THE JAI WORKBOOKS: OPERATIONALIZING THE JAI MODEL

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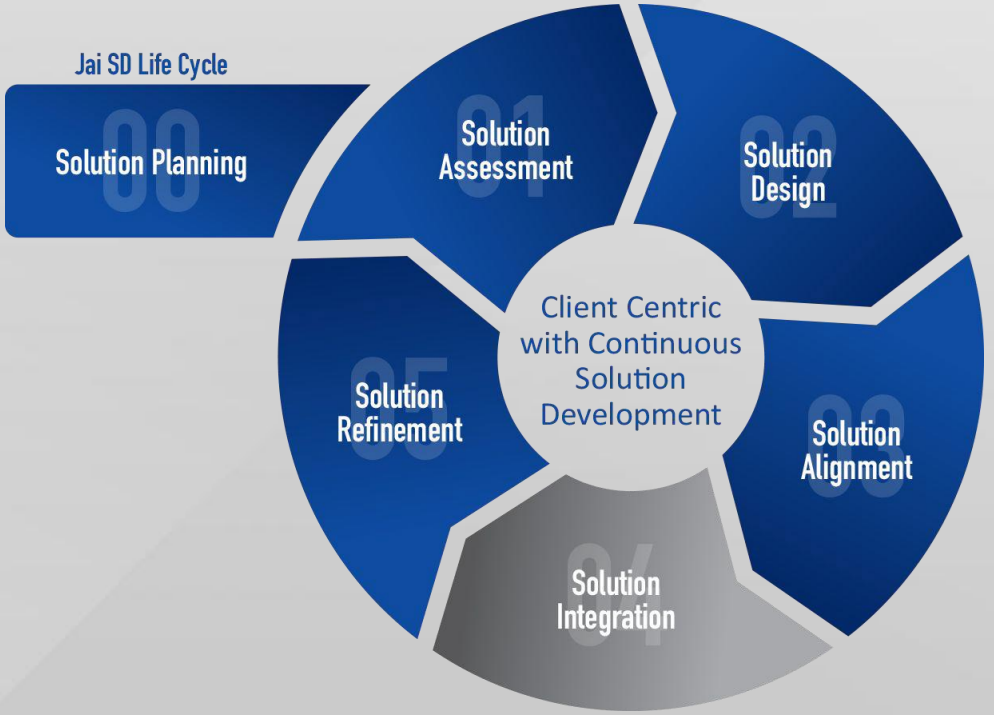


CHALLENGES THE JAI WORKBOOKS ADDRESS

WIN STRATEGY BREAKS DOWN IN EXECUTION

BD and capture insights, client feedback, and win themes are not consistently translated into solution artifacts or proposal content

ARTIFACTS ARE CREATED IN SILOS

BD, capture, solution, and proposal teams develop disconnected outputs, creating rework and misalignment

