IDEA VAULT — Concepts 1–16

Scoring Model (1-5)

- Speed to Revenue: can this make money in <= 90 days?
- Differentiation: is this clearly different from noisy market players?
- Founder Edge: do Alex's network/experience create unfair advantage?
- Build Simplicity: can we ship v0 in 2-14 days?
- Expansion Potential: can this become a larger platform?

Total Score = /25

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1) ClearedConnect (Broker -> Marketplace)

- Status: BUILD
- Problem: Primes and secure facilities struggle to source cleared labor quickly for SCIF-adjacent work.
- Business Model: Broker fees now; marketplace fees + premium access later.
- Why we can win: Alex has real trust + field reputation in classified environments.

Score

- Speed to Revenue: 5
- Differentiation: 5
- Founder Edge: 5
- Build Simplicity: 4
- Expansion Potential: 5
- Total: 24/25

48-Hour Validation Plan

- Publish landing page + intake
- Outreach to 20 warm contacts
- Book first 3 scope calls

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2) SecureScope AI (Scope Risk Analyzer)

- Status: IDEA
- Problem: Scope docs for secure jobs often miss constraints that cause delays and rework.
- Business Model: Per-project analysis fee + enterprise subscription.
- Why we can win: Domain context + access to real-world scope patterns.

Score

- Speed to Revenue: 3
- Differentiation: 4
- Founder Edge: 5

- Build Simplicity: 3
- Expansion Potential: 4
- Total: 19/25

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3) Cleared Trades Bench (On-demand staffing microservice)

- Status: VALIDATE
- Problem: Gov/defense subcontractors lose time finding cleared specialty trades on short notice.
- Business Model: Placement fee + recurring retainer for priority bench access.
- Why we can win: Can be seeded directly from broker projects.

Score

- Speed to Revenue: 4
- Differentiation: 4
- Founder Edge: 5
- Build Simplicity: 4
- Expansion Potential: 4
- Total: 21/25

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4) SCIF Continuity Command (Downtime Prevention + Rapid Response)

- Status: IDEA
- Problem: SCIF environments can lose critical uptime from contractor coordination delays, failed access sequencing, or scope gaps.
- Business Model: Monthly retainer + incident-response premium + quarterly readiness audits.
- Why we can win: Combines ClearedConnect labor access with ShieldSpec scope discipline into one operational assurance layer.

Score

- Speed to Revenue: 4
- Differentiation: 5
- Founder Edge: 5
- Build Simplicity: 3
- Expansion Potential: 5
- Total: 22/25

v0 Offer

- 24-hour rapid response bench activation
- SCIF work package preflight checklist
- Weekly risk scan + escalation map for active secure projects

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5) SCIF Accreditation Velocity Office (AVO)

- Status: VALIDATE

- Problem: SCIF build/upgrade teams lose weeks during ICD-705 package prep, artifact chasing, and authority coordination.
- Business Model: Fixed-fee accreditation sprint + optional monthly retainer for package maintenance.
- Why we can win: Productizes real operator workflow across scope, staffing, and security documentation in one lane.

Score

- Speed to Revenue: 5
- Differentiation: 4
- Founder Edge: 5
- Build Simplicity: 4
- Expansion Potential: 5
- Total: 23/25

72-Hour Validation Plan

- Draft 1-page "Accreditation Sprint" offer with explicit deliverables/timeline
- Interview 5 PM/security-facility contacts on top accreditation bottlenecks
- Pre-sell 1 paid pilot (2-week package rescue or readiness sprint)

Parking Lot

- AI compliance documentation assistant for closeout packages
- Installer training + certification mini-platform for secure projects
- Defense-facility vendor prequal network
- Secure access credential expiration monitor (agency/vendor side)

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6) AccessFlow 48 (SCIF Access Sequencing Concierge)

- Status: VALIDATE
- Problem: SCIF projects slip because badging, visit requests, escort windows, and training prerequisites are not sequenced tightly enough.
- Business Model: Per-project coordination fee (2-6 week sprint) + monthly retainer for ongoing secure-site programs.
- Why we can win: Alex understands real-world access friction and already has trust with facilities + cleared teams.

Score

- Speed to Revenue: 5
- Differentiation: 4
- Founder Edge: 5
- Build Simplicity: 4
- Expansion Potential: 4
- Total: 22/25

72-Hour Validation Plan

- Build a one-page "Access Rescue Sprint" offer with hard deliverables
- Run 6 discovery calls (PM, FSO, facility/security coordinator)

- Pre-sell 1 paid pilot for an active delayed project

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7) ShieldSpec Preflight QA (ICD-705 Package Triage)

- Status: IDEA
- Problem: Teams submit incomplete or inconsistent accreditation artifacts, causing avoidable review cycles and schedule slips.
- Business Model: Fixed-fee preflight package review + optional monthly retainer for ongoing submission QA.
- Why we can win: Leverages Alex's SCIF execution knowledge and can be sold as a fast, tactical service before bigger engagements.

