



# Artificial Intelligence (AI) Consultancy Services RFP # 2025-023

## Artificial + Human Intelligence





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# 1. Certificate of Offeror

A SIGNED COPY IS  
SEPARATELY UPLOADED

## TXShare Your Public Sector Solutions Center

REQUEST FOR PROPOSALS  
For  
Artificial Intelligence (AI) Consultancy Services  
RFP # 2025-023

Scaled proposals will be accepted until 2:00 PM CT, **December 18, 2024**, and then publicly opened and read aloud thereafter.

Centroid Systems LLC

Legal Name of Proposing Firm

Nirmal Mishra

Contact Person for This Proposal

Sr Account Executive

Title

314 422 2583

Contact Person Telephone Number

nirmal.mishra@centroid.com

Contact Person E-Mail Address

1050 Wilshire Drive STE 170 TROY

Street Address of Principal Place of Business

City/State

48084

Zip

1050 Wilshire Drive STE 170 TROY

Mailing Address of Principal Place of Business

City/State

48084

Zip

Nirmal Mishra

Point of Contact for Contract Negotiations

Sr Account Executive

Title

314 422 2583

Point of Contact Telephone Number

nirmal.mishra@centroid.com

Point of Contact Person E-Mail Address

Acknowledgment of Addenda (initial): #1 SM #2 \_\_\_\_\_ #3 \_\_\_\_\_ #4 \_\_\_\_\_ #5 \_\_\_\_\_

NOTE: Any confidential/proprietary information must be clearly labeled as "confidential/proprietary". All proposals are subject to the Texas Public Information Act.

*Scott Morrell*

COVER SHEET

# Statement of Understanding

**TXShare is seeking to pre-qualify AI consultancy firms to provide expertise in identifying, developing, and implementing AI strategies and solutions to align with NCTCOG's members' growing business needs**

- **What you are looking for**

An established partner that has the depth of expertise and breadth of experience helping customer setup AI strategies and solution

A partner that can efficiently respond to the various requirements of TXShare members to leverage Artificial Intelligence (AI) to enhance operational efficiency, improve decision-making, elevate service delivery, and foster innovation across its organizations

- **Centroid + Guardrail + Digital Citizen Academy provides**

a partnership that combines the depth of Centroid's technology consulting, delivery and managed services expertise with Guardrail's expertise on AI/ML and Generative AI and DCA's exclusive focus on K-12 schools throughout US to help improve lives of our children

We have a proven track record of providing value for nonprofits and for-profit organizations as well as state and local bodies.

## AI Needs To Be Implemented Responsibly



### 1. PEOPLE

We believe that people are critical to identifying and managing risks associated with AI and other advanced technologies



### 2. PROCESS

Streamlined and efficient processes are the key to enabling people to get the information they need when they need it and to make more effective decisions



### 3. TECHNOLOGY

Technology plays a specific and targeted role in enabling people and process – we don't use technology for technology's sake – only where it makes sense



### 4. GUARDRAILS

By leveraging people, process, and technology, we can help put in place guardrails to mitigate the risks of AI and enable you to achieve your objectives

**IF THE DEPARTMENT OF DEFENSE TRUSTS US TO PROVIDE AI TOOLS AND SERVICES, THE GREAT STATE OF TEXAS CAN TOO.**

# 1. WHO WE ARE...



A team of **passionate experts** with diverse backgrounds

**United by a common purpose**

To harness the potential of AI, technology, and data for the greater good and build a future where technology and humanity thrive hand-in-hand.

# Our Presence and Scale

~450

EMPLOYEES

255+

Professional Cloud Certifications

<10%

ATTRITION RATE

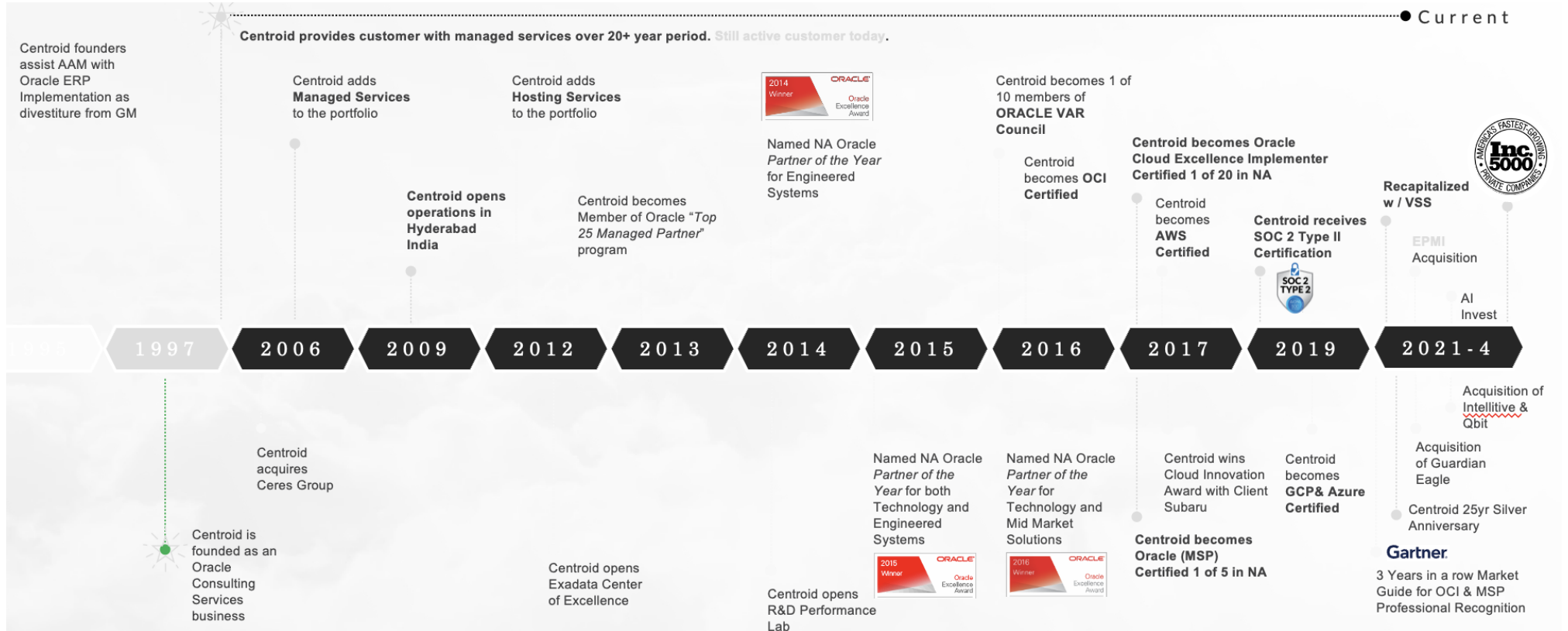
24x7 Operation

Deep Expertise and Global Support

Cost Optimized Engagement Models

Full-time experts where necessary

Leveraged capacity to reduce cost



**HEADQUARTERS:**

Detroit

**OFFICES:**

Dallas

Hyderabad, India

South America

# Our Clients

Span across industries and government

## 0-5 YEARS



## 5-10 YEARS

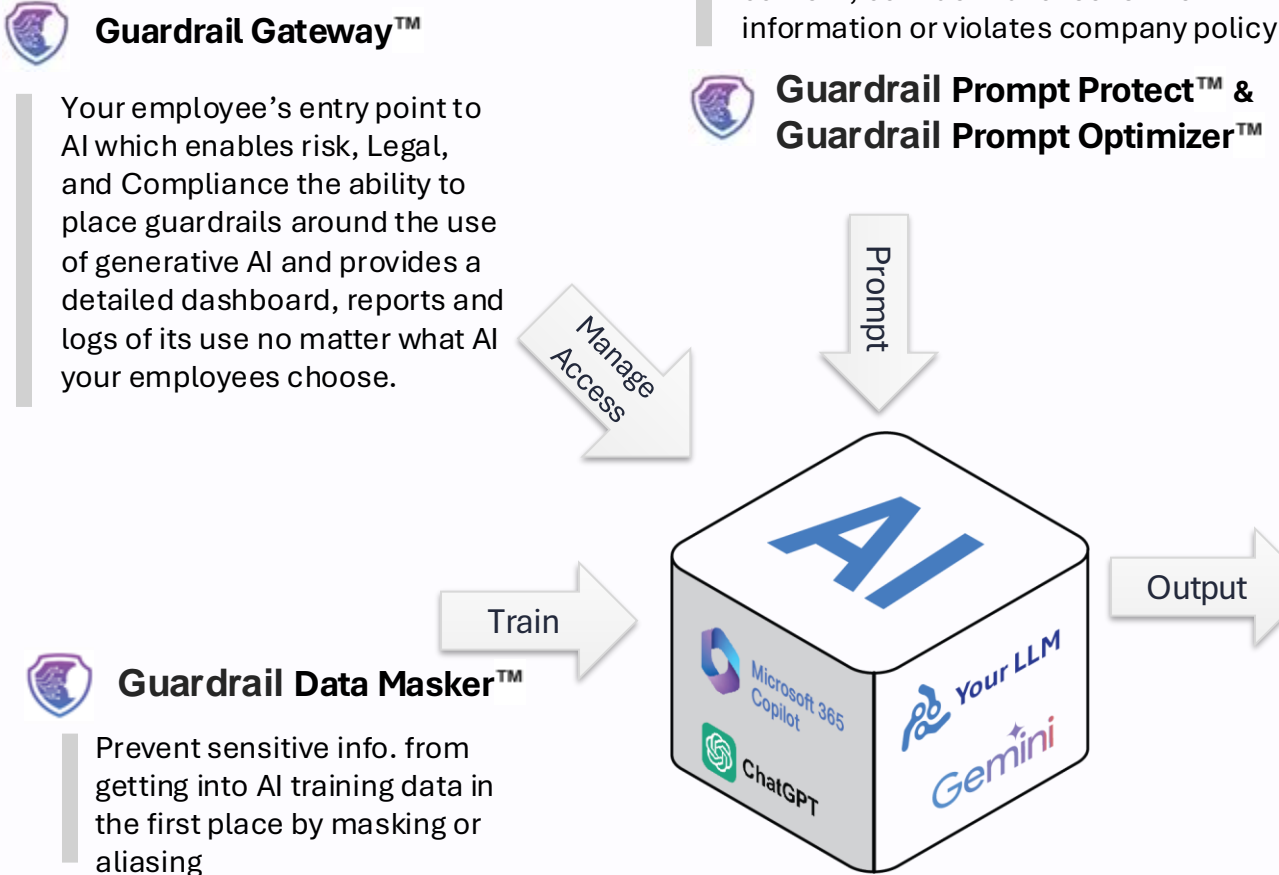


## 10+ YEARS



# Guardrail Suite for Generative AI™

## Generative AI Lifecycle



**Across all Modules:** Workflow, Review, Collaboration, Documentation, Reporting, Privacy, and Security

# Department of Defense (DOD) Grants Guardrail Technologies Awardable Status



United States  
Department of  
Defense



**Guardrail Technologies is already recognized as an *Awardable* company by the US DOD Tradewinds, very similar to this vetting by the NCTCOG.**



The Tradewinds Solutions Marketplace is a digital repository of post-competition, readily awardable pitch videos that address the Department of Defense's (DoD) most significant challenges in the Artificial Intelligence/Machine Learning (AI/ML), data, and analytics space. All awardable solutions have been assessed through complex scoring rubrics and competitive procedures and are available to Government customers with a Marketplace account. Government customers can create an account at [www.tradewindai.com](http://www.tradewindai.com). Tradewinds is housed in the DoD's Chief Digital Artificial Intelligence Office.

