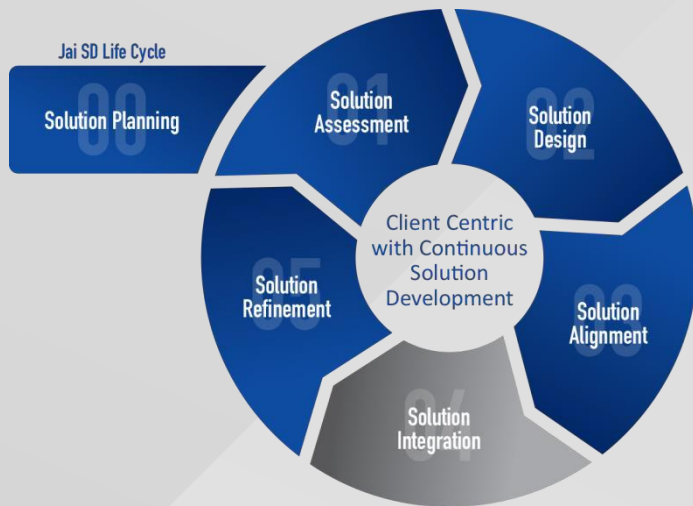
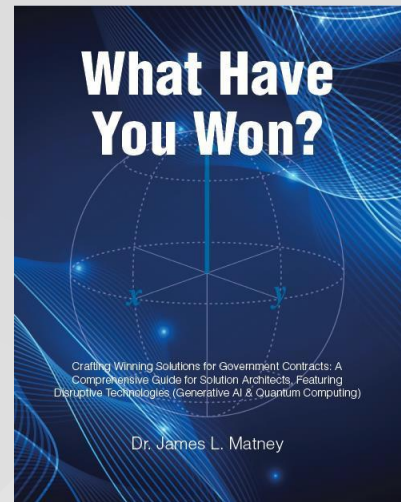


THE JAI MODEL: AI-ENABLED FRAMEWORK FOR WINNING FEDERAL OPPORTUNITIES



Jai Solution Development Life Cycle®
(GenAI-Enabled Artifacts)



What Have You Won?
(Reference Guide to the Jai Model)

BD/CAPTURE → SOLUTION → WRITTEN PROPOSAL / ORAL PRESENTATION

THE CHALLENGE TODAY

- Inconsistent execution creates risk, rework, and missed opportunities.
- Federal acquisitions are accelerating with rolling releases, modular requirements, compressed timelines.
- Policy changes (e.g., FAR updates, DOGE initiatives) increase competition and demand agility.
- Competitors leveraging AI gain speed and efficiency—raising the bar for winning.

HOW THE JAI MODEL HELPS

- Consistent, Repeatable Rigor: Adds discipline that complements your existing BD lifecycle.
- Agile, Task-Area Focused Execution: Responds quickly to rolling releases and evolving acquisition requirements.
- AI-Enabled Efficiency: JaiAI builds structured GenAI queries to accelerate analysis and BD, Capture, Solution, and Proposal artifact development.

“The Jai Model transforms capture insight into repeatable, AI-enabled, proposal-ready execution.”



OPERATIONALIZING THE JAI MODEL: THE JAI WORKBOOKS

BD-CAPTURE

- BD/Capture Sprints: Client objectives and challenges, value prop, & win themes
- Shreds PWS + aligns competitive intel & risks
- JaiAI: GenAI-enabled queries + rapid draft/refinement
- **Outputs:** BD-Capture artifacts + Exec Summary draft

COMPETITIVE ASSESSMENT

- Self-assessment across all tasks
Synthesizes Black Hat info across top 3–5 teams
- Identifies strengths and weaknesses
- JaiAI: GenAI-enabled queries + rapid draft/refinement
- **Outputs:** ASW scoring for side-by-side comparison

SOLUTION BLUEPRINT

- Solution Sprints: people, process, enabling technologies across all task areas
- JaAI refinement + tailored GenAI queries
- **Outputs:** Builds Annotated Mockups (AMUs) w/ embedded proposal-ready content

GAP ANALYSIS

- Assess team's experience depth by task area based on past performance
- Normalizes inputs for task coverage strengths and identifies gaps
- JaiAI accelerates the analysis of gaps/risks
- **Outputs:** Team experience summary by task

LOE-BOE-BOM

- Early LoE/BoM by task area from solution sprints results and Solution Blueprint
- Apportions staffing across teammates
- JaiAI: Produces LoE buildup, BoE, and BoM
- **Output:** LoE and BoM to support early pricing; enables adjustments to meet Price to Wiin

WRITTEN PROPOSAL

- AMU-driven Pink/Red drafts + Exec Summary
- Integrates Color Team feedback
- Version control + rapid draft recovery/refinement
- JaiAI accelerates Pink/Red drafts and enables rapid recovery from Color Reviews
- **Outputs:** Refined Pink/Red versions of the proposal

ORAL PRESENTATION

- Master template automation: Pick template for each Task Area and auto-generate slide
- JaiAI: GenAI queries build content and JaiAI auto-generates the slides
- **Outputs:** Slides for Intro, Solution Elements, Task Areas, and Conclusion

THE CHALLENGE TODAY

- BD/Capture and solution artifacts often live in disconnected formats.
- Teams lose time rebuilding content across proposal phases.
- Inconsistent drafts increase compliance risk and review churn.
- Compressed timelines demand faster, higher-quality outputs.
- Lack of repeatable structure makes execution harder to scale across bids, teammates, and task areas.

HOW THE JAI WORKBOOKS HELP

- Integrated BD-Capture to Solution to Proposal Flow: Connects BD-Capture, Solution, and proposal workbooks to auto-create proposal-ready content.
- Model-Driven GenAI Automation (JaAI): Generates tailored GenAI queries and refines inputs into compliant Pink/Red versions with rapid recovery.
- Accelerated, Winning Outputs: Produces consistent, copy-paste-ready GenAI queries that improve speed, quality, and competitive differentiation.

“The Jai Workbooks turn Capture insight and Solution strategy into AI-accelerated, proposal-ready execution—so your team wins faster, smarter, and with confidence.”

