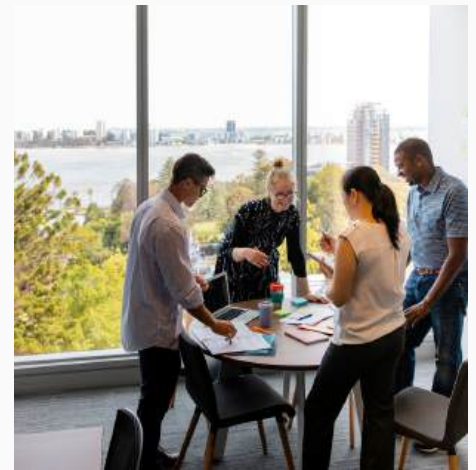


The whole project was built through a robust collaboration with a team of brilliant Air Force personnel — Jordan Conner, the Acting Head of GenAI at AFTC; Lt. Col. Biggs Biegalski, Branch Chief of AI Test and Operations at DAF CDAO; and CMSgt. Brian Morrison, LLM Specialist and Liaison at DAF CDAO; to name just a few.

In fact, **Tradewinds goes hand in hand with bold leadership.** The best leaders take calculated risks and inspire their teams to do the same. Tradewinds is the perfect vehicle to enable exactly that. By streamlining fast contracts at small scales, **Tradewinds allows strong leaders to make the kinds of smart bets** that drive innovation. Not all of those bets need to work: one big success pays for dozens of attempts, many times over. This dynamic is exactly what drives the explosive pace of innovation in the private sector startup ecosystem — and that's what Tradewinds is enabling, for the first time, in the DoD.

The degree of success this approach unlocks hasn't gone unnoticed. As I'm writing this, the **Air Force CDAO team is less than two weeks away from personally briefing Mr. Frank Kendall, the United States Secretary of the Air Force**, on the revolutionary impact of our apps on flight test engineering — apps that could not have existed without Tradewinds. And that's only the beginning: we're now developing an entire platform — the AI Observatory — that you can use to prototype and scale your own genAI use cases. We're convinced that without Tradewinds, none of that would have been possible.

By:  Gladstone



“

A lot of things need to go right, and go fast, for projects like these to deliver on the timelines they did. Leadership needs to be aligned, DoD counterparts need to be involved, and the development team needs to deeply understand how to iterate fast. Without this, even perfect contracting can't assure success. On the other hand, if your contracting doesn't work, then your project can't either.

Tradewinds is contracting that just works. It's such a simple thing, yet so foundational to success. Because Tradewinds just works, **it's freed us — both the Gladstone team and our amazing partners in the Air Force — to focus on making sure everything else works too.**



Gladstone AI secured an award from the US Air Force, Air Combat Command through the Tradewinds Solutions Marketplace for their solution “*Foundations of AI Training.*”



IN THEIR WORDS: AWARDABLE SOLUTION

“

Having worked on both the government and industry side of the acquisition process, Tradewinds' combination of concise marketing material and pathway to rapid acquisition is incredibly powerful. The Tradewinds Solutions Marketplace could significantly benefit and expand government-industry partnerships, both in terms of helping government and industry connect efficiently, and then engage in substantive, acquisition-focused discussions.

In my former government role, I was fortunate enough to start two S&T programs that transitioned into major programs of record. Being able to concisely communicate operational impact is one of the key elements to establishing successful, long-running programs. The Tradewinds submission process is a great forcing function for creating concise and effective messaging about your product. At RII, we build a powerful platform that has mission impact on a daily basis.

Boiling our capability, its impact, and our business model down to a five-minute video has helped us create new and more meaningful PRIISM collateral.



*Andy Woodward
Director of Product Management for Enterprise C2 products*



Research Innovations' solution titled "PRIISM" is an Awardable solution available on the Tradewinds Solutions Marketplace. It provides US and allied partners C2 capabilities focused on Accelerated Planning, Joint Targeting, and Information Advantage. PRIISM shortens US, allied, and cross-coalition workflows by minutes-to-days, combining AI analytics with a deep, mission-focused understanding of decision maker needs.



Speed to Contract - Epic Level Impact

As a **former USN and CIA Contracting Officer** and current industry Contracts executive, I am **thrilled to see a FAR compliant solution** to neutralizing the two long poles in any acquisition – competition and technical evaluation. Through the Tradewinds Solutions Marketplace (TSM), **competition requirements have been satisfied and a technical evaluation completed** - TSM will hand complete packages to buying commands supporting both, and the subsequent acquisition can be based on the completed TSM process.

Although we have not yet gone through the TSM process for a contract award, we have numerous potential customers who are interested in learning more and, in coordination with my *Real People Time* contact, I plan to conduct a roadshow of sorts for them to ensure that they are aware of how Tradewinds may assist with getting critical technologies into the hands of the warfighter even faster. **The TSM Acquisition Guide is a great start** to that initiative and I will be passing it along, interpreting it and generally working with TSM to make the process as understandable and easy to navigate as possible.

Tradewinds has set up quite a treasure trove of resources, in various media formats (e.g., podcasts, awardable to awarded videos, playbooks, LinkedIn posts, NCMA presentations, etc) available such that **there is help at the fingertips of any buying command or industry partner** that would like to lean forward and take advantage of what TSM has to offer. I am particularly **impressed with Real People Time (RPT) through which I was able to easily schedule a meaningful discussion with a Tradewinds representative, who has extensive acquisition expertise** of his own. He knows first hand the challenges that we have with timely awards from both the Government and Industry perspectives, and he was quickly able to assure me that **faster and smarter contracting is not only possible, it's here!**



Michelle Adams
Vice President, Contracts and Supply Chain, Research Innovations Inc.





IN THEIR WORDS: DEFENSE HEALTH AGENCY



The DHA awarded Bidscale, a small, non-traditional vendor, a contract through the Tradewinds Solutions Marketplace.

Tradewinds spoke with the DHA team responsible for awarding the contract to Bidscale. The following are DHA's insights on how Bidscale has significantly impacted and enhanced their operations:

“ Bidscale has been a pivotal strategic partner in developing cutting-edge solutions that significantly enhance and streamline acquisition processes for both the government and our customers. Their collaboration has led to numerous cost-saving measures and improved efficiencies, including:

Development of a Web-Based Application: This innovative tool empowers customers to effectively communicate their initiatives and create comprehensive requirements documents. By enhancing clarity and coordination, it ensures that all stakeholders are on the same page, facilitating smoother project execution.

Facilitation of Government Initiative Review: The platform provides a streamlined avenue for the government to receive, vet, and prioritize initiatives. This allows the contracting team to act more swiftly and decisively, ensuring that critical projects move forward without unnecessary delays.

Integration of Artificial Intelligence (AI) for Document Development: By leveraging AI, the company has significantly improved the accuracy and efficiency of developing various acquisition-related documents. This not only reduces the time required for document preparation but also enhances the quality and consistency of the content.

AI-Supported Source Selection and Proposal Evaluation: The use of AI has revolutionized the source selection process and the evaluation of proposals. This technology enables more informed and timely decisions, ensuring that the best solutions are chosen to meet the government's needs.

Assistance in Managing Acquisition Tasks: The company provides robust support for managing a variety of acquisition tasks. Their tailored approach ensures compliance with regulatory requirements and enhances operational efficiency across different types of acquisitions.



Bidscale secured an award from the Defense Health Agency for their solution “Bidscale AI-Powered Contracting”.



ACCELERATING MISSION SUCCESS

A 37-Day Acquisition Delivers Cutting-Edge AI to Power U.S. Air Force Operations in the Indo-Pacific

In an era where global threats are evolving at an unprecedented pace, the Department of Defense must remain agile to maintain its competitive edge.

Through the Tradewinds Solutions Marketplace (TSM), the **Air Force** has been able to rapidly acquire cutting-edge technologies, such as **Palantir's Artificial Intelligence Mission Command Platform (AIMC)**, to meet mission-critical needs.

37 DAYS PALT

With a **procurement administrative lead time (PALT) of just 37 days**, Palantir's award through the Tradewinds Solutions Marketplace is a prime example of how the platform **accelerates technology acquisition**, enabling the DoD to deploy advanced capabilities quickly.



Palantir Technologies CEO Alex Karp
Tasos Katopodis/Getty Images

From the Awarding Organization:

“

The **607th Air and Space Operation Center (AOC)** plans, commands, controls, executes, and assess airspace and executes information operations to meet U.S. Secretary of Defense, Indo-Pacific Command and U.S. Forces Korea taskings across a full spectrum of military operations. This contract provides for **commercial software to accelerate combined dynamic targeting missions and processes.**



Palantir USF secured two contracts through the Tradewinds Solutions Marketplace. View their solutions “*Palantir Artificial Intelligence Mission Command Platform (AIMC)*” and “*Open Data and Applications Government-owned Interoperable Repositories (Open DAGIR)*”, on Tradewinds.

”



DELIVERING RESULTS

Guest contribution

CDAO Completes AI-Data Platform (AI-DP) Demonstration for DoD Services



The Department of Defense's Chief Digital and Artificial Intelligence Office (CDAO) has completed a 10-month comparative analysis of commercial AI/ML platforms enabled by the Tradewinds platform. The AI-DP initiative aimed to evaluate the technical capabilities of industry-leading AI/ML platforms for feasibility and ease of adoption at scale by DoD stakeholders seeking a high-performance end-to-end AI/ML data platform. These platforms were tested against mission-representative operational scenarios to ensure they meet the unique requirements of the DoD.