SPEED PRESSURES EXPOSE PROCESS GAPS

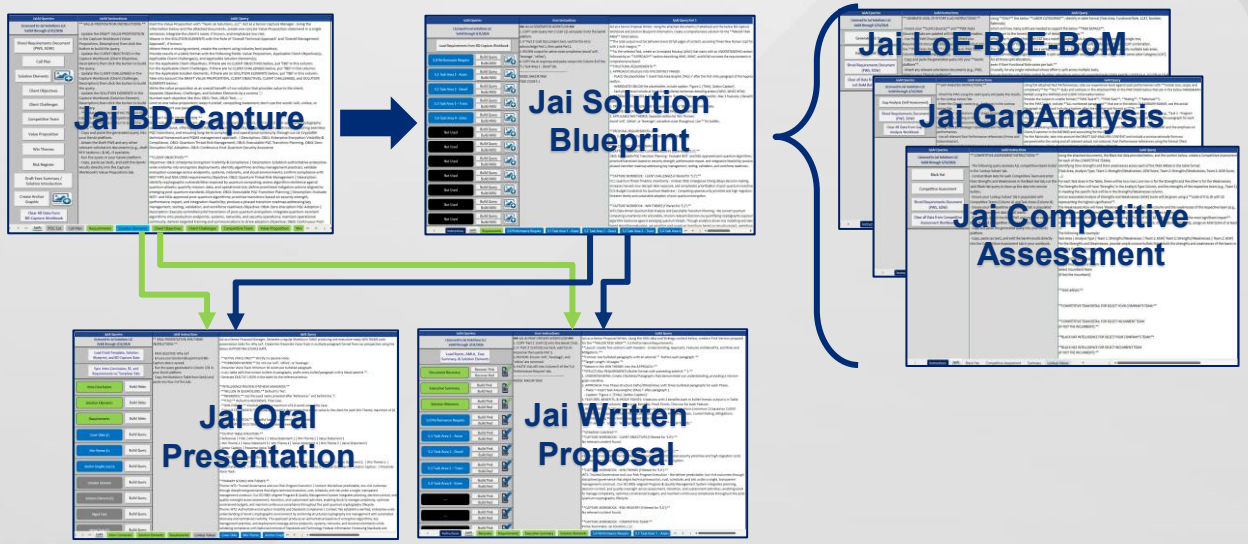
Compressed timelines with releases of solicitation documents (e.g., Draft PWS, Draft RFP, Final RFP) demand faster artifact development without sacrificing rigor or compliance

AI IS UNDERUTILIZED OR APPLIED INCONSISTENTLY

Teams lack structured, responsible ways to apply GenAI across BD, capture, solution, and proposal development

The Jai Workbooks operationalize the Jai Model—providing structured, AI-enabled tools that consistently transform strategy into compliant, proposal-ready execution.

JAI WORKBOOKS WITH JaiAI (GenAI-ENABLED)



JaiAI-powered Jai Workbooks transform BD and Capture artifacts into fast, consistent, and winning proposal and oral deliverables.

INTEGRATED BD-TO-PROPOSAL FLOW

Connects BD-Capture and Solution Blueprint workbooks to auto-create requirements-driven AMUs and proposal-ready content

MODEL-DRIVEN GENAI AUTOMATION

JaiAI generates GenAI queries from Jai Model concepts, refining draft inputs into compliant Pink and Red versions with rapid recovery

ACCELERATED, WINNING OUTPUTS

Delivers consistent, copy-paste-ready written and oral artifacts that improve speed, quality, and competitive differentiation

JAI WORKBOOKS TRANSFORM ARTIFACTS TO WINNING PROPOSALS

BD-CAPTURE ARTIFACTS

- POC List
- Call Plan
- Solution Elements
- Client Objectives
- Client Challenges
- Competitive Team
- Value Proposition
- Win Themes
- Risk Register

Jai BD-Capture Workbook
Jai Competitive Assessment Workbook

SOLUTION ARTIFACTS

- Solution Strategy Poster
- Solution Blueprints
- Anchor Graphic
- Graphics (Task, Solution, & Process)
- Bottom-Up LoE-BoM
- Competitive Assessment

Jai Solution Blueprint Workbook
Jai Gap Analysis Workbook
Jai Bottom-Up LoE-BoM Workbook

PRE-PROPOSAL ARTIFACTS

- Solution Introduction / Executive Summary
- Annotated Mockup (AMU)
  - Approach (with graphics)
  - Strengths (Features, Benefits, & Proof Points)
  - Risks & Mitigations
  - Win Themes

Jai BD-Capture Workbook
Jai Solution Blueprint Workbook

WRITTEN PROPOSAL

Jai Written Proposal Workbook

ORALS PRESENTATION

Jai Oral Presentation Workbook

- AMUs form the foundation of all color version drafts: written or oral presentations
- The BD, Capture, and Solution artifacts build upon each other to produce the AMU content, which is structured into **five key proposal elements**

BD-Capture and Solution arti-facts converge through Jai Workbooks, where GenAI streamlines and refines content into efficient, cohesive, and winning proposals.

