



FEDERAL AI MARKET AND OPPORTUNITY ANALYSIS

August 2024



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EXECUTIVE SUMMARY

Market Overview and Growth

The U.S. federal government is rapidly embracing Artificial Intelligence (AI) as a cornerstone of technological advancement and operational efficiency. Key indicators of this growth include:

- A proposed \$3 billion budget for AI development, procurement, and integration in FY2025¹
- Federal AI contract spending reached \$2.7 billion in 2022, a 36% increase from FY20²
- A staggering 1200% increase in AI potential value of awards in 2023, totaling over \$4.2 billion³
- From FY20-22, federal AI spending reached \$7.7 billion, with 50% awarded through Other Transaction Authorities (OTAs)²

Strategic Opportunities

Arlington Consulting Group has identified 130 high-impact federal AI pipeline opportunities across key sectors:

- Defense: 77 opportunities
- Civilian: 30 opportunities
- Health: 18 opportunities
- Intelligence: 5 opportunities

These opportunities span critical agencies, including the Department of Defense, Department of Health and Human Services, Department of Veterans Affairs, and the Intelligence Community, representing billions in potential contract value.

Key Growth Areas and Trends⁴

- Machine Learning (ML): The primary driver of federal AI growth with a 29% CAGR, tripling from \$420 million in FY18 to \$1.5 billion in FY23
- Natural Language Processing (NLP): 21% CAGR
- Computer Vision: 14% CAGR, reaching \$1.0 billion in FY23
- Autonomy: 11% CAGR

Sources: [1] Biden administration's 2025 budget request [2] Deltek report [3] Brookings Institution report [4] Govini, 2023 | 2024 AI Index

Strategic Focus Areas

- National Security and Defense: Leading AI investments, focusing on predictive maintenance, autonomous systems, and cyber defense.
- Healthcare: AI-driven diagnostics, personalized medicine, and health resource optimization.
- Climate and Energy: AI for climate modeling, renewable energy optimization, and disaster prediction.
- Operational Efficiency: Streamlining processes, reducing costs, and improving agency service delivery.
- Data-Driven Decision Making: Leveraging AI to process vast amounts of data for informed policy-making and resource allocation.

Challenges and Opportunities

- Talent Gap: Shortage of AI expertise in the federal government, creating opportunities for private sector partnerships.
- Data Quality and Accessibility: Need for improved data infrastructure and governance.
- Interoperability: Developing standards for seamless AI system integration across government entities.
- Ethical AI: Addressing concerns about bias, fairness, and privacy in government AI systems.

Strategic Recommendations

- Focus on high-priority areas such as DoD AI initiatives, healthcare AI applications, and cybersecurity enhancements.
- Leverage expertise in AI/ML, cloud integration, and digital transformation to address key federal challenges.
- Form strategic partnerships to enhance capabilities and competitiveness in the federal AI market.
- Invest in developing solutions that address ethical AI concerns and promote responsible AI development.
- Align proposals with agency-specific needs and broader federal AI strategic goals.

EXECUTIVE SUMMARY

Grant Distribution by Agency

- Department of Energy (DOE): \$835 million (3 grants)
- Department of Defense (DoD): \$222 million (10 grants)
- National Science Foundation (NSF): \$150 million (38 grants)
- Department of State: \$11 million (12 grants)
- Department of Health and Human Services (HHS): \$6 million (33 grants)
- Other agencies (HUD, Commerce, NEH): \$10 million (7 grants)

Strategic Implications for Grantseekers

- Develop interdisciplinary teams to address the holistic nature of AI challenges presented in many grant opportunities.
- Focus on long-term impact and sustainability in grant proposals to align with federal agencies' goals.
- Emphasize partnerships and collaborations, especially those that include underrepresented groups or institutions.
- Address both technical AI advancements and their broader societal implications in proposals.
- Consider the dual-use potential of AI technologies when applying for grants, especially those from defense-related agencies.
- Incorporate robust data management and governance plans in grant applications to address a key federal priority.

Key Observations on the Federal AI Grant Market

1. **Concentration of Funding:** While the DOE and DoD have the largest grant values, the NSF and HHS offer the highest number of individual grant opportunities, indicating a focus on diverse, smaller-scale projects in these agencies.
2. **Interdisciplinary Focus:** Many AI grants, such as the NEH's Humanities Research Centers on AI, emphasize interdisciplinary collaboration, bridging technical AI development with ethical, legal, and societal considerations.
3. **Capacity Building Emphasis:** A significant portion of grants, like NSF's ExpandAI program, focus on building AI research and education capacity, particularly at Minority-Serving Institutions (MSIs).
4. **International Dimension:** Some grants, such as the State Department's initiative for responsible AI approaches, have an international focus, aiming to shape global AI governance and standards.
5. **Long-Term Sustainability:** Many grant programs require applicants to develop plans for long-term sustainability beyond the grant period, indicating a focus on creating lasting impact in the AI field.
6. **Alignment with National Strategies:** Grant opportunities closely align with broader national strategies, such as the National AI Research and Development Strategic Plan and the CHIPS and Science Act priorities.
7. **Public-Private Partnerships:** Several grants encourage collaboration between academia, industry, and government agencies, fostering a comprehensive ecosystem for AI development and application.
8. **Focus on Underrepresented Communities:** There's a notable emphasis on increasing the participation of underrepresented groups in AI research and development across multiple grant programs.
9. **Dual Use Potential:** Many grants, especially from the DoD and DOE, focus on AI applications with both civilian and defense implications, highlighting the strategic importance of AI across sectors.
10. **Data Infrastructure Development:** A recurring theme across grants is the need for robust data infrastructure and governance to fully leverage AI capabilities.

REVOLUTIONIZING FEDERAL AI MARKET INTELLIGENCE: SAMWISEAI & GRANTEXEC

Unlocking Billions in Untapped Potential within the Explosive \$100B+ Federal Technology Ecosystem and \$3B+ AI Market - Pinpointing Your Highest-Impact Contracts and Grants

Why SAMwiseAI & GrantExec?

- ✓ **Unmatched Market Coverage:** We integrate SAMwiseAI's contract intelligence with GrantExec's \$200 billion grant repository for the most comprehensive view of the federal AI landscape.
- ✓ **AI-Powered Precision:** Leveraging advanced ML and NLP to analyze over 10,000 opportunities weekly, ensuring no valuable opportunity goes unnoticed.
- ✓ **Human-AI Synergy:** Combining artificial intelligence with seasoned federal market intelligence and grant SMEs, delivering nuanced insights that pure AI solutions miss.
- ✓ **Democratizing Access:** Leveling the playing field for all businesses in the federal AI sector.
- ✓ **Proactive Opportunity Identification:** Real-time scanning and instant scoring of new contracts and grants, with immediate alerts for time-sensitive opportunities.
- ✓ **Unparalleled ROI:** Clients experience significantly higher win rates, never miss top opportunities and save countless hours per week
- ✓ **Transformative Impact:** Connecting the right solutions to the right agencies drives innovation in critical areas like national security, healthcare, and climate change.
- ✓ **Future-Proofing Strategy:** Continuously evolving AI models and datasets ensure clients stay ahead in the ever-changing federal AI landscape.

Join us in reshaping the future of federal AI contracting and grant acquisition. With SAMwiseAI and GrantExec, navigate the complex federal landscape with unprecedented precision, unlocking opportunities that drive innovation, growth, and societal impact.

The Problem

Many eligible organizations miss out on critical funding due to the overwhelming complexity and lack of visibility into available opportunities.

Our Mission

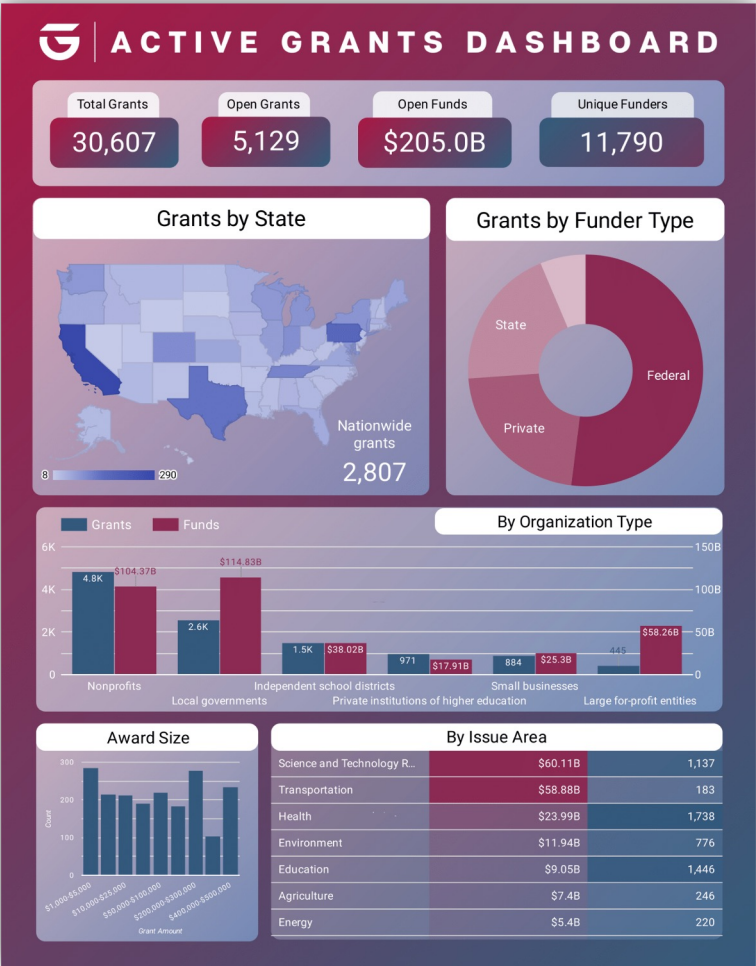
At GrantExec, we are driven by the conviction that grant funding should be accessible to all innovators, empowering entrepreneurs and changemakers to solve the world's most pressing problems.