The Problem

Historically the DoD has managed AI/ML projects by developing them in independent network enclaves with limited shared resources between projects. The AI-DP initiative aimed to address this by enabling AI/ML projects to share environments, tools, data, and models for accelerated development, collaboration, and cost savings. While sharing resources offers significant benefits, it also introduces new challenges such as increased environment and project management complexity, potential resource under or overallocation, and the need for deconfliction, cost attribute tracking, and more robust identity management and access controls. A development platform is needed to address these challenges.

Methodology

The AI-DP initiative was announced on TradewindAI.com on 11 August 2023 and generated responses from 55 companies, of which 5 were ultimately chosen to be deployed for testing on CDAO's Secure Unclassified Network (SUNet), an IL-5 National Security System (NSS) managed by ECS Federal.

The platforms demonstrated within CDAO SUNet were:

- **C3AI** – Version 8 (V8) Platform;
- **Figure Eight Federal (F8F)** – Artemis Orchestrator;
- **IBM** – Cloud Pak for Data (CP4D);
- **Palantir** – Foundry on Palantir Federal Cloud Service (PFCS); and
- **ScaleAI** – Nucleus

Throughout the demonstration, each vendor platform was assessed across a variety of qualitative and quantitative evaluation criteria across a broad range of features, including: speed of extract, transport, and load (ETL); cloud costs for specific tasks; accuracy; comprehensiveness of features useful for AI development; and more. Demonstrations were conducted to capture AI-DP performance across various input sizes and complexities, ensuring a comprehensive evaluation of each platform. These tests were performed consistently using the same input data, computing resources, and factors for all participants. Additionally, vendors were encouraged to share insights into their unique features or solutions not covered in the test cases to ensure a thorough assessment of each AI-DP.



DELIVERING RESULTS

CDAO Completes AI-Data Platform (AI-DP) Demonstration for DoD Services

Mission Scenarios

CDAO selected four unique mission scenarios to leverage each platform against. The vendors presented their platform in the context of these mission scenarios to a group of government developers who would be potential adopters to capture their comparative evaluation of the vendors' capabilities.

1.Data Display Capabilities for Potential Mission Partners: Create an AI-DP tool to display, query, and administrate data holdings through a browser for potential partners, increasing the efficiency of partner onboarding to conduct model development.

2.Autonomous System Development: Develop, test, and perform modeling and simulation of autonomous systems prior to real-world developmental testing and operational testing (DT/OT).

3.Imagery Focused Algorithm Developer for Autonomy Projects: Create perception computer vision models, utilizing both labeled and unlabeled domain relevant imagery, in support of autonomous capabilities.

4.Army Combat Vehicle Machine Learning Operations (MLOps) Pipeline: Create an MLOps pipeline and platform to support the development of object recognition models for assisted gunnery, counter unmanned aircraft systems, and other needs, utilizing existing and newly ingested data to decrease the timeline to field models for the next generation of ground combat vehicles.



Results

All five platforms satisfied CDAO's testing requirements and proved to be highly capable AI/ML development platforms, each with a unique appeal for developers with different needs or types of data and AI projects.

Each platform offers foundational AI/ML capabilities, such as data management and model development pipelines, governance and collaboration controls, system interoperability leveraging open-source libraries, and support for the direct application of new technologies like Generative AI and Large Language Models (LLMs) leveraging Retrieval Augmented Generation (RAG) architectures. The results helped characterize the capabilities, features, and performance of each solution, enabling the USG to make informed decisions for AI development applications.

These platforms can be found on the **Tradewinds Solutions Marketplace**.

DoD organizations interested in the complete AI-DP testing outcomes or exploration of project supportability within CDAO SUNet can contact LCDR Robert Jones, robert.c.jones546.mil@mail.mil.



“

“Since joining the Tradewinds Marketplace, **MetroStar has achieved notable success, securing \$7.2 million in awards** by connecting directly with the Department of Defense and Chief Data Analytics Office (CDAO).

Unlike traditional industry processes, which often involve lengthy and complex procedures, Tradewinds streamlined the process, **allowing the customer to act swiftly** with communication with our team. This speed and efficiency starkly contrast the typical bureaucratic hurdles we have encountered in the past.

Additionally, Tradewinds has **significantly enhanced MetroStar's visibility across multiple customer domains**. This has enabled our solutions to reach a wider audience than we could have on our own. As a result, the platform has elevated MetroStar's profile, establishing us as a leading brand in the DC-Metro area.

Tradewinds has democratized the process, allowing us to showcase our solutions, secure contracts, and compete with larger companies.”

”

Rachel Teter-Coble
MetroStar
Secured an award from the CDAO



TRANSITION SUCCESS: Adopting the Marketplace Model

PLATFORM ONE MARKETPLACE

The Department of Defense Platform for
learning, acquiring, and delivering
technology



Platform One launched the Platform One Solutions Marketplace in September 2024, adopting the Tradewinds Solutions Marketplace model. This initiative represents a key transition success story, enabling Platform One to develop a tailored Solutions Marketplace that accelerates innovation and collaboration across P1's key strategic focus areas.

PLATFORM ONE'S STRATEGIC FOCUS AREAS:

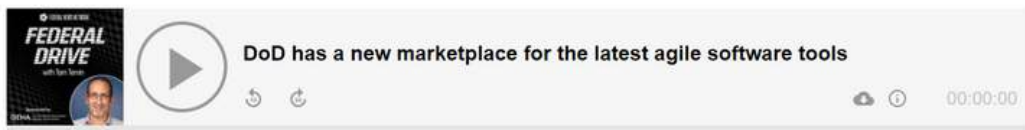
- DevSecOps Engineering Solutions
- DevSecOps Classified Engineering Solutions
- Edge Computing
- Container Hardening
- Platform Security/Purple Team Testing
- Monolith to Microservice
- Identity Management
- Pipeline Platform Integration
- Cloud Operations
- License Procurement Management
- Agile Training/Consulting Services
- Application Development
- Blue Sky (Other)



DEFENSE DoD has a new marketplace for the latest agile software tools

The military runs on software and many units have adopted the latest techniques for continuous delivery of secure code. One program supporting is Platform One.

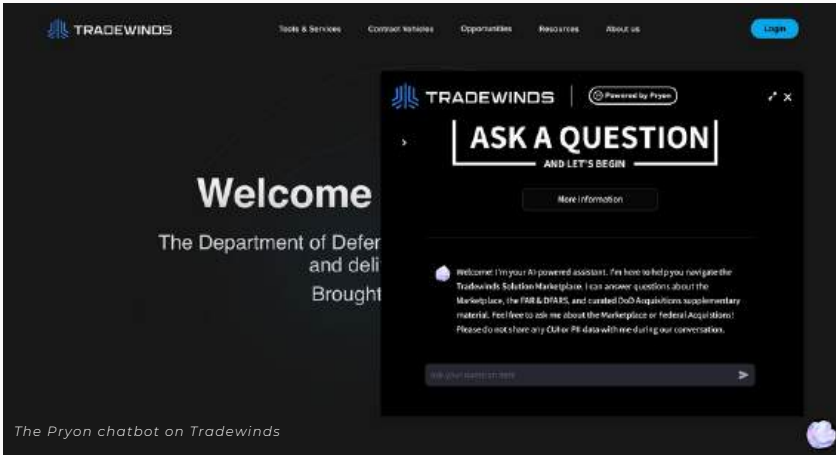
Tom Temin | @tteminWFED
July 30, 2024 1:21 pm 12 min read



[Hear from Steven Groenheim, Chief Acquisitions Officer at Platform One, here](#)



AI-ENHANCED USER EXPERIENCE



The Tradewinds Solutions Marketplace has introduced new AI capabilities by Pryon to streamline and enhance the experience for both vendors and for government acquisition professionals. Through an integrated **AI-powered chat assistant**, users can now access a more interactive and efficient platform, designed to **save time and provide accurate information** at every step of the acquisition process.

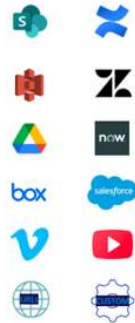
RAG-Driven Insights

One of the standout features is the system's **Retrieval-Augmented Generation (RAG) capabilities**, which enable the AI assistant to quickly retrieve relevant acquisition documents, guidelines, and case studies. By presenting users with concise summaries and direct links to key sources, the AI **eliminates the need for lengthy manual searches**, helping users focus on making informed, strategic decisions.

Verified Data Accuracy

The Marketplace's **emphasis on accuracy has also been elevated**. The AI ensures that information provided is cross-referenced with verified sources, reducing errors and delivering reliable, data-driven insights to support government professionals in their decision-making.

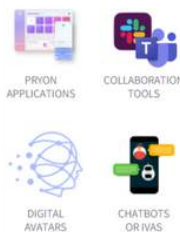
Extensible Connectors to Enterprise Sources



PRYON | RAG Suite



Flexible Front-End Integration



The Pryon suite of tools

This new AI integration creates a more seamless and intuitive environment, where acquisition professionals and vendors can easily find the resources they need, whether **by searching specific keywords, navigating strategic focus areas, or reaching out for personalized support**. The system not only saves time but also enhances confidence in the information being used, empowering both industry and government users with faster, smarter, and more precise acquisition solutions.