JAI BD-CAPTURE WORKBOOK

Solution Element (SE#: Text)	Description	Key Phases|Components|Steps	Features and Client Benefit(s) (Feature: Benefit)	Graphic Placeholder
SE1: Jai CryptoRM	Enterprise cryptography risk management framework delivering authoritative encryption visibility, quantum risk analysis, executable mitigation planning, SOC integration, and continuous improvement to protect GovA from emerging quantum threats.	1. Identify Encryption Landscape: We automate discovery across endpoints, systems, networks, and cloud; we map encryption usage to mission services and data flows to expose where cryptography protects (or fails to protect) critical data. 2. Analyze Encryption Security Posture: We assess algorithm strength and crypto hygiene against quantum and classical threats; we evaluate key management and "right-layer" encryption placement to identify systemic weaknesses. 3. Plan and Implement Mitigations: We prioritize transitions by risk, feasibility, and operational constraints; we execute phased mitigations with defined rollback and validation criteria to reduce disruption. 4. Integrate with Security Operations: We integrate crypto posture telemetry into SOC tools; we operationalize playbooks (alert → triage → contain → remediate) tied to encryption failures and misconfigurations. 5. Continuous	* Enterprise-wide encryption discovery: Full visibility across GovA's IT enterprise, * Quantum-risk prioritization: Focuses budget/time on highest exposure, * SOC-integrated workflows: Faster detection/response with fewer handoffs, * Executable mitigation roadmap: Reduces uncertainty and accelerates modernization, * Continuous improvement loop: Sustains compliance and reduces regression risk	
SE2: Teammate-1 CryptoQScan	Automated discovery and analysis capability that rapidly identifies encryption implementations, algorithms, certificates, and key management practices across on-premises and cloud environments.	1. Automated Discovery: We deploy non-intrusive, agentless collection and configuration queries; we correlate results across five regions to produce a unified crypto inventory. 2. Algorithm & Key Analysis: We evaluate algorithms, key lengths, cert chains, and protocol versions; we flag deprecated crypto, weak keys, and improper key storage/distribution. 3. Compliance Mapping: We map findings to NIST FIPS and NSA CNSA controls; we produce gap lists with implementable remediation actions and owners. 4. Risk Scoring: We score assets by exposure, data sensitivity, and mission criticality; we publish ranked remediation backlogs to drive action. 5. Continuous Refresh: We rescan on a schedule and after changes; we keep posture current and	* Agentless scanning: Minimizes operational impact and deployment friction, * Automated standards mapping: Speeds identification of compliance gaps, * Risk scoring model: Enables prioritization by mission impact, * Five-region correlation: Reduces blind spots across enterprise boundaries, * Regression detection: Prevents crypto drift after fixes	Process graphic: "CryptoQScan Pipeline" showing Inputs (CMDB, network scans, cloud APIs, cert stores) → Normalize/Correlate → Analyze (algorithms/keys/protocols) → Map to FIPS/CNSA → Output (Inventory + Findings + Risk Score) feeding Dashboard + Remediation Backlog.
SE3: Integrated CryptoPosture Dashboard	Centralized, role-based dashboard providing near real-time visibility into encryption posture, quantum risk, compliance status, and PQC transition progress for executives, engineers, and operators.	1. Data Aggregation: We ingest data from CryptoRM, CryptoQScan, and SOC platforms; we normalize metrics into consistent measures (coverage, strength, compliance, risk). 2. Risk Visualization: We present posture by region/system/mission service; we highlight trends, hotspots, and drift against target states. 3. Decision Support: We deliver role-based views (Exec, Security, Network, App teams); we provide "next-best-action" recommendations and prioritized backlogs. 4. SOC Integration: We align alerts and posture thresholds with SOC workflows; we connect findings to tickets/playbooks for closure tracking. 5. Continuous	* Unified visibility: Single source of truth across five regions, * Role-based views: Faster decision cycles for each stakeholder group, * Outcome KPIs: Proves progress toward compliance and PQ readiness, * Ticket/playbook linkage: Accelerates remediation closure, * Trend analytics: Predicts regression and workload before it becomes risk	Dashboard concept: A three-tier view: Top = Executive scorecards (coverage %, CNSA/FIPS compliance %, top 10 risks), Middle = heatmaps by region/system, Bottom = action queues (tickets, playbooks, roadmap milestones). Arrows from CryptoQScan/QRIE/SOC into the dashboard; feedback arrow from tickets back into posture metrics.

