ShieldSpec

Productized SCIF scope intelligence and execution readiness.

Founder: Alex Potter   Stage: Packaging + pilots   Role: Portfolio force multiplier

Scope quality breaks secure-project execution

- Missing access constraints and sequencing realities
- Underestimated compliance/site-control requirements
- Poor handoff from planning to field execution

Impact: change orders, schedule slippage, and compliance exposure in high-stakes environments.

Scope preflight and risk-ready work packages

1) Scope Preflight Audit

Detect delivery risk before mobilization.

2) Execution Readiness Package

Standardized, field-usable work package.

3) Risk Flags + Checklist

Control points aligned to secure facility realities.

Outcome:

Higher predictability, lower rework, cleaner closeout.

Revenue Model

- Fixed-fee scope audit packages
- Tiered readiness engagements
- Enterprise retainer for portfolio-level support

Go-to-Market

- Sell into existing secure-project relationships
- Bundle with ClearedConnect execution work
- Expand through measurable delay/rework reduction

Why It Wins

- Domain-native judgment from classified field experience
- Productized service in a trust-constrained niche
- Direct impact on downstream margin and execution quality

Portfolio Flywheel

- ShieldSpec improves scope quality
- ClearedConnect improves staffing and execution
- Together they compound trust, data, and repeat demand

Capital ask to productize and scale

Use of funds: standardized delivery templates, sales assets, and software-assisted scope analysis layer.

12-Month Milestones

- Predictable productized pricing
- 10+ paid scope engagements
- Measured reduction in rework/delay risk
- Integrated pipeline with ClearedConnect

Investor Outcome

A differentiated, defensible wedge into SCIF execution with strong cross-sell and platform adjacency.