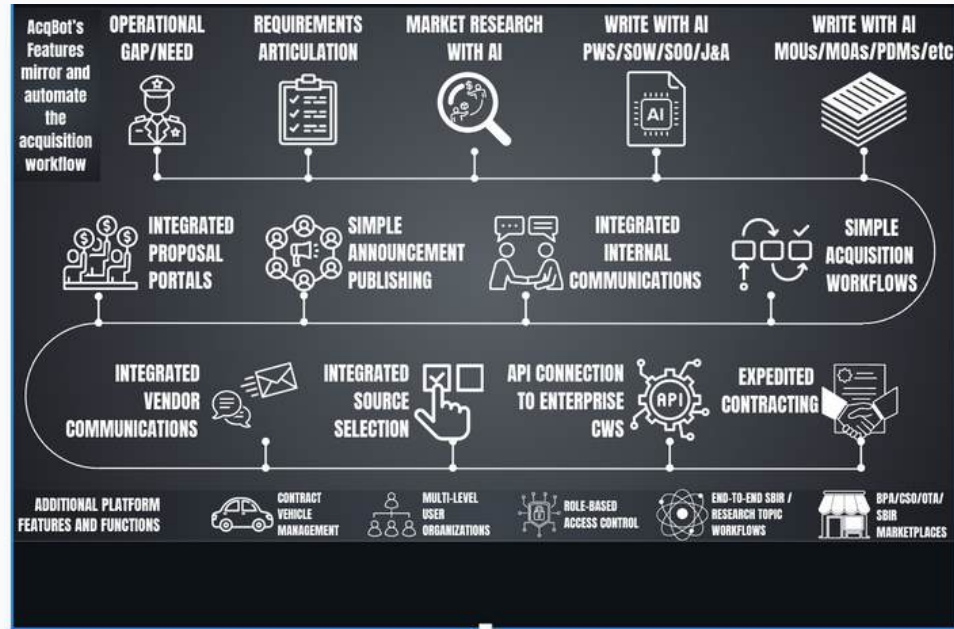
With these enhancements, the Tradewinds Solutions Marketplace **is setting a new standard** for how government professionals and vendors access and utilize resources, offering a **more efficient, user-friendly platform** to meet evolving needs.



AcqBot

Transforming Government Acquisition through AI

AcqBot represents a groundbreaking public-private partnership, leading the way from DevSecOps prototype to full-scale production. In response to a clear mandate from the White House and the Office of Management and Budget (OMB) to implement AI across the federal government, **AcqBot stands as a turnkey solution designed by the government for the government.** With increasing operational and technical complexity in government missions, especially in strategic areas like great power competition and Joint All-Domain Command and Control (JADC2), the need for faster, more efficient acquisition processes has never been greater. **AcqBot enables these complex acquisition and contracting tasks to occur faster and more cost-effectively,** filling a critical gap in government operations.



AcqBot in practice

Purpose-Built Automation

As the demand for more rapid and diverse capabilities continues to grow, traditional acquisition processes are struggling to keep pace. AcqBot is a specialized AI tool tailored to acquisition and contracting, much like how Adobe Photoshop is built for graphic design, offering a focused solution to meet the unique needs of the acquisition community. While general-purpose AI tools have their place, **AcqBot delivers immediate, specialized functionality without the need for extensive training and adaptation,** allowing acquisition professionals to hit the ground running.

Automated acquisition at scale

The federal budget is increasing, yet the number of acquisition professionals is not. AcqBot helps bridge this gap by enhancing efficiency and effectiveness, automating repetitive, mundane tasks so acquisition professionals can focus on high-value work. The tool flips the traditional 80/20 rule, where professionals spend 80% of their time on low-value tasks.

Instead, AcqBot empowers them to dedicate the majority of their time to strategic, impactful decision-making. Imagine a world where delayed budgets and continuing resolutions no longer lead to frantic end-of-year rushes—AcqBot makes that vision a reality, **streamlining acquisition processes for a smoother, more manageable workflow.**



AcqBot's ATO

A Milestone in Agile AI Development for Acquisition

AcqBot's recent Impact Level 5 (IL5) Authority to Operate (ATO) is a testament to the power of agile development and acquisition in driving innovation within the Department of Defense (DoD). This groundbreaking public-private partnership, initiated by the Chief Digital and Artificial Intelligence Office (CDAO), exemplifies a prototype-to-production success story. The CDAO's early investment in AcqBot laid the foundation for an AI-powered platform designed to streamline and automate acquisition processes. The Air Force Lifecycle Management Center (AFLCMC) played a critical role in providing both resources and user input, enabling risk reduction and expanding the platform's capabilities.

The Air Force Research Laboratory (AFRL) then took the baton, securing the IL5 ATO for AcqBot and propelling it into operational testing. This ATO is a significant step toward transitioning AcqBot into a full-fledged Program of Record (PoR), demonstrating that the acquisition community can embrace AI to transform processes at scale. **The collaborative efforts between AFRL, AFLCMC, and the CDAO highlight a forward-thinking approach to using AI to address the ever-growing complexity of acquisition and contracting.**



AcqBot's journey from prototype to ATO proves that **agile development works, creating a scalable, AI-driven tool that is already enhancing efficiency, accuracy, and speed in acquisition.** As it moves into its experimental phase, AcqBot will be evaluated in real-world environments to further assess its impact on DoD contracting and acquisition processes. This unique partnership serves as a model for how AI and agile methodologies can revolutionize government operations, setting the stage for broader digital transformation across the DoD.



DEFENSE MAVERICKS

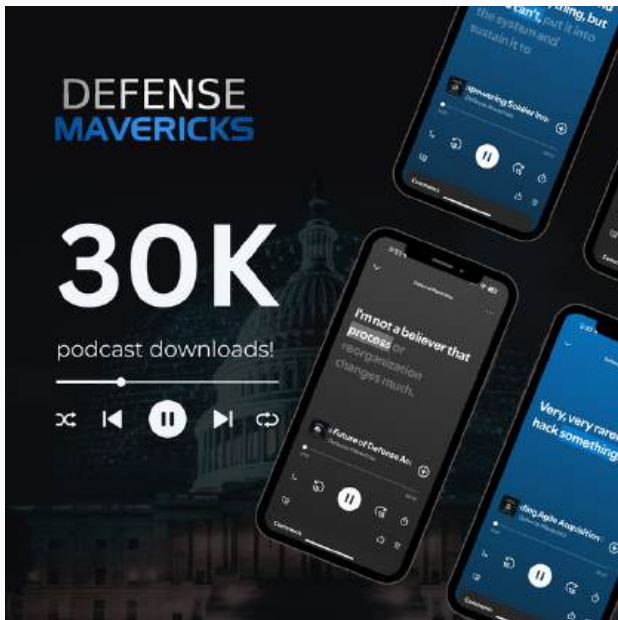
The Official Tradewinds Podcast

The Defense Mavericks Podcast dives into authentic and disruptive conversations with our **nation's brightest minds**, offering a fresh perspective on how to gain an unfair advantage through the adoption of new, emerging technology. These conversations equip listeners with the knowledge, education, and best practices you need to shorten the learning curve toward government transformation. Popular topics include contracting, Other Transaction Authorities, and AI adoption, with experts sharing best practices to enhance efficiency and decision-making in defense.



The Defense Mavericks have released **135 episodes**, bringing listeners closer to the cutting edge of AI, the future of defense, and leadership in this rapidly evolving space.

In October 2024, the podcast surpassed **31,000 total downloads**.



“
Favorite Pod in the Defense Space (Hands Down)
 Always learn something new and Bonnie - and now Ryan - have been amazing hosts. Keep up the great work!
 ★★★★★
 ”

Listen On:

- Listen on **Apple Podcasts**
- Spotify**
- Castro**
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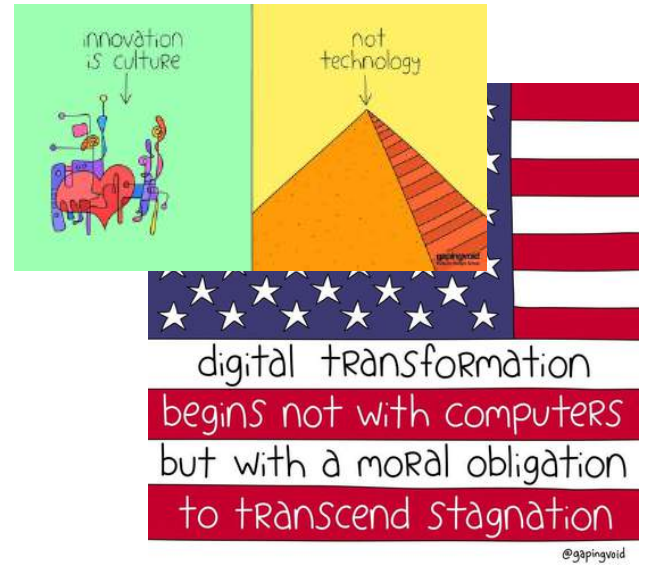


THE ROLE OF CULTURE IN AI ACQUISITIONS

Acquisition pathways are critical to advance AI adoption, yet cultural barriers slow the speed and scale of acquisitions across the DoD and ultimately result in warfighter gaps. Non-permissive cultures stifle experimentation, and without a culture of experimentation, even the most promising tools and policies cannot be effectively implemented at scale.

Tradewinds drives digital transformation through the deliberate design of a culture of innovation and experimentation in acquisitions across the DoD.

In the last year, Tradewinds delivered practical tools and hands-on workshops to enable faster and smarter contracting across DoD acquisitions. Tradewinds workshops enabled experiential learning and allowed for cross-pollination of ideas, knowledge, and solutions across acquisitions professionals.



Tradewinds workshops and tools:

- **Transform DoD AI Acquisitions Culture:** Shift the culture from a non-permissive, risk-averse environment to one that fosters experimentation and agility, enabling professionals to implement digital and AI solutions at scale without fear of failure or bureaucratic hurdles.
- **Accelerate Acquisition Reform:** Enable faster contracting through the adoption of innovative contracting methods, such as OTAs, that reduce time to field new technologies, speeding up procurement while still maintaining compliance.
- **Mobilize a Battle-Network of Change Makers:** Equip and connect acquisition professionals, SMEs, and stakeholders across government who are committed to driving AI and digital transformation.
- **Collaborate Across Government:** Foster collaboration between DoD, government agencies, and educational partners to exchange ideas, share resources and jointly develop solutions that yield tangible, mission-driven outcomes.