# PARTNERSHIP: Centroid, Guardrail, Digital Citizen Academy

Creating an exclusive partnership that allows our customers to get the best Generative AI & ML credentials across Local & State Governmental Entities and Commercial customers coupled with proven delivery management capabilities for over 27 years



- 27+ years of deep technology delivery expertise
- Dedicated teams for Cloud, AI/ML
- Global reach with about 500 resources
- Serving 200+ customers
- <https://www.centroid.com/>



- Focused on responsible implementation of AI through
- Keeping Humans at the center of AI
- Propriety suite of applications that serve each phase of the AI lifecycle.
- <https://guardrail.tech/>



- Educating children about safe use of technology
- Specific programs for students, parents & educators
- Focused on K-12
- <https://digitalcitizenacademy.org/>

## 2. Key Personnel...



A team of **passionate experts** with diverse backgrounds

**United by a common purpose**

To harness the potential of AI, technology, and data for the greater good and build a future where technology and humanity thrive hand-in-hand.

# Our Assigned Team of AI Experts

Combine over 100 years of combined multidisciplinary experience

Our AI leadership team is composed of industry pioneers, academic thought leaders, and technology innovators, bringing together decades of combined experience in artificial intelligence, data science, and legal technology. With a shared commitment to driving digital transformation and a proven track record of success, we deliver innovative AI strategies that align with our clients' goals and elevate their capabilities

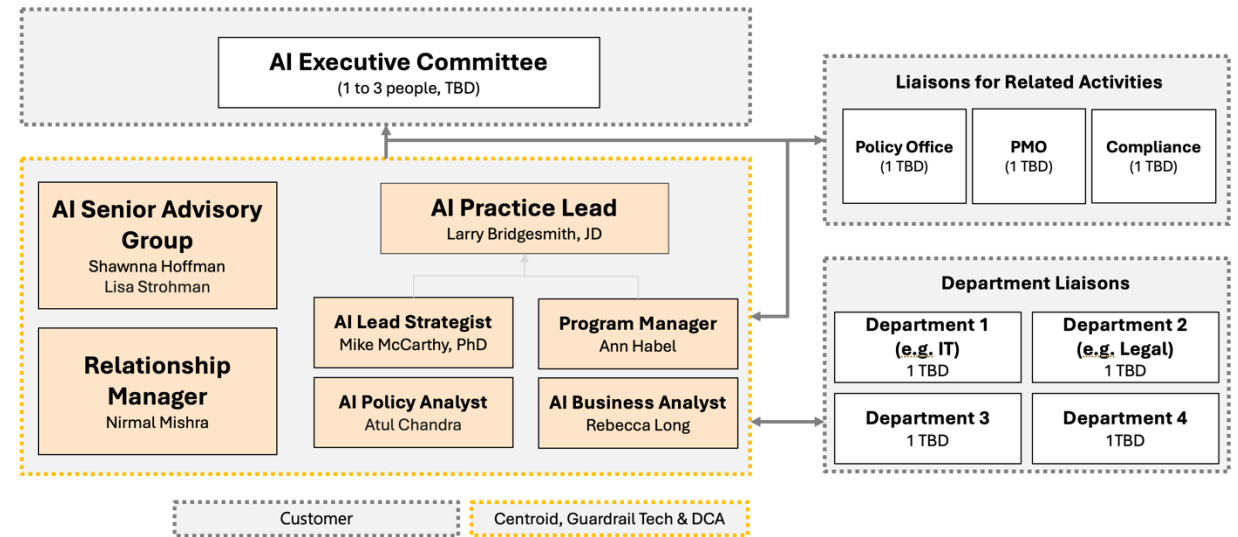
Our team includes

- Distinguished **educators and legal innovators**, recognized with awards such as the Janice Holder Award for Legal Innovation from the Tennessee Supreme Court Chief Justice, the Legal Innovation Award from the Tennessee Bar Association, and the law.com Leading Innovator of the Year for 2023.
- Professor and **founder of a Data Science program** at Utica University, with a distinguished academic background and prior service as a U.S. Army officer and pilot, extensive healthcare analysis for the Veterans Administration
- Former Senior Research Scientist at Amazon, working on optimizing AI and ML models to optimize global forecasting and operational efficiency.
- Former Chief Technology Leader of Legal Strategy and Operations at Dell Technologies
- Global Leader for IBM Watson AI Legal Practice
- AI Operations Leader for ServiceNow's Federal Government practice

Together, this powerhouse team combines extensive hands-on experience in AI strategy, implementation, and operational leadership to guide our clients through successful AI transformations and deliver long-term value

## Typical Team & Governance Structure

For each individual opportunities with NCTCOGS' partners, Centroid will setup a tailored team & governance structure to support the highest level of AI maturity and capabilities and achieve the desired ROIs.





## Shawnna Hoffman

 Harvard University



### AI Senior Advisor

- Subject Matter Expertise in AI and Blockchain
- Former Chief Technology Leader of Legal Strategy and Operations Dell Technologies
- Former Global Leader for the IBM Watson AI Legal Practice
- Former Leader of IBM Watson Health Blockchain Strategy
- Former ServiceNow AI Operations Leader for Federal Government
- Former Chair of U.S. Commodity Futures Trading Commission's Distributed Ledger Technology and Market Infrastructure Subcommittee – 2018-2021



## Lisa Strohmman JD, PhD

 Digital Citizen Academy



### Founder of Digital Citizen Academy

- Founder of Digital Citizen Academy
- FBI Visiting Scholar for the Profiling Unit, Child abduction serial killer unit (CASKU), Columbine School tragedy.
- Congressional Legislative Assistant, Worked as assistant to California Congressman Herger, 105th Congress.
- Clinical Psychologist, focusing on parents and teens related to bullying, self-harming, pornography addiction, suicide threats and attempts, depression, and anxiety.
- Attorney in Health law and Merger and Acquisition groups.
- Book Author : Unplug: Raising Kids in a Technology Addicted World, Digital Distress, Growing up Online, Phone Alone (children's book), Powered by Sprinkles, imagining Mental Health (in development)



## Jacob Beasley

 Bachelor of Science in Business Administration



### Tech Arch and Dir of DevOps Team

- Technologist with 20+ years of experience in architecting and building solutions with technology that meet the needs of businesses and nonprofits.
- Deep experience working in large-scale, compliant environments at Fortune-500 companies such as Target Corporate, US Bank, Ascend, and Trimble.
- Founder of OpenSource Kubernetes Security project m9sweeper as well as several startups with successful exits including Intelletive Consulting, which was purchased by Centroid in 2024.
- Broad background in architecting and building projects using many technologies: Java, C#, Python, Typescript/Javascript, Ruby, Go, Mobile (various), Embedded, VB, R, Matlab, Swift, and deployed on-prem and in the cloud with Amazon Web Services, Google Cloud, Azure, and Oracle Cloud. CISSP.



## Larry Bridgesmith, J.D.

 Associate Professor Vanderbilt Law School



### Associate Professor Vanderbilt Law School

- Distinguished educator - Vanderbilt University School of Law, Belmont University Massey Graduate School of Business, and Arizona State University Sandra Day O'Connor College of Law - Teacher of the Year recognition in 2022
- Highly valued figure within the Global Advisory Group and serves as a co-founder of the International Institute of Legal Project Management (IILPM).
- Honored with the Legal Innovation award by the President of the Tennessee Bar Association, prestigious Janice Holder award for legal innovation from the Tennessee Supreme Court Chief Justice
- Finalist - 2021 British Legal Technology Awards.
- Acknowledged as the law.com leading Innovator of the Year for 2023 - Southeastern United States



## Atul Chandra

Northwestern Kellogg



### AI Policy Analyst

- Bachelor of Science in Computer Science and Engineering | Masters in Industrial Engineering | MBA from Kellogg school of business
- 13+ years of experience leading large-scale program and technology transformation projects Significant experience in consulting, tech assessments, litigation and financial services consulting
- Prior to consulting, Atul was an executive at Bank of America, where he led a data science and analytics team to deliver analytics support for enterprise complaints, including complaints from customers, regulators, and internal ethics and hotline escalations.
- Atul has led large scale technology transformation programs including adoption of AI, Acceptable Use Policy and Roadmap development.

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## Michael McCarthy, Ph.D.

UTICA UNIVERSITY  
Founding Director & Associate Professor of Data Science



### Lead AI Strategist

- Tenured Associate Professor at Utica University and founder of its Data Science program
- Former senior research scientist at Amazon using AI/ML to develop global forecasts
- Healthcare analyst conducting quantitative and qualitative analysis for the Veterans Administration
- Bachelor of Science from the United States Military Academy at West Point; Master's and PhD from the University of North Carolina at Greensboro
- Prior to graduate school, Michael served in the U.S. Army as an officer and pilot with one deployment to Iraq



## Rebecca Long

VCU  
Bachelors in Fine Arts



### AI Business Analyst

- Experts in developing evidence and analytic-based solutions to transform workflows and enable organizational efficiency.
- 24-year background working as a Senior Designer and Creative Director for a publicly traded media company
- Developed an analytics-based approach in designing and implementing online strategy of Salem's owned and operated websites helping the company achieve the acquisition of 124M social followers, 2.4M web sessions per month and over 3M email subscribers.