Our Solution

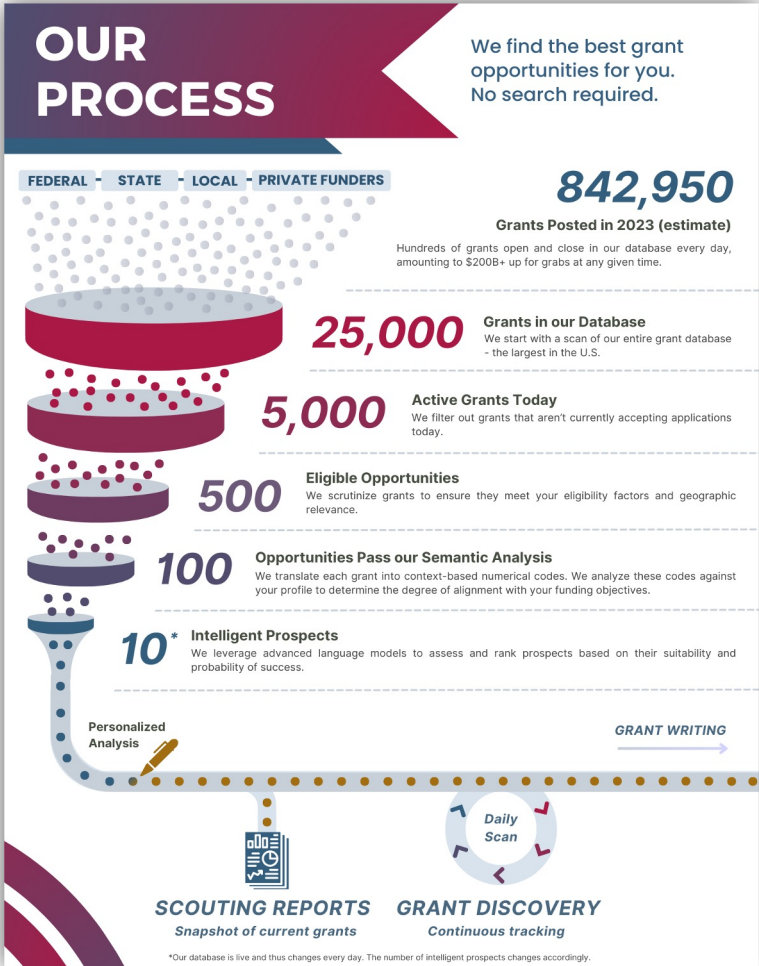
GrantExec helps grants find you. Here's how:

- **Expansive Grant Repository:** Our platform offers access to the largest live database of over \$200 billion in grant opportunities, continuously updated for maximum relevance.
- **Personalized Grant Matching:** Our unique algorithm identifies and curates grant opportunities tailored to each organization's unique needs and goals.
- **Grant Writing Expertise:** We provide professional grant writing services and GrantGPT, our AI-powered assistant, to craft compelling applications and enhance success rates.
- **Proactive Monitoring Services:** Our subscription-based monitoring keeps organizations informed about new and relevant opportunities, ensuring they stay ahead in the grant-seeking game.

THE GRANTEXEC APPROACH



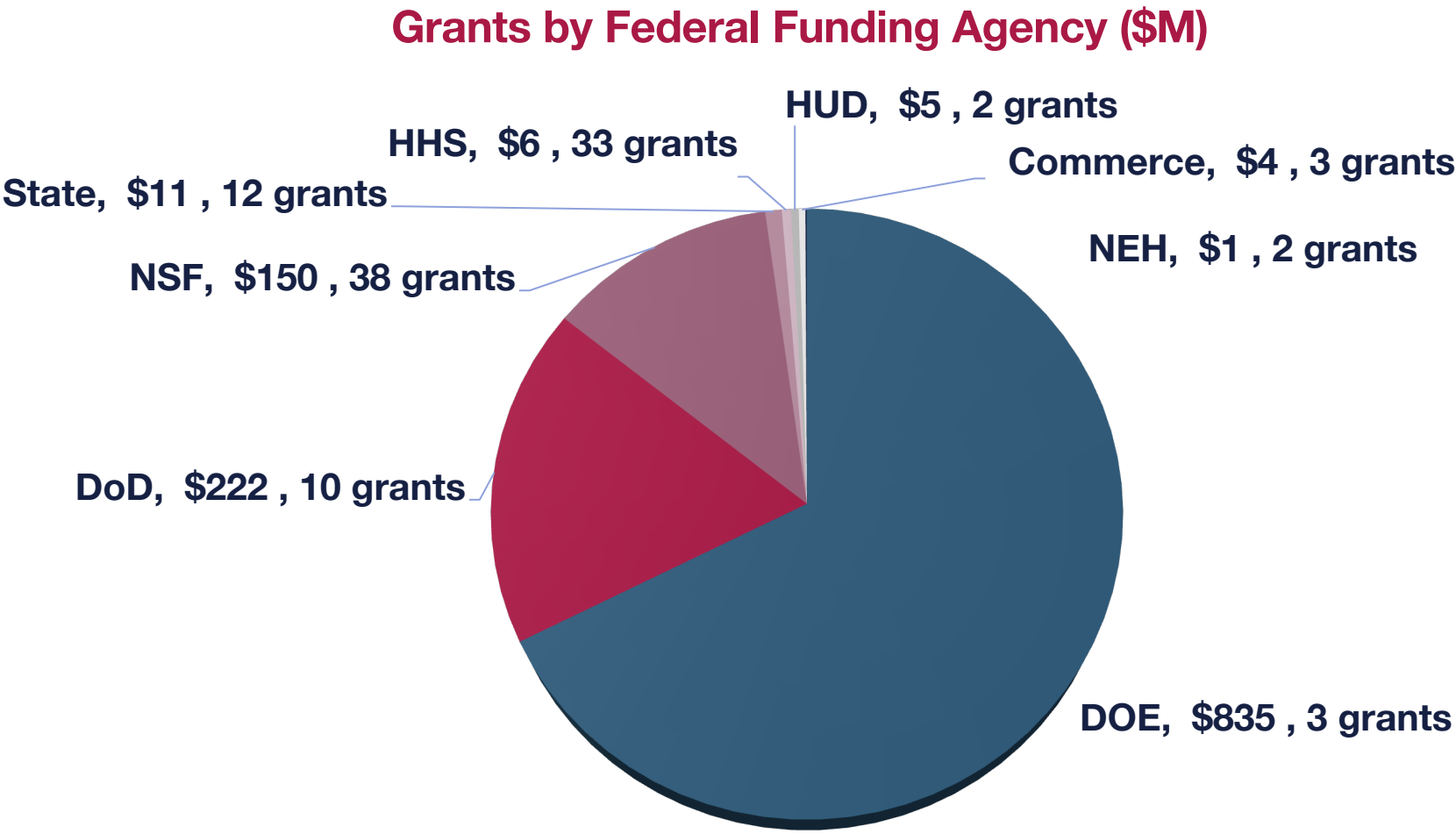
Today's grant market



The GrantExec prospecting process

GrantExec makes federal grant market intelligence a reality by organizing the largest database with AI-driven matching, expert review and analysis, and expert support to streamline and enhance the grant-seeking process.

FEDERAL AI GRANT MARKET TODAY



REVOLUTIONIZING GOVERNMENT: THE AI IMPERATIVE

Forging the Future of Government: AI-Driven Trust and Innovation. SAMwiseAI is redefining public service, creating a government as agile and innovative as its citizens. We're leveraging AI to build a government that's more responsive, highly efficient, and deeply trustworthy.

Join us in shaping a smarter, faster, and more accountable America.

The Challenge

- \$200B+ federal R&D budget with \$3B+ in AI budget funding and \$3B+ in contract spend
- Risk of over-regulation without proper understanding and implementation
- Need for efficiency, security, and public trust in a rapidly evolving digital landscape

Our Mission

Transform government into a responsive, empathetic, data-driven ecosystem, bridging the gap between cutting-edge technology and public service



SAMwiseAI

The Future of Federal Market Intelligence

ACG's **SAMwiseAI** revolutionizes federal market intelligence by seamlessly blending AI with human expertise. It transforms the complex process of identifying and evaluating federal opportunities into an efficient, automated operation.

THE FEDERAL AI MARKET: A PARADIGM SHIFT IN GOVERNMENT TECHNOLOGY



The U.S. federal government stands at the forefront of a technological revolution, with Artificial Intelligence (AI) as its cornerstone. The Biden administration's 2025 budget request of \$3 billion for AI development, procurement, and integration marks a watershed moment in federal technology investment. This commitment is further amplified by bipartisan support, exemplified by Senate Majority Leader Schumer's proposed annual federal expenditure of at least \$32 billion on non-defense AI systems.