Transformation Starts with People

At NCMA World Congress, Tradewinds hosted “Cultivating Innovation: The Role of Culture in Acquisition Management.” We gamified mindset-changing tactics and workshoped acquisition challenges. Participants walked away with **practical tools to navigate cultural barriers to innovation** in their organizations. One of the most impactful tools was the Acquisition Game - “Accusation Audit,” which allowed participants to practice navigating resistance to innovative acquisition approaches.

Participants at NCMA World Congress with Bonnie Evangelista

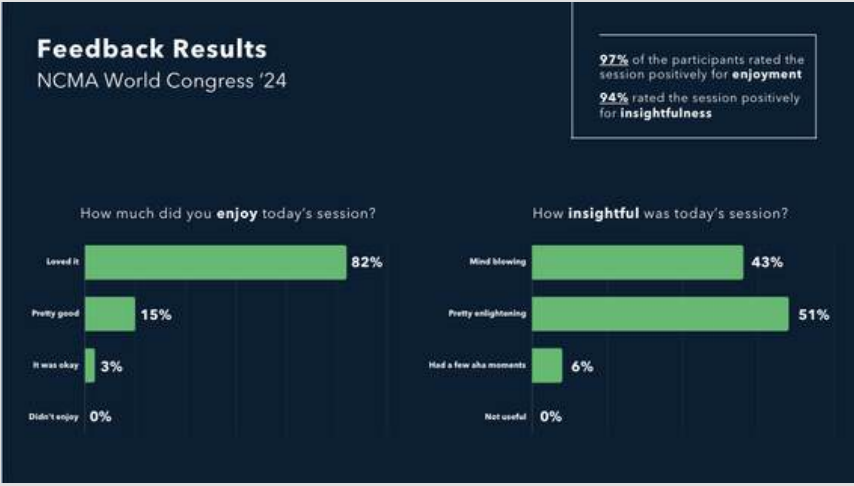


WORKSHOP FEEDBACK



“ I employed the ‘Accusation Audit’ game this past week after I saw it at NCMA World Congress. I stole some and brought it with me to a new innovation training. And it was a huge hit! People didn’t even go to lunch, they just wanted to keep playing.

“ I really enjoyed the session and the fun, interactive way that the game got me thinking about overcoming common challenges.



“ Great class! I learned a lot AND had fun. My favorite class so far.

“ Excellent presentation and great interactive game to understand the concepts & be involved.



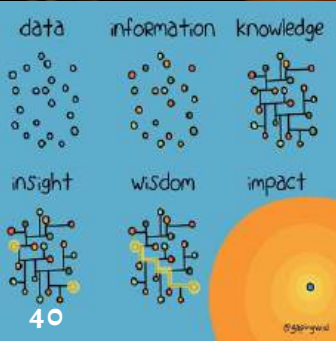
ROCKET FUEL FOR ACQUISITIONS

“ I’ve never seen anything like this. I didn’t have the words to describe my experience in acquisitions but now I do. ”

Bid farewell to daunting paperwork, tedious tasks, and the endless wait for countless approvals. In Tradewinds’ thinking guide to faster and smarter contracting, acquisitions professionals can find their way out of “the way it’s always been done” with practical tips, tools, and narratives to transform mindsets, and thus, transform the DoD.



Tradewinds Guide: Inside you'll find **cheat codes** and **thinking models** to level up your game and excel in the world of acquisitions.



Explore the **thinking guide** for yourself, [here](#).



AI ACQUISITION LITERACY PROGRAM

Building Knowledge and Capacity Across DoD

The Tradewinds' AI Acquisition Literacy program has played a pivotal role in enhancing the Department of Defense's capacity to effectively procure and implement artificial intelligence. This comprehensive program has reached a broad audience through various in person and online channels, ensuring defense professionals are equipped with the knowledge and skills necessary to navigate AI acquisition.



AI Acquisition Literacy Newsletter

A cornerstone of the program is the AI Acquisition Literacy Newsletter, which has consistently gained traction, receiving over 2,000 impressions per week. Distributed via LinkedIn, the newsletter caters specifically to defense leaders, civilian procurement officials, legislative staff, and government policymakers engaged in AI acquisition and adoption.

It provides essential updates on AI-related news, market developments, regulatory changes, and insights into emerging AI technologies. With a steady and engaged readership, the newsletter continues to inform and shape the AI acquisition landscape.

[Read and subscribe, here.](#)

What readers are saying:

“

What a compelling compendium of useful things ... with the exponential speed of change, they have a short shelf life but can't be ignored!

“

Another great issue! These are such consequential issues so early in the development timeline of the rapidly evolving technology and its practically infinite opportunities for application.



Will Roberts presents at an AI Literacy cohort

AI Literacy In-Person Cohorts

The program also offers in-person training cohorts aimed at DoD acquisition professionals with sessions that delve into the fundamentals of AI acquisition literacy, exposing participants to innovative procurement methodologies like the Tradewinds Solutions Marketplace. This hands-on approach allows participants to engage with the AI market and equips them with the skills to successfully procure and implement AI solutions. Each participant earns 12 Continuous Learning Points (CLPs), fulfilling part of their continuing education requirements.

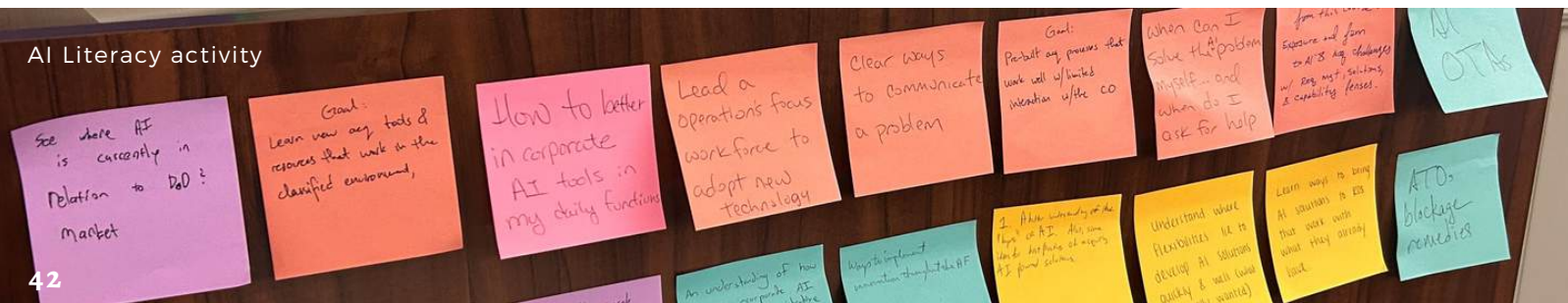
The content and delivery was hip, modern, and fun. The fun slides and silly videos were a break from drab USG staff slides and monotone teams meetings.



FY24 Events:

- Feb 27-Mar 2, 2023 Durham, NC Army, Ft. Liberty
- April 24-27, 2023 Washington, DC NCMA supported Acquisition Professionals cohort
- June 5-8, 2023 Dayton, OH Wright Patterson AFB Digital Transformation Office
- June 26-27, 2023 Odon, IN NSWC (Naval Surface Warfare Center) Crane
- July 31-Aug 3, 2023 Fayetteville, NC USASOC at Ft. Liberty
- Sept 12-13 2023 Austin, TX Army Futures Command (AFC)
- Oct 17-19, 2023 Los Angeles, CA Space Force Systems Command
- Dec 4-7, 2023 Durham, NC Army XVIII Airborne Corps, Ft. Liberty
- Dec 13-14, 2023 Arlington, VA US Navy
- Feb 6-8, 2024 Dayton, OH Wright Patterson AFB Digital Transformation Office
- Mar 4-6, 2024 Tampa, FL USSOCOM
- April 17-18, 2024 Arlington, VA Air Force Rapid Capabilities Office (RCO)
- May 22-23, 2024 Columbus, GA Army, Ft. Moore
- June 13, 2024 San Diego, CA Navy

AI Literacy activity





AI ACQUISITION LITERACY PROGRAM:

BuyAI: Scaling AI Literacy Through Virtual Training

To expand AI acquisition literacy across the DoD workforce, CDAO has launched "**BuyAI,**" a new virtual, mission-focused acquisition course. This course builds on lessons learned from the in-person cohorts and offers a scalable, tactical training experience. With 750 seats available, BuyAI is designed to provide practical, actionable knowledge to make AI procurement an operational reality.

BuyAI consists of 12 modules covering critical topics, including the basics of AI, team dynamics in AI acquisition, intellectual property considerations, and the responsible use of AI. The course is led by industry and government experts and features interactive content, real-life case studies, and engaging videos.

The first module is already available, with subsequent modules set to be released in the coming months.



NEWS



UNITED STATES AIR FORCE

AI Literacy Course trains digital experts for the future

Published June 13, 2023

By Marisa Alia-Novobilski

Air Force Materiel Command

WRIGHT-PATTERSON AIR FORCE BASE, Ohio -- The Air Force Materiel Command [Digital Transformation Office](#) partnered with the Department of Defense's [Chief Digital and Artificial Intelligence Office](#) to deliver an interactive Artificial Intelligence Literacy Course, June 5-8, at the Wright Brothers Institute, Dayton, Ohio.

More than 40 digital experts from across the Department of the Air Force attended the event which featured instruction and guidance on procuring, designing, and deploying AI solutions to meet current and future department needs.

"AFMC will greatly benefit from the use of AI, especially in repetitive processes and business cases where AI can be leveraged," said Noah Demerly, Automation Lead, DAF Digital Transformation Office. "China and other countries are already leveraging the huge power of AI across their warfighting enterprise. To win, we must win the war of AI."