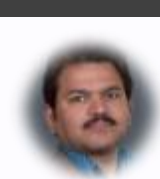
## Ann Habel

University of Wisconsin - Madison



### Director Strategic Accounts

- Analytical leader with strong business-to-business sales and operations management experience. Proven leadership in defining, implementing, and executing program strategies.
- Director strategic accounts at Centroid Systems with additional experience in Technical Consulting and Account Management.



## Nirmal Mishra

Indian Institute of Technology, Kanpur  
Bachelor of Technology (B.Tech.)



### Sales Director

- 25+ years of Technology Consulting, Delivery Management, Sales & Business Operations Experience
- Director of Sales at Centroid Managing 20+ active accounts
- Prior to joining Centroid, spent 17+ years with Accenture across India & US performing various management roles
- Managed annual P&L of about \$40+ million

# 3 References

Entity Name *	Contact Name *	Phone Number *
Utica University	Stephanie Nesbitt, JD Dean, School of Business and Justice Studies provost@utica.edu	(315) 792-3112
HIG Global	Paramjit Singh Director IT PSingh@hidglobal.com	(512) 965-4702
Irvine Ranch Water District, CA	Mohit Saini Director of Applications saini@irwd.com	(949) 241 7551
Cave Creek Unified School District	Bill Dolezal Superintendent	(480) 575 2000

## 4. Project-Related Experience & Qualification...



A team of **passionate experts** with diverse backgrounds

**United by a common purpose**

To harness the potential of AI, technology, and data for the greater good and build a future where technology and humanity thrive hand-in-hand.

# We Delivered For Tekumo

Designed and implemented dispatching software to automate deployment of thousands of technicians across the U. S. with sophisticated rules engine and workflow management.

**AI: Implemented rules engine to automatically assign vendors and technicians according to rules configured in the software**

Designed and implemented dispatching software to automate deployment of thousands of technicians across the U. S. with sophisticated rules engine and workflow management.

**Automation: Implemented Customer Portal for customers to load in orders in a structured format instead of email.**

Designed and implemented dispatching software to automate deployment of thousands of technicians across the U.S. with sophisticated rules engine and workflow management.

**Automation: Integrated with downstream vendors, synchronizing logistics data in near-real-time.**

Key details such as scheduled date, assigned technician, costs, timesheets, equipment, and arrival time flow back into information systems to reduce time spent *slip-seating* between different vendor's web portals.

Designed and implemented dispatching software to automate deployment of thousands of technicians across the U. S. with sophisticated rules engine and workflow management.

**Automation: Generate invoices automatically and load into billing software, making invoicing timelier and improving cash flow on accounts receivables.**

# We Delivered For

## Safe School Guardian

**Leveraged Machine Learning to train and tune AI Models to identify and categorize gunshots**

Implemented algorithm to detect gunshots and notify law enforcement and administrators

Prepared tens of thousands of audio samples, leveraging Fourier transformations and rewriting Matlab code in Python and R

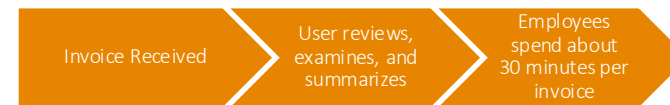
Used artificial intelligence and machine learning to segregate between loud noises and different calibers of firearms

Reimplemented algorithms in highly efficient C code that was cross-compiled for embedded devices as well as Android and iOS

## Fintech Customer

**Used Generative AI to replace manual summarization and validation of invoice line items. Also built a system for training prompts based upon past data to improve accuracy over time (it is self-learning).**

### Before:



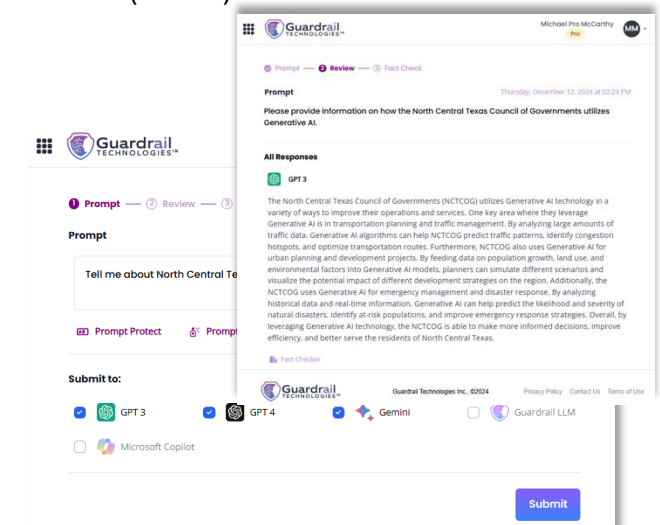
### After:



## Utica University

**Students used Guardrail Technologies' suite of Generative AI applications to:**

- Utilize multiple Large Language Models (LLMs), including GPT 3, GPT 4, and Gemini, to make robust reports that have an integrated fact checker and reference system.
- Build auditable machine learning models using the proprietary Data Science Reference Model™ (DSRM).



## 5. Technical Proposal...



A team of **passionate experts** with diverse backgrounds

**United by a common purpose**

To harness the potential of AI, technology, and data for the greater good and build a future where technology and humanity thrive hand-in-hand.



## **5.2 Tech Proposal - Scope of Work**

**5.2.1 AI Strategy Development**

**5.2.2 Feasibility Study and Use Case Identification**

**5.2.3 AI Solution Design & Roadmap**

**5.2.4 Pilot Testing and Implementation Support**

**5.2.5 Training, Adoption, and Capacity Building**

# **5.2 Scope of Work**

## 5.2.1 AI Strategy Development: Overview

Define and refine AI processes and documentation plus create an implementation plan

A full understanding of the Governmental Entity's ability to provide governance, access to data, AI skillsets, processes, and technology infrastructure as it pertains to developing and supporting AI initiatives will be assessed by a team. Close collaboration with full access to its data, systems, and personnel are needed.

The AI Strategy Development will take place in three phases:

**Phase 1: Collaboration,**

**Phase 2: Assessment, and**

**Phase 3: Development**



## 5.2.1 AI Strategy Development

### Based on the organizational needs, the AI Strategy may include:

- Governance frameworks used by the Governmental Entity,
- Data access policies used by the Governmental Entity,
- Compliance regulations related to AI initiatives,
- Surveys and interviews with a sample of state employees to assess their AI-related skillsets, knowledge of AI policies, and proficiency in relevant technologies,
- Review of current internal training,
- Map existing processes and workflows across Governmental Entity,
- Inventory of current technology infrastructure, including hardware, software, cloud capabilities, and data storage solutions,
- Gap analysis,
- Roadmap to advance the Governmental Entity's AI capabilities across governance, data access, skillsets, processes, and technology,
- Identification of areas of ongoing revisions to strategic planning protocols (i.e., AI Strategy Development, AI Maturity Plan, AI Support Model, and AI Roadmap).

#### Key milestones of the AI journey

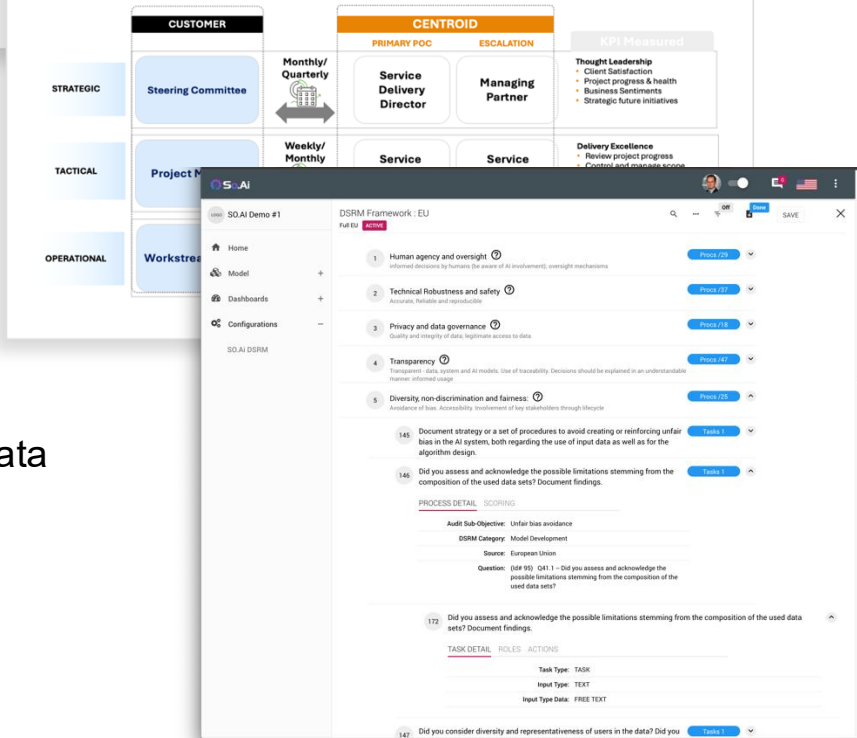
AI's nonlinear nature means that agencies can start their AI journey from any point on the AI ambition curve

Develop	Translate	Implement	Scale	Manage
Understand AI potential, set, ambition level, and prioritize applications	Design and validate AI initiatives to confirm costs and benefits and establish governance	Undertake rapid prototyping and testing of the AI applications with the highest value; evaluate overall results	Scale and roll out proven AI solutions addressing technical and organizational barriers	Manage AI-enabled solutions, updates, and expansion; monitor results, adapting as needed

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#### Governance & Communication Model

Governance to set strategic direction and establishes the cadence for regular monitoring of project progress



## 5.2.1 AI Strategy Development

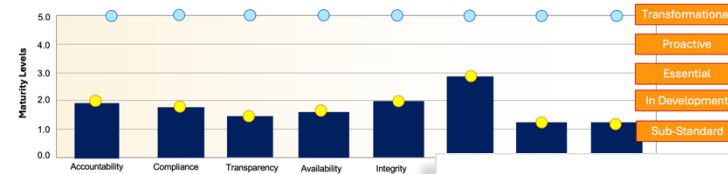
**Phase 1 of the AI Strategy Development utilizes close collaboration with all partners:** Centroid, Guardrail Technologies, Digital Citizen Academy, internal governmental stakeholders, elected officials, and citizens.