Market Growth and Spending Trends:

- Deltek reported \$2.7 billion in federal AI contract spending in 2022, a 36% increase from FY20.
- Brookings highlighted a staggering 1200% increase in AI potential value of awards in 2023, totaling over \$4.2 billion.
- From FY 20-22, federal AI spending reached \$7.7 billion, with 50% awarded through Other Transaction Authorities (OTAs).
- AI R&D comprises 60% of total AI obligations, strongly focusing on innovation and cutting-edge solutions.

The federal AI market is transitioning from experimental phases to large-scale implementations, presenting unparalleled opportunities for innovation and growth. Organizations that can navigate this complex landscape, bringing expertise in AI development, ethical considerations, and government processes, are poised to play a pivotal role in shaping the future of public sector technology.

Key Market Drivers

- **National Security Imperatives:** The Department of Defense (DoD) leads AI investments, reflecting the critical role of AI in maintaining technological superiority in defense and intelligence.
- **Operational Efficiency:** Government agencies are leveraging AI to streamline processes, reduce costs, and improve service delivery across various sectors.
- **Data-Driven Decision Making:** AI's ability to process vast amounts of data is revolutionizing policy-making and resource allocation in areas such as healthcare, climate action, and public safety.
- **Workforce Augmentation:** AI is being deployed to enhance human capabilities, addressing skill gaps and improving productivity in the federal workforce.
- **Regulatory and Ethical Frameworks:** The government is simultaneously investing in AI development and establishing guidelines for its responsible use, creating opportunities in compliance and governance.

Sector-Specific Opportunities:

- **Defense and Intelligence:** AI for predictive maintenance, autonomous systems, cyber defense, and threat detection.
- **Healthcare:** AI-driven diagnostics, personalized medicine, and health resource optimization.
- **Climate and Energy:** AI for climate modeling, renewable energy optimization, and disaster prediction.
- **Transportation:** AI for smart traffic management, autonomous vehicle integration, and infrastructure planning.
- **Public Safety:** AI-enhanced emergency response systems, predictive policing, and disaster management

Challenges and Opportunities:

- **Talent Gap:** The federal government faces a shortage of AI expertise, creating opportunities for private sector partnerships and talent development initiatives.
- **Data Quality and Accessibility:** Improving data infrastructure and governance to fully leverage AI capabilities across agencies.
- **Interoperability:** Developing standards and frameworks for AI systems to work seamlessly across different government entities.
- **Ethical AI:** Addressing concerns about bias, fairness, and privacy in AI systems used for government operations.

FEDERAL AI INVESTMENTS IN THE FY25 BUDGET: DRIVING INNOVATION, SAFETY, AND RESPONSIBLE DEVELOPMENT

The Administration's FY25 budget proposal demonstrates a strong commitment to advancing AI as a critical national priority, aiming to position the U.S. as a global leader in AI development and deployment. With over \$3 billion allocated across agencies for AI initiatives, the budget strikes a balance between fueling cutting-edge research, implementing safety measures, and investing in workforce development. The proposal seeks to harness AI's immense potential while proactively mitigating associated risks. Close collaboration between government, industry, and academia will be crucial to realizing the full potential of these investments. Key AI Funding Highlights include R&D, Regulation and Risk Management, Defense and National Security, AI Talent and Workforce Development, and Cross-Agency AI Integration.

Strategic Focus Areas:

- Investing in resources to execute the October 2023 Executive Order on Safe, Secure, and Trustworthy AI Development, such as funding for AI safety testing, regulatory frameworks, and promoting responsible AI use across government.
- Aligning investments with CHIPS and Science Act priorities to boost U.S. leadership in AI and critical technologies.
- Emphasizing AI capability development while investing in safety measures, ethical guidelines, and risk mitigation.
- Initiatives like the National AI Research Resource pilot aim to broaden access to AI tools and resources for researchers and innovators.
- Making significant investments in IT modernization and AI integration across agencies to improve service delivery and operational efficiency.

Analysis and Implications:

- Coordinated, multi-agency effort to advance AI, with investments spanning research, regulation, defense, and public services.
- Substantial funding for AI safety research and the creation of the U.S. AI Safety Institute underscore the administration's focus on responsible AI
- Recognizing the AI skills gap, the budget invests in building a strong federal AI workforce and attracting top talent to government service.
- While the DoD's AI budget request remains flat at \$1.8 billion, officials emphasize this does not reflect a diminished priority for military AI

FEDERAL AI CONTRACT SPENDING ANALYSIS



Federal AI Spending: A Market Primed for Accelerated Growth

The U.S. government's investment in Artificial Intelligence has surged dramatically, showcasing AI's critical role in national priorities. According to Govini, Federal AI spending has rocketed from \$1.4 billion in FY18 to \$3.3 billion in FY23, a robust 19% CAGR. This trajectory is expected to accelerate significantly in the coming years

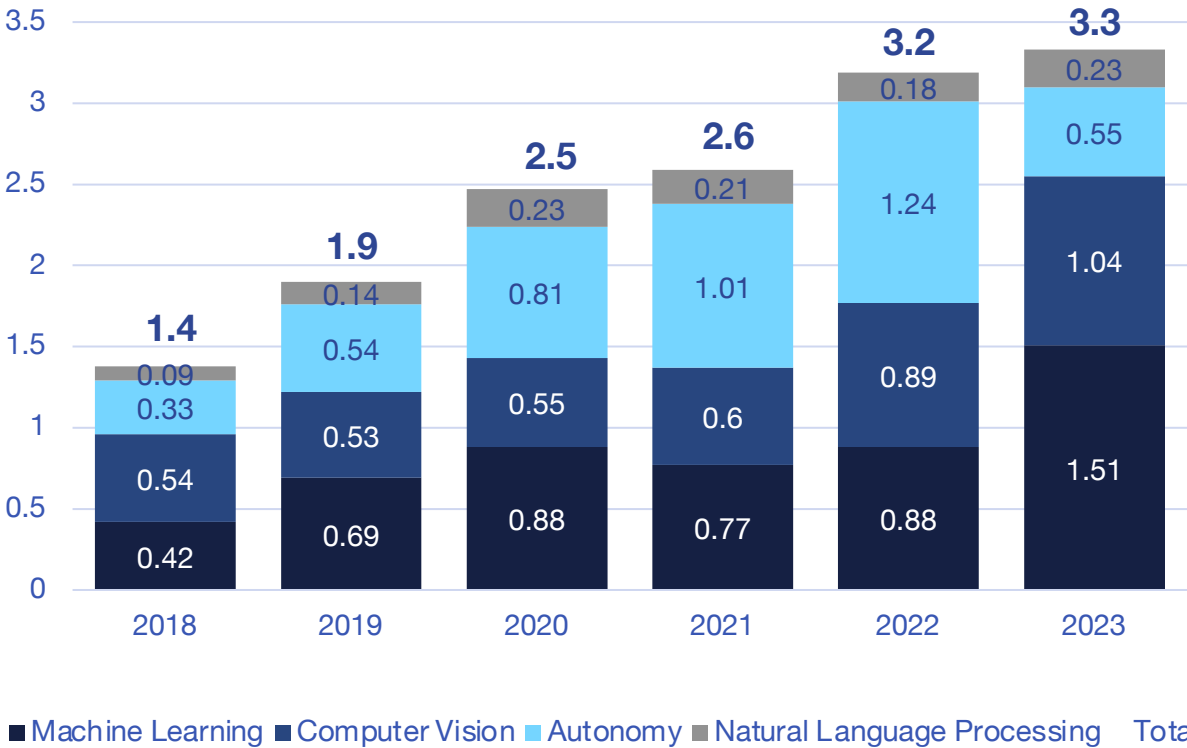
Key Growth Areas:

- Machine Learning (ML): The powerhouse of federal AI growth with an exceptional 29% CAGR; Spending tripled from \$420 million in FY18 to \$1.5 billion in FY23 and now represents nearly half of all federal AI investments
- Other AI Domains: Natural Language Processing (NLP): 21% CAGR, Computer Vision: 14% CAGR, reaching \$1.0 billion in FY23; Autonomy: 11% CAGR

While the overall market saw a modest increase from \$3.2 billion to \$3.3 billion between FY22-23, the long-term trend shows explosive growth. Since 2018, total AI spending has multiplied 2.4 times, with ML and Computer Vision leading federal applications.

