//A-Frame Solutions

The Adaptive Operations Platform, Built by Former Contracting Officers

//A-Frame one

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

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.

A-Frame One 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 and its agency supplements, 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 through closeout, with the work products living on the record itself and AI grounded in your own material inside the government security boundary.

Those work products now share one authoring surface. A single document in A-Frame One's Docs module can hold narrative, fillable and validated form fields, and live formula spreadsheets at once, so the document, the intake form, and the cost model live on one record instead of three files in three tools. Leadership sees the whole portfolio through configurable dashboards that come ready to read, not built by hand.

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. A-Frame One already operates under an Authority to Operate (ATO) issued by the U.S. Internal Revenue Service. You are adopting something proven, built by former Contracting Officers who held the warrant, from the 1102's and COR's side of the desk, 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.
- **No line of sight.** Leadership rebuilds the same status picture by hand every week, from data calls and spreadsheets that are stale the moment they are compiled.

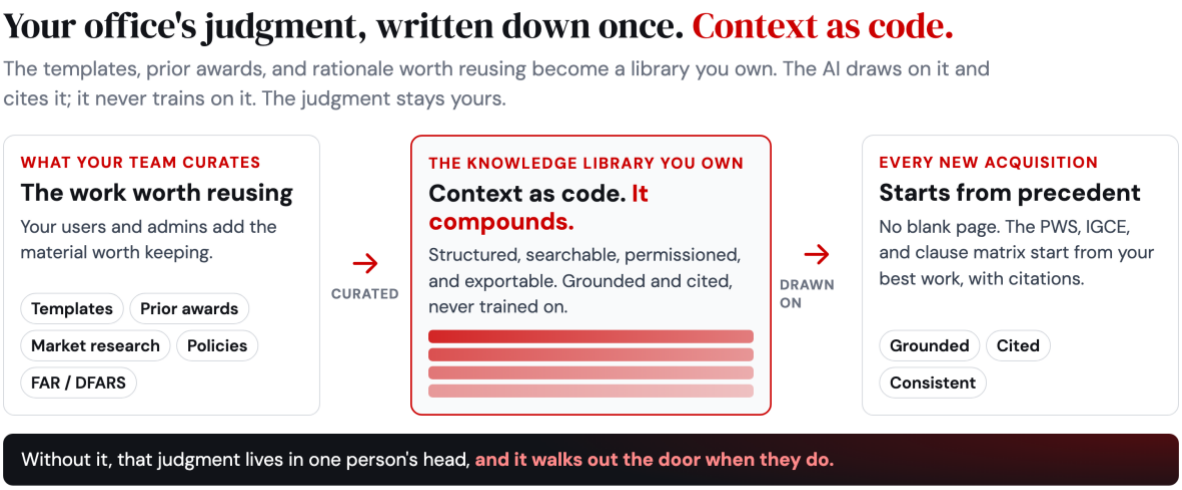
The fix is not another point tool. It is a single record where the work products *live*, the workflow is *enforced*, the trail is *automatic*, and the office's knowledge is *held in place* instead of in people's heads.

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 A-Frame One is built to remove.

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. A-Frame One 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 and its agency supplements, all structured, searchable, and reusable.



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.