JaiAI | POC List | Call Plan | Requirements | Solution Elements | Client Objectives | Client Challenges | Competitive Team | Value Proposition | Win Themes | Risk Register

BD-Capture Workbook converts insight, intelligence, and strategy into proposal-ready direction that shapes winning solutions.

STRUCTURED BD AND CAPTURE SPRINTS:

Drives disciplined BD/Capture sprints that define client objectives, challenges, value proposition, win themes, and solution elements

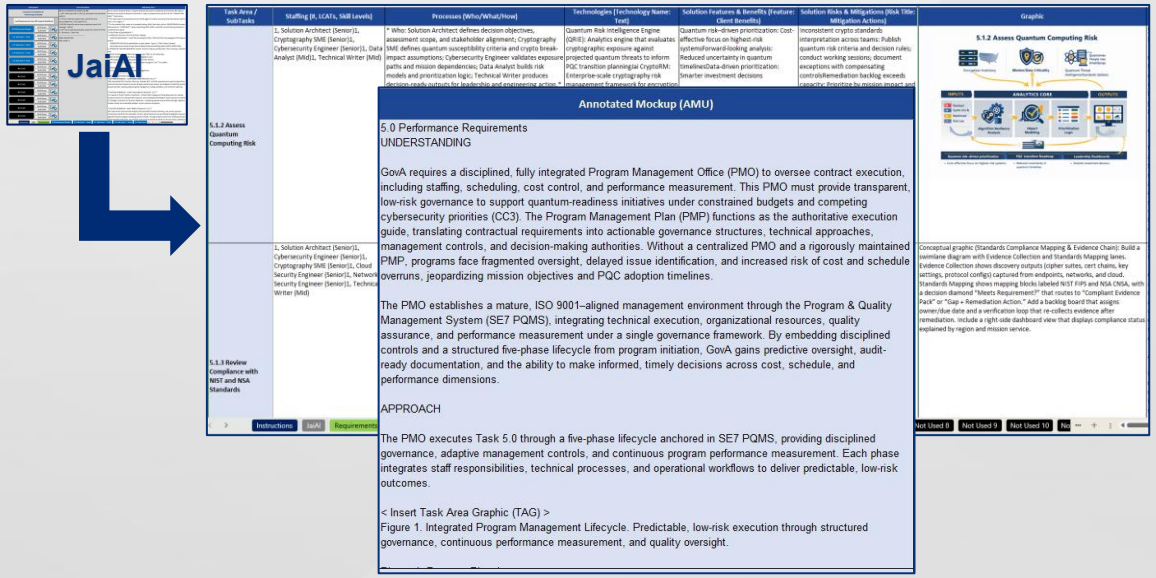
REQUIREMENTS AND COMPETITIVE INTELLIGENCE ALIGNMENT:

Shreds the PWS while analyzing competitive teams and risks to shape winning positioning

PROPOSAL-READY STRATEGIC OUTPUTS:

Produces solution artifacts, call plans, and a draft Executive Summary / Solution Introduction ready for downstream proposal development

JAI SOLUTION BLUEPRINT WORKBOOK



The Jai Solution Blueprint Workbook transforms BD-Capture insight into AI-accelerated, proposal-ready solution artifacts, producing the AMU as the authoritative source document that anchors all written and oral proposal presentations.

FOCUSED SOLUTION SPRINTS:

Orchestrates structured solution sprints to define people, processes, technologies, solution features and benefits, proof points, and risk mitigations aligned to task areas and evaluation factors

