

GPS Deal Review 0 – Deloitte/AVIAN InsightLM AI-Enabled Engineering Workforce Enabler

Navy Account, Deloitte/AVIAN InsightLM AI-Enabled Engineering Workforce Multiplier

Pursuit Leads		Opportunity Summary				Brief Opportunity Description			
 Mike Durst Overall Delivery P Hickey/R Lantz/JP Parker/ Fick/K Leggette/R Fetcher Pursuit PPM D Clark/K Weisser/ C Henry/ A Hood/ A Stiltner/ J Smith/ T Goodwyn Pursuit Support	JO-ID	JO-105441	Offerings and % Share Make Opportunity Can be both, Sub initially T&M initially Contract PoP Pwin Basis of Eval.	AI&E 90% Cyber 10%	RFP Release Proposal Due B&P Estimate Basis of Est. SME				
	Incumbent	Make Opportunity							
	Prime/Sub	Can be both, Sub initially							
	Contract Type	T&M initially							
	Gross Sales Value								
	TPA Value			75 %					
	Basis of Price								

Deloitte Business Case

Scope: Client need/want	Deloitte strengths	Strategy for closing the gap	Why we want to win
<ul style="list-style-type: none"> Brain drain - critical institutional knowledge walks out the door with retiring SMEs New Federal policies require new processes Pressure to operationalize AI is growing AI tools fail on real problems due to lack of domain context and process understanding Starting from scratch on every project wastes months of time and resources Variable SME quality creates inconsistent outcomes and project risks Antiquated techniques persist due to high cost of upgrading existing systems 	<ul style="list-style-type: none"> DADMS (INCOSE) Digital Engineering AI Cloud Hosting/Dev Cyber Enterprise Applications Asset Creation Wide Ranging Clients (Domain Architects) 	<ul style="list-style-type: none"> Gap: Tool is an early prototype and still need testing and refinement Strategy: Leverage a Palantir-style forward-deployed engineer/cyber/hosting/dev approach to "co-develop" with early adopting clients. Gap: Need to define what the first engagement looks Strategy: Use Deloitte and AVIAN's XMA ADT project as first client space Gap: Needs "informed imagination" to explore all possible product-market fits Strategy: Leverage Deloitte's domain expertise and wide base of varied clients 	<ul style="list-style-type: none"> We've been involved since "Ground Floor" AVIAN is a trusted NAVAIR teaming partner and is looking to make this effort successful (Prime on our NAVAIR C-UAS Bid) Leverages our extensive client network Creates new market category with expansion potential Builds portfolio in AI-driven platforms Positions for follow-on work in ontology, process automation, operationalizing AI for engineering

Project Environment	Other Mitigating Factors	Assets – Alliances - Resale
<ul style="list-style-type: none"> Security: At least CUI, major value in classified operations Geographically dispersed teams Integration with existing systems Accessible on NMCI/Flankspeed and RDT&E machines Mandated processes and compliance 	<ul style="list-style-type: none"> Resource availability issues Technology readiness levels 	<ul style="list-style-type: none"> AI Model Foundry (potential) S2S (potential)

Narrative

Deloitte's Jared Smith, Devon Clark, and Mike Durst working since March to support AVIAN's development of this tool as part of our NAVAIR Engineering and Cyber Support Services Campaign.

NDA is in place.

Deloitte and AVIAN jointly took the concept to INCOSE (July 2025) and Deloitte supported AVIAN's presentation at NDIA (October 2025)

AVIAN is ready to enter final development and maturation phase prior to pilot deployment w/ NAVAIR PEO(A)'s Expeditionary Marine Corps and Maritime Aviation Advanced Development Team (XMA ADT). Anticipating 2-4 months away from pilot deployment.

Both AVIAN and Deloitte have contracts supporting the XMA ADT

Once the technology is hosted in the XMA ADTs "Maverick Amory" IL5/IL6 environment, XMA says it can be used for other NAVAIR clients, once the pilot is complete.

AVIAN is asking us to be their LB teaming partner "in on the ground floor" as they/we mature this products and sell it but they need a commitment from us before crafting a teaming agreement and jointly delivering the 1st pilot & beyond.