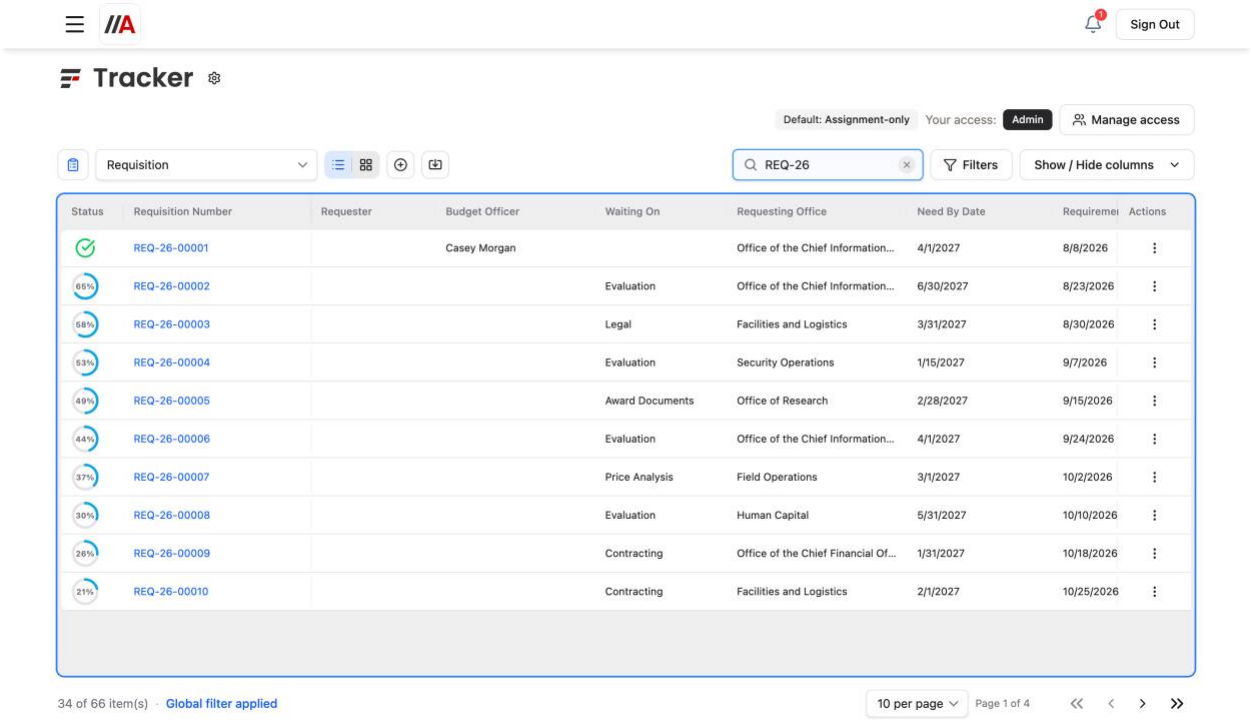
The office standardizes on one shared source. Instead of a dozen personal template folders, the team works from one governed library, so consistency and memory survive turnover instead of resetting with every departure.

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 A-Frame One, that choice can rest on the platform's merits, not on the cost of moving your data out of it.

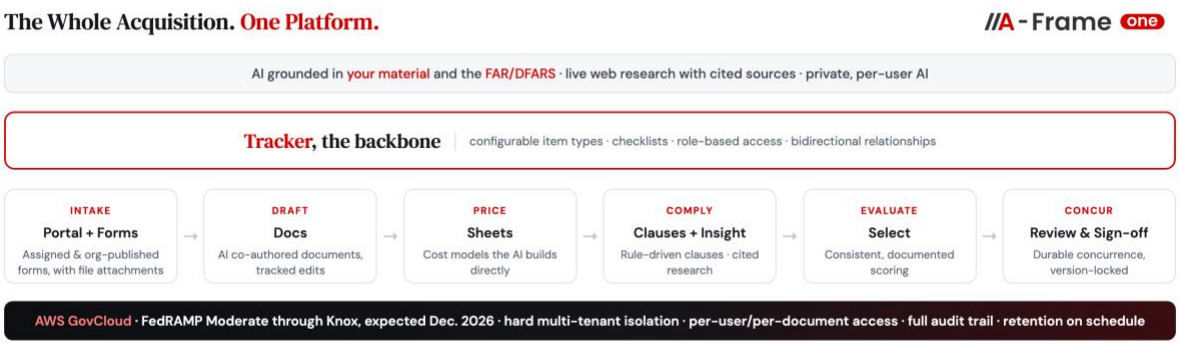
How It Fits Together: The Whole Acquisition, One Platform

A-Frame One's Tracker module 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. Because items are configurable, the same backbone runs every phase, including contract closeout, the stage that most often piles into a backlog.



Tracker: this year's requisitions, each with its progress, what it is waiting on, and the office that asked for it. Sample data.