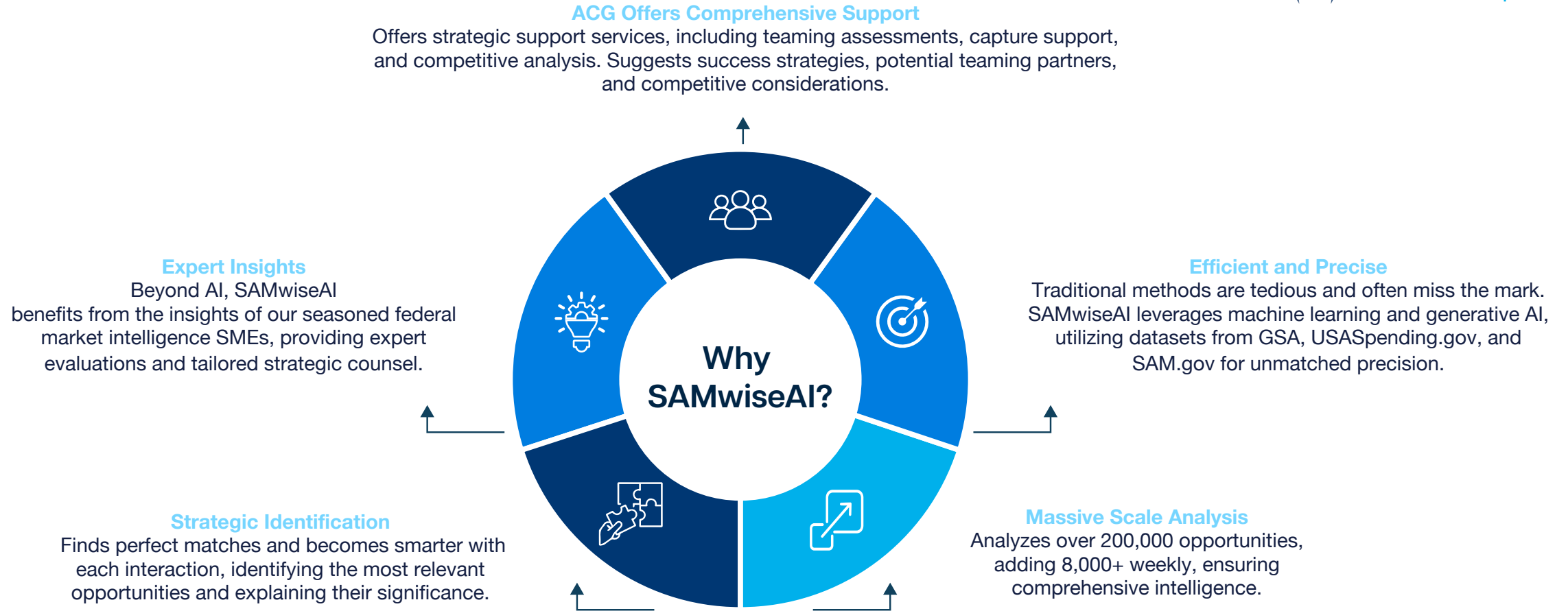
This data underscores the federal government's significant bet on AI technologies, with Machine Learning at the forefront. As AI capabilities expand and mature, we can expect even more aggressive investment and adoption across government operations.

US Government spending in AI/ML and autonomy by segment, FY 2018-23*



*Source: Govini, 2023 | Chart: 2024 AI Index report

OVERVIEW



With **SAMwiseAI**, navigating federal opportunities becomes straightforward and seamless, aligning them with your capabilities, priorities, and strategic goals.

ACG'S INSIGHT INTO FEDERAL AI OPPORTUNITIES



Arlington Consulting Group (ACG) has uncovered a substantial surge in federal AI opportunities across critical sectors, including DoD, intelligence, space, healthcare, homeland security, fraud prevention, and immigration. Leveraging our advanced **SAMwiseAI** tool, we've identified 100+ high-impact AI opportunities, showcasing immense potential for innovation and strategic growth.

Key High-Impact AI Opportunities Identified:

- **USCIS:** Enhancing AI governance
- **DCSA:** Transforming procurement with AI
- **Department of State:** Automating IT acquisitions with AI/ML
- **DoD:** Creating a marketplace for AI solutions
- **USAF:** Developing AI/ML and cybersecurity capabilities
- **DHS:** Automating business processes with AI
- **DOS:** Supporting data-driven decision-making
- **Air Force Materiel Command:** Retraining AI models for mission success
- **FDA:** Enhancing scientific data management
- **Air Force Research Lab:** Leveraging AI for aerospace materials
- **USPTO:** Streamlining workflows with AI
- **IRS:** Enhancing cybersecurity and detecting anomalies in real-time
- **BARDA:** Developing AI solutions for public health
- **DCSA:** Utilizing AI for credibility assessments
- **Naval Special Warfare Command:** Enhancing digital capabilities
- **OPNAV:** Improving operational efficiency with AI
- **DoD:** Developing robotics for logistics

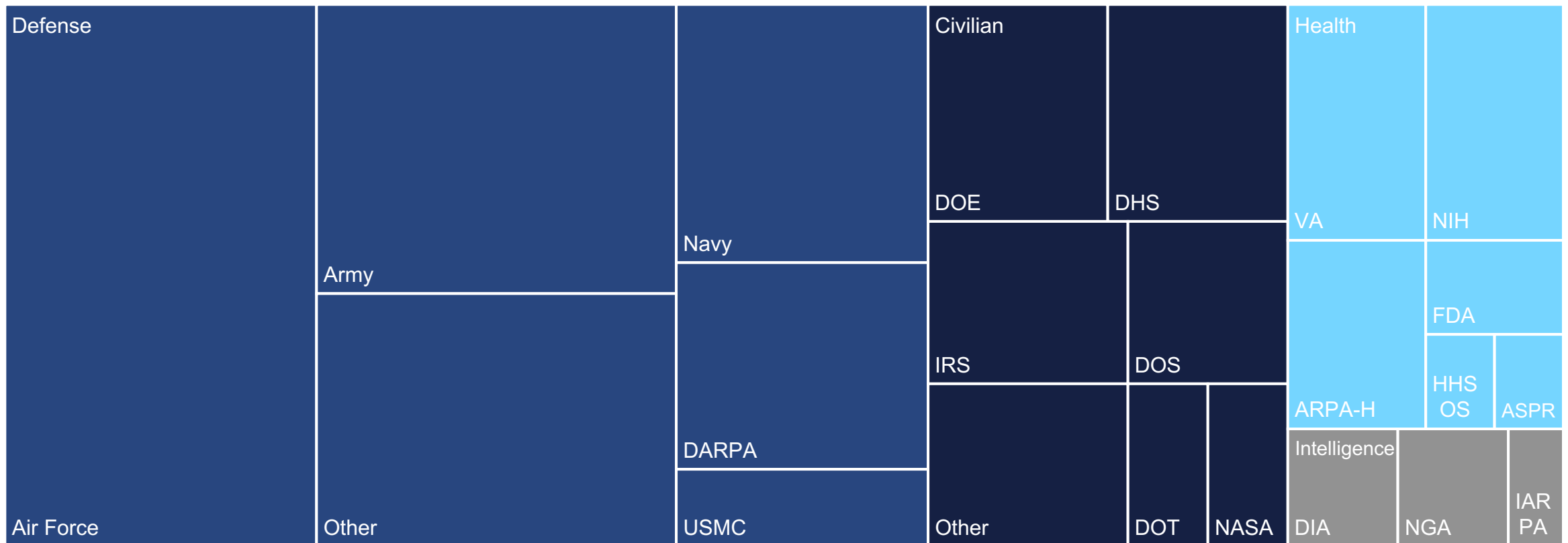
These initiatives represent a massive surge in federal AI opportunities, driving innovation, enhancing capabilities, and addressing critical national challenges.

ACG'S FEDERAL AI MARKET PIPELINE



ACG has identified 130 high-impact federal AI pipeline opportunities, positioning us to make a significant impact across critical federal agencies through groundbreaking AI and digital transformation initiatives. Our expertise aligns perfectly with these high-priority, high-value opportunities.

■ Civilian ■ Defense ■ Health ■ Intelligence



CURRENT AI GRANT OPPORTUNITIES

Take advantage of the latest, high-impact AI grant opportunities

Opportunity Name	Client	Background of Opportunity	Scope/Requirements	Value	Est. RFP date	Key Takeaways
Advanced Computing Systems & Services: Adapting to the Rapid Evolution of Science and Engineering Research 2.0	National Science Foundation	NSF aims to expand and diversify the nation's advanced computing ecosystem to support the full range of computational and data-intensive research across science and engineering disciplines.	NSF is seeking proposals in two categories: 1) Capacity Resources - production computational resources to support broad research needs, and 2) Innovative Prototypes/Testbeds - novel computing capabilities to enable new research methods.	\$10-20M	Due October 29, 2024 for Category I and June 24, 2025 for Category II	A major opportunity to provide and shape next-generation advanced computing resources for the U.S. science and engineering research community, with emphasis on capacity, innovation, and broadening participation.
Expanding AI Innovation through Capacity Building and Partnerships	National Science Foundation	ExpandAI aims to broaden participation in AI research, education, and workforce development through capacity development projects and partnerships within the National AI Research Institutes ecosystem, specifically targeting Minority-Serving Institutions.	The program offers two tracks: Capacity Building Pilots (CAP) for establishing new AI activities at MSIs, and ExpandAI Partnerships (PARTNER) for scaling up existing AI programs and initiating collaborations with AI Institutes.	\$10-17M	Posted January 9, 2023 Due October 18, 2024	Proposals require prior approval through a Concept Outline process, must address specific criteria for each track, and should focus on enhancing AI research capacity, education/workforce development, and infrastructure at MSIs while promoting diversity and inclusion in AI.
Building Capacity for Responsible, Inclusive, and Rights-Respecting Approaches to AI	U.S. Department of State, Bureau of Cyberspace and Digital Policy (CDP)	The U.S. Department of State's Bureau of Cyberspace and Digital Policy aims to promote responsible AI development and use globally, aligned with U.S. values and international initiatives.	Proposals should focus on building capacity of foreign governments and non-government stakeholders to develop responsible AI policies and practices, through engagements at UN forums and events.	\$3M	Posted June 11, 2024 Due August 10, 2024	This grant offers a unique opportunity to shape global AI governance by promoting U.S. approaches to responsible AI through capacity building and engagement at the UN level.
Humanities Research Centers on Artificial Intelligence	National Endowment for the Humanities	This program aims to support a more holistic understanding of AI's impact through new humanities research centers focused on the ethical, legal, and societal implications of AI.	Proposals should establish new interdisciplinary centers led by humanities scholars, engaging in at least two scholarly activities related to AI's implications. Centers must be new, not existing ones.	\$750K	Est. September 11, 2024	This grant poses an opportunity to establish interdisciplinary humanities centers examining AI's societal impacts, contributing to NEH's broader initiative on Humanities Perspectives on Artificial Intelligence.
Predictive Science Academic Alliance Program IV	Department of Energy (DOE), National Nuclear Security Administration (NNSA)	NNSA aims to support leading U.S. institutions of higher education in advancing predictive science capabilities enabled by exascale computing and data science technologies.	Proposals are sought in two categories: 1) Predictive Simulation Centers focused on large-scale integrated simulations, and 2) Focused Investigatory Centers targeting specific research topics in disciplines or enabling technologies.	\$500K-3.5M	Posted May 22, 2024 Due September 30, 2024	A unique opportunity for universities to impact national security while pushing the boundaries of predictive science and exascale computing.