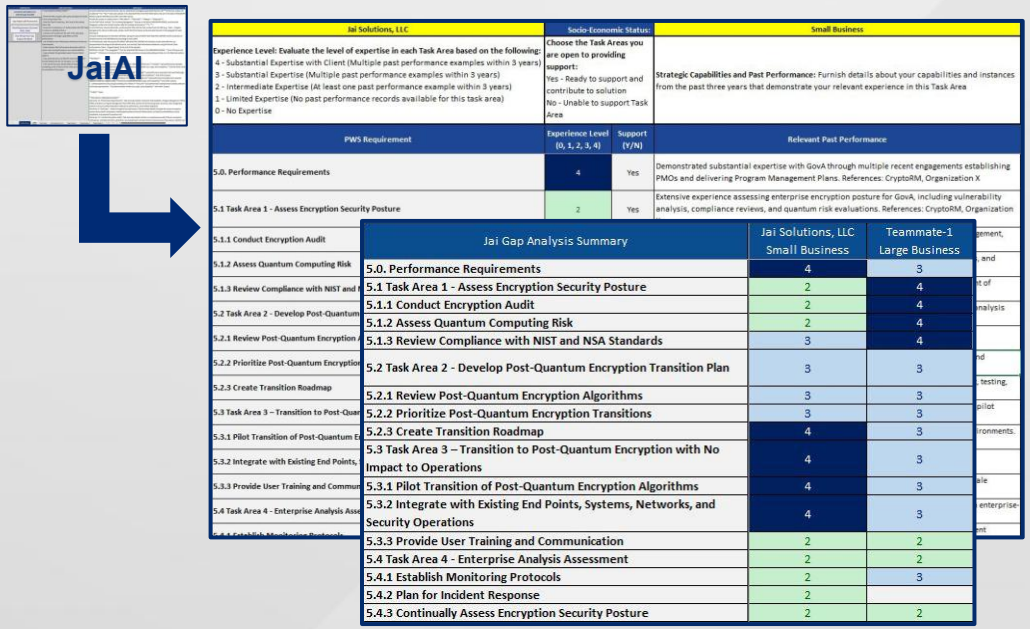
INTEGRATED SOLUTION ARTIFACT DEVELOPMENT:

Develops comprehensive solution artifacts and weaves outputs from the BD-Capture Workbook into annotated mockups (AMUs) with embedded, proposal-ready content

AI-ENABLED SOLUTION REFINEMENT:

Leverages the JaiAI-enabled workbook to shape and refine solution elements across task areas, while generating tailored GenAI queries that accelerate the creation of high-quality AMUs

JAI GAP ANALYSIS WORKBOOK



The Jai Gap Analysis Workbook delivers a clear, evidence-based view of experience coverage and teammate strength across all task areas.

STRUCTURED EXPERIENCE SELF-ASSESSMENT

Drives a disciplined self-assessment across all task areas to evaluate experience depth and maturity using documented past performance and Lead SA input

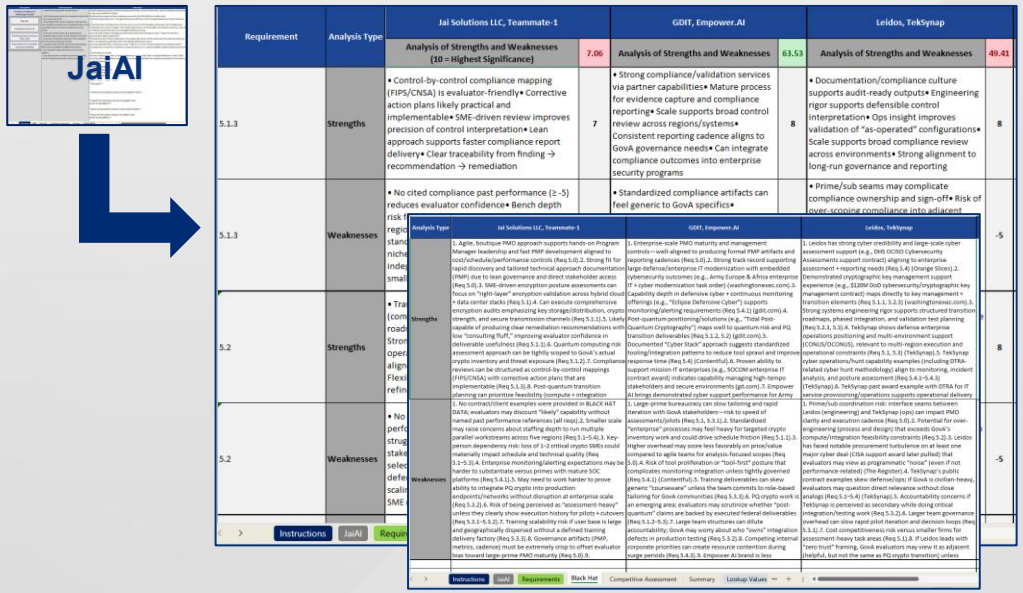
TEAMMATE CAPABILITY INTEGRATION

Aggregates and normalizes teammate self-assessments to identify complementary expertise, coverage strengths, and areas where partners fill critical gaps