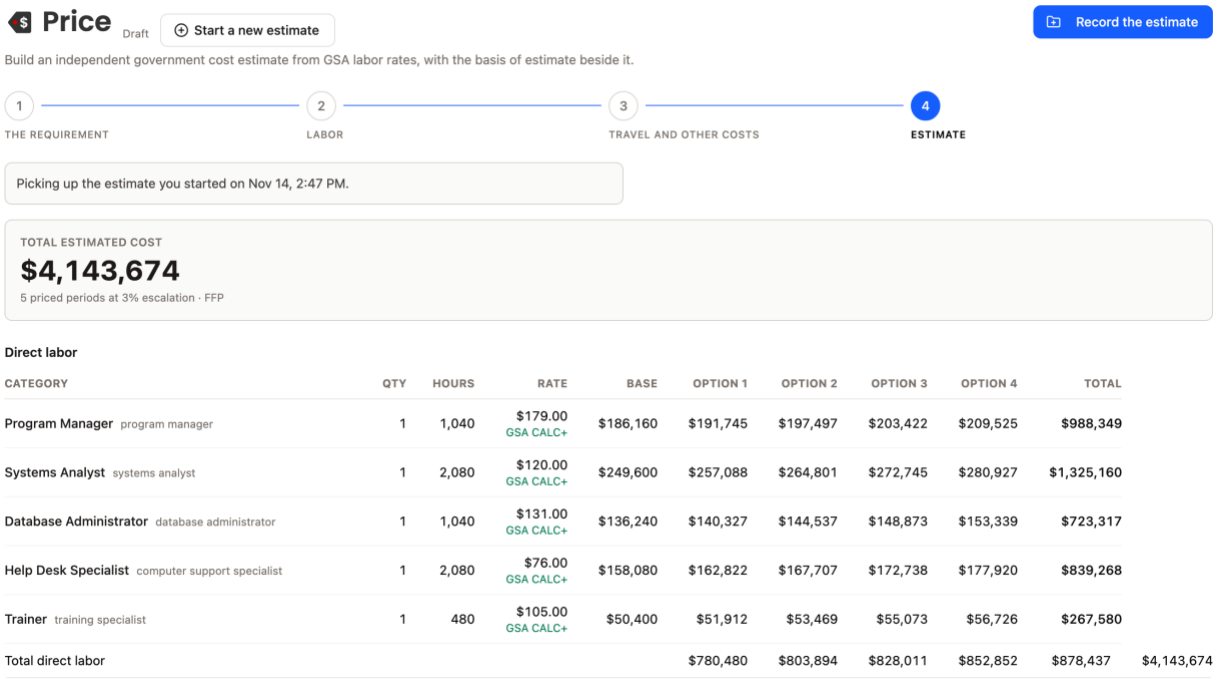
Around that backbone, the work products live on the record itself, drawing on the shared library at every step. Picture a services acquisition moving through the platform:



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

1. **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.
2. **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 and its agency supplements, 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.



Price Draft Start a new estimate

Record the estimate

Build an independent government cost estimate from GSA labor rates, with the basis of estimate beside it.

1 THE REQUIREMENT — 2 LABOR — 3 TRAVEL AND OTHER COSTS — 4 ESTIMATE

Picking up the estimate you started on Nov 14, 2:47 PM.