During the event, attendees heard from DoD and AI experts on topics including Design Thinking about AI and its role in the DoD; AI Problem Solving; Large Language Models and risks, opportunities, and DoD use cases; communication and collaboration strategies; and more. Attendees also learned of ongoing academia and industry AI efforts from organizations including Gladstone AI, Primer AI, NVIDIA, Scale AI, Tradewind Marketplace, TacGov, Calypso AI, theDifference, Alethia Labs, and George Mason University.

The goal of the event was to create greater awareness and understanding of AI and how it can be used today to accelerate processes across the product space.

"AI will continue to increase in its ability to help answer the toughest questions, pave the way for future advancements in understand large data sets and shape how we answer everyday queries," said Demerly. "While it has its limitations, understanding AI is imperative to our DoD and country at large's future, as Artificial Intelligence continues to shape the battlefield of tomorrow."

The next AI literacy cohort will be held July 31 to Aug. 3 at Fort Liberty in Fayetteville, NC. A registration link will be posted on [tradewindai.com](#) at the end of June.

For additional information on the program, individuals can contact Lisa Akers at lakers@atarc.org.

digital

Digital Transformation Office

FEATURED:

The U.S. Air Force Materiel Command highlighted the June 2024 AI Literacy training held at the Wright Brothers Institute in Dayton, Ohio, in an article highlighting that 40 digital experts from the agency attended the session.

[Read it, here.](#)



EVENTS & WEBINARS

Driving Engagement & Adoption

Tradewinds hosted an array of events and webinars in FY24, providing critical touchpoints for sharing the Tradewinds platform's capabilities. From webinars showcasing Tradewinds tools, to hands-on workshops and in-depth government panels, these events fostered collaboration, educated potential users, and demonstrated how Tradewinds supports streamlined acquisition processes. Additionally, we participated as guests at key industry and government forums, further amplifying our reach and driving awareness of Tradewinds across defense and tech ecosystems.



“Awardable to Awarded”

Tradewinds Solutions Marketplace hosted several iterations of its popular series, “Awardable to Awarded.” Offering a behind the scenes look at how a vendor submits a video to the Tradewinds Solutions Marketplace, is deemed Awardable through the assessment process, and secures an award from a DoD Agency, this series was one of the most popular virtual events of FY24, and key to Tradewinds’ education and adoption efforts.

Previous episodes are available on [Tradewinds’ LinkedIn, here.](#)

“Mythbusters”

Tradewinds hosted multiple iterations of the MythBusters series, designed to answer frequently asked questions and clarify common misconceptions about the Tradewinds Solutions Marketplace. These sessions provided valuable insights into the platform, shared recent updates and new announcements, and offered participants a chance to engage directly with the Tradewinds team. The MythBusters series has been key in demystifying the Marketplace and helping users fully leverage its capabilities.

Past episodes are available on [Tradewinds’ LinkedIn, here.](#)





EVENTS & WEBINARS

To support the Department of Defense's innovation initiatives, Tradewinds participated in **key CDAO events**, including the DoD Advantage Symposium, where it offered one-on-one meetings to attendees interested in exploring the Solutions Marketplace. These personalized sessions provided invaluable opportunities for government and industry stakeholders to learn how Tradewinds can accelerate acquisition timelines, connect innovators, and drive mission success.



Rosa Johnson meets with an industry participant at DoD Advantage



The **Tradewinds government team** actively participated in various industry and government events as well, with Ryan Connell speaking at events including eMerge Americas, on the AI for Defense and Intelligence panel, at the 9th AI Partnership for Defense (PfD) meeting, and the USDA Innovation Symposium. Quentin McCoy took part in the JFMIP Conference, and Bonnie Evangelista spoke at the 10th Annual Forum Awards. These engagements allowed the Tradewinds team to connect with diverse stakeholders and foster adoption of the marketplace across the defense and intelligence communities,

Ryan Connell at eMerge Americas in Miami

The Tradewinds Solutions Marketplace came to the forefront of industry through **high-profile engagements**, including an in-person presence at **South by Southwest (SXSW)** in Austin - providing an opportunity to connect with emerging tech innovators and share Tradewinds' vision for accelerating defense acquisition. Additionally, Tradewinds hosted a collaborative online webinar with the **Defense Acquisition University (DAU)**, further broadening its reach and educating industry leaders on how to engage with the Tradewinds platform. These events deepened partnerships and drove adoption within the tech and defense sectors.



The Tradewinds team at SXSW in Austin



LOOKING AHEAD TO FY25: THE TRADEWINDS SBIR AISLE

As we move forward into FY25, we are excited to announce the launch of the **SBIR Aisle** within the Tradewinds Solutions Marketplace—a specialized platform designed to empower small businesses and support their SBIR (Small Business Innovation Research) and STTR (Small Business Technology Transfer) solutions.

The Aisle furthers Tradewinds' commitment to accelerating the commercialization of cutting-edge technologies and ensuring that government customers can quickly access innovative, pre-competed solutions that meet their needs.

Empowering SBIR and STTR Innovators

The SBIR Aisle is a launchpad for small business innovators working in the Tradewinds' focus areas. By giving SBIR/STTR vendors increased visibility, the Aisle helps them transition their solutions from the lab to the field, supporting the SBIR/STTR program's overarching goal of transitioning technologies into commercial applications.

With Tradewinds' support, **small businesses will have the tools and exposure they need to scale their innovations and connect with government customers ready for procurement.**



Transition and Commercialization

At the heart of the SBIR Aisle is the mission of transitioning prototypes into production. With a streamlined submission process and access to real-time support through "*Real People Time*," vendors can easily showcase their solutions through 5-minute video pitches, guiding government customers through the problem their technology solves and how it can be leveraged.

Stay Tuned for FY25: A Year of Growth and Opportunity

The launch of the SBIR Aisle is a monumental step towards empowering small businesses and non-traditional innovators to reach new heights. We are thrilled to see how this platform will not only help small businesses scale but also help government customers meet their small business contracting goals while accessing cutting-edge technologies.



IN THE PRESS

GovCIO: "[DOD CDAO Rethinks Adopting Department-Wide AI Acquisition Guidance](#)"

FedScoop: "[DOD trying new approach for Tradewind AI initiative](#)"

US Dept of Defense: "[Chief Digital & Artificial Intelligence Office Celebrates First Year](#)"

JDSupra: "[Defense Department's Updated Procurement Process Allows Quicker Access to Private Sector AI Products](#)"

GovConWire: "[DOD CDAO Updates Open Call for Tech Proposals Under AI/ML Marketplace Initiative](#)"

FedScoop: "[DOD to roll out new online marketplace to speedily buy AI-aligned tech](#)"

Defense News "[An open call to the visionaries in government to change DoD culture](#)"

Next Gov: "[Defense News "An open call to the visionaries in government to change DoD culture"](#)"

GovConWire: "[DOD's AI Office Reveals 5 'Big Plays' for FY24 Remainder](#)"

Breaking Defense: "[GIDE goes wide: Defense AI chief seeks host of industry players for global battle network](#)"

Defense Scoop: "[Pentagon poised to launch inaugural 'challenge' for Global Information Dominance Experiments](#)"

NCMA Contract Management Magazine: "[Tradewinds "Art of the Pitch" session at NCMA GCMS 2023.](#)"



THE SUPPLY DROP

The Tradewinds team publishes a monthly newsletter called “*The Supply Drop*,” featuring an overview of recently added solutions, and an index of all Awardable solutions, offering government users a valuable reference for their procurement needs.

The following are the readily Awardable solutions **available in the Tradewinds Solutions Marketplace as of September 2024.**



Application of AI/ML Scaffolding and AI Assurance

- "Bidscale AI-Powered Contracting" by CloudPareto LLC dba Bidscale
- "data.world Data Platform and AI Context Engine" by data.world
- "Tulip (Testing Users for Machine Learning and Artificial Intelligence Performance)" by MORSE Corp
- "ConductorOS (cOS)" by BigBear.ai
- "The Frontline Perception System from TurbineOne" by TurbineOne, Inc
- "SAS AI Governance and Model Manager" by SAS Institute Inc
- "ABSC's No/Low/Pro-Code Data Analytics Platform, Syntasa®" by Absolute Business Solutions Corp (ABSC)
- "Domino Data Lab AI/MLOps Demonstration" by Domino Data Lab
- "AI/ML at the Edge with Spectro Cloud Palette VerteX" by Spectro Cloud
- "AI-enabling Data Engineering (AIDE) Solution" by BreakPoint Labs, LLC
- "CertGATE Assurance Case Software" by Lockheed Martin Advanced Technology Labs
- "SeekrFlow: Build, Manage, and Deploy Trustworthy LLMs and Foundation Models" by Seekr Technologies
- "Track, Audit, and Monitor the Entire Machine Learning/AI Development Lifecycle with Comet" by Comet ML, Inc.
- "The Black Mesa Test Range" by Black Mesa Technology Inc.
- "Trustworthy AI Platform" by Preamble, Inc.
- "Scale Generative AI Platform (SGP)" by ScaleAI

Assessment and Compliance Solutions

- "Improve Digital Transformations with FOUNT" by FOUNT Global Inc.