GAP IDENTIFICATION AND READINESS SUMMARY

Synthesizes company and teammate results into a comprehensive, task-area-level summary that highlights expertise gaps, risk areas, and overall execution readiness

JAI COMPETITIVE ASSESSMENT WORKBOOK



The Jai Competitive Assessment Workbook turns Black Hat insight into a quantified, task-area-level comparison that clearly positions our team against the competition.

STRUCTURED COMPETITIVE SELF-ASSESSMENT

Conducts disciplined self-assessments and Black Hat sessions against the top 3–5 competitive teams to evaluate relative strengths and vulnerabilities across all task areas

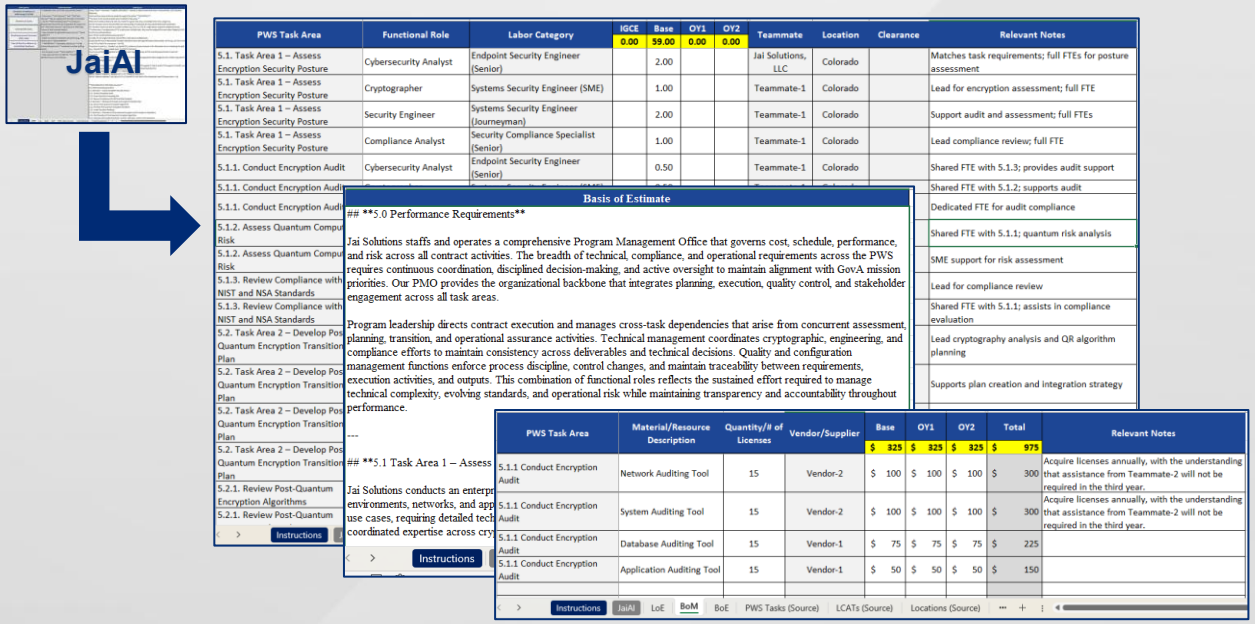
ACTIONABLE COMPETITIVE INTELLIGENCE SYNTHESIS

Transforms raw Black Hat inputs into clear, meaningful competitive assessment bullets that highlight differentiators, risks, and exploitation opportunities

QUANTIFIED STRENGTHS & WEAKNESSES ANALYSIS

Produces a comprehensive Competitive Assessment with an Analysis of Strengths and Weaknesses (ASW) score, enabling side-by-side comparison of our team versus competitors

JAI LOE-BOE-BOM WORKBOOK



The Jai LoE–BoE–BoM Workbook delivers early, solution-driven cost insight that aligns staffing, teammates, and pricing to Price to Win.

