

//A-Frame Solutions

# The Adaptive Operations Platform, Built by Former Contracting Officers

## ArcSuite Ai

The whole acquisition, on one platform, from intake to award. Already in production inside a federal agency.

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### Executive Summary

The acquisition workforce is being asked to do more with fewer people. Federal agencies approved tens of thousands of workforce departures in 2025, and lead times for complex, competitive procurements routinely stretch toward a year. Every hour a contracting shop loses to mechanics is an hour it does not have for judgment, and every experienced person who leaves takes hard-won institutional knowledge with them.

ArcSuite AI is the adaptive operations platform that keeps an acquisition moving and holds its knowledge in place. Its core is a knowledge library you own: your templates, prior awards, policies, and the FAR/DFARS, curated into reusable context, so no one drafts a PWS, an IGCE, or a clause matrix from a blank page again. Around that library, the platform carries the whole acquisition on one record, from intake to award, with the work products living on the record itself and AI grounded in your own material inside the government security boundary.

The platform speeds up the repeatable scaffolding of an acquisition, never the judgment. Every clause decision, every price, every negotiation stays yours, on a record built to withstand scrutiny.

The decisive point: this is production, not theory. ArcSuite AI already operates under an Authority to Operate (ATO) issued by the U.S. Internal Revenue Service. You are adopting something proven, run by people who held the warrant, and you can stand it up on real work in weeks.

**“I completed a 24-page PWS in 1.5 hours, a task that typically takes me 8 hours.”**

Contracting Professional, IRS

### The Problem: Acquisition Runs in the Gaps between Tools

A single procurement touches a dozen disconnected surfaces. The PWS is drafted in a word processor. The IGCE is built in a spreadsheet. Requirements arrive from a program office by email or

a static form. Clause matrices are assembled by hand. Reviews happen in tracked-changes files passed back and forth. Approvals are pasted signature blocks. And the “system of record” is a folder structure that only makes sense to the person who built it.

This fragmentation has real costs:

- **Re-keying and swivel-chair.** The same data is entered three times across three tools, and each copy drifts.
- **Lost lineage.** When a number or a clause is questioned months later, no one can reconstruct who changed what, when, or why.
- **Compliance by memory.** Clause selection and required steps ride on individual recall instead of enforced rules.
- **Knowledge that walks out the door.** When an experienced specialist rotates out, the reasoning behind their work goes with them, and a shrinking office inherits none of it.
- **Fragile approvals.** Concurrence is captured in a way that can’t be audited or tied back to the exact version approved.

The fix is not another point tool. It is a single record where the work products *live*, the workflow is *enforced*, the trail is *automatic*, and the office’s knowledge is *held in place* instead of in people’s heads.

### The Cost of the Seams: Score Your Own Shop

Before you evaluate any platform, put a number on the problem. For your last significant procurement: How many times was the same requirement re-keyed across separate tools? How many approvals live in someone’s inbox instead of on the record? How long would it take to reconstruct the full lineage of one document if a protest demanded it? How many required steps depend on an individual remembering them? And when your most experienced person leaves next, how much of what they know leaves with them? If those answers are uncomfortable, the gap is not your team. It is the seams between your tools, and it is exactly what ArcSuite AI is built to remove.

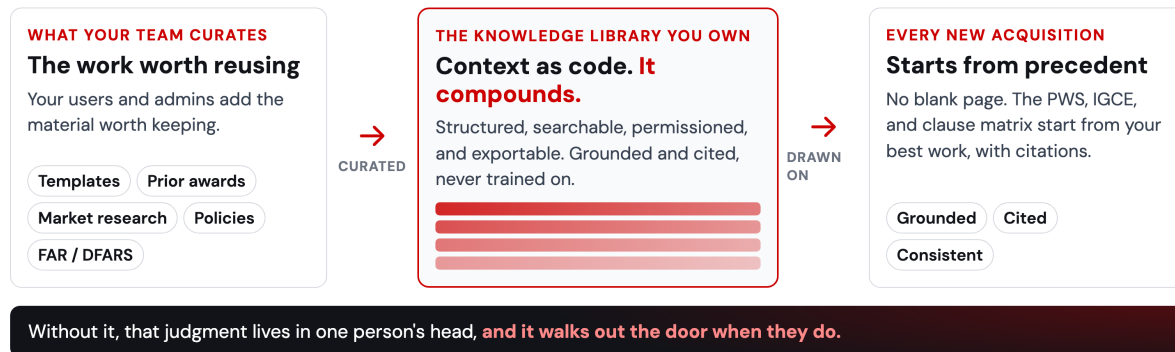
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## The Core Idea: Your Knowledge Library, Context as Code

In software, teams stopped keeping critical setup in one engineer’s head and started writing it down as reusable, versioned definitions, an approach called infrastructure as code. ArcSuite AI does the same for acquisition. Your office’s accumulated judgment becomes **context as code**: a knowledge library of templates, prior awards, market research, policies, worked examples, and the FAR/DFARS, all structured, searchable, and reusable.