Deloitte AI, Cloud, Cyber/Enterprise Hosting, & Digital Engineering are key stakeholders

InsightLM Tech Stack

Core Stack Today:

- Python + FastAPI backend
 - Node/Vue front end
 - Neo4j, PostgreSQL, Qdrant, Fuseki
 - Docker Compose orchestration
 - Camunda workflow engine
 - Local LLMs (Ollama + custom models)
 - Runs on AVIAN on-prem GPU servers (RTX series)
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- **InsightLM is AVIAN VS Code-integrated reasoning environment built as a static fork of Continue.dev.**
 - **It adds a persistent workbook system for document organization and AI-driven analysis.**
 - **The goal is to unify extraction, reasoning, and evidence handling in one environment.**
 - **This will allow us to retire much of the pluggable architecture and replace it with a single, stable reasoning interface tied directly to workbooks and project artifacts.**

InsightLM Use Cases

		Initial Release	Future State
Decision Automation	<i>Implement DADM process faster and more consistently</i>	<ul style="list-style-type: none">• Support process execution• Generate decision reports/records	<ul style="list-style-type: none">• Automate some or all of DADM process• Manage repo of decisions• Enable decision query and impact analysis
Program Bootstrap	<i>Accelerate program initiation from months to days</i>	HLR to CDD	HLR? To PDR
Legacy Program Rapid Digitization	<i>Transform existing programs into digital-first operations</i>	<ul style="list-style-type: none">• Bulk doc ingest• Assisted ontology creation• Assisted process creation• LLM-queryable knwldg base	<ul style="list-style-type: none">• Guided transformation workflow• Automated artifact creation• Family-of-systems support
Process Capture/Execution	<i>Automate and optimize programmatic workflows</i>	<ul style="list-style-type: none">• Process modeler• Process engine• LLM-modeling and execution	<ul style="list-style-type: none">• Tool manages all program processes• Auto pings SMEs for inputs• Real-time metrics
Resilient Digital Thread/Living KMS	<i>Enable real-time, cross-domain program visibility and control</i>	<ul style="list-style-type: none">• Ontologies, APIs, LLMs working• Systems engineering domain	<ul style="list-style-type: none">• Multi-domain integration• Self-healing digital thread• Cross-domain impact analysis

Why it's a leap forward:

- Engineering Workforce Force Multiplier
- Intelligent Knowledge Management
- NIST Level 2 Autonomy for Engineering Tasking)
 - Event-driven execution
 - Integrated LLM extraction + reasoning
 - Full traceability across requirements, models, workflows, and decisions
 - Continuous and automated rationale capture for decision makers
 - Bootstrap accelerator for new systems and processes
- Flexible Deployment Options - Fully containerized and air-gapped
 - Is hosted on industry servers today
 - In work to be hosted on secure Navy servers by January
 - Can be cloud hosted or hosted on 'Silicon To Service (S2S)' type hardware stacks
 - Open and interoperable digital thread accelerator
- 'Vibe Coding' Chat user interface for engineering workflows
 - Current MBSE, PLM, CAD, CM, Finite Physical Models, and Risk and Issue Management tools do not have chat interfaces
- Machine-readable ontology in OWL
- Executable processes in BPMN
- Fully discoverable containerized inputs and outputs (ex. JSON)
- System architectures (JSON/SyML)
- Options for multiple delivery models...trending towards "Engineering As A Service" for 1st engagement

Advantages of a large well-connected teaming partner like Deloitte include:

- Productionization of the current tech stack
- Front End development
- Additional AI development
- Data scientists and data management SMEs
- Cyber support
- Enterprise-wide application support
- Multiple deployment models
- Client workforce development support and curricula development
- Scalability and “AI Foundry” support
- Tool CM and long term maintainability support
- “Asset-ization” and support with developing a true fixed price “As a Service” catalog
- Expanded domain expertise, client outreach, and opportunity identification beyond AVIAN’s network of clients

Potential Pipeline after XMA ADT Pilot

- NAVAIR
 - PMA-268 Unmanned Carrier Aviation Program Office
 - PMA-263 Small Tactical UAS Program Office
 - Systems Engineering AOA/Trade Studies for OTS UAS technology (Rapid Requirements Management/Gap Analysis)
- NAVSEA
 - NSWC Dahlgren Systems Engineering A Dept.
 - PEO IWS 5 Systems Engineering and Technical Assistance Services
- NAVWAR/NIWC
 - PMW-120 PSS
 - PMW-130 Systems Engineering
 - PMW-160 TACNET ISEA
 - PMW-120/130/170 Professional Support Services Unified Approach
- Outside Navy
 - DHS C-UAS (Bid in now)

Support Needed

AVIAN, what do you need to get the tool over the finish line and delivery the 1st engagement at XMA ADT, w/ scalability and future wins in mind?