TOTAL ESTIMATED COST

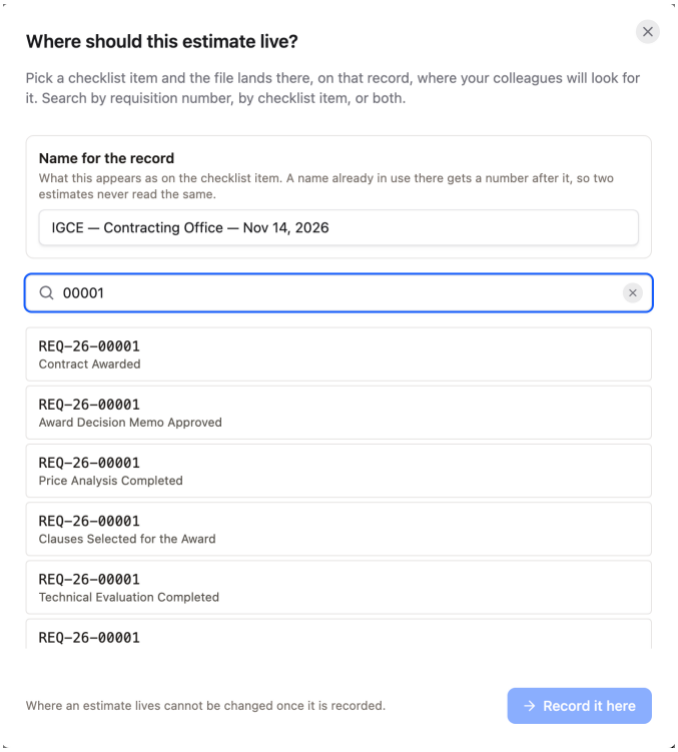
$4,143,674

5 priced periods at 3% escalation · FFP

Direct labor

CATEGORY	QTY	HOURS	RATE	BASE	OPTION 1	OPTION 2	OPTION 3	OPTION 4	TOTAL	
Program Manager program manager	1	1,040	$179.00 GSA CALC+	$186,160	$191,745	$197,497	$203,422	$209,525	$988,349	
Systems Analyst systems analyst	1	2,080	$120.00 GSA CALC+	$249,600	$257,088	$264,801	$272,745	$280,927	$1,325,160	
Database Administrator database administrator	1	1,040	$131.00 GSA CALC+	$136,240	$140,327	$144,537	$148,873	$153,339	$723,317	
Help Desk Specialist computer support specialist	1	2,080	$76.00 GSA CALC+	$158,080	$162,822	$167,707	$172,738	$177,920	$839,268	
Trainer training specialist	1	480	$105.00 GSA CALC+	$50,400	$51,912	$53,469	$55,073	$56,726	$267,580	
Total direct labor					$780,480	$803,894	$828,011	$852,852	$878,437	$4,143,674

A-Frame One's Price module in the platform: five labor categories priced at live GSA CALC+ rates, a base year and four option years with escalation. Sample data.



Where should this estimate live?

Pick a checklist item and the file lands there, on that record, where your colleagues will look for it. Search by requisition number, by checklist item, or both.

Name for the record

What this appears as on the checklist item. A name already in use there gets a number after it, so two estimates never read the same.