## Your office's judgment, written down once. **Context as code.**

The templates, prior awards, and rationale worth reusing become a library you own. The AI draws on it and cites it; it never trains on it. The judgment stays yours.



*Context as code: your team curates the work worth reusing into a library you own; the AI draws on it and cites it, never trains on it; every new acquisition starts from precedent instead of a blank page.*

The library is seeded with former-CO-authored acquisition structures, and your team curates it over time, loading the templates, samples, and references worth reusing. The AI draws on that curated library and cites it; **it is not trained on the documents in the system**. Ask it how a prior PWS was structured, or why a past award used a given approach, and it answers from your own material, with citations you can check. This is the institutional memory that is otherwise walking out the door, made durable and searchable.

The specialist keeps the judgment. The platform never standardizes the substance of a deal. Requirements, price, terms, and clause selection stay authored for the acquisition in front of you. What the platform removes is the blank page: it offers reusable starting points and a searchable record of the office's own prior work and the reasoning behind it, which the specialist adopts or edits freely.

The office standardizes on one shared source. Instead of a dozen personal template folders, the team works from one governed library, so consistency and memory survive turnover instead of resetting with every departure.

**The library and every record in it are yours.** They are exportable in open formats, with no vendor lock-in: your knowledge is yours to keep, regardless of future platform decisions. If your agency later weighs expanding ArcSuite AI, that choice can rest on the platform's merits, not on the cost of moving your data out of it.

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## How It Fits Together: The Whole Acquisition, One Platform

**ArcTracker** is the workflow backbone where the acquisition actually runs. It models the work as configurable items (a procurement, a requirement, a task, a package) that mirror how your shop operates, not a vendor's template. Each item carries checklists that track the steps, role-based access

so every person sees only their slice, bidirectional relationships that link a requirement to its solicitation to its evaluations, and durable sign-off tied to the exact version reviewed. Leadership gets a live roll-up across the portfolio; each contributor gets a focused workspace.

ArcTracker

Requisition

+

Regular

Compact

Manage Types

Q Search items

Filters

Show / Hide columns

| Status | Requisition Num... | Funding Period      | Contract                  | Contracting Officer | COR           | Notes                                                                                                                         | Requisition Am | Actions                                                                                                                                                                                                                                                     |
|--------|--------------------|---------------------|---------------------------|---------------------|---------------|-------------------------------------------------------------------------------------------------------------------------------|----------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 25%    | FIRST527           | FP-0001             |                           | David Zhang         | Daren Davis   | HITECH FUNDED Request for direct 8a award to Sky Solutions for Admin Support for Rollout Meetings                             | 50,000         |    |
| 4%     | REQ-0001           | FP-0006             | CTR-0003                  | Danny Hollis        | LaToya Gordon | Provides ongoing technical advisory services and program coordination support. Conducts independent verification and...       | 218,844        |    |
| 14%    | REQ-0002           | FP-0002             | CTR-0004<br>Test Contract | Ely A               | Mithun V      | Delivers subject matter expertise across implementation, integration, and rollout phases. Provides ongoing technical...       | 653,843        |    |
| 0%     | REQ-0003           | FP-0007             | CTR-0005                  | Mithun V            | Danny Hollis  | Delivers subject matter expertise across implementation, integration, and rollout phases. Maintains operational continuity... | 442,188        |    |
| 26%    | REQ-0004           |                     | CTR-0006                  | Danny Hollis        | Candace Tyler | Provides ongoing technical advisory services and program coordination support. Delivers subject matter expertise across...    | 502,670        |    |
| 0%     | REQ-0005           |                     |                           | Ryan Sherrill       | David Zhang   | Provides ongoing technical advisory services and program coordination support. Supports federal stakeholders with...          | 934,071        |    |
| 0%     | REQ-0006           | Test Funding Period |                           | Alex Test           | Jaxxon Dart   | Coordinates with cross-agency partners to ensure alignment on shared standards.                                               | 899,147        |    |
| 0%     | REQ-0007           | FP-0009             |                           | Jaxxon Dart         | Patrick Curry | Provides ongoing technical advisory services and program coordination support. Maintains operational continuity through...    | 1,300,695      |    |
|        |                    |                     |                           |                     |               | Conducts independent verification and validation of contractor deliverables.                                                  | 1,579,635      |    |

