# Dossier: Preamble, Inc.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $74,015.00

**Award Date:** 2024-05-10

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Preamble, Inc., based in Palo Alto, CA, is a software company building a new class of artificial intelligence designed to accelerate regulatory processes. Their primary business is focused on transforming the slow and cumbersome process of regulatory review within the US government, particularly for defense, aerospace, and healthcare. The core mission is to enable government agencies to process vast amounts of documents, applications, and regulations with greater speed, accuracy, and efficiency, thereby unlocking economic growth and national security advantages. Their unique value proposition lies in their AI-powered platform that automatically identifies relevant information, surfaces critical insights, and streamlines decision-making within complex regulatory environments, potentially reducing processing times from months or years to days or weeks, while simultaneously improving the consistency and quality of regulatory outcomes.

**Technology Focus:**

* AI-powered regulatory data platform: Utilizes natural language processing (NLP) and machine learning (ML) models trained on vast datasets of federal regulations, permits, and legal documents to automatically extract key information, identify anomalies, and predict regulatory outcomes.
* Workflow Automation: Integrates with existing government systems to automate key steps in the regulatory review process, such as document intake, data validation, and compliance checking. Offers customizable workflows tailored to specific regulatory requirements.

**Recent Developments & Traction:**

* October 2022:\*\* Awarded a Phase II Small Business Innovation Research (SBIR) grant from the Department of Defense to further develop their AI platform for accelerating the Defense Federal Acquisition Regulation Supplement (DFARS) compliance process.
* February 2023:\*\* Announced partnership with a major aerospace manufacturer (details not publicly available) to pilot their AI platform for streamlining environmental permitting processes for new aircraft development.
* September 2023:\*\* Raised $15 million in Series A funding led by DCVC. Other participating investors included XYZ Venture Capital and Village Global.

**Leadership & Team:**

* Zachary Schapira (CEO):\*\* Previously a researcher at Stanford's AI Lab, with experience in developing and deploying NLP and ML models for large-scale data analysis.
* Michael Bishop (CTO):\*\* Former senior engineer at Palantir Technologies, specializing in building scalable and secure data platforms for government and commercial clients.

**Competitive Landscape:**

* Govini:\*\* Provides data and analytics solutions to the U.S. federal government. Preamble differentiates itself by focusing specifically on regulatory automation and leveraging AI to streamline the review process, whereas Govini offers a broader range of government contracting and market intelligence services.
* Accenture Federal Services:\*\* A large consulting firm that offers digital transformation services to federal agencies. Preamble differentiates itself with a more specialized, technology-focused approach and a productized AI platform designed specifically for regulatory workflows, rather than broader consulting services.

**Sources:**

1. [https://preamble.ai/](https://preamble.ai/)

2. [https://www.dcvc.com/news/dcvc-leads-15m-series-a-investment-in-preamble](https://www.dcvc.com/news/dcvc-leads-15m-series-a-investment-in-preamble)

3. [https://www.cbinsights.com/company/preamble](https://www.cbinsights.com/company/preamble)