EARLY BOTTOM-UP COST DEVELOPMENT

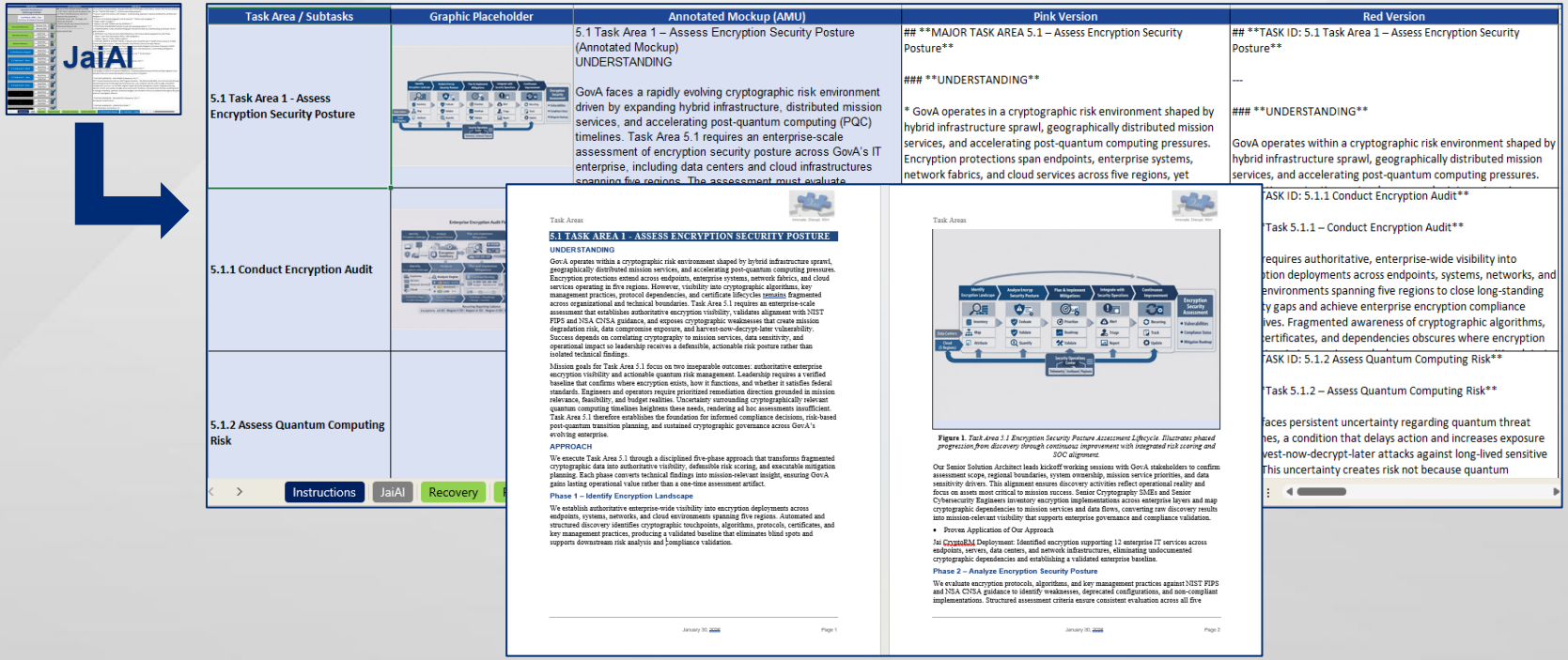
Solution sprints aligned to the Solution Blueprint establishes an early, bottom-up Level of Effort (LoE) and Bill of Materials (BoM) by task area

TASK-AREA LOE AND STAFFING ALIGNMENT

Generates detailed LoE estimates based on solution-driven staffing assumptions, supporting accurate resource allocation and apportionment across teammates

PRICE-TO-WIN INFORMED BASIS OF ESTIMATE

Produces an AI-enabled Basis of Estimate (BoE) that supports early price validation against Price to Win, enabling timely solution and staffing adjustments to hit target pricing



JAI WRITTEN PROPOSAL WORKBOOK

AMU-DRIVEN PROPOSAL DEVELOPMENT

Leverages Annotated Mockups (AMUs), detailed solution elements, and the BD-Capture Executive Summary to generate compliant, proposal-ready Pink and Red Team drafts.