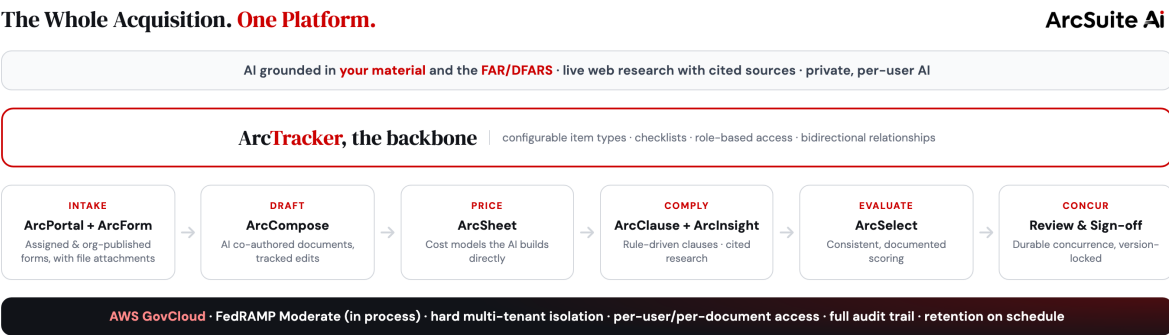
37 of 37 item(s)

10 per page

Page 1 of 4

ArcTracker: configurable item types, status roll-ups, and role-scoped columns across the whole acquisition portfolio.

Around that backbone, the work products live on the record itself, drawing on the shared library at every step. Picture a services acquisition moving through the platform:



How it works: ArcTracker carries the acquisition from intake to award. The work products live on the record, drawing on your knowledge library, with AI inside the government boundary.

- Intake.** A program office completes a requirements-intake form in a secure portal, attaching a draft statement of need, without ever touching the full workspace. It lands as a structured record on a new item, with no email and no re-keying.
- Shape the work.** The specialist opens the item. Its checklist lays out the steps; role-based access shows their slice. AI research helps compare vehicles and market conditions with cited

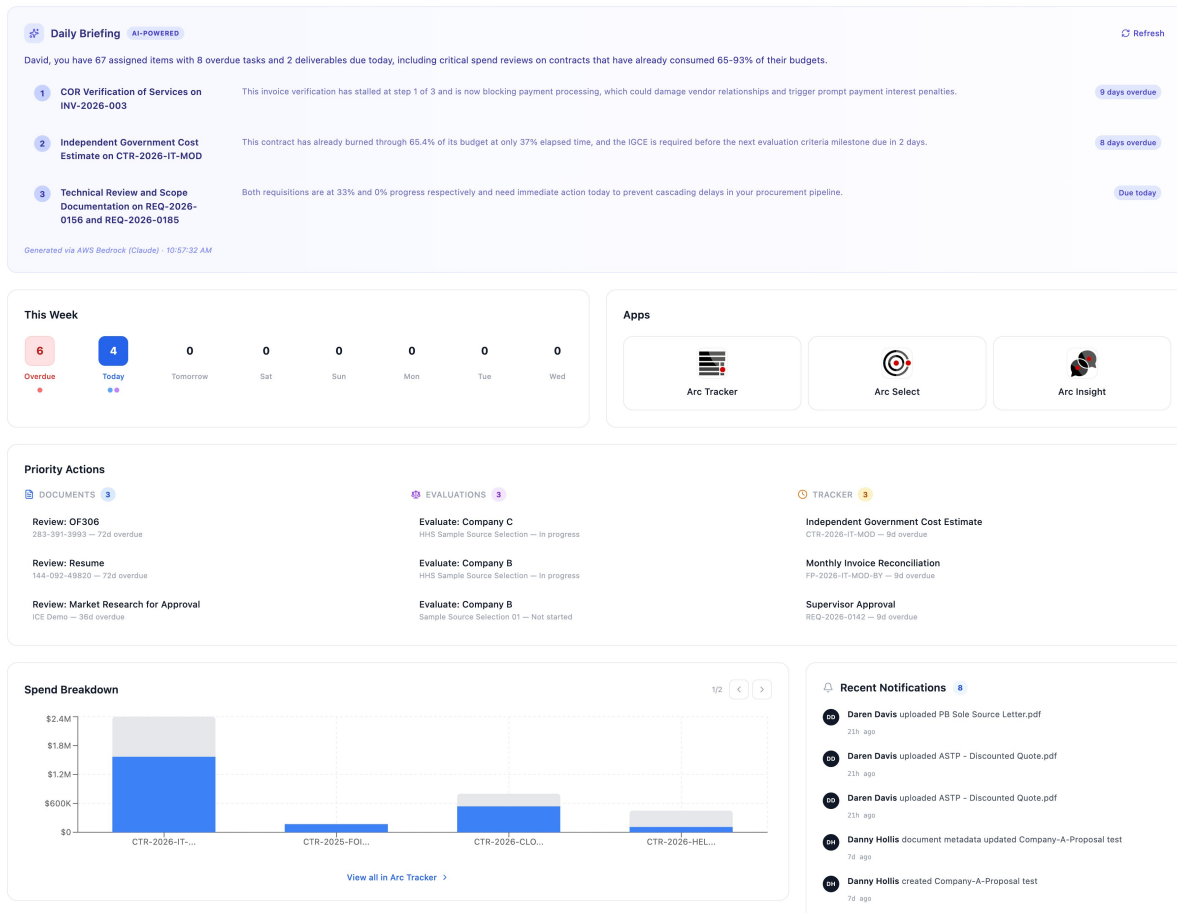
sources.