*Estimate derived from analysis of historical procurement data, public solicitations, agency documents, and industry trends. Incorporates ML algorithms and expert review. Subject to change as new information emerges. Clients should independently verify and assess for their specific needs.

Opportunity Title	Tier	Relevancy Score	Competition Type	TCV (\$M)	Contract Type	Period of Performance	NAICS
Advanced Computing Systems & Services: Adapting to the Rapid Evolution of Science and Engineering Research 2.0	1	9/10	Full and open	\$60M	Grant	Up to 5 years	541715
Federal Client (Department and Agency)		Customer Dynamics Details			Key Stakeholders Strategy		
National Science Foundation (NSF)		The NSF 24-583 grant is primarily funded by the National Science Foundation (NSF), specifically managed under the Directorate for Computer and Information Science and Engineering (CISE), Office of Advanced Cyberinfrastructure (OAC).			Engage resource providers to offer advanced CI capabilities, ensuring broad access for the S&E research community and emphasizing the inclusion of underrepresented communities.		
Executive Summary				Background			
The solicitation seeks proposals for providing advanced CI resources to support computational and data-intensive S&E research. It includes two categories: Capacity Resources (Category I) and Innovative Prototypes/Testbeds (Category II). The aim is to enhance computational capabilities, support a broad user base, and encourage the development of novel technologies and methods.				NSF has a history of supporting advanced computational resources to accelerate S&E research. The growing demand for such resources, alongside evolving technological landscapes, necessitates continued investment and innovation in CI.			
Detailed Opportunity Overview		Scope/Requirements Details		Procurement Details		KPIs	
The program seeks to fund projects that provide national-scale CI resources, either through large-scale capacity resources or innovative prototype/testbed deployments. Proposals should align with NSF’s vision for an advanced computing ecosystem and support diverse S&E research needs.		Proposals should address current and future computational and data analytics needs, include detailed system specifications, performance metrics, deployment plans, and strategies for user support and engagement. They must also consider broader impacts, including democratized access and environmental sustainability.		• Category I Submissions: October 29, 2024 • Category II Submissions: June 24, 2025 • Letter of Intent: Not Required		Performance will be measured based on system reliability, usability, and scientific impact. Metrics will include system availability, user support effectiveness, and broader impacts on the S&E research community.	
Strategic Importance		Competitive Environment Analysis		Teaming Opportunities		GE SME Opportunity Takeaways	
This program is crucial for maintaining and advancing the US's leadership in S&E research by providing cutting-edge computational resources and ensuring broad access across diverse research communities.		NSF encourages diverse and innovative proposals, including from institutions that have not historically provided national CI resources. Proposals will be reviewed based on their technical merits, potential impact, and alignment with NSF’s strategic goals.		Proposers are encouraged to form partnerships with other institutions, including EPSCoR jurisdictions and underrepresented communities, to enhance the reach and impact of their proposed resources.		This program provides an opportunity to contribute to national CI capabilities, support a diverse range of S&E research, and explore innovative computing paradigms.	
Contract Officer	Robert Chadduck				RFP Date	June 18, 2024	
Email	rchadduc@nsf.gov				Contract Vehicle	Cooperative Agreement	
Opportunity Link	https://www.nsf.gov/publications/pub_summ.jsp?ods_key=nsf24583				Incumbent	N/A	

*Estimate derived from analysis of historical procurement data, public solicitations, agency documents, and industry trends. Incorporates ML algorithms and expert review. Subject to change as new information emerges. Clients should independently verify and assess for their specific needs.

Opportunity Title	Tier	Relevancy Score	Competition Type	TCV (\$M)	Contract Type	Period of Performance	NAICS
Expanding AI Innovation Through Capacity Building and Partnerships	1	9/10	Full and Open	\$10-17M	Standard Grant or Continuing Grant	Up to 4 years for PARTNER awards, 2 years for CAP awards	541715
Federal Client (Department and Agency)		Customer Dynamics Details			Key Stakeholders Strategy		
National Science Foundation (NSF)		The PSAAP IV grant is funded and managed by the DOE’s National Nuclear Security Administration (NNSA), with involvement from Lawrence Livermore National Laboratory, Los Alamos National Laboratory, and Sandia National Laboratories. Key stakeholders include the NNSA’s Office of Research, Development, Test, and Evaluation, which oversees the Predictive Science Academic Alliance Program			Engage minority-serving institutions (MSIs), National AI Research Institutes, and various federal partners such as the Department of Homeland Security, National Institute of Food and Agriculture, and Department of Defense.		
Executive Summary				Background			
The ExpandAI program aims to broaden participation in AI research, education, and workforce development by establishing capacity-building projects and partnerships within the National AI Research Institutes ecosystem. The program supports Minority-Serving Institutions (MSIs) through two tracks: Capacity Building Pilots (CAP) and Partnerships (PARTNER).				The National Science Foundation and its partners aim to grow a diverse interdisciplinary research community to advance AI innovation, promoting inclusion and collaboration. This initiative targets MSIs to leverage their untapped potential in AI research and education.			
Detailed Opportunity Overview		Scope/Requirements Details		Procurement Details		KPIs	
The ExpandAI program offers funding to MSIs to develop AI capacity through foundational or use-inspired AI research, educational programs, and career pathways. The program encourages partnerships with established AI Institutes to enhance collaboration and mutual benefits in AI activities.		Eligible MSIs must submit a Concept Outline and receive an invitation to submit a full proposal. CAP proposals should focus on establishing AI capacity at the institution, while PARTNER proposals should scale existing AI programs and include partnerships with AI Institutes. Proposals must demonstrate institutional need, support, and a clear capacity-building plan.		• RFI Release Date: June 25, 2024 • Estimated RFP Deadline: October 18, 2024		Key performance indicators include the successful establishment of AI research capacity, development of education and workforce programs, enhancement of research infrastructure, and increased participation of underrepresented groups in AI.	
Strategic Importance		Competitive Environment Analysis		Teaming Opportunities		GE SME Opportunity Takeaways	
The program is strategically important for promoting diversity in AI research and education, providing opportunities for historically marginalized communities, and enhancing the national AI workforce.		The program encourages diverse and innovative proposals from eligible MSIs. The competitive environment focuses on the ability to build AI capacity and form effective partnerships with established AI research institutes.		The program encourages partnerships with AI Institutes and other collaborative organizations funded under the National AI Research Institutes Program.		This program provides an opportunity to contribute to national AI research and workforce development, support diverse talent in AI, and engage in collaborative projects with leading AI research institutes.	
Contract Officer	ExpandAI Program Team				RFP Date	June 25, 2024	
Email	ExpandAIProgram@nsf.gov				Contract Vehicle	Cooperative Agreement	
Opportunity Link	new.nsf.gov/funding/opportunities/expanding-ai-innovation-through-capacity-building/nsf23-506/solicitation				Incumbent	N/A	

*Estimate derived from analysis of historical procurement data, public solicitations, agency documents, and industry trends. Incorporates ML algorithms and expert review. Subject to change as new information emerges. Clients should independently verify and assess for their specific needs.