INTEGRATED COLOR TEAM ITERATION

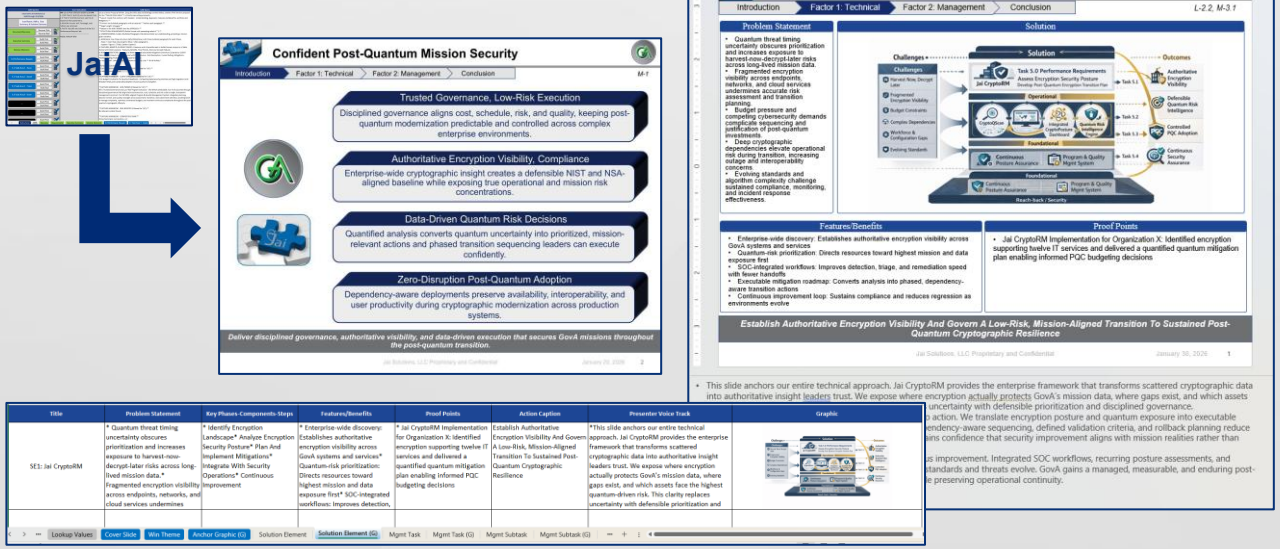
Incorporates Pink and Red Team review feedback to refine content, strengthen win themes, and improve clarity and evaluator alignment.

VERSION CONTROL AND DRAFT RECOVERY

Maintains structured draft versions and enables rapid recovery and refinement of proposal content across Color Team cycles.

The Jai Written Proposal Workbook transforms AMUs and capture strategy into review-ready proposals that evolve efficiently through Color Team feedback.

JAI ORAL PRESENTATION WORKBOOK



The Jai Oral Presentation Workbook converts AMUs and capture strategy into consistent, evaluator-focused oral presentations—automatically and at scale.

AMU-DRIVEN ORAL CONTENT DEVELOPMENT

Uses Annotated Mockups (AMUs) and the Solution Introduction / Executive Summary to generate oral presentation content aligned to approved solution messaging

TEMPLATE-BASED SLIDE AUTOMATION

Leverages a Master Oral Presentation Template deck, allowing users to select task-specific slide templates that automatically populate with solution content

CONSISTENT, EVALUATOR-FOCUSED STORYTELLING

Ensures slides are compliant, visually consistent, and tightly aligned to task areas, evaluation factors, and win themes

QUESTIONS?

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INNOVATE. DISRUPT. WIN!