3. **Draft.** The specialist drafts the PWS with an AI co-author, edits arriving as tracked suggestions, grounded in the office's own library and the FAR/DFARS, on the record the document lives on.
4. **Price.** The IGCE is built on the same item, the AI structuring the model while live formulas keep the math honest, so the cost basis never leaves the record that holds the requirement.
5. **Comply.** Clause selection is rule-driven, producing the correct matrix for this acquisition rather than relying on memory.
6. **Review and concur.** Reviews run in place with reviewer assignment and version history; approvals are captured as durable concurrence tied to the exact version.
7. **Relate and roll up.** Bidirectional relationships link the requirement, the solicitation, and downstream evaluation, so leadership sees the whole thread and nothing is orphaned.

At every step, the document, the data, the form response, the attachment, the review, and the sign-off are **one connected object**. Nothing is exported, re-attached, or reconstructed after the fact. And at every step, the platform speeds up the scaffolding while the judgment stays with the officer.

### **The Pieces, at a Glance**

One platform, working on one record. The capabilities woven through the flow above:



One connected workspace: an AI daily briefing, priority actions across documents, evaluations, and tracker, and file attachments, all on one record.

- **ArcTracker** carries the acquisition from intake to award: configurable items, checklists, role-based access, bidirectional relationships, and sign-off.
- **ArcCompose** drafts contract and acquisition documents (PWS, SOW, J&A, D&F) with an AI co-author that edits directly in the page, as tracked suggestions you control.
- **ArcSheet** builds cost models and structured data on the same record, with an AI that changes the rows, formats, and formulas, and live math that recomputes rather than narrates.
- **ArcForm** turns loose email requests into structured, configurable intake that writes clean, queryable data straight onto the record.
- **ArcPortal** is a separate, access-gated app where stakeholders and reviewers complete only the forms assigned to them, with every response and attachment landing back on the acquisition record, without touching the rest of the workspace.
- **ArcInsight** reasons over your knowledge library and the live web, then drafts, summarizes, and answers with citations.

- **ArcSelect** structures technical-factor evaluation across a panel, producing a consistent, documented, protest-ready source-selection record on the same item as the solicitation.
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## Proven on Real Acquisitions

ArcSuite AI operates inside federal agencies today.

- **Internal Revenue Service.** ArcSuite AI runs in production under an IRS-issued Authority to Operate at the Moderate impact level. IRS users report drafting a 24-page PWS in 1.5 hours against a typical 8, and cutting weekly status reporting from an hour to minutes.
- **NOAA.** Teams use ArcTracker to run the acquisition workflow and ArcSelect to run documented source selections that hold up under scrutiny.
- **NIH NITAAC (CIO-SP4).** A-Frame supported source selection on one of the largest IDIQ vehicles in the federal market.

**“ArcTracker eliminated the most annoying part of my job: manually providing status updates. I went from spending an hour a week on data calls, down to 3 minutes.”**

Contract Specialist, NOAA

**“ArcSelect greatly increased the speed and quality of our source selections. When we received a bid protest, we responded with ease. The evaluation process was fully documented and traceable, and GAO dismissed the protest quickly.”**

Contracting Officer, NOAA

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## Security and Compliance: What a Reviewer Actually Needs

ArcSuite AI is built for government use. Here is the posture in the terms your security office will ask for.