Building Capacity for Responsible, Inclusive, and Rights-Respecting Approaches to AI Profile

Opportunity Title	Tier	Relevancy Score	Competition Type	TCV (\$M)	Contract Type	Period of Performance	NAICS
Building Capacity for Responsible, Inclusive, and Rights-Respecting Approaches to AI	1	9/10	Full and open	\$3M	Open Competition - Grant	3 years	541715
Federal Client (Department and Agency)		Customer Dynamics Details			Key Stakeholders Strategy		
U.S. Department of State, Bureau of Cyberspace and Digital Policy (CDP)		The CDP is working through the DCCP, with key personnel including grant officers and program managers, and collaboration with UN entities (like UNESCO and ITU), partner countries, and civil society organizations to advance ethical AI development globally.			Engage key funder stakeholders by clearly aligning the project with their strategic goals, demonstrating potential for significant impact and sustainability, and maintaining continuous, transparent communication to build trust and address priorities throughout the project lifecycle.		
Executive Summary				Background			
The U.S. Department of State's Bureau of Cyberspace and Digital Policy (CDP) is seeking proposals to build capacity for responsible, inclusive, and rights-respecting approaches to AI. The program aims to support global engagement and capacity building to promote safe and trustworthy AI systems, enhance AI policy frameworks, and ensure multi-stakeholder involvement in AI governance.				The CDP was established to lead and coordinate U.S. diplomacy on cyber and digital policy. Recognizing the critical role of technology in national security and economic growth, the CDP aims to promote standards and norms for the rights-respecting use of technology. This program is part of the U.S. Government's broader strategy to ensure safe and ethical AI development globally.			
Detailed Opportunity Overview		Scope/Requirements Details		Procurement Details		KPIs	
The program seeks to fund activities that enhance AI governance and capacity building in target countries. Key activities include workshops, training sessions, policy development support, and public outreach. The project will leverage existing UN initiatives and U.S. leadership to promote responsible AI practices.		Proposals should outline a clear strategy for building AI capacity, engaging stakeholders, and promoting inclusive AI governance. Applicants must demonstrate administrative and technical capacity, as well as a track record of managing similar projects.		• RFI Release Date: June 11, 2024 • RFP Deadline Date: August 10, 2024		Performance indicators include the number of stakeholders trained, the development of national AI policies, the number of workshops and forums held, and the engagement of civil society in AI governance.	
Strategic Importance		Competitive Environment Analysis		Teaming Opportunities		ACG SME Opportunity Takeaways	
The program supports U.S. strategic goals to promote safe, secure, and trustworthy AI development globally. It aligns with the U.S. International Cyberspace and Digital Policy Strategy and Executive Order 14110 on AI. The initiative aims to enhance international cooperation and support U.S. leadership in AI governance.		Innovative and diverse proposals that demonstrate a strong capacity for stakeholder engagement and AI governance. The competitive environment focuses on the ability to deliver impactful and sustainable AI capacity-building activities.		Applicants are encouraged to partner with like-minded countries, civil society groups, UN entities, and private sector organizations to enhance the reach and effectiveness of their proposals.		To contribute to global AI governance, support diverse stakeholders in AI capacity building, and promote the U.S. vision of responsible and rights-respecting AI development.	
Contract Officer	DCCP Foreign Assistance Team				RFP Date	June 11, 2024	
Email	DCCP-INFO@state.gov				Contract Vehicle	TBD	
Opportunity Link	https://www.grants.gov/search-results-detail/354886				Incumbent	Cooperative Agreement	

*Estimate derived from analysis of historical procurement data, public solicitations, agency documents, and industry trends. Incorporates ML algorithms and expert review. Subject to change as new information emerges. Clients should independently verify and assess for their specific needs.

Opportunity Title	Tier	Relevancy Score	Competition Type	TCV (\$M)	Contract Type	Period of Performance	NAICS
Humanities Research Centers on Artificial Intelligence	1	9/10	Forecasted	\$1M	Grant	Up to 3 years	541715
Federal Client (Department and Agency)		Customer Dynamics Details			Key Stakeholders Strategy		
National Endowment for the Humanities (NEH)		NEH is the primary funder, while the Division of Research oversees the grant application process, provides guidance to applicants, and ensures alignment with the Humanities Perspectives on Artificial Intelligence initiative.			Engage nonprofit organizations, higher education institutions, state and local governments, and federally recognized Native American Tribal governments. The program emphasizes the inclusion of underrepresented communities and interdisciplinary collaboration.		
Executive Summary				Background			
The NEH Humanities Research Centers on Artificial Intelligence program aims to create new centers of scholarly discourse to explore the ethical, legal, and societal implications of AI. Centers must involve sustained collaboration among scholars and propose activities such as research, workshops, and public outreach. Projects should result in a leadership structure, mission statement, and sustainability plan.				The initiative is part of the NEH's efforts to support research in the humanities that addresses contemporary challenges posed by AI. The program aligns with the 2023 National AI Research and Development Strategic Plan, which emphasizes the importance of understanding and mitigating the potential harms of AI technologies.			
Detailed Opportunity Overview		Scope/Requirements Details		Procurement Details		KPIs	
Applicants must propose the creation of a research center focusing on the humanities implications of AI. Centers should engage in multiple scholarly activities and promote interdisciplinary collaboration. Proposals must include a plan for long-term sustainability and public outreach.		Eligible applicants include nonprofit organizations, accredited higher education institutions, state and local governments, and federally recognized Native American Tribal governments. Proposals must outline planned activities, leadership structure, mission statement, and sustainability strategy. The project must result in at least two outcomes such as workshops, publications, or digital tools.		• Estimated RFP date: September 11, 2024 • Estimated RFP deadline: December 11, 2024		Performance indicators include the successful establishment of the center, completion of planned activities, publication of research findings, and engagement with the public and scholarly communities.	
Strategic Importance		Competitive Environment Analysis		Teaming Opportunities		GE SME Opportunity Takeaways	
The program is strategically important for advancing the understanding of AI's impacts on society and promoting informed public discourse. It aims to create centers that will continue to contribute to humanities research and education on AI beyond the grant period.		The program encourages diverse and innovative proposals, particularly those involving collaboration with underrepresented communities. The competitive environment is focused on interdisciplinary research and long-term sustainability.		Applicants are encouraged to form partnerships with other institutions and organizations to enhance the impact and reach of their proposed centers.		This program provides an opportunity to contribute to national research on the societal impacts of AI, support diverse research initiatives, and promote interdisciplinary collaboration.	
Contract Officer	Division of Research Programs				RFP Date	September 11, 2024	
Email	AICenters@neh.gov				Contract Vehicle	TBD	
Opportunity Link	https://www.neh.gov/program/humanities-research-centers-artificial-intelligence				Incumbent	Not specified	

*Estimate derived from analysis of historical procurement data, public solicitations, agency documents, and industry trends. Incorporates ML algorithms and expert review. Subject to change as new information emerges. Clients should independently verify and assess for their specific needs.

Opportunity Title	Tier	Relevancy Score	Competition Type	TCV (\$M)	Contract Type	Period of Performance	NAICS
Predictive Science Academic Alliance Program IV	1	9/10	Full and open	\$20M	Cooperative Agreement	Up to 5 years	541715
Federal Client (Department and Agency)		Customer Dynamics Details			Key Stakeholders Strategy		
Department of Energy (DOE), National Nuclear Security Administration (NNSA)		The competitive environment for the PSAAP IV grant is intense, with key academic institutions vying to showcase advancements in predictive science, exascale computing, and AI/ML integration while ensuring robust collaboration with national laboratories and compliance with stringent verification, validation, and uncertainty quantification standards.			Engage federal stakeholders by aligning your project goals with DOE/NNSA priorities, maintaining open communication channels, and demonstrating your expertise and collaborative spirit. Ensure compliance with guidelines, provide transparent reporting, and highlight the project's impact and benefits to build trust and support.		
Executive Summary				Background			
PSAAP IV will support U.S. institutions of higher education with doctoral programs to engage in predictive science research, focusing on exascale computing, data science, and AI/ML technologies. The program aims to enhance predictive capabilities, advance V&V/UQ, and develop the next generation of computational scientists.				The program builds on previous iterations of the Predictive Science Academic Alliance Program, emphasizing science-based stockpile stewardship without nuclear testing, through advanced simulation and computational modeling. The current phase (PSAAP IV) incorporates new focuses on AI and machine learning technologies.			
Detailed Opportunity Overview		Scope/Requirements Details		Procurement Details		KPIs	
PSAAP IV funds Predictive Simulation Centers (PSCs) and Focused Investigatory Centers (FICs). PSCs tackle large multidisciplinary problems with advanced computational simulations, while FICs focus on specific research areas or enabling technologies. Collaboration with NNSA labs is a core requirement, and the program includes extensive V&V/UQ plans and workforce development.		PSCs must integrate science, computer science, and ML technologies for exascale computing applications, demonstrating predictive simulations with V&V/UQ. FICs focus on a single discipline, aiming for significant scientific advancements. Both types of centers require collaborations with NNSA laboratories, annual meetings, and student internships at NNSA labs.		<ul style="list-style-type: none">• NOFO Issue Date: May 22, 2024• Pre-Applications Submission Deadline (Optional): June 27, 2024 (11:59 PM ET)• Encourage/Discourage Date: August 21, 2024• Applications Submission Deadline (Mandatory): September 30, 2024 (11:59 PM ET)• Anticipated Selection Notifications: April 2025		Engaging a set number of Civil Society Organizations (CSOs) in AI and human rights advocacy, meeting specific performance targets and baseline values, and ensuring the project's outcomes align with U.S. policy preferences at the UN system.	
Strategic Importance		Competitive Environment Analysis		Teaming Opportunities		ACG SME Opportunity Takeaways	
The program is vital for maintaining and advancing U.S. capabilities in predictive science and exascale computing, crucial for national security and scientific progress.		The competitive environment for the PSAAP IV grant is intense, with key academic institutions vying to showcase advancements in predictive science, exascale computing, and AI/ML integration while ensuring robust collaboration with national laboratories and compliance with stringent verification, validation, and uncertainty quantification standards.		Collaboration with NNSA labs and other academic institutions is encouraged to enhance research and development efforts.		A unique opportunity for universities to impact national security while pushing the boundaries of predictive science and exascale computing.	
Contract Officer	David Etim				RFP Date	May 22, 2024	
Email	david.etim@nnsa.doe.gov				Contract Vehicle	Cooperative Agreement	
Opportunity Link	https://psaap.llnl.gov/				Incumbent	N/A	

*Estimate derived from analysis of historical procurement data, public solicitations, agency documents, and industry trends. Incorporates ML algorithms and expert review. Subject to change as new information emerges. Clients should independently verify and assess for their specific needs.