- A full survey of all governance and data access policies will be conducted; a summary report with gaps and action items will be the main deliverable.
- Employees' and contractors' technological skill sets and knowledge of policies will be assessed.
- The main deliverable is a full evaluation of processes and the Governmental Entity's technological infrastructure.

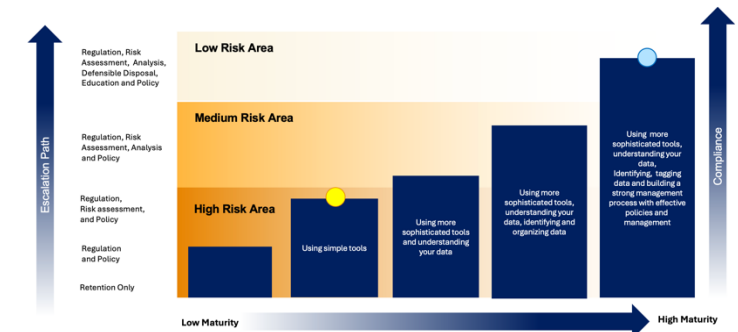
**Phase 2 is the formal assessment of the current state assessment:**

- Governance frameworks used,
- Data access policies used,
- Compliance regulations related to AI initiatives,
- Surveys and interviews with a sample of employees to assess their AI-related skillsets, knowledge of AI policies, and proficiency in relevant technologies,
- Review of current internal training,
- Human-in-the-loop (HITL) assessment,
- Map existing processes and workflows across the Governmental Entity,
- Inventory of current technology infrastructure, including hardware, software, cloud capabilities, and data storage solutions,
- Gap analysis of current state compared to the maturity of best practices,
- A roadmap to advance the Governmental Entity's AI capabilities across governance, data access, skillsets, processes, and technology,
- Identification of areas of ongoing revisions to strategic planning protocols (i.e., AI Strategy Development, AI Maturity Plan, AI Support Model, and AI Roadmap).

The Principles Maturity Model – Target State



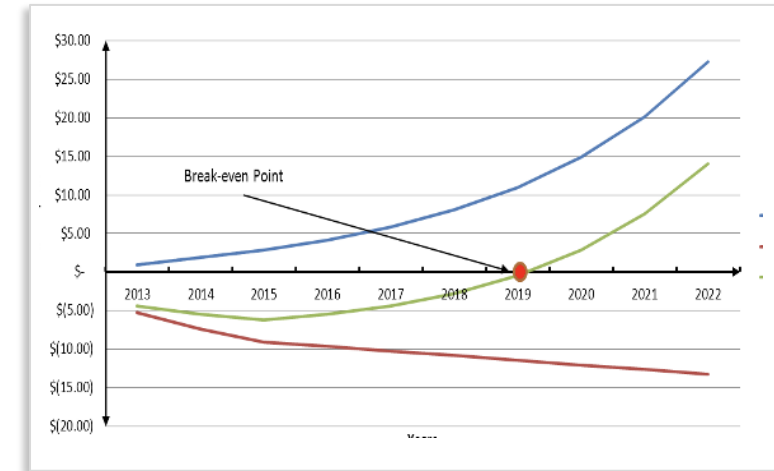
AI Strategy: Risk Maturity Model



## 5.2.1 AI Strategy Development: Develop Roadmap

**Phase 3 is the AI Roadmap Development and includes the following sections:**

- Core technology assessment and selection criteria outlining the evaluation and selection of core technologies. Technology implementation plan for deploying core technologies and integrating them with existing systems.
- Data management framework comprehensive documentation detailing data governance, security, and compliance strategies. Centralized data repository implementation plan for establishing a central data repository, including data integration and access guidelines.
- Support model and role definition documentation detailing the description of the support model, including key roles, responsibilities, and collaboration structures. Recommendations for hiring, training, and upskilling staff to fill key data roles within the Governmental Entity.
- AI use case prioritization ranking AI use cases based on impact, feasibility, and risk.
- AI scaling plan to support the organization's strategic plan to scale AI initiatives, including deployment timelines and resource requirements.
- Responsible AI policy outlining ethical and responsible AI practices, and AI System audit reports evaluating compliance with responsible AI practices.
- AI research, development (R&D), and innovation plan outlining initiatives to promote AI research and innovation. The semi-annual roadmap will support the annual AI strategy review to assess the current AI strategy and recommend adjustments based on current and emerging trends and insights.



# 5.2.2 Feasibility Study and Use Case Identification

## A. Leveraging the AI Maturity Plan to build out a **Self-Service AI Maturity Level Assessment**

To build feasible and useful AI tools, we integrate with key governmental stakeholders to fully understand the organizational and citizens’ needs.

The feasibility study will include the following sections:

- Reviewing, categorizing, and prioritizing existing AI use cases (also assessed in Phase 2 of the AI Strategy Development, section 5.2.1),
- Leveraging risk/priority models with internal and external compliance requirements,
- Recommending additional foundational capabilities for long-term success,
- Outlining data management activities,
- Addressing ethical requirements,
- Developing metrics for measuring progress,
- Defining necessary tools and technologies,
- Defining testing strategies,
- Providing recommendations for increasing internal efficiency and integrating AI into daily workflows.

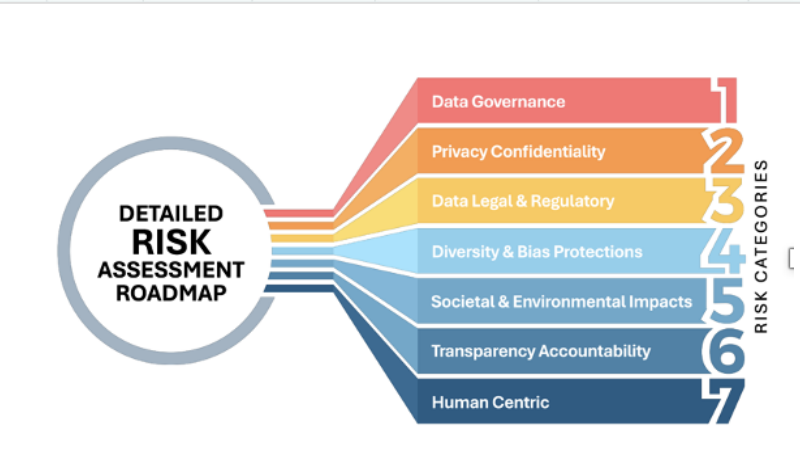
## B. Leveraging the AI Strategy to build an **organizational AI Maturity Plan**

Based on the AI strategy developed in the multiphase process outlined in section 5.2. 1, we will support the Government Entity to identify AI use cases that provide the best return on investment for the organization and the citizens it serves. Initially, it is not unusual for an organization to be at differing levels of IT and AI maturity. Effective AI governance requires a continuous focus. In this assessment, we will:

- Identify the gaps between the organization's current practices and the desirable level of maturity for each principle.
- Assess the risk(s) to the organization, based on the biggest gaps.
- Determine whether additional information and analysis is necessary.
- Develop priorities and assigned accountability for further development of the program.

### Process Measurement

Label	Dimension	Rating 1: No Process in Place	Rating 2: Ad Hoc and Unstructured	Rating 3: Manual, Structured	Rating 4: Semi-automated siloed	Rating 5: Automated and Fully Integrated Across Enterprise	Rating
A	Strategy	No process in place or process not up to Rating 2 Standards	No developed and/or shared strategic plan for AI implementation	Written strategic road map for AI implementation	Departmental AI strategy based on business value and regulatory requirements. Change request workflow process established to address AI implementation projects	Deviations in Responsible AI protocols generate automated alerts to IT and department delegates when AI systems, business objectives change. Executive, IT, and department delegates continuously assess Responsible AI as a result of scheduled audits and review compliance with AI strategy and assess needs for change.	2
B	People	No process in place or process not up to Rating 2 Standards	No required skill assessments or change management capacity	Defined skill requirements and change management program	Semi-automated record keeping of employee skills acquisition and upskilling plan progress. Systematic change management program with executive level support.	Enterprise wide automation of employee skills assessment and acquisition progress with cross-functional analysis of utilization and availability. Executive level position and responsibility for AI change management.	3
C	Process	No process in place or process not up to Rating 2 Standards	Processes are not formalized or communicate to appropriate stakeholders.	Formal processes have been developed and manually applied but not shared or integrated across the enterprise	Processes have been automated without the benefit of AI analytics and limited to departmental application.	Processes are mapped to AI analytics of the business operations and integrated across the enterprise.	4
D							
E							
F	Tec						



## 5.2.3 AI Solution Design

- We offer the *Data Science Reference Model™* to **research and document** compliance requirements related to any AI solution.
- We offer a complete suite of AI models and tools that address multiple AI use cases (see next slide).
- For each project, we will provide a **detailed roadmap including governance, timelines, milestones, resources, and KPIs**.
- Each NCTCOG member organization will receive a **cost analysis that covers development, cloud, and licensing**.
- As responsible technology is at the core of our mission, each solution will be aligned with **ethical and regulatory standards**.

### DSRM: Building Custom Frameworks from Framework Library



**Governance team leverages the Guardrail Framework Library to create customized frameworks for their model categories.**

Guardrail is pre-configured with various regulatory frameworks containing detailed guidelines as it pertains to AI development.

Guardrail's proprietary framework – the **Data Science Reference Model™** (DSRM) – is designed to enable organizations to use out of the box or can be customized based on the organization's needs. This ensures AI development is in line with regulatory and / or organizational guidelines.