- **An ATO you can build reciprocity from, not one that transfers.** ArcSuite AI operates today under an Authority to Operate issued by the U.S. Internal Revenue Service, at the Moderate impact level, scoped to the IRS and the Department of the Treasury. An ATO is agency- and boundary-specific, so it does not authorize your agency automatically. What it gives you is a completed federal security assessment and a reciprocity package to shorten your own path, not a claim that the work is already done. You are starting from a system that has cleared the ATO process once and been accepted into production with live government data, not from a pilot.
- **AWS GovCloud, with FedRAMP Moderate in process.** Hosted in AWS GovCloud, running its AI on Amazon Bedrock within that boundary, with data residency you can point to.

- **Your data, including CUI, stays in the boundary.** Customer data, including any Controlled Unclassified Information, is processed and stored inside the GovCloud boundary and is **never used to train models**. The AI is grounded in your material and the FAR/DFARS, cites its sources rather than inventing them, and each user’s conversation is private to them.
- **Governed collaboration.** Hard multi-tenant isolation so your data never mingles with another agency’s; per-user and per-document access enforced on every action, extended to every form submission that comes in through ArcPortal; a full attributable audit trail across documents, data, forms, and submissions; and retention on schedule per federal requirements.

## Pricing

ArcSuite AI is sold at published commercial prices, as a graduated per-user annual license in our AWS GovCloud (FedRAMP Moderate) environment. The per-user rate is all-inclusive of implementation, with no separate stand-up or integration fee, and it steps down as you add users. Established commercial catalog pricing supports a straightforward fair-and-reasonable determination, with no cost or pricing data to negotiate.

### Commercial catalog pricing. **It steps down as you grow.**

Graduated per-user annual license for the ArcSuite AI platform, in AWS GovCloud (FedRAMP Moderate). The rate is all-inclusive: implementation is included.

| GRADUATED RATE SCHEDULE |            |                  |
|-------------------------|------------|------------------|
| TIER                    | USERS      | RATE / USER / YR |
| Tier 1                  | 1 to 5     | \$12,000         |
| Tier 2                  | 6 to 100   | \$3,600          |
| Tier 3                  | 101 to 300 | \$1,800          |
| Tier 4                  | 301 and up | \$1,200          |

| WHAT A SHOP PAYS |                        |                  |
|------------------|------------------------|------------------|
| 50 users         | <b>\$222,000</b> /yr   | avg \$4,440/user |
| 200 users        | <b>\$582,000</b> /yr   | avg \$2,910/user |
| 1,000 users      | <b>\$1,602,000</b> /yr | avg \$1,602/user |

The published per-user rate is the entire cost, including implementation, with no separate stand-up or integration fee. The base-year price is the annual license for the agreed cell size; option years continue it. Volume, multi-year, and contract-vehicle pricing available.

*Commercial catalog pricing: a graduated per-user annual license that steps down as you add users, all-inclusive of implementation, in AWS GovCloud (FedRAMP Moderate).*

For example, a 50-user shop is \$222,000 for the base year, all-inclusive, an average of \$4,440 per user; a 200-user shop is \$582,000, an average of \$2,910 per user; and a 1,000-user deployment is \$1,602,000, an average of \$1,602 per user. The base-year price is simply the annual license for the size you choose, and option years continue it.

To keep risk low, we propose a **light proof on real work**: stand ArcSuite AI up for one team, seed the knowledge library with the office’s own prior structures, and run live intake, drafting, pricing, review, and tracking against a real (redacted) acquisition. Acceptance is measured against your current baseline for time to draft, consistency, and audit-readiness, so the results are evidence, not a demo.

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## The Bottom Line

Acquisition slows down in the gaps between tools, and its knowledge leaks out the door with every departure, at exactly the moment agencies have fewer people to absorb either loss. ArcSuite AI removes the gaps by putting the work products on the record itself, and holds the knowledge in place by turning the office's judgment into a library you own, with ArcTracker as the backbone that carries the whole acquisition from intake to award.

Teams move faster, produce more defensible work products, and stay audit-ready throughout, because the record and the work are finally the same thing, and because the platform is already proven inside a federal agency, you are adopting something real, not betting on a promise.

**From intake to award, on one platform, with AI that actually knows the domain, speeds up the scaffolding, and leaves the judgment where it belongs.**

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## See It on Your Own Acquisition

The easiest place to start is a look at the platform. In a 30-minute demo, a former Contracting Officer will walk your team through the whole acquisition on live screens, with no commitment.

From there, a hands-on look at your own work: bring a **redacted** requirement, or use one of ours, and watch ArcTracker carry it from intake to award, with the documents, cost model, forms, and sign-off built right on the record. Nothing sensitive has to leave your hands; we can run the scenario in a sandbox.

ArcSuite AI is available to federal agencies on **GSA MAS 47QRAA18D003H**.

Scan to book, or visit [aframesolutions.com/book](https://aframesolutions.com/book).