Assuring Cybersecurity

- "CYBERSPAN" by IntelliGenesis LLC
- "QWERX Enterprise Secure Perimeter" by QWERX Inc
- "Arqit Inc. - Tradewinds Submission" by Arqit Inc
- "Securing AI Responses at the Edge with GAINE" by NUTS Technologies
- "CLAW" by CybernatIQ
- "NVIS: AI-Driven, Zero Trust Network Cloaking" by NVIS Inc
- "AI and Analytics Empowered by Privacy" by Lorica Cybersecurity
- "CRA as a Service" by Arlo Solutions
- "Low-Cost Cybersecure Cockpit Display System" by Management Sciences, Inc.
- "Low Cost Solution for Cybersecure 5G Networks" by Management Sciences, Inc.
- "Achieving Application Security with AI-augmented Static Code Analysis" by Parasoft Corporation
- "Shifting API Security Left with AI-augmented Testing" by Parasoft Corporation
- "Tines' Low-Code Security Orchestration Automation and Response Platform" by Tines Automation
- "Revolutionize Multi-Cloud, Multi-Cluster, and Edge Computing Mission Critical AI/ML Ops" by Greymatter.io
- "Enlighten's IT Consulting IONIC Data Lakehouse for Cybersecurity" by Enlighten IT Consulting LLC
- "Bugcrowd Bias Bounty Program for AI Safety and Security" by Bugcrowd Inc.
- "CodeSonar" by CodeSecure
- "Cybersecure 5G Networks" by Management Sciences, Inc.
- "Augmented Cyber Warrior™ & Trust Community (TC) Operator Kit™" by CVYA Research Corporation
- "Method Security - Autonomous Cyber Defense for Enterprises and Governments" by Method Security
- "Troy" by BigBear.ai
- "SAFER Cybersecurity Model: Authorizing & Deploying DoD Software Faster without Sacrificing Security" by Beyond Mission Capable Solutions LLC
- "Better Decisions Faster at Any Scale with Craxel Black Forest Reaper™ Integrated Cybersecurity Solution" by Craxel, Inc.
- "SNC Binary Armor: Protecting Your Operational Technology" by Sierra Nevada Company
- "Cybersecurity for Additive Manufacturing" by BreakPoint Labs, LLC
- "MATRIX Enterprise - An AI Assistant for Malware Analysis" by TeamWorx Security, Inc.
- "Veranox Corporation: Assuring Cybersecurity for AI Solutions" by Veranox Corporation

Implementing predictive maintenance and supply

- "Teradata Critical Asset Inspection Tool Using Images and Analytics" by Teradata Government Systems LLC
- "CRISTL Clear Predictive Maintenance and Supply Implementation" by PAVCON LLC
- "Teradata Critical Asset Inspection Tool - Using Digital Images and Analytics to Evaluate Parts" by Teradata Government Systems LLC
- "Implementing Predictive Maintenance with Neural Network Causality" by Southern Methodist University
- "Accelerate Predictive Maintenance with Dataiku" by Dataiku
- "Enabling Resilience in Space: Predicting and Diagnosing Satellite Failures with AI to Ensure U.S. Dominance in Space" by Resilient Solutions 21, LLC
- "Simply Build, Customize or Use ML/AI for Your Data Analysis and Predictions with No-Code or Low-Code" by c.cots app
- "AI Platform Predicts Supply Chain Disruptions" by Helios Artificial Intelligence, Inc.
- "Self-Learning Multi-Modeling ML Platform" by Findability Sciences
- "Digital Maintenance Assistant (DMA)" by SparkCognition Government Systems, Inc.
- "Digital Fleet Management" by KPMG LLP
- "Tradewinds Video for SolidIntel" by SolidIntel Inc
- "Palantir Predictive Maintenance and Precision Sustainment Suite (PMPSS)" by Palantir USC, Inc.
- "Enabling Resilience in Space: Predicting and Diagnosing Satellite Failures with AI to Ensure U.S. Dominance in Space" by RS21
- "The Attic Maintainer - AI for MRO of Aircraft, Vehicles, and Equipment" by The Attic AI, Inc.
- "SCAIT, a Scalable AI Solution for Effectiveness of DoD Maintenance Supply Chains" by Mitek Analytics LLC
- "Virtualitics Integrated Readiness Optimization - Maintenance (2)" by Virtualitics, Inc.
- "Condition Based Maintenance Plus Solution - Integrated Solution Supporting Program Startup, MVP Delivery and Scale Out" by Redhorse Corporation

Assuring Reliable Data Sources

- "Unlocking and Democratizing Weapon Systems Onboard Data with Shift5" by Shift5, Inc
- "Morning Consult Global Political Intelligence: Daily Public Opinion Data on Political Attitudes Across 43 Countries" by Morning Consult LLC
- "Enabled Intelligence Data Labeling as a Service" by Enabled Intelligence, Inc
- "Using AI to Understand Real-time Cultural Atmospherics" by Omelas
- "TargetModeler: High Definition Synthetic Data Generation Platform" by Hardy Dynamics
- "(TRL 9) DreamFactory - Open-source, open-standard API Generation" by DreamFactory Software
- "Resilient Unified Gateway (RUG)" by Sierra Nevada Company, LLC

Augmenting Responsible AI Capabilities and Processes

- "Dynamo AI - Responsible AI Tradewinds Solutions Marketplace Submission" by DynamoFL, Inc.
- "Clearspeed Trust Faster / Anti Fraud Voice Analysis" by Clearspeed

Developing a digital-age workforce

- "AskSarge" by Trenchant Analytics LLC
- "Collaboration.AI Innovation Suite (CrowdVector and NetworkOS)" by Collaboration.AI
- "OMP! AI GPT Toolkit" by OMP!
- "Training in Processes and Methods to Enhance Disruptive Innovation" by Creo Consulting
- "Generative AI for Warfighters" by Pytho AI
- "DMAP - Digital Modernization to Accelerate Processes" by InnoVet, LLC
- "AI to Teach AI: Rapid AI Adaptive Assessment and Code Training of Machine Learning (Knowledge Skills Abilities Tasks)" by SCALED ENTELECHY INC
- "Galvanize: Innovative Tech Education for the DoD" by Galvanize Inc
- "AI Chatbot Tutors That Will Improve DoD Training" by Allitus Inc.
- "GURU Technologies: Secure Digital Debriefings For Your Software Teams" by Guru Technologies
- "The Gladstone Foundations of AI Training Course: Opportunity and Risk in the New Era of AI" by Gladstone AI, INC
- "FedLearn AI-Powered Learning" by FedLearn
- "Artificial Intelligence/Cybersecurity Training, Certification, and Procurement Solution" by NCS Pearson DBA Pearson VUE
- "GenOps: Turbocharging the DoD Digital Workforce with Generative AI Skills, Clarity, and Trust Infrastructure" by The AI Responsibility Lab PBC (Mission Control AI)
- "Cerbrec Graphbook: A Safe and Transparent AI Development Platform" by Cerbrec Inc
- "MIT Horizon Keeps Your Workforce Ahead by Accelerating Your Knowledge on AI, Data, and Emerging Technology" by MIT Horizon
- "MIT Horizon Experiences: Interactive & Collaborative Workshops for NATSEC" by Massachusetts Institute of Technology (MIT) Horizon
- "Massachusetts Institute of Technology xPRO: Pioneering Workforce Learning" by Massachusetts Institute of Technology xPRO
- "AOG Learning Lab" by Alpha Omega Group
- "Digital University" by Omni Federal
- "Workera - Skills Verification Engine" by Workera Corp.
- "Johns Hopkins University - Engineering Professional Educational" by Johns Hopkins University
- "Massachusetts Institute of Technology Workforce Bootcamps" by Massachusetts Institute of Technology Bootcamps
- "Massachusetts Institute of Technology Media Lab Course, Learning Machines: Computation, Ethics, and Policy" by Massachusetts Institute of Technology Media Lab
- "Why Your Software Developers Should Take LFD121 (Our Free Course on Developing Secure Software)" by Linux Foundation, The
- "XR Training Solutions for the Digital Age Workforce" by UpSkill, LLC
- "MSE - Modular Solutions Environment: Cloud-Based, Hybrid, Modern Software Solution Environment Supporting IL4/6" by LMI Consulting, LLC

Increasing autonomy and MOSBility of DoD systems

- "Construction Scale 3D Printing," by AUTOCON
- "Rebellion Dispatch for Operational Planning," by Rebellion Defense Inc
- "Rapid Application of Information (RAIN)," by ULTRA ELECTRONICS ADVANCED TACTICAL SYSTEMS INC
- "Tomahawk Robotics' Kinesis Ecosystem for Universal Command and Control," by Tomahawk Robotics
- "Enterprise Virtual Secure Remote," by Networks Design Inc (NDI)
- "Anura: Tactical AI Assistant," by PRIMORDIAL LABS LLC
- "Resilient Hybrid Data Fabric for the Tactical Edge," by KINNAMI SOFTWARE CORPORATION
- "Enterprise Virtual Secure Remote (eVISR)," by Networks Design Inc (NDI)
- "Increasing Autonomy of DoD Systems - Modern Intelligence," by Modern Intelligence
- "Virtual Secure Remote (VISR)," by Networks Design Inc (NDI)
- "AI Voice control for Manned UnManned Teaming of Drone Swarms," by SCALED ENTELECHY INC
- "Government Guided Data Labeling Platform," by Figure Eight Federal
- "Search Smarter: Overwatch Imaging's Scalable AI, ML and edge computing solutions for existing sensor systems," by Overwatch Imaging
- "Modzy for AI Operations at the Edge," by Modzy
- "Rendered.ai Synthetic Data PaaS," by Dadoes Inc dba Rendered.ai
- "Flyways Air MOSBility Optimization," by Air Space Intelligence
- "Faster Edge AI Data to Decision With Latent AI," by Latent AI
- "Technology Rapid Integration and Deployment - Reinforcement Learning-Driven Capability Integration," by ZDEN Technologies LLC
- "Hammerspace Global File System," by Hammerspace inc
- "Anoto Tradewinds," by Anoto
- "D-MARVEL: Vision-based Autonomous Collision Avoidance for UAS," by ANDRO Computational Solutions, LLC
- "True Ground Autonomy for Defense," by Overland AI
- "Torch.AI Autonomous Data Fusion and Mesh Platform for Increasing Autonomy and MOSBility of DoD Systems," by Torch.AI
- "Fully Autonomous End-to-End Target Detection, Recognition, Tracking, and Dissemination," by Phelps2020, Inc.
- "Skyline Nav AI: Computer Vision GPS-Independent Navigation Solution," by Skyline Nav AI, Inc.
- "Untether AI," by Clipper Defense Inc.