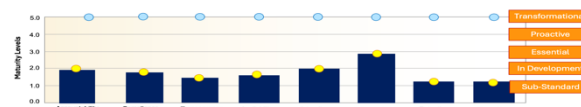
#### Responsible AI Readiness deployment measured against seven categories

Your readiness for Responsible AI deployment will be measured against seven categories:

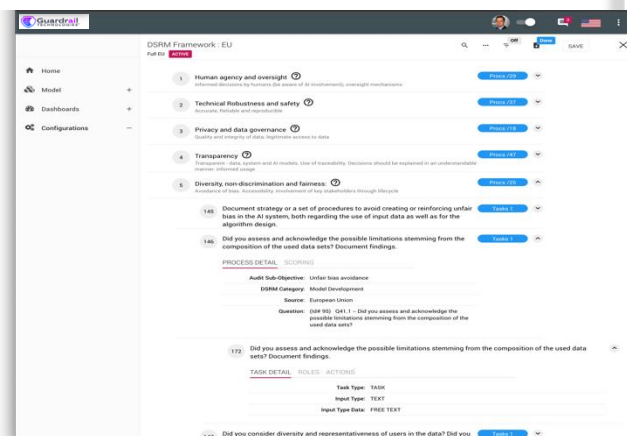
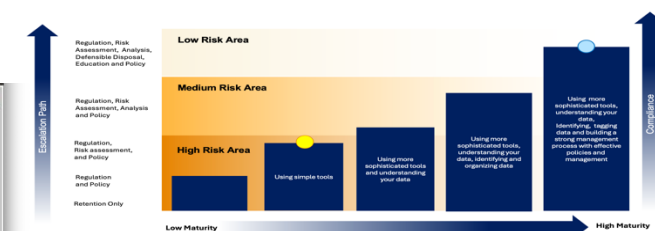
- **Data Governance** – who owns the data?
- **Privacy & Confidentiality** – who has access to the data?
- **Legal & Regulatory** – what compliance responsibilities must be satisfied?
- **Societal & Environmental** – are the energy demands and social impact acceptable?
- **Transparency & Accountability** – is the AI implementation responsible for its actions?
- **Technology** – is the current state and interoperability of relevant technology prepared?

Ensure responsible input and output?

#### The Principles Maturity Model – Target State



#### AI Strategy: Risk Maturity Model



## 5.2.3 AI Solution Design and Roadmap

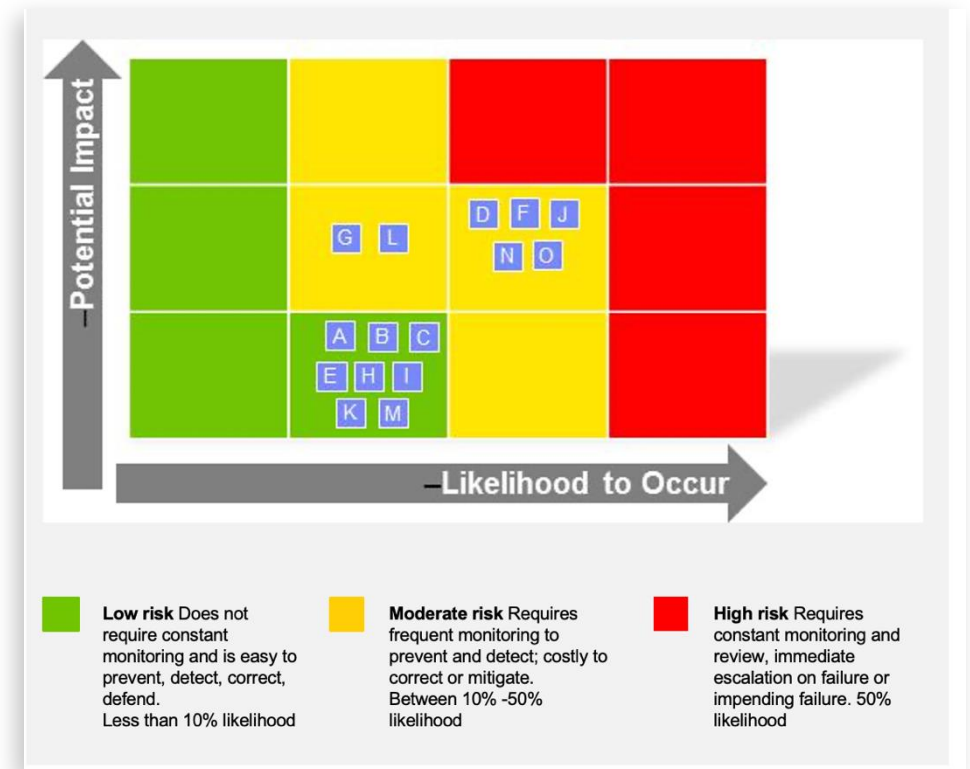
To ensure compliance with all compliance requirements, Guardrail Technologies propriety Data Science Reference Model (DSRM; outlined in Section 5.2.2) and AI Reference Model (AIRM) provide a comprehensive end-to-end method to assess all active internal models (build), vendor models (buy), and proposed user models. The DSRM and AIRM can be updated for Texas-specific compliance requirements (ex: FOIA).

The trifecta of **people**, **process**, and **technology** will review each AI model in accordance with the AI strategy identified in Section 5.2.1. Our gap analysis includes analysis of Humans in the loop (HITL) and is an important part of this process

The Guardrail Technologies propriety Data Science Reference Model (DSRM) and AI Reference Model (AIRM) provide a comprehensive end-to-end method to assess all active internal models (build), vendor models (buy), and proposed user models.

The **DSRM** and **AIRM** will provide the process, and well-trained employees will provide the people; the technology to scale the reviews will likely require an additional expansion of this RFP to include technology acquisition to manage the complexity of any use cases and AI projects.

The AI Strategy developed (section 5.2.1) combined with the proprietary DSRM and AIRM will centralize AI use case review by the governmental entity. The review will vet each use case, assess it, and make a recommendation. The internal reviewers will perform initial triaging of the use case against risks such as privacy, weighing the benefits against costs.



## 5.2.4 Pilot Testing & Implementation Support

Building capacity with AI requires a thoughtful process of pilots (i.e., proof of concepts) to enable organizations to build capacity.

- We help organizations identify appropriate pilots that have a high return on investment.
- We integrate the pilot into the current system and hone the.
- After the pilot, we support the organization by scaling the pilot to production and expanding the utilization to multiple departments (ex: AI-enabled scheduling for Human Resources could be applied to the Public Works Department)

### Typical Testing Cycles Breakdown

	Functional Unit Testing	System Integration Testing	User Acceptance Testing
Scope	<ul style="list-style-type: none"> <li>• Custom Technical Objects which have been retrofitted as part of the AI Use Case Implementation</li> <li>• Functional testing of standard functionality</li> </ul>	<ul style="list-style-type: none"> <li>• Includes all integration</li> <li>• Testing of Customer AI Use Case solution via unit and scenario-based testing</li> <li>• Includes “end-to-end” scenarios</li> <li>• Includes all objects that are required to execute defined test scenarios</li> </ul>	<ul style="list-style-type: none"> <li>• Includes all integration</li> <li>• Testing of Customer AI Use Case solution via unit and scenario-based testing</li> <li>• Includes “end-to-end” scenarios</li> <li>• Includes all objects that are required to execute defined test scenarios</li> </ul>
Performed By	<ul style="list-style-type: none"> <li>• Customer AI Business Analysts</li> </ul>	<ul style="list-style-type: none"> <li>• Customer AI Business Analysts</li> </ul>	<ul style="list-style-type: none"> <li>• Customer Super Users</li> </ul>
Timing	<ul style="list-style-type: none"> <li>• Following Technical Unit Testing</li> </ul>	<ul style="list-style-type: none"> <li>• Following Build Phase</li> </ul>	<ul style="list-style-type: none"> <li>• Following System Integration Testing</li> </ul>
Environment	<ul style="list-style-type: none"> <li>• Development</li> </ul>	<ul style="list-style-type: none"> <li>• System Integration Test</li> </ul>	<ul style="list-style-type: none"> <li>• UAT</li> </ul>
How Documented	<ul style="list-style-type: none"> <li>• Test scripts</li> </ul>	<ul style="list-style-type: none"> <li>• Testing Scenarios</li> <li>• Test scripts</li> </ul>	<ul style="list-style-type: none"> <li>• Testing Scenarios</li> <li>• Test scripts</li> </ul>

## 5.2.5 Training, Adoption & Capacity Building

Effective change management to set expectations, create change advocates and manage the change journey is essential to the success of this initiative and to create the momentum for scaling.

The Bidders to this RFP commit to:

- **Provide training on the effective use of AI tools** and best practices.
- **Facilitate workshops to build internal AI capabilities** within the organization.
- Develop a **knowledge transfer plan** to ensure long-term sustainability and management.

### Training and Support

Create and deliver training activities that are short, consistent, frequent and engaging



Incorporate various **learning methods** with imbedded feedback loop



**White-glove** approach to provide on-demand support

### Communication and Engagement

Focuses on delivering the right content to the right audience at the right time



Leverage **existing communication channels**



**Tailored communication** based on role & level of impact

### Change Network

Successful change programs activate a group of sponsors, ambassadors and business counterparts that foster support and ownership of changes



**Define Change Network** to ensure impacted parties are aware and highly impacted users feel supported and ready for change



Positioning Customer resources for **long-term sustainability plan**

Our team consists of multiple university professors and educators. We have the curriculum, tools, and experience to accomplish expansive training for NCTCOG orgs.



## **5.3 Tech Proposal - Specifications & Requirements**

**5.3.1 Consultant Expertise & Qualifications**

**5.3.2 Data Security and Privacy Compliance**

**5.3.3 Project Management and Reporting**

**5.3.4 Budget and Cost Estimates**

**5.3.5 Data Strategy and Management**

**5.3.6 Ethical AI Requirements**

# **5.3 Specifications & Requirements..**

## 5.3.1 Consultant Expertise & Qualifications

To assess the robust experience and education of our team, **please refer to Section 2 of this response “Key Personnel”**

Our combined team of Centroid, Guardrail & DCA has a very deep set of skill/experience to make the TXShare member achieve their business objectives  
**AI Consultancy Experience:** We have a proven track record in providing AI services to government or public sector organizations.

- **AI Technologies Proficiency:** Skilled in machine learning, natural language processing, computer vision, and other AI technologies.
- **AI Ethics, Privacy, and Security:** Expertise in AI ethics, data privacy, and security.
- **Strategy and Roadmap Development:** Successful in crafting AI strategies and roadmaps, with a history of project implementation.
- **Collaboration and Communication:** Ability to work effectively with internal teams and simplify technical concepts for non-technical stakeholders.
- **Public Sector Compliance:** Deep understanding of public sector compliance and ethical standards.

## 5.3.2 Data Security & Privacy Compliance

### A. The consultant must comply with all applicable federal, state, and local data privacy laws.

Regulations around consumer, health, and child privacy such as GDPR, PCI, HIPAA, GLBA, COPPA, FCRA, and FERPA will all be considered to ensure compliance with state and federal regulations. See 5.3.2.b for more information.

### B. Provide documentation that AI solutions will adhere to data protection regulations such as GDPR (if applicable) or equivalent local laws.