IGCE — Contracting Office — Nov 14, 2026

00001

REQ-26-00001
Contract Awarded

REQ-26-00001
Award Decision Memo Approved

REQ-26-00001
Price Analysis Completed

REQ-26-00001
Clauses Selected for the Award

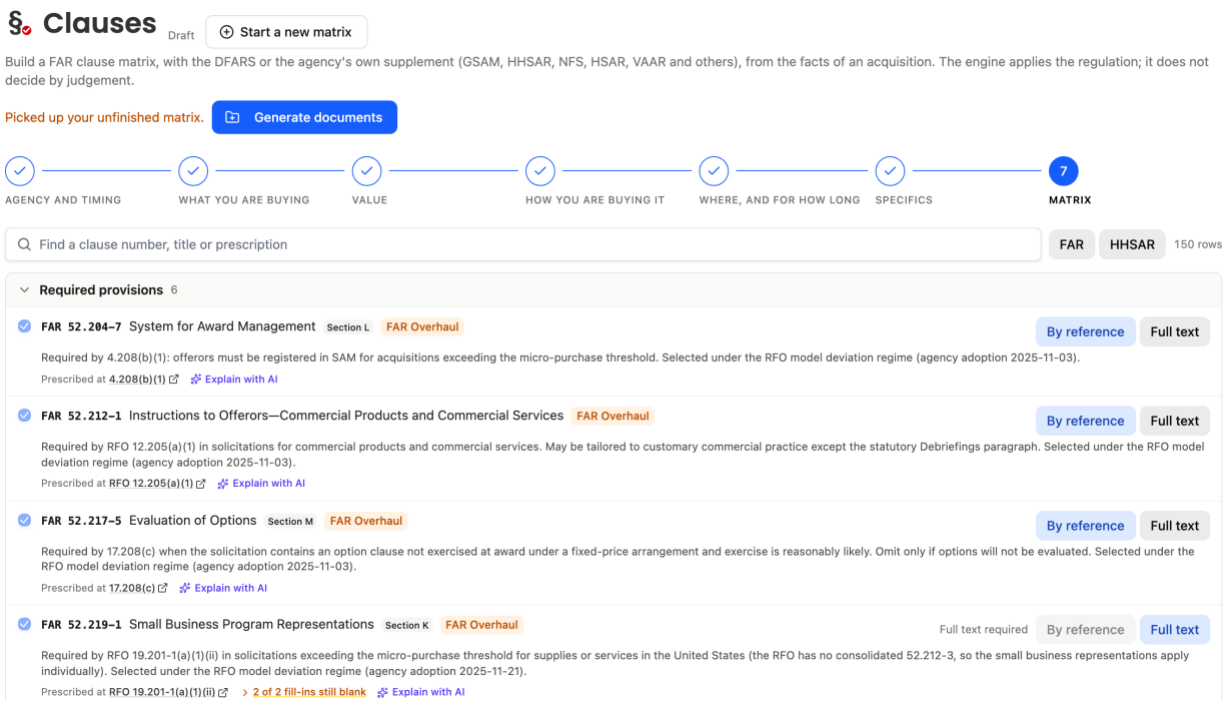
REQ-26-00001
Technical Evaluation Completed

REQ-26-00001

Where an estimate lives cannot be changed once it is recorded.

→ Record it here

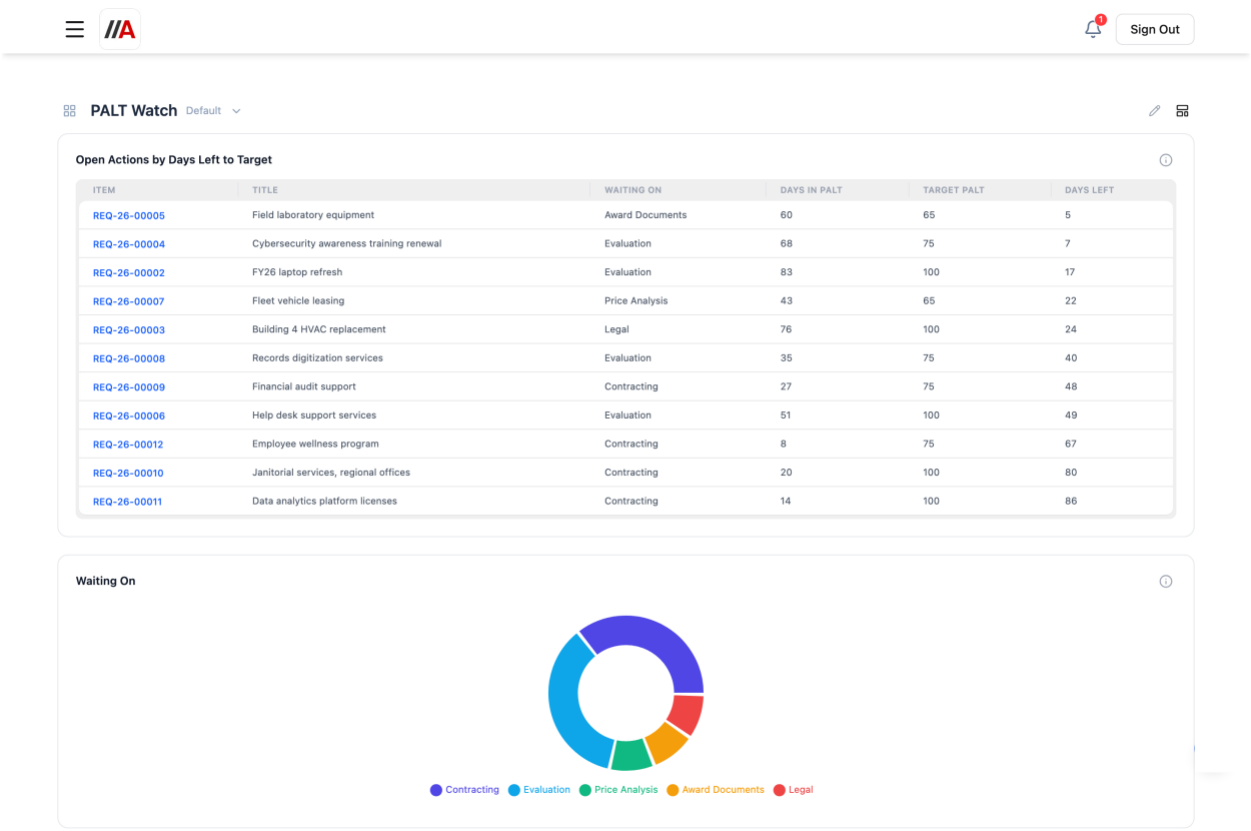
Recording the estimate: the file lands on a checklist item of the requisition in Tracker, on the record where colleagues will look for it.