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Opportunity Name	Client	Background of Opportunity	Scope/Requirements	Value	Est. RFP date	Key Takeaways
Artificial Intelligence Tools for Contracting and Procurement	Department of Defense (DoD), Defense Counterintelligence and Security Agency (DCSA)	DCSA aims to leverage AI to optimize and streamline federal procurement and contracting processes to meet current challenges and inefficiencies.	Focus on AI tools for compliance reviews, clause selection, contract questions, milestone plan creation, RFP development, and reducing procurement action lead time.	TBD	April 5, 2024	A major opportunity to introduce AI capabilities in federal contracting and procurement, aligning with your strengths in AI-driven digital transformation.
Artificial Intelligence (AI) for Acquisitions Minimum Viable Product (MVP)	Department of State (DoS)	The Department of State aims to modernize its extensive IT acquisition process to reduce inefficiencies and improve operational outcomes.	Automate the creation of pre-acquisition documentation, leverage AI/ML for predictive analytics and decision-making, ensure compliance with federal regulations and standards.	Estimated value not disclosed	August 11, 2023	This is a major, strategic opportunity that aims to leverage your AI and digital transformation expertise to modernize DoS's IT acquisition processes, promising substantial improvements in efficiency and compliance.
Advanced Technology Insertion and Innovation Laboratory (ATI iLab)	Secretary of the Air Force Concepts Development and Management Office (SAF/CDM), United States Air Force (USAF)	The USAF seeks to modernize its technological landscape, enhance operational efficiency, and support mission-critical objectives by rapidly developing and integrating AI/ML, cybersecurity, and advanced communications capabilities.	Professional engineering services for synthetic environment development, AI/ML model training, anomaly detection, rapid prototyping for autonomous vehicles, secure communications, and advanced data visualization services.	Estimated value not disclosed	Not specified	Strategic opportunity to deploy advanced AI/ML technologies and support the modernization of USAF operations, aligning closely with your expertise and past performance.
CDAO and CDS Support Services	Department of State	Modernize and enhance DOS's data management and analytics capabilities, driving data-driven decision-making.	Ad hoc advisory services, AI/ML expertise, strategic communications, quality control processes, and UI/UX design.	Not disclosed	April 30, 2024	A multi-faceted support services opportunity that aligns with the company's expertise in AI and digital transformation, aiming to modernize DOS's data-driven operations.
Battle Management for AI	Department of the Air Force, Air Force Materiel Command, AFRL – Rome Research Site, AFRL/Information Directorate	The AFRL is pursuing this opportunity to enhance AI models' operational effectiveness and adaptability in contested environments, ensuring alignment with mission dynamics and requirements.	Key areas include AI COA development, AI Common Operating Picture (COP), rapid retraining and redeployment of AI models, and coordination across a distributed AI Task Force.	Estimated value not disclosed	April 30, 2024	A major strategic contract focusing on AI model adaptation and deployment, closely aligning with capabilities in AI-driven digital transformation and operational efficiency.

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Opportunity Title	Tier	Relevancy Score	Competition Type	TCV (\$M)	Contract Type	Period of Performance	NAICS
Artificial Intelligence Tools for Contracting and Procurement	1	9/10	Full and open	\$25-50M	To be determined	Not specified	541512
Federal Client (Department and Agency)		Customer Dynamics Details			Key Stakeholders Strategy		
Department of Defense, DCSA		DCSA’s CPO is spearheading the initiative with a focus on enhancing client engagement, demystifying processes, and modernizing the acquisition workforce.			Engage DCSA CPO leadership, Understand strategic vision, Align proposal with operational goals.		
Executive Summary				Background			
The DCSA AI Tools RFI presents a significant opportunity to introduce advanced AI solutions optimized for federal contracting and procurement processes. This aligns closely with our core competencies in AI and digital transformation.				DCSA aims to enhance its contracting and procurement processes through the integration of advanced AI tools. The initiative seeks to address existing inefficiencies and standardize procurement operations.			
Detailed Opportunity Overview		Scope/Requirements Details		Procurement Details		KPIs	
The DCSA RFI seeks AI tools to optimize contracting and procurement processes. Objectives include compliance automation, clause selection, milestone planning, and RFP development.		The scope encompasses AI tools for compliance reviews, clause selection, workforce upskilling, milestone planning, RFP development, and reducing lead times.		• RFI Release Date: April 5, 2024 • Estimated RFP Date: July 2024		Efficiency improvements in procurement processes, Successful integration of AI tools, Compliance with security standards, Reduction in lead times	
Strategic Importance		Competitive Environment Analysis		Teaming Opportunities		ACG SME Opportunity Takeaways	
This represents a strategic initiative to modernize DoD's procurement processes, enhancing efficiency and compliance through advanced AI solutions.		Competitive landscape with key players focused on technological innovation in federal procurement.		Potential collaboration with cloud service providers and AI specialists to strengthen the proposal.		Strategic initiative to modernize DCSA's procurement processes, leveraging our AI capabilities for transformative efficiency gains.	

Contract Officer	Christian	Est. RFP Date	July 2024
Email	christian.m.green4.civ@mail.mil	Contract Vehicle	TBD
Opportunity Link	https://sam.gov/opp/6d346bce314542dc90a090d9b0868212/view	Incumbent	Not specified

*Estimate derived from analysis of historical procurement data, public solicitations, agency documents, and industry trends. Incorporates ML algorithms and expert review. Subject to change as new information emerges. Clients should independently verify and assess for their specific needs.

Opportunity Title	Tier	Relevancy Score	Competition Type	TCV (\$M)	Contract Type	Period of Performance	NAICS
Artificial Intelligence (AI) for Acquisitions Minimum Viable Product (MVP)	1	9/10	Full and Open	TBD	TBD	TBD	541512
Federal Client (Department and Agency)		Customer Dynamics Details			Key Stakeholders Strategy		
Department of State (DoS)		The initiative encompasses multiple bureaus within the Department of State, led primarily by the Bureau of Information Resource Management and other key stakeholders, ensuring broad departmental impact and compliance with federal guidelines.			Engage with key stakeholders such as the DoS CIO, the Office of IT Acquisitions, and compliance officers to align solutions with their strategic goals and operational needs.		
Executive Summary				Background			
This RFI explores the implementation of generative AI/ML to streamline IT acquisitions by reducing manual efforts, ensuring compliance, and improving decision-making processes within the Department of State.				The Department of State faces inefficiencies and increased complexities in IT acquisitions due to underdeveloped requirements and manually intensive processes. This opportunity aims to integrate AI technology to optimize the drafting and reviewing of acquisition documents.			
Detailed Opportunity Overview		Scope/Requirements Details		Procurement Details		KPIs	
DOS is seeking to implement a Minimum Viable Product (MVP) utilizing AI/ML to enhance and automate the creation of pre-acquisition documentation. This includes necessary compliance considerations, and integrating AI algorithms to streamline procurement processes, improving efficiency, and decision-making capabilities.		The project includes automating procurement processes using AI/ML, training AI algorithms with procurement data, integrating AI tools with existing systems, and ensuring outputs comply with statutory and regulatory standards.		<ul style="list-style-type: none">RFI Release Date: July 19, 2023.Estimated RFP Date: September 2024.Responses Date: August 11, 2024.Performance Location: Remote with potential at Department of State facilities.		Efficiency improvements, successful AI/ML tool integration, compliance with security standards, cost reductions through automation.	
Strategic Importance		Competitive Environment Analysis		Teaming Opportunities		ACG SME Opportunity Takeaways	
This initiative is strategically important as it aims to modernize the State Department's procurement processes, aligning with broader federal goals of enhanced efficiency, cost-saving, and innovation through technology.		The competitive landscape is steep, focusing on innovative AI solutions and ensuring comprehensive compliance with stringent federal standards.		Potential collaborations with AI technology vendors, cloud service providers like AWS, and cybersecurity firms to ensure robust and compliant solutions.		A highly strategic initiative for modernizing State Department's procurement processes leveraging AI/ML, aligning with your core strengths in digital transformation and procurement automation.	
Contract Officer	Katherine White				Est. RFP Date	September 2024	
Email	whitekg@state.gov				Contract Vehicle	TBD	
Opportunity Link	https://sam.gov/opp/6d7d044b6fc4463b95c2b378278e39bb/view				Incumbent	TBD	

*Estimate derived from analysis of historical procurement data, public solicitations, agency documents, and industry trends. Incorporates ML algorithms and expert review. Subject to change as new information emerges. Clients should independently verify and assess for their specific needs.