While there are many overlapping privacy regulations, we can comply with all of them by adhering to several principles:

**Ensure Proper Access Controls and Audit Logs:** Ensuring that all information is only accessible on a need-to-know basis with audit logs that record each time a record is accessed by a user as well as each time an underlying IT system is accessed by an administrator.

- **Encryption Everywhere:** All data is encrypted when it is stored and transmitted in accordance with industry acceptance best practices.
- **Personal Identifiable Information Anonymized:** all data is anonymized when used to train an AI Model or while in use by an AI System one's Guardrail Technologies' proprietary **Data Guard** product, ensuring that user's personal information is not embedded into the AI Models or accidentally exposed when monitoring records of an AI Model's usage.
- **Providing a means to be download one's own records:** Some newer privacy regulations, such as GDPR, now require users to be able to request a copy of their own records or even request their records be deleted. This is considered while implementing information systems, though other overlapping regulations around retention of government and financial records must also be considered.

### C. Implement security measures to ensure the protection of sensitive and personal information during data processing.

As described in 5.3.2.b, we leverage **Data Guard** to ensure no regulated information, such as personal details or healthcare data, is used in the training of Artificial Intelligence nor during runtime while using Artificial Intelligence.

## 5.3.3 Project Management & Reporting

In 2024, the Rand Research Institute reported that 80% of AI implementation projects fail to achieve the organization's business goals. These objectives often are not met due to limitations on the readiness for AI project implementation on the part of the synergy between people, process, and technology.

### APPROACH

- **Interviews** – our team of AI, data science, organizational development, and compliance specialists will conduct interviews with the company's corresponding personnel based on the AI guiding principles and risk categories.
- **Document sharing** – our team will review requested documentation related to the organization's technology, documentation, and compliance practices.
- **Data analysis** – our team will conduct analysis of the company's relevant data sources to identify trends, patterns, and projections for the organization's business objectives attainment.

### METHODOLOGY

The relative degree of maturity for each category is assessed based on the level of attainment in each of the following levels of readiness in a hypothetical assessment.

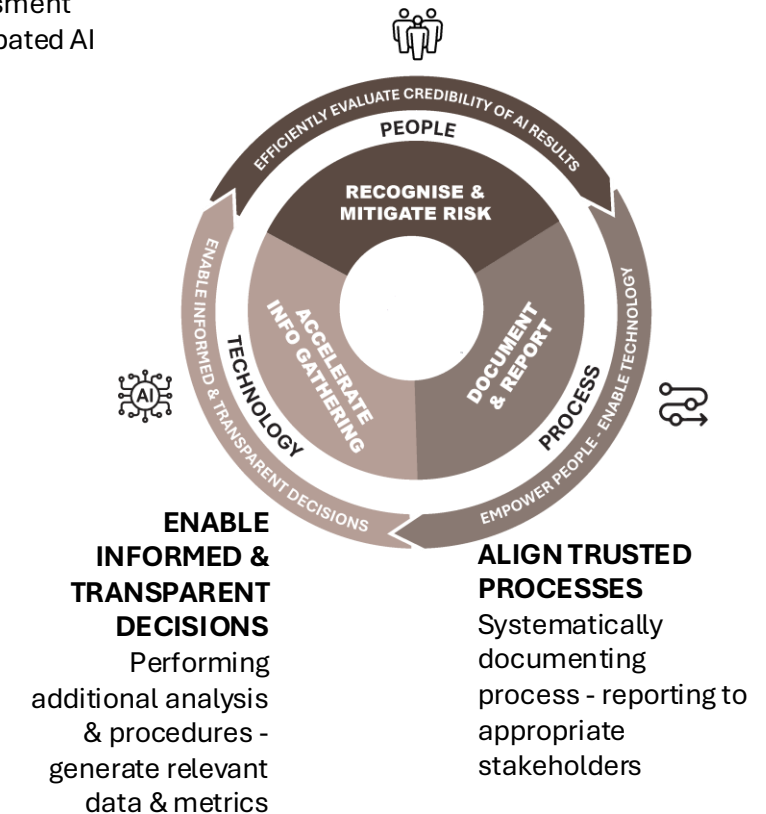
We will then use this information to assess the current preparation in the areas of Strategy, People, Ethics, Data, Processes, and Technology.

Accordingly, we recommend that we conduct a comprehensive AI Impact Assessment across the enterprise to reveal the specific steps to be taken to deploy the anticipated AI project more appropriately. This assessment will identify:

- **Strategy** – Does the proposed AI implementation enjoy the support and endorsement of the company's Board, C-Suite, and Business Unit Leads due to the engagement and contributions appropriate to their roles?
- **People** – Are those responsible for design, engineering, implementation, training, and monitoring of the success of the deployment trained in its features and functionality consistent with the Company's business goals?
- **Processes** – Are the workflows to be automated by the project providing superior outputs without the need to be redesigned, tested and audited for performance?
- **Ethics** – Has the AI implementation been audited to provide assurance that applicable legal constraints and regulations as well as ethical human expectations are satisfied?
- **Technology** – Has the impacted technology stack been audited to assure operational functionality, integration, and interoperability sufficient to achieve the company's business goals?
- **Data** – Have the training and operational data sets been audited for bias, human centricity, and technological adequacy for the prospective AI project?

### PUT PEOPLE BACK IN THE LOOP OF AI DECISION MAKING

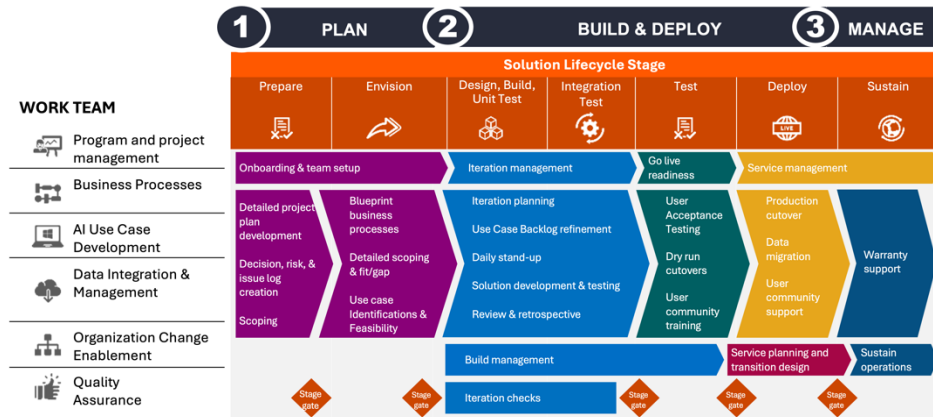
Enabling automation alerting people at the right time to the info they need so they can make better decisions



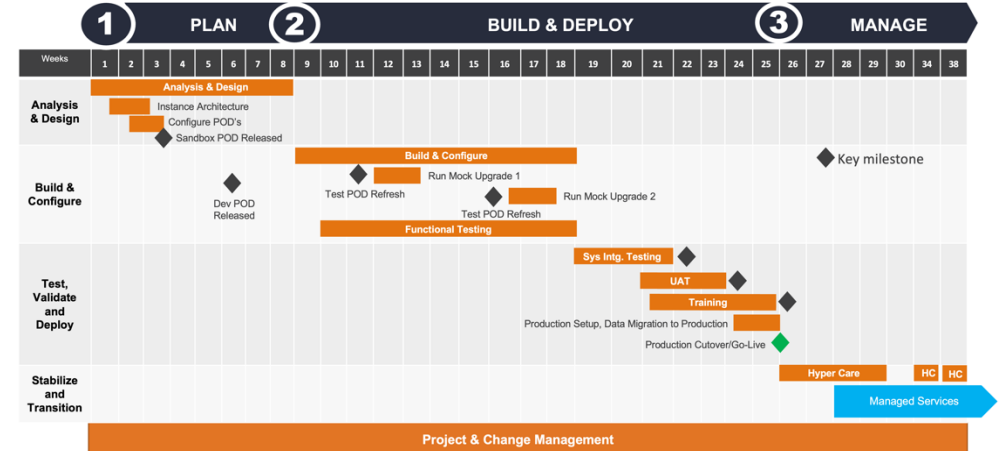
# 5.3.3 Project Management & Reporting

## Typical Project Lifecycle Approach

Centroid's proven approach for deploying AI Services combines the best elements of agile and waterfall methods. Our approach covers the full lifecycle from the initial evaluation to on-going support and improvement.



## Typical Project Plan

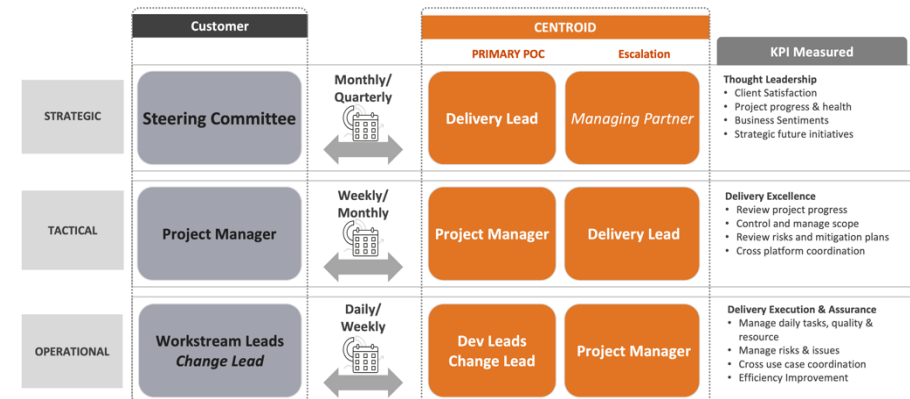


## Typical Project Status Report

Complete		On Track	At Risk	Delayed	Failed	
Summary Status						
Status						
1. Actual Results from this week			2. Plans for next week			
<ul style="list-style-type: none"><li>Planning Process – continued on-going troubleshooting</li><li>Continued UAT testing by team – Start – 9/14/2021 (wrap up Date 9/29)</li><li>Discuss UAT - Test – Start evening of Thursday, 9/23 – Friday 9/24</li><li>On-Going support by DEV Team during Functional Testing of SIT, UAT Environment</li></ul>			<ul style="list-style-type: none"><li>On-Going support by DEV Team during SIT, UAT Environment testing</li><li>PROD Mock Cutover Start</li><li>UAT Testing – wrap up by 9/29</li></ul>			
3. Key Issues and Risks						
Issue Number	Type	Brief Description	Owner	Mitigation/Resolution Plan	Due Date	Status
2	Action/Risk	Reminder to Tech Lead: Customer team upgrading Oracle EPM Narrative Reporting	Reporting Tech Lead	Lead communicated that system will be ready for UAT Testing. Fallback for PROD Go-LIVE is using existing Oracle EPM env.	6/30	Closed
37	Action/Risk	Integrations - Coordination of pointing all Integrations to SIT, identifying owners	Planning Tech Lead	BorgWarner to review list of integrations and identify owners for SIT	8/3	Closed
16	Action Item	Review EPM monthly patch updates from Oracle	Tech Leads	Open discussion on when to review monthly patch from Oracle EPM	8/30	Open
4. Upcoming Milestones						
Milestone				Planned End Date	Status	Revised Date
Dev Environment Upgrade Release – Upgrade 1				June 1	Complete	
Complete Custom Objects Retrofit and Re-Design				July 23	Complete	
Customer – Identify Testing Scenarios				August 9	Complete	
Customer – Functional Testing (EPM Cloud Testing Started 8/16/2024)				August 9	In Progress	Complete?
Mock Cutover – SIT Environment Release				August 11	Complete	
Environment Release (Clone of SIT)				August 18	Delayed	
Complete System Integration Testing (SIT)				Sept 8	Delayed	
Perform Mock Cutover to UAT Environment				Sept 15	Complete	
Complete UAT – User Acceptance Testing				October 6	In Progress	
Prod Go Live				Oct 17	Scheduled	