Discovering Blue Sky Technology Applications

- "AI Enhanced Cyber Environments" by Skaion Corporation
- "Nova Software Delivers Cyber Readiness at Speed and Scale for DoD Enterprise Networks and Software Factories" by Rebellion Defense Inc
- "DopeScope 2.0 IoT-Based WiFi/Bluetooth/BLE Scanner" by WARCOLLAR INDUSTRIES, LLC
- "Omega Reinforcement Learning Simulator for Decision Advantage" by Spear AI
- "Matchmaking CRISTL Clear Solutions for Blue Skies" by PAVCON LLC
- "VESPR Validate" by FUTURE TENSE LLC DBA CalipsoAI
- "Rapid AI Prototyping" by Jaxon, Inc.
- "Digital Transformation Hub" by University of Dayton Research Institute
- "Accelerating Digital Transformation: Simplifying Cloud Network and Security" by Solo.io
- "Strike Solutions - Ubiquitous Technical Surveillance (UTS) Practicum" by Strike Solutions
- "Striveworks' Chariot MLOps Platform: Empowering Data Practitioners with Model Scaffolding" by Striveworks
- "TransPerfect AI CAD Solution (Gather, Analyze, Distribute)" by TRANSPERFECT TRANSLATIONS INTERNATIONAL INC
- "Legacy Aircraft Digital Twin Models and Best Practices" by ASES, LLC
- "Cellcrypt Federal Introduction" by Cellcrypt Inc
- "Automated Data Cleansing and Analysis Tool (ADCAT)" by Illumination Works, LLC
- "Implementing a Zero Trust Architecture using the Proven Forum Sentry COTS API Security Gateway" by THE INFORMATICS APPLICATIONS GROUP, INC. (TIAG)
- "Next Generation AI Techniques for Persistent Multi-Object Tracking" by Essential Knowledge Systems LLC
- "The Warrior Performance Platform (WP2) - Human Performance Data Management" by THE INFORMATICS APPLICATIONS GROUP, INC. (TIAG)
- "Oracle NSG's Synthetic ML Data Generation (SMDG): Enabling Rapid ML Capability Development for Out-of-Band Networks and Beyond" by Oracle America Inc
- "Onyx" by MetroStar Systems, LLC
- "Rubicon: An AI/ML Data-Analytics Platform with a Model Marketplace" by BLACK CAPE, INC.
- "Crist Mill Exchange - Commercial Data Exchange for National Security" by CRIST MILL EXCHANGE, LLC
- "Agolo Entity Analytics for Text" by Agolo
- "REVA: Detecting Audio Deep Fakes Using Real-Time Enhanced Voice Authentication" by EDUWORKS CORPORATION
- "Danti AI-Based Earth Data Search Engine" by Geodex Inc. dba Danti
- "AI-Enabled, On-Demand Emerging Technology Tool for Enhanced Strategic Decision Making" by CHAPEL HILL NORTH GROUP LTD
- "Enveil ZeroReveal® ML Solutions for Privacy-Preserving Data Analysis" by Enveil
- "The DoD Struggles to Generate Breakthrough Innovations Systematically and Repeatedly, that Bring Higher Mission Impact" by SWARM VISION, INC.
- "Next Generation Generative AI and Other Transformer-Based Models for Unimodal and Multimodal Applications" by Essential Knowledge Systems LLC
- "Swayambhu Networks: Self-Forming, Self-Managing Overlays" by IBM
- "DocScout" by Abeyon LLC
- "Nemesis: AI/ML Driven Invisibility Detection Technology for Identifying Hidden Enemy Assets" by Minerva Analytics Inc.
- "Datasaur LLM Labs" by Datasaur
- "Datasaur NLP Platform" by Datasaur
- "Apira Real-Time Avatars" by Apira Technologies Inc
- "Accelerating Legacy Code Modernization with AI" by Macro Solutions
- "Yurts Generative AI Platform" by Yurts Technologies, Inc.
- "LeapfrogAI: Self-Host Generative AI in Disconnected Environments" by Defense Unicorns
- "Tool for Instructional Design of Engineered Systems" by Eduworks Corporation
- "Rise8 Refinery" by Rise8 Inc.
- "Ghostdog: The Modern, Mission Browser for the Classified Web" by Ghostdog
- "Tradewinds Intelligent Forecasting Development Update" by KPMG LLP
- "Insider Threat Defense (ITD): A Technology for National Security" by NUTS Technologies
- "Clearview AI for Defense" by Clearview AI
- "AI Integrity: Reinforcement Learning Through Expert Feedback" by Techolution
- "The Saab, Inc. Computer Vision Platform" by Saab, Inc.
- "Aurora" by BigBear.ai
- "CB90 Autonomous Vessel Integration Services" by Saab, Inc.
- "ChatGPT Enterprise" by OpenAI
- "ZeroTrusted.ai Response to TSM - Discovering Blue Sky/Other Technology Applications" by ZEROTRUSTED-AI LLC
- "Unleashing Generative AI to Bring Speed to Mission" by Groq
- "TRUST-LLMOps: Unleashing Data Intelligence at Speed and Scale" by Expression Networks LLC
- "Fiddler AI Observability for Federal Agencies" by Fiddler AI
- "Trustworthy AI for Enduring Decision Advantage in Complex Scenarios" by Elemental Cognition Inc.
- "Kolena Video Submission + Transcript" by Kolena, Inc.
- "Wind River Studio Developer" by Wind River
- "Cyberforming: AI-Powered MOSBile Manufacturing for Contested Logistics" by Maldek Industries Inc.
- "Heterogeneous Data-Driven Digital Architectures to Enable Integrated Capabilities" by Apogee Research, LLC
- "Certus Core's Semantic Knowledge Graph" by Certus Core
- "Better Decisions Faster at Any Scale with Craxel Black Forest™" by Craxel, Inc.
- "Apira Avatar - Real-Time, Realistic Digital Disguise" by Apira Technologies Inc
- "AI Global Rescue Systems and Live Threat Intelligence for Personal Safety and Site/Community Security" by Armor At Hand, dba ArmorGIS
- "Managed Attribution Communications System (MACS)" by TrEd Solutions
- "The Easy Button for Zero Trust" by Istari Federal LLC
- "ChainOne: Decentralized DevSecOps Platform" by Constellation Software Engineering
- "UDS Software Factory: Secure Your Supply Chain and Achieve cATO" by Defense Unicorns, Inc.
- "Guardrail Technologies Sunscreen Solution for Video Conferencing" by Guardrail Technologies
- "Predictive Search Discovery" by TrEd Solutions
- "Alchemy - AI Application for Theater Scale Collaborative Planning, Battle Monitoring, & Mission Assessment" by Systems & Technology Research LLC (DBA STR)
- "Ark.ai: Software Purpose-Built for Defense Acquisition and Sustainment" by Poplicus Incorporated (dba Govini)

Increasing safety of operating equipment

- "Runway Surface Monitoring System - MOSBile Detection Unit," by Oreyeon LDA
- "Intelligent Detection and Reporting Application," by Oreyeon LDA
- "A Novel Solution to Secure Microelectronic Systems," by Amida Technology Solutions
- "Enabling Discovery with xCT," by Trovares Inc.
- "Tools To Explain, Test, Validate AI-Enabled Solutions and Ensure Warfighter Adoption," by Zetane Systems Inc.

Supporting Responsible AI Practices

- "Bravium Best Practice Engine - ServiceNow Responsible AI (RAI)," by Bravium Consulting Inc.