Score

- Speed to Revenue: 5
- Differentiation: 4
- Founder Edge: 5
- Build Simplicity: 5
- Expansion Potential: 4
- Total: 23/25

72-Hour Validation Plan

- Draft one-page "Preflight QA" deliverable checklist + turnaround SLA
- Reach out to 8 PM/FSO contacts with recent package pain
- Pre-sell 1 paid triage sprint for an active submission

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8) SCIF Commissioning Readiness Cell (CRC)

- Status: VALIDATE
- Problem: SCIF projects often "look done" but stall at turnover due to fragmented punch lists, failed witness/test sequencing, and missing closeout artifacts.
- Business Model: Fixed-fee 10-day go-live sprint + optional monthly continuity retainer.
- Why we can win: Directly extends ShieldSpec rigor + ClearedConnect labor coordination into the highest-cost handoff moment.

Score

- Speed to Revenue: 5
- Differentiation: 5
- Founder Edge: 5
- Build Simplicity: 4
- Expansion Potential: 5
- Total: 24/25

72-Hour Validation Plan

- Publish "Go-Live Rescue Sprint" one-pager with hard deliverables and day-by-day cadence
- Run 5 interviews with PM/commissioning/security stakeholders on turnover failure points
- Pre-sell 1 paid pilot tied to an active project within 30 days of turnover

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9) SCIF Change Order Command (COC)

- Status: VALIDATE
- Problem: SCIF projects bleed margin and schedule when late scope changes are poorly triaged, priced, and documented for secure approval paths.
- Business Model: Fixed-fee change-order triage sprint + optional monthly retainer for active project portfolios.
- Why we can win: Sits at the intersection of Alex's scope discipline, field execution credibility, and trusted relationships with PM/FSO stakeholders.

Score

- Speed to Revenue: 5
- Differentiation: 5
- Founder Edge: 5
- Build Simplicity: 4
- Expansion Potential: 4
- Total: 23/25

72-Hour Validation Plan

- Publish one-page "Change Order Rescue Sprint" offer (intake template, decision rubric, turnaround SLA)
- Run 5 discovery calls (PM, estimator, FSO, contracting lead, superintendent)
- Pre-sell 1 paid triage sprint on an active project with >=2 unresolved change orders

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10) SCIF Sustainment Assurance Cell (SAC)

- Status: VALIDATE
- Problem: Post-accreditation SCIFs drift out of readiness because recurring inspections, documentation updates, and deficiency closure are fragmented across teams.
- Business Model: Monthly retainer per facility + fixed-fee "readiness recovery" sprints for at-risk sites.
- Why we can win: Extends existing execution trust into a recurring, lower-friction lane with clear operational outcomes (inspection pass readiness + deficiency closure speed).

Score

- Speed to Revenue: 5
- Differentiation: 5
- Founder Edge: 5
- Build Simplicity: 4
- Expansion Potential: 5
- Total: 24/25

72-Hour Validation Plan

- Publish one-page "Sustainment Readiness Sprint" offer with monthly cadence and deliverables
- Run 5 discovery calls (FSO, SSM, facility manager, PM, security compliance lead)

- Pre-sell 1 paid 30-day pilot for a site with open deficiencies or upcoming inspection pressure

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11) SCIF Variance Control Cell (VCC)

- Status: VALIDATE
- Problem: SCIF programs stall when waivers, deviations, and adjudication artifacts are tracked in fragmented email chains with no single command rhythm.
- Business Model: Fixed-fee 10-day variance triage sprint + monthly retainer for active variance pipeline governance.
- Why we can win: Fits Alex's execution edge at the exact point where scope, security interpretation, and schedule pressure collide.

Score

- Speed to Revenue: 5
- Differentiation: 5
- Founder Edge: 5
- Build Simplicity: 4
- Expansion Potential: 5
- Total: 24/25

72-Hour Validation Plan

- Publish one-page "Variance Rescue Sprint" offer with intake rubric, owner map, and adjudication cadence SLA
- Run 5 discovery calls (PM, FSO, accred/security rep, superintendent, contracting lead)
- Pre-sell 1 paid sprint on a project with >=3 unresolved variances/deviations

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12) SCIF Swing Space Command (SSC)

- Status: VALIDATE
- Problem: SCIF renovations, relocations, and technology refreshes stall because no owner orchestrates temporary swing space readiness, phased cutovers, and re-entry sequencing without mission downtime.
- Business Model: Fixed-fee 14-day cutover planning sprint + premium cutover command support + portfolio retainer for multi-site modernization programs.
- Why we can win: Alex can blend trusted cleared labor coordination, scope rigor, and operational sequencing at the exact high-stakes transition window.