Opportunity Title	Tier	Relevancy Score	Competition Type	TCV (\$M)	Contract Type	Period of Performance	NAICS
Advanced Technology Insertion and Innovation Laboratory (ATI iLab)	1	10/10	Full and open	\$25-50M	Mix of firm-fixed price, time & materials, labor hour	Up to 72 months including option periods	541715
Federal Client (Department and Agency)		Customer Dynamics Details			Key Stakeholders Strategy		
Department of the Air Force, Secretary of the Air Force Concepts Development and Management Office (SAF/CDM)		The SAF/CDM oversees this initiative with a mission to align R&D activities with Air Force strategic objectives. Collaboration across multiple Air Force commands and DoD entities is anticipated to fulfill the contract requirements.			Engage with SAF/CDM leadership, understand USAF strategic needs, and tailor propositions to align with their operational goals. Leverage past performance to build trust and credibility.		
Executive Summary				Background			
The ATI iLab IDIQ represents a leading opportunity for comprehensive R&D services in support of Air Force technological advancements. It encompasses the lifecycle management of innovative technologies with a strong emphasis on digital environments, AI/ML, C2, and cybersecurity systems consistent with our expertise in digital transformation.				The Department of the Air Force aims to drive rapid innovation to remain at the forefront of technological advancements and better support combat operations. This contract will facilitate the swift development and deployment of cutting-edge capabilities, including AI/ML and secure communication systems.			
Detailed Opportunity Overview		Scope/Requirements Details		Procurement Details		KPIs	
The ATI iLab IDIQ contract is designed to enable the Air Force to achieve rapid technological advancements through dedicated R&D efforts. Key deliverables include synthetic environment development, AI/ML model creation, system engineering, and secure communications platforms. This initiative supports a range of defense projects, necessitating a high degree of innovation and coordination.		Provision of R&D, prototyping, system engineering, AI/ML model development, secure communications, and data visualization services. Includes managing development projects from conceptualization to deployment, focusing on innovations like synthetic environments and AI-driven decision-making tools.		• Current Stage: RFP expected. • Estimated RFP Date: September 2024. • No incumbent specified.		Efficiency improvements, successful deployment of AI/ML tools, enhanced decision-making capabilities, cost reduction via digital and cloud solutions.	
Strategic Importance		Competitive Environment Analysis		Teaming Opportunities		ACG SME Opportunity Takeaways	
This IDIQ is critical for maintaining and advancing USAF technological superiority in AI, cybersecurity, and command and control systems, in line with broader DoD strategic goals.		The competitive landscape is highly dynamic, driven by rapid technological advancements and stringent compliance requirements. Emphasize innovation and agility in the proposal.		Potential partners include cloud service providers like AWS, cybersecurity firms, and AI technology developers. Establish strategic alliances to leverage complementary capabilities.		A highly strategic contract opportunity that leverages our strengths in AI and digital transformation to significantly enhance USAF capabilities, promising substantial potential returns.	
Contract Officer	TBD				Est. RFP Date	September 2024	
Email	TBD				Contract Vehicle	IDIQ	
Opportunity Link	https://sam.gov/opp/5c5d94c8e3a74b0d893208d77a988319/view				Incumbent	Not specified	

*Estimate derived from analysis of historical procurement data, public solicitations, agency documents, and industry trends. Incorporates ML algorithms and expert review. Subject to change as new information emerges. Clients should independently verify and assess for their specific needs.

Opportunity Title	Tier	Relevancy Score	Competition Type	TCV (\$M)	Contract Type	Period of Performance	NAICS
CDAO and CDS Support Services	1	9/10	Full and open	TBD	Mix of firm-fixed price, time & materials, labor hour	Five years	541512
Federal Client (Department and Agency)		Customer Dynamics Details			Key Stakeholders Strategy		
Department of State (DOS), Office of Management Strategy and Solutions (M/SS)		The M/SS/CfA is the lead organization, providing analytics and data management services under a shared services model, partnering with various DOS bureaus to enhance data-driven decisions and compliance with the Evidence Act of 2018.			Engage with DOS’s CDAO and CDS leadership to understand their goals. Identify decision-makers and influencers within M/SS/CfA and tailor strategy to meet their specific needs.		
Executive Summary				Background			
The CDAO and CDS Support Services opportunity presents a strategic contract focusing on providing extensive support for data analytics, AI, and data management across the Department of State. This includes a broad range of services that leverage innovative data strategies and AI technologies, aligning with our capabilities in digital transformation and operational efficiency.				The Department of State aims to enhance its data-driven decision-making capabilities and modernize its approach to data management and AI utilization. This contract aligns with federal mandates for improved data accessibility and evidence-based policymaking, emphasizing a need for advanced AI and data analytics solutions.			
Detailed Opportunity Overview		Scope/Requirements Details		Procurement Details		KPIs	
The CDAO and CDS Support Services contract aims to support the entire lifecycle of data science and engineering projects within the Department of State. This includes advisory services, quality control, strategic communication, and red teaming for AI projects. The contract also involves training, policy formulation, and compliance with federal data strategies and regulatory mandates.		Key areas of work include ad hoc advisory services, special projects requiring DOS-specific knowledge, development and implementation of quality control processes, strategic communication, UI/UX support, and red teaming for AI projects. The contract emphasizes compliance with DOS data protocols and leveraging generative AI technologies.		This opportunity is currently at the Sources Sought stage, with response submissions due by April 11, 2024. The estimated RFP release is September 2024. The RFP responses, proposal submissions, and expected awards dates are yet to be specified.		Successful deployment and integration of AI/ML tools, improvements in data management practices, compliance with governance and security standards, enhanced decision-making capabilities	
Strategic Importance		Competitive Environment Analysis		Teaming Opportunities		ACG SME Opportunity Takeaways	
This contract is critical for modernizing the DOS’s data capabilities, directly aligning with our focus on digital transformation, AI, and data-driven governance.		The environment is highly competitive, focusing on innovation, compliance, and technological superiority.		Potential partners include cloud service providers like AWS, and technology firms specializing in AI and HPC systems. Teaming with companies that offer complementary skills will strengthen the proposal.		Emphasize AI/ML capabilities, cloud solutions, and previous federal IT project experience in proposal. Form strategic alliances and Align proposal details with DOS’s specific needs, and consider using feedback from SMEs to tailor solutions to M/SS/CfA’s goals.	
Contract Officer	Jeannie Mays				Est. RFP Date	September 2024	
Email	maysjr@state.gov				Contract Vehicle	TBD	
Opportunity Link	https://sam.gov/opp/c6533cf03fc04dcfa79f1da0488b0481/view				Incumbent	TBD	

*Estimate derived from analysis of historical procurement data, public solicitations, agency documents, and industry trends. Incorporates ML algorithms and expert review. Subject to change as new information emerges. Clients should independently verify and assess for their specific needs.

Opportunity Title	Tier	Relevancy Score	Competition Type	TCV (\$M)	Contract Type	Period of Performance	NAICS
Battle Management for AI	1	9/10	Full and open	TBD	TBD	Five years	541715
Federal Client (Department and Agency)		Customer Dynamics Details			Key Stakeholders Strategy		
Department of the Air Force, Air Force Materiel Command		The initiative will be overseen by the Air Force Research Laboratory Information Directorate (AFRL/RI) at the Rome Research Site, with a focus on ensuring AI model performance and reliability in a distributed task force environment.			Engage with the Air Force CIO, AFRL leadership, and operational units to align the proposal with their strategic goals and pain points.		
Executive Summary				Background			
The Battle Management for AI (BMAI) opportunity seeks innovative approaches for adaptive deployment and management of AI models in the battlespace. It emphasizes dynamic AI model handling to ensure compatibility and performance despite changing environments. This aligns well with our expertise in AI/ML, predictive analytics, and autonomous systems.				The Air Force aims to maintain superiority in contested environments by ensuring AI systems can be rapidly adapted to new conditions. This requires agile AI model management to address performance issues mid-mission, thereby ensuring operational readiness and effectiveness.			
Detailed Opportunity Overview		Scope/Requirements Details		Procurement Details		KPIs	
The Air Force's BMAI initiative seeks to address the challenge of AI model drift and performance issues during combat operations by establishing a robust framework for rapid model adaptation. The project aims to create an AI Task Force and an AI Common Operating Picture to provide real-time situational awareness and manage AI assets across a distributed battlefield.		Key requirements include developing capabilities for AI model evaluation and adaptation, creating an AI Task Force for battlefield AI management, and implementing an AI Common Operating Picture for real-time situational awareness.		• RFI Release Date: February 18, 2024. • Estimated RFP Date: September 2024. • Performance Location: Primarily Air Force facilities, with some remote work possible.		Successful AI model adaptation; Operational effectiveness; Situational awareness improvements; Compliance with military standards	
Strategic Importance		Competitive Environment Analysis		Teaming Opportunities		ACG SME Opportunity Takeaways	
Critical for maintaining battlefield AI superiority and ensuring real-time operational readiness.		Highly competitive environment with a focus on innovation and federal compliance.		Potential collaborations with cloud service providers like AWS and AI technology partners. Partnerships with companies experienced in military AI applications would be advantageous.		This strategically important project aligns with our AI and digital transformation strengths, offering significant potential for enhancing military AI capabilities.	
Contract Officer		Nicholas Del Rio			Est. RFP Date		September 2024
Email		nicholas.del_rio@us.af.mil			Contract Vehicle		TBD
Opportunity Link		https://sam.gov/opp/35395419eb7d49189f5716f3c41ee109/view			Incumbent		TBD

*Estimate derived from analysis of historical procurement data, public solicitations, agency documents, and industry trends. Incorporates ML algorithms and expert review. Subject to change as new information emerges. Clients should independently verify and assess for their specific needs.

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