Streamlining business processes

- "Metadata Administration using NLP and Neural Networks to Automate Enterprise Data Management," by Amida Technology Solutions
- "Tracer - Automated Software Assessment & Monitoring," by Rise8 Inc
- "Game Warden -Rapid Accredited DoD-Cloud Hosted Environment," by Second Front Systems
- "JFAC Rapid Accredited DoD-Cloud Hosted Environment for Assurance Tools," by ADVANCED TECHNOLOGY ACADEMIC RESEARCH CENTER, INC.
- "Streamlining FOIA Search," by Exponent Analytics, LLC
- "JFAC Accredited Cloud-Based Env Solution - DISA C2SF," by NextGen Federal Systems
- "Secure Document Generation Platform (DGP)," by Inkit, Inc
- "VISION: Joint Innovation System," by JOY LAB CONSULTING, LLC DBA MOSBILIZE
- "Stop Using Office! Don't Digitize Files! DIGITIZE THE WHOLE PROCESS," by OP Media Inc
- "C3 Generative AI: Readiness," by C3 AI
- "MeTRA HUB," by Tenet 3 LLC
- "Oracle National Security Group's (NSG) ML Operations (MLOps) Accelerator: Turn-key MLOps in Oracle Cloud Infrastructure (OCI)," by Oracle America Inc
- "Qualtrics - Experience Management for the DoD," by Qualtrics
- "Generative AI for DoD Software Development," by FOURSYTE LLC
- "Test and Evaluation Process Modernization," by MORSE Corp
- "Skyhub Airworthiness," by Intrinsic Enterprises, Inc. (Intrinsic)
- "Rohan Generative AI Platform: Secure LLM's Trained on Government Data," by Rohirrim, Inc.
- "FARsight," by SOKAT CONSULTING, LLC
- "Unstructured," by Unstructured Technologies, Inc
- "Automated Classification," by conductorai
- "TrustMap - Responsible AI Governance and Planning Tool," by FOURSYTE LLC
- "An AI Observatory for effortless SBIR and STTR search," by Gladstone AI, INC
- "Optimizing DoD Knowledge Management July 2023," by Alltius Inc.
- "DeciSym.AI Engine and Data Packaging Services," by DeciSym, LLC
- "Paperless Innovations for GPC Compliance Automations," by Paperless Innovations, Inc.
- "Enterprise UX Design and Development for Mission Critical Applications," by Rocket Communications
- "Argus for Supply Chain Financial Influence," by Accrete AI
- "Alan AI - Streamlining Business Processes," by Alan AI, Inc
- "Software Factory Accelerator," by oteemo Inc
- "Generative AI platform for Streamlining Business Processes," by Alan AI, Inc
- "AI-Enhanced Unstructured Data Processing," by PixelRain AI
- "Technomics Data Management and Engineering Capability Offering," by Technomics, Inc.
- "SBCC - Transformational Digital Engineering Capability," by Small Business Consulting Corporation (SBCC)
- "Streamlining Acquisition Document Creation through The Attic ACQ," by The Attic AI
- "MicroStrategy for Streamlining Business Processes," by MicroStrategy
- "Knowvation Data Mesh," by PTFS
- "Herren Associates Digital Solutions: ERP Financial Dashboard," by Herren Associates
- "SC Tech - Innovative Software to Streamline Business Processes," by SC Tech
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- "The KPMG Smart Warehouse," by KPMG LLP
- "Generative AI for Position Description Classification," by KPMG LLP
- "Quantexa News Intelligence," by Quantexa Inc.
- "AI-Driven Redaction Software for the DoD - Automating Business Processes and Protecting Data," by Redactable Inc.
- "OASIS," by Omni Federal
- "OASIS - Omni's Automation, Smart, and Intelligence Suite," by Omni Federal
- "ACS: Synthetic Data-Generation Platform," by Allen Control Systems, Inc.
- "Avature Federal Platform- Applicant Tracking System (ATS)," by Avature Limited
- "Price IT," by Bryant Alliance, LLC
- "SysCit," by Prewitt Ridge
- "LIGER: Secure, Private, and Trustworthy Next-Gen AI Solutions for Your Business," by LMI Consulting, LLC
- "ARTIV - Contested Logistics Resilience in the Face of Disruption," by DEFCON AI
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- "Dremio - The Unified Lakehouse Platform for Self-Service Analytics and AI," by Dremio, Inc.
- "Epsilon3 - Software for Managing Space & Defense Missions," by Epsilon3
- "Palantir AI Operational Data Platform (AIODP)," by Palantir USG, Inc.
- "Bravium Best Practices Engine," by Clipper Defense Inc
- "Datalogz Control Tower," by Datalogz, Inc.
- "Nooks TurboFCL," by Nooks
- "Airworthiness Assistant," by Mile Two LLC
- "AI-Powered Acquisitions Software for Solicitation Drafting, Supplier Discovery, and Contract Management," by Hazel AI Technologies, Inc.
- "Qualtrics | Experience Management for the DoD - Distributed by Carahsoft," by Carahsoft Technology

Improving situational awareness and decision-making

- "MLOps Demo - Part 1 of 3 by SCALE AI, INC.
- "MLOps Demo - Part 2 of 3 by SCALE AI, INC.
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- "A New Era In Cloud AI Computing by OROCK/SambaNova
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- "A Graph-Based Disability Profile to Enable Fast-and-Accurate Adjudication Decisions" by Amida Technology Solutions
- "AI and ML based Anomaly Detection in Satellite Video Surveillance to Improve Situational Awareness" by Minerva Analytics Inc.
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- "Overwatch Data" by Overwatch Data Inc
- "Lexset Synthetic Data for Computer Vision" by Lexset.ai
- "Digital Maturity Automation Pulse" by Mile Two LLC
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- "Resilience Audit" by RESILIENT COGNITIVE SOLUTIONS, LLC
- "ACLEd: real-time political violence and protest data for risk mapping, analysis and prediction" by ACLEd Analysis Inc
- "Building Momentum Innovation Boot Camp" by Building Momentum LLC
- "Social Media Literacy Digital Training Solution" by Discourse Digital LLC
- "Active Prediction and Analysis of DoD's Supply Chain Risk" by MeasuredRisk
- "Ask Sage" by Ask Sage
- "Enterprise Unified Data Library" by BLUESTAQ LLC
- "Ursa Minor" by BIGBEAR.AI FEDERAL, LLC
- "Observe" by BIGBEAR.AI FEDERAL, LLC
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- "Beliefs" by FON Labs
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- "Clarifai AI Platform for Accelerating Government AI Capabilities" by Clarifai, Inc
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- "Lumada Data Catalog" by Hitachi Vantara Federal
- "Hitachi Content Intelligence" by Hitachi Vantara Federal
- "Lumada Business Analytics" by Hitachi Vantara Federal
- "Teradata Vantage - A Connected Multi-Cloud Data Platform for Enterprise Analytics" by Teradata Government Systems LLC
- "AI-Driven Video Threat Detection System (Actuate)" by Aegis Systems Inc. (trade name "Actuate")
- "Oracle Machine Learning (OML) Model Hub for Cyber Threat Intelligence (CTI) - A Cloud-Based CTI-Centric MLOps Platform" by Oracle America Inc
- "LINX Mission Collaboration Suite" by ODYSSEY SYSTEMS CONSULTING GROUP, LTD.
- "Pryon" by PRYON INCORPORATED
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- "PRC State Owned Enterprise OSINT Production Automation" by ECS Federal LLC
- "Oracle NSG's Adaptive Model Deployment Monitoring (AMDM): Robust Monitoring for Production ML Model Performance and Security" by Oracle America Inc
- "Seerist AI-Enabled Threat Intelligence Platform" by Seerist Federal (Geospark Analytics)
- "Small Sat AI/ML SDR (SSAMS)" by Parsons Corporation
- "OmniSIG AI-based Signal Classifier and Direction Finding" by DeepSig
- "AI-based edge processing of multi-modal sensor data for improved situational awareness and real-time decision making" by NOVI LLC
- "The Pyramid Decision Intelligence Platform" by Pyramid Analytics
- "Cognovi Emotion AI" by Cognovi Government Services, LLC
- "Game Warden Experimentation Test Bed" by Second Front Systems
- "Novelty Detector: Find and Rank Unknown Unknowns In Real-time" by thatDot, Inc.
- "Persistent Reconnaissance with Spoken Commands and Panoptical Explanation (PERISCOPE)" by TDI Novus, Inc.
- "Hypergiant CommandCenter" by Hypergiant
- "Apollo Vision" by DAVIDSON TECHNOLOGIES, INC.
- "AI-Powered 4D FMCW LiDAR-Chip Technology" by SVI Technologies, Inc.
- "AgileView - A geospatial synthetic data training engine for AIML" by AgileView Inc
- "Anomaly Six: Commercially available global intelligence, where clients can question everything and answer anything" by Anomaly Six
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- "Trellis Data" by Trellis Data
- "Digital Engineering for Improved Readiness" by National Institute for Aviation Research
- "Enterprise Unified Data Library (E-UDL)" by BLUESTAQ LLC
- "AI Access for Air-Gapped Networks and Critical Infrastructure" by FEND INCORPORATED
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- "Farsight: Actionable Intelligence at the Edge" by Reveal Technology
- "Seerist Foreign Influence Risk Index (FIRI)" by Seerist Federal (Geospark Analytics)
- "Efficient Machine Learning Language Model (EMLM)" by AI ASSET MANAGEMENT LLC
- "Faster Edge AI Data to Decision With Latent AI" by Latent AI
- "Argus for Social Media Intelligence" by Accrete AI
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- "Energy Data Integrity and Security" by TACHYON NETWORKS, LLC
- "Deja Vu AI" by Hardy Dynamics
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- "Primer Delta" by Primer AI
- "Tomorrow.io Weather | Decision Support Tool" by Tomorrow.io
- "SYSTRAN - AI Neural Machine Translation" by SYSTRAN Software, Inc
- "Virtual Anticipation Network (VANE)" by BigBear.ai
- "Arcas" by BigBear.ai
- "Drive Real Innovation Outcomes with Productable" by Productable
- "Generative AI-Powered Intelligence Planning" by Pytho AI
- "Ares Cross-Domain Exchange Demo" by Tachyon Networks, LLC
- "Sayari" by Sayari, LLC
- "Automated Security Threat Recognition & Alerting (ASTRA)" by Zero EYES
- "Mosaic ATM: SkyViewer (cUAS)" by Mosaic ATM, Inc.
- "Shield AI MQ-35A V-BAT Teaming" by Shield AI, INC
- "Resilinc - A human enabled, AI powered, end to end active monitoring Supply Chain Risk Management Solution" by Resilinc Corporation
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- "AI-enabled Operating System for Publicly Available Information (PAI) and Open Source Intelligence" by Tadaweb Technologies USA, Inc.
- "Signal Labs for Force Protection" by Signal Labs
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- "WingXpand's Edge AI Smart Planes Expand From a Backpack for Rapid Situational Awareness, Automatic Threat Detection, & Improved Decision-Making" by WingXpand
- "Mirage Visual Intelligence Platform to Improve Situational Awareness and Decision Making" by percipient.ai
- "cBEYONData Humanless Unmatched Transaction (HUuT) (response to Tradewinds Solutions Marketplace Open Call)" by cBEYONData, LLC
- "Palantir Artificial Intelligence Mission Command Platform (AIMC)" by Palantir USG, Inc
- "SAS Sensor Fusion at the Sensor" by SAS Institute Inc
- "Computational Governance Solution for Decision Advantage and Elevating the Quality of Trusted Outcomes"



Thank You

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