Score

- Speed to Revenue: 5
- Differentiation: 5
- Founder Edge: 5
- Build Simplicity: 3
- Expansion Potential: 5
- Total: 23/25

72-Hour Validation Plan

- Publish one-page "No-Downtime Cutover Sprint" offer (dependency map, swing-space readiness checklist, day-by-day cutover cadence)
- Run 5 discovery calls (program manager, facility lead, security manager, IT/telecom lead, commissioning lead)

- Pre-sell 1 paid cutover-planning sprint on an active renovation/relocation program

13) SCIF Evidence Chain Command (ECC)

- Status: VALIDATE
- Problem: Secure projects fail reviews and slow closeout because commissioning evidence (photos, test logs, witness records, deficiency closures) is fragmented across email, chats, and local drives.
- Business Model: Fixed-fee evidence-chain setup sprint + per-project command fee + portfolio retainer for ongoing governance.
- Why we can win: Alex already sits where field execution, secure documentation discipline, and stakeholder trust intersect.

Score

- Speed to Revenue: 5
- Differentiation: 5
- Founder Edge: 5
- Build Simplicity: 4
- Expansion Potential: 5
- Total: 24/25

72-Hour Validation Plan

- Publish one-page "Evidence Chain Rescue Sprint" offer (artifact taxonomy, naming protocol, owner map, 7-day closure cadence)
- Run 5 discovery calls (PM, FSO, commissioning lead, QA/QC lead, facility security)
- Pre-sell 1 paid sprint on an active project with closeout evidence scattered across >=3 systems

14) SCIF Supplier Assurance Network (SSAN)

- Status: VALIDATE
- Problem: SCIF programs lose weeks and margin when specialty vendors are onboarded late, arrive non-compliant, or fail secure documentation gates.
- Business Model: Fixed-fee supplier readiness sprint per project + annual membership for pre-vetted vendor access + enterprise portfolio governance retainer.
- Why we can win: Alex can combine field credibility, secure project pattern recognition, and trusted PM/FSO relationships to become the "readiness gate" before vendors hit site.

Score

- Speed to Revenue: 4
- Differentiation: 5
- Founder Edge: 5
- Build Simplicity: 4
- Expansion Potential: 5
- Total: 23/25

72-Hour Validation Plan

- Publish one-page "Supplier Readiness Sprint" offer (readiness rubric, doc pack checklist, go/no-go gate)
- Run 5 discovery calls (PM, procurement lead, FSO, QA/QC lead, superintendent)

- Pre-sell 1 paid sprint on an active project with >=2 delayed/at-risk specialty vendors

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15) SCIF Vendor Mobilization Command (VMC)

- Status: VALIDATE
- Problem: Even after supplier selection, SCIF projects stall in the "last mile" because vendor badging packets, escort plans, material approval docs, and site-readiness prerequisites are not synchronized before mobilization.
- Business Model: Fixed-fee 7-day mobilization readiness sprint + optional per-project command fee for multi-vendor mobilization waves.
- Why we can win: Natural adjacency to ClearedConnect + ShieldSpec + SSAN, with Alex's edge in real site constraints and secure access sequencing.

Score

- Speed to Revenue: 5
- Differentiation: 5
- Founder Edge: 5
- Build Simplicity: 4
- Expansion Potential: 4
- Total: 23/25

72-Hour Validation Plan

- Publish one-page "Vendor Mobilization Sprint" offer (pre-mob checklist, owner map, day-by-day readiness cadence)
- Run 5 discovery calls (PM, procurement, FSO, site superintendent, vendor PM)
- Pre-sell 1 paid sprint tied to an active project with mobilization in <=30 days

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16) SCIF Mission Reconstitution Cell (MRC)

- Status: VALIDATE
- Problem: After outages, failed inspections, security incidents, or stop-work events, SCIF programs lose days-to-weeks because no one owns the cross-functional return-to-mission plan.
- Business Model: Fixed-fee 10-day "Reconstitution Sprint" + incident-response premium + optional monthly readiness retainer.
- Why we can win: Combines ClearedConnect labor activation + ShieldSpec documentation discipline into a high-urgency recovery lane with immediate buyer pain.

Score

- Speed to Revenue: 5
- Differentiation: 5
- Founder Edge: 5
- Build Simplicity: 4
- Expansion Potential: 5
- Total: 24/25

72-Hour Validation Plan

- Publish one-page "Return-to-Mission Sprint" offer (72-hour stabilization plan, owner map, daily command brief)
- Run 5 discovery calls (PM, FSO, facility security, commissioning lead, program director)
- Pre-sell 1 paid sprint tied to an active outage/failed-inspection recovery case