A-Frame One's Clauses module in the platform: each required provision and clause with the rule that requires it, its FAR Overhaul status, and Explain with AI. Sample data.

The Pieces, at a Glance

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



A leadership dashboard: every open action ranked by the days left to its PALT target, with what each one is waiting on. Sample data.

- **A-Frame One's Tracker module** carries the acquisition from intake through closeout: configurable items, checklists, role-based access, bidirectional relationships, and sign-off. Leadership gets live portfolio dashboards that roll up items, checklists, and sign-offs in real time.
- **A-Frame One's Docs module** 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. A document in Docs can now also carry fillable, validated form fields and live formula tables, so one document can be a narrative, a form, and a spreadsheet at once. It is a full, collaborative document editor built into the workflow, with multiple authors, tracked changes, and reviewer sign-off, so no one drops out to a separate word processor and re-attaches.
- **A-Frame One's Sheets module** 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. Because those fields arrive structured and validated rather than loose prose, the filled copies of one master document compile with a click into a single consolidated spreadsheet in Sheets, a row per submission plus computed cross-record summaries, and an inline AI drafts a plain-language summary of what the data shows to speed analysis.
- **A-Frame One's Forms module** turns loose email requests into structured, configurable intake that writes clean, queryable data straight onto the record.

- **A-Frame One's Portal module** gives stakeholders and reviewers a separate, access-gated place to 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.
- **A-Frame One's Insight module** reasons over your knowledge library and the live web, then drafts, summarizes, and answers with citations.
- **A-Frame One's Select module** structures technical-factor evaluation across a panel, producing a consistent, documented, protest-ready source-selection record on the same item as the solicitation.

Three A-Frame One modules also run today as free, standalone tools on aframesolutions.com, with no login and no account. They are the quickest way for an office to judge how A-Frame One reasons about a real requirement, at no cost and no commitment:

- **A-Frame One's Perform module** drafts the three documents a performance-based services acquisition needs, the performance work statement, the performance requirements summary, and the quality assurance surveillance plan, from one set of performance objectives, so the three cannot describe different work. It will not invent a performance standard or an acceptable quality level: values it proposes are labelled, and anything the requiring activity has to decide is printed as a marked blank.
- **A-Frame One's Price module** builds an independent government cost estimate from a plain-English requirement. It drafts the labor and material line items, pulls live GSA CALC+ labor rates, and checks local wages against the Service Contract Act wage determination for the county, with the same wrap rate on both, so a role priced below the legal floor is flagged. It prices the base year and every option year with escalation, drafts a CLIN schedule, compares the estimate with recent federal awards, and exports to Excel and PDF with a written basis of estimate a reviewer can reconstruct.
- **A-Frame One's Clauses module** produces the FAR and agency-supplement provision and clause matrix for an acquisition from a deterministic rules engine rather than a language model, citing the prescription behind every row. It covers both the legacy FAR and the Revolutionary FAR Overhaul, and shows part by part which Overhaul parts the agency has adopted. It can read a work statement you upload and propose the answers, but the engine runs only on answers you have confirmed.