## Typical Governance & Communication Model

Governance to set strategic direction and establishes the cadence for regular monitoring of project progress



## 5.3.5 Data Strategy & Management

The **Data Strategy supports the AI Strategy** developed in Section 5.2.1. The goal is to build the organization's AI skillset and processes with training and workshops so that the Data Strategy is robust and properly evaluated to ensure the internal team can update it as the data morph, models drift, and compliance requirements evolve.

- **Quality Controls** must be made to assess model drift or shifts in the data. Routine assessments of each model's accuracy for the organization and its citizens will be conducted.
- **Data Governance Frameworks** will be part of the AI Strategy and integrated directly into the development of each model via the DSRM and AIRM (see sections 5.2.2 & 5.2.3).
- **Data Privacy Assurance** requires constant vigilance. Guardrail Technologies has proprietary tools that enable models to be trained while holding all personally identifiable information (PII) or personal health information (PHI) from the model (see DoD-approved Data Masker as part of Guardrail Suite for Generative AI™ in Section 1)
- **Data Security Protocols** need to be robust and monitored. The software and hardware need to have
- In order to best support citizens, the Data Strategy needs **evaluation** and updating. This is very similar to the requirements of the AI Strategy (Section 5.2.1).

## 5.3.6 Ethical AI Requirements

Guardrail Technologies has responsible and ethical AI as part of its Mission Statement.

- **Ethical Framework:** The DSRM and AIRM (sections 5.2.2 & 5.2.3) enable a high level of ethical assessment and can be customized to allow any NCTCOG governmental entity to expand the ethical guidelines.
- **Bias Detection:** Bias can be inserted into AI models at many different parts of the development process. The data used to train the model could be biased. Seemingly benign decisions made by the data scientists could insert bias into the model (ex: selection bias). The model could be biased or, over time, could start revealing biased results (ex: model drift). The DSRM and AIRM are specifically made for evaluating models in development but can also be used to provide a retroactive review of models already in production and third-party models (ex: resume review AI models or chatbots).
- **Transparency:** The proprietary DSRM and AIRM tools allow organizations to develop responsible tools that provide transparency to the developers and employees as well as the citizens who use the model. The DSRM & AIRM provide a methodical process and framework to build, audit, and assess each model, both internal and third-party models. Additionally, utilizing the DSRM and AIRM enables employees to build AI knowledge to further expand the technical capacity within the governmental entity deploying the tools to its citizenry.
- **Accountability:** The DSRM & AIRM has a logging functionality that allows it to track actions, decisions, and model changes at each step of the development. The AI and Data Strategies will outline the appropriate audit cadence, but on-demand audits are possible too.
- **Impact Assessments:** The ethical impact assessments will be scheduled in accordance with the AI and Data Strategies and should coincide with the regular audits. The initial DSRM or AIRM act as the benchmarks for the tools and subsequent impact assessments using the DSRM or AIRM will be compared against the benchmark. If significant differences are found between the benchmark and the assessment, corrective actions will be taken, like building new models with updated data or providing guardrails.

### Item 59 from Addendum

Are there any state government-wide initiatives for AI adoption or compliance requirements with regards to Texas that we must consider? (Page 12 Section 5.2.3)  
Answer: Yes, Texas has initiated several government-wide efforts to adopt and regulate artificial intelligence (AI):

1. Artificial Intelligence Advisory Council
2. Texas Responsible AI Governance Act (TRAIGA)
3. Texas Artificial Intelligence Center of Excellence (AI-CoE)
4. AI User Group (AI-UG) Keep in mind this solicitation is not specific to Texas entities only and is available to entities Nationwide. Contracts can be utilized outside of Texas. These initiatives reflect Texas's commitment to integrating AI into government operations

# 5.4 Key Deliverables

## KEY DELIVERABLES & TIMELINES

Key Activities

	Collaboration	Assessment	AI Strategy Development	AI Maturity Plan	AI Support Model	AI Roadmap
Key Activities	<ul style="list-style-type: none"> <li>- Initial kick off meeting to align the scope, timelines, and activities</li> <li>- Finalize project plan, timelines, progress reports, meeting cadences, and other PM activities</li> <li>- Identify key stakeholders</li> </ul>	<ul style="list-style-type: none"> <li>- Conduct current state assessment of risks, governance, data access, and compliance regulations</li> <li>- Survey and interview stakeholders on AI skillsets and policy knowledge</li> <li>- Review and map NCTCOG processes, workflows, and internal training programs</li> <li>- Perform gap analysis on governance, data, skills, processes, and technology</li> <li>- Develop roadmap for advancing AI capabilities and strategic planning protocols</li> </ul>	<ul style="list-style-type: none"> <li>- Develop AI strategic plan with vision and mission statements</li> <li>- Conduct environmental scan and business driver analysis</li> <li>- Collaborate for current state review</li> <li>- Analyze and develop AI guiding principles and policy framework</li> <li>- Identify and prioritize AI use cases based on ROI &amp; goals</li> <li>- Create build/buy decision framework for AI solutions</li> <li>- Develop risk management and ethical review protocols</li> </ul>	<ul style="list-style-type: none"> <li>- Develop AI Maturity Plan using assessment framework tool</li> <li>- Assess AI use cases for risks, benefits, infrastructure, and data privacy</li> <li>- Categorize and prioritize AI use cases based on risk assessment</li> <li>- Evaluate and provide roadmap for each AI use case</li> <li>- Develop AI ethics, metrics, and testing frameworks</li> <li>- Assess AI technology/tools and recommend platform investments</li> </ul>	<ul style="list-style-type: none"> <li>- Assess AI models using DSRM™ and AIRM</li> <li>- Establish AI use case recommendation office</li> <li>- Vet and triage AI use cases for privacy, risk, and cost-benefit analysis</li> <li>- Collect and validate responses and artifacts</li> <li>- Execute AI assessment framework consistently across all use cases</li> <li>- Present assessment results to stakeholders</li> </ul>	<ul style="list-style-type: none"> <li>- Draft and review</li> <li>- Conduct scans &amp; update</li> <li>- Assess core tech and selection criteria</li> <li>- Document frameworks, governance, and security</li> <li>- Define support models, roles, and collaboration structures</li> <li>- Prioritize AI use cases based on impact, feasibility, and risk</li> <li>- Develop AI scaling plans, responsible AI policies, and audit reports</li> <li>- Promote AI R&amp;D initiatives</li> </ul>
Representative Deliverables	<ul style="list-style-type: none"> <li>- Tailored project plan and timeline reflecting specific needs.</li> <li>- Acceptance of deliverables expected for each phase of the engagement</li> <li>- Updated, customized project milestones and detailed task list.</li> </ul>	<ul style="list-style-type: none"> <li>- Governance and data access policy assessment with gaps and action items</li> <li>- State employee AI skillsets and process knowledge report</li> <li>- Assessment of backlog AI use cases with heatmaps</li> <li>- Roadmap to enhance AI governance, data access, processes, and technology capabilities</li> </ul>	<ul style="list-style-type: none"> <li>- AI vision and mission statements</li> <li>- AI business driver analysis summaries</li> <li>- AI guiding principles document</li> <li>- Build/buy decision framework</li> <li>- Identify the best responsible AI framework</li> <li>- Risk management and mitigation plan</li> <li>- AI monitoring protocols</li> </ul>	<ul style="list-style-type: none"> <li>- AI Maturity Plan with customized assessment framework</li> <li>- Prioritized AI use case list with risk categorization with heatmap dashboard for risks</li> <li>- AI ethics framework and guidelines &amp; AI testing strategy</li> <li>- AI metrics framework with KPIs and dashboard design</li> </ul>	<ul style="list-style-type: none"> <li>- Centralized AI use case recommendation office</li> <li>- AI assessment framework execution plan</li> <li>- Validated and triaged AI use case backlog</li> <li>- Comprehensive report for senior stakeholders</li> <li>- Technology acquisition plan for scaling AI model reviews</li> </ul>	<ul style="list-style-type: none"> <li>- AI use case prioritization and scaling plan</li> <li>- Responsible AI policy and system audit reports</li> <li>- AI R&amp;D and innovation plan</li> <li>- AI Risk Assessment Framework with risk-ranking engine, heatmaps, and recommendations engine</li> <li>- Dynamic output report including cost-benefit analysis</li> </ul>

## 5.5 Other Requirements

Section	Requirements	Centroid's Response
5.5.1	Objectives	Centroid will be nimble and flexible in putting together a contract structure that either utilizes the Master Agreement or creates individual SOWs with each TXShare customer
5.5.2	Service Area	Centroid believes we can serve any and/or all the TXShare customers located in the state of TX. Exhibit 1 has been submitted along with this response
5.5.3	Service Category Offer	Centroid firmly believes that we can provide services to the entire scope of this RFP
5.6	Contract Type	Centroid recommends that the scope of the RFP is best served through a Time & Material contract. The scope/complexity/schedule drives the budget. Since the purpose of the RFP is to pre-qualify the prospective vendors and there is no tangible scope provided, Centroid will be providing a T&M rate card (Refer Section 6 of the response)
5.7	Contract Term	This is acceptable
5.8	Warranty/Guarantee	<p>Products: Centroid does not anticipate any product to be re-sold as part of this engagement. If there are any such requirement the standard warranty provided by the product vendor shall be applicable</p> <p>Services: Centroid will provide 60-90 days of post go-live support</p>
5.9	Quality	<p>We have knowledge of <b>all applicable industry standards, laws, and regulations</b> and possess <b>an ability to market and distribute the goods or services</b> to members of the cooperative</p> <ul style="list-style-type: none"> <li>• AI Defined in Public Act 264 (2023)</li> <li>• Acceptable Use Of Information Technology Standard (Revised 2024)</li> <li>• NCTCOG Procurement RFP for AI Consulting Services (September 2024)</li> </ul>
5.10	New Goods & Services	This is acceptable

# 6 Pricing

Because this RFP is focused on providing Professional Consulting Services, as such the pricing model will be a combination of Fixed Fee (for fixed scope) and/or Time & Material with the proposed rate card. The rate card & proposed discount is provided as part of this response. The same shall be utilized to put together a pricing based on the estimated effort for the specific scope of work required for each opportunity.

We employ estimation and pricing models that is designed to offer flexibility and transparency for our clients.

## Pricing Model Details:

- **Fixed Fee Pricing:** For programs with a well-defined scope, we may provide a fixed fee that encompasses all associated costs. This ensures that clients know the total cost upfront, eliminating any uncertainty regarding pricing.
- **Time & Material Pricing:** For consulting contracts where the scope may evolve or is less defined, we utilize a Time & Material model. This approach allows for billing based on actual hours worked and materials used, providing clients with flexibility as project needs change.
- **Discounted Rate Card:** Our rate card includes discounted hourly rates for different levels of consulting services. These rates are specifically tailored for TXShare participating entities, ensuring competitive pricing while maintaining high-quality service.

Professional Services Rate Card: (Skill/ Location/ Discounted Rate/Hr) - **PLEASE REFER TO THE PRICING EXCEL SHEET UPLOADED SEPARATELY**

Digital Citizen Academy Pricing – specifically for K-12 and Higher Education - **PLEASE REFER TO THE PRICING EXCEL SHEET UPLOADED SEPARATELY**

Proposed Pricing RFP No. 2025-023			
Pricing			
Respondent Name:			
	1. This pricing sheet is an EXAMPLE of how pricing should be submitted for RFP 2025-023. 2. Please provide a detailed hourly rate card for all staff members who would be involved in delivering AI Consultancy Services, as required, throughout the duration of the Contract. Include roles, associated hourly rates, and any applicable conditions or additional costs. 3. Use as many lines as necessary. 4. Detail any additional information. 5. Proposers are encouraged to offer optional features and supplemental fundtions or services to be offered as a catalog option. Please provide any options with 'list less' or 'cost plus' percentages for pricing.		
Notes:			
Artificial Intelligence (AI) Consultancy Services			
Item	Description	Price (\$/hr)	Conditions
1	Program manager/ Engagement Partner – Onshore	\$ 265.00	Standard Rate
2	Project Manager / Onshore	\$ 250.00	Standard Rate
3	Project Manager / Offshore	\$ 90.00	Standard Rate
4	AI Practice Lead / Onshore	\$ 265.00	Standard Rate
5	AI Strategy Lead / Onshore	\$ 265.00	Standard Rate
6	AI Business Analysts / Onshore	\$ 225.00	Standard Rate
7	AI Business Analysts / Offshore	\$ 90.00	Standard Rate
Contractors shall provide additional related servcies at catalog price less:		20%	
Digital Citizen Academy Pricing – specifically for K-12 and Higher Education			
Product:	Training program to teach kids about AI		
DCA Sample Pricing Data:			
Fixed Fee Services:			
	* Digital Citizen Academy Program Implementation per site:	\$ 6,500.00	SKU DCA-001
	* Student License	\$ 6.50	per student per month SKU DCA-002
Time & Material Rates (Discounted for TXShare):			
8	DCA Senior Consultant	\$ 250.00	standard rate. SKU DCA-003 is \$300/hr
9	DCA Consultant:	\$ 125.00	standard rate. SKU DCA-004 is \$175/hr
10	DCA Support Staff	\$ 75.00	standard rate. SKU DCA-005 is \$90/hr

Note: The pricing sheet is also uploaded as Excel.

# Dependencies

As part of our comprehensive generative AI assessment proposal, it is important to outline the key dependencies that may impact the successful execution of this critical endeavor. These dependencies are crucial considerations in ensuring the thoroughness and effectiveness of our risk assessment process.

- **Data & Documentation Availability:** Our scoping exercise relies on the availability of relevant data, documentation, and stakeholders. We will work closely with your team to ensure that the necessary data sources are accessible and well-prepared for analysis.
- **Access to AI Models:** To assess the risks associated with specific generative AI models, access to those models is essential. We will work with your organization to secure the necessary access permissions or agreements from relevant parties.
- **Legal and Ethical Compliance:** Compliance with legal and ethical guidelines, including data privacy regulations and anti-bias measures, is paramount. Our assessment process will work to adapt and align with any changing regulations to enable full compliance.
- **Stakeholder Engagement:** Effective collaboration and communication with your organization's stakeholders are vital for defining the assessment scope and gathering relevant information.
- **Timelines:** Dependencies on other projects or deadlines can impact the scheduling and prioritization of the risk assessment. We will work with your team to enable timely access to required information.
- **Quality Assurance and Validation Data:** Ensuring the accuracy and reliability of the risk assessment may require access to validation data or benchmark datasets. We will assist in securing access to such data sources if needed.
- **Reporting and Communication:** Our reporting mechanisms and communication channels will be established to enable transparent and effective sharing of assessment findings with your organization's stakeholders.

# APPENDIX

# Financial Strength and Stability

Centroid is a Michigan Corporation, in good standing, that has elected to be taxed as an "LLC" Corporation. The Company's gross revenue and sales for the year ended December 31, 2023 was \$ 108M. We do not have any financial conditions that would impede our ability to complete the project.

If requested, we can provide a summary of our latest financial status and condition through our independent Certified Public Accountant responsible for preparing an annual audit of our financial statements in accordance with Generally Accepted Accounting Principles.

Centroid took on an outside investor in 2021, VSS Capital Partners, a New York based private equity firm with \$4bn in committed capital to support its portfolio companies.

Additionally, Centroid also has significant revolving credit facility that is currently unused to support operations and growth.

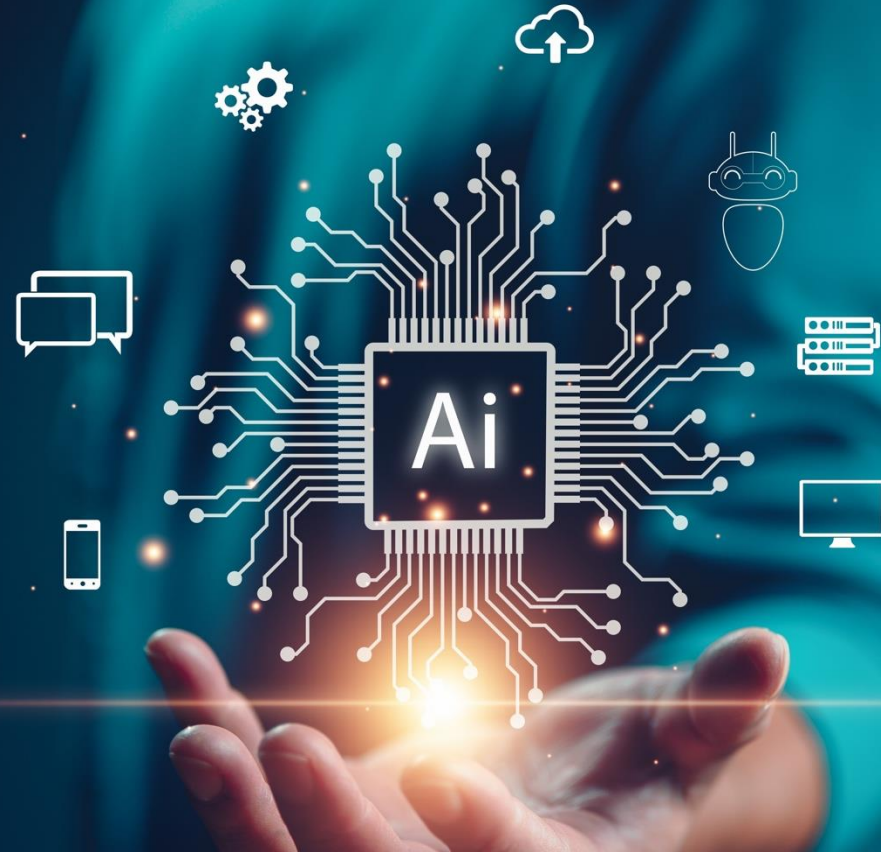
Guardrail Technologies Inc is a corporation, in good standing, established in the state of Utah. Guardrail is owned by its founders and by Filter Fund. Filter Fund, is a venture capital firm focusing on Artificial Intelligence by targeting the issues that are transforming society and the world. Guardrail has multiple collaborations; the most significant is with the Department of Defense (DoD), which had its Tradewinds Solution Marketplace grant the “Awardable” status, meaning any DoD entity or DoD contractor can contract with Guardrail Technologies without RFP. In addition to the national security connections, Guardrail has a robust connection to higher education like Vanderbilt University and Utica University, among others. The ongoing research collaborations allow the Universities access to cutting-edge software.

Digital Citizen Academy Foundation is an LLC in good standing established in the state of Arizona. DCA has established several multi-year contracts with several school districts in the United States, underscoring our dedication to enhancing digital literacy in the educational sector. Our collaborations with corporate and government leaders have not only enriched our curriculum but have also provided critical resources and insights that drive our mission forward. This includes the evidence-based results secured through one of these collaborations indicating proof of training.

Additionally, DCA has successfully secured various grants aimed at supporting our initiatives, allowing us to expand our reach and impact. These strategic partnerships and funding opportunities reinforce our commitment to fostering responsible digital citizenship among learners of all ages.

# Thank you

## Putting People Back in Control of Technology by Bringing Human Intelligence into the Loop



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