Drafting is only half of it. Perform runs a separate AI review pass over the finished package and argues with it through three fixed lenses: **inconsistency**, where the three documents cannot both be true, such as an acceptable quality level that nothing in the surveillance plan could ever detect; **challenge**, where a judgment the office made deserves a second look before it binds a contractor, such as a deduction with no cap; and **invention**, where the narrative has asserted a requirement, quantity, certification or frequency that was never in the office's own words. Each finding is put as a question, quoting the exact text it objects to. A suggested rewrite may remove an addition or make a standard observable, but it may never introduce a requirement, number or

certification that is not already there. The review decides nothing, changes nothing on its own, and never reports the package compliant or approved.

Proven on Real Acquisitions

A-Frame One operates inside federal agencies today.

- **Internal Revenue Service.** A-Frame One runs in production under an IRS-issued Authority to Operate at the Moderate impact level. IRS users report drafting a 24-page PWS in about 1.5 hours against a typical 8, roughly 80 percent faster, cutting acquisition-package review from four hours to one, about 75 percent faster, and reducing weekly status reporting from an hour to minutes. CORs describe the tool as reviewing documentation many times more efficiently and accurately, catching gaps so PWS and SOW requirements read clearly, streamlining Section 508 (VPAT) compliance, and shortening procurement administrative lead time (PALT).
- **NOAA.** Teams use A-Frame One's Tracker module to run the acquisition workflow and its Select module to run documented source selections that hold up under scrutiny. On these source selections, Select cut evaluation time by roughly half.
- **NIH NITAAC (CIO-SP4).** A-Frame supported source selection on one of the largest IDIQ vehicles in the federal market. There too, Select cut source-selection evaluation time by about half.

> *"Tasks that previously took four hours to review now can be completed in one. The tool's recommendations have increased the accuracy of our acquisition packages during planning and reduced overall procurement lead times."*
> Contracting Officer's Representative, IRS

> *"[Tracker] 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

> *"[Select] greatly increased the speed and quality of our source selections. When we received a bid protest, we responded with ease, because the evaluation process was fully documented and traceable."*
> Contracting Officer, NOAA

Security and Compliance: What a Reviewer Actually Needs

A-Frame One 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.** A-Frame One 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. The ATO names the platform by its former name, ArcSuite AI. 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 today; FedRAMP Moderate through Knox, expected December 2026.** Hosted in AWS GovCloud, running its AI on Anthropic's Claude models through Amazon Bedrock within that boundary, with data residency you can point to. A-Frame Solutions has engaged Knox Systems, which gives A-Frame One access to its FedRAMP-authorized cloud environment, inherited security controls, and compliance support. We expect FedRAMP Moderate authorization in December 2026.
- **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, per the Amazon Bedrock terms. The AI is grounded in your material and the FAR and its agency supplements, cites the source for its answers, and each user's conversation is private to them.
- **Governed collaboration.** Per-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 A-Frame One’s Portal module; a full attributable audit trail across documents, data, forms, and submissions; and retention on schedule per federal requirements.

Pricing

A-Frame One is sold as a graduated per-user annual license, all-inclusive of implementation, with no separate stand-up or integration fee, and the per-user rate steps down as you add users. Pricing is published on our GSA Multiple Award Schedule and supports a straightforward fair-and-reasonable determination; specific per-user rates are provided in the demo or on request.

To keep risk low, we propose a **light proof on real work**: stand A-Frame One 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.

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. A-Frame One 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 its Tracker module as the backbone that carries the whole acquisition from intake through closeout.

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 through closeout, on one platform, with AI that actually knows the domain, speeds up the scaffolding, and leaves the judgment where it belongs.

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.

You can also watch short videos of the platform at work, on your own time, in the **A-Frame One Demos** playlist on YouTube.

From there, a hands-on look at your own work: bring a **redacted** requirement, or use one of ours, and watch A-Frame One's Tracker module carry it from intake through closeout, 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.

A-Frame One is available to federal agencies on **GSA MAS 47QRAA18D003H** under SIN 511210.

Scan to book, or visit **aframesolutions.com/book**.