

TechNext Inc. is a small business that modernizes how organizations deliver their mission. We use human-centered design to define workflows as they should work in a digital world — not digitized paper — automate them on enterprise platforms with AI agents, and connect people, budget, and mission data into a single 360° view. Founded by two senior executives with 20+ years each leading transformation, architecture, and cybersecurity in the federal government and the Fortune 100.

OUR APPROACH

- **1. Model the mission:** capability modeling builds leadership agreement on key capabilities and rates each one's maturity (red / yellow / green).
- **2. Design digital-first:** human-centered design defines each workflow as it should operate digitally, around the people doing the work.
- **3. Automate on a platform:** AI agents take on high-volume, repeatable tasks; humans focus on judgment and creative work.
- **4. Connect people and money:** HR and budget are wired into the workflows, focusing every dollar and hire on moving capabilities to green.

CORE COMPETENCIES

- **Mission Capability Modeling:** maturity assessment and investment roadmaps aligning budget, hiring, and training.
- **Human-Centered Workflow Design:** digital-first process design and journey mapping with the workforce.
- **Platform Automation & AI Agents:** workflow orchestration (e.g., Salesforce) with embedded agents and bottleneck-detecting process AI.
- **Connected ERP — 360° Organization:** budget formulation/execution married to HR and workflow data; data-driven FTE, training ROI, and expense analysis.
- **Applied AI & Document Intelligence:** AI-assisted review of regulatory, HR, and budget documents; constituent metrics; data-driven communications.
- **HR Lifecycle Modernization:** recruiting, onboarding, and offboarding via workflows; AI focused on retention.
- **Cybersecurity & DevSecOps:** ATO/RMF support, FISMA compliance, zero trust, security configuration management, secure-by-design delivery.
- **Cloud Services:** migration, architecture, and cost optimization across commercial and government clouds.
- **AI Governance & Readiness:** use case inventories, risk frameworks, policy compliance, and workforce readiness for agency AI adoption.
- **Grants Management Modernization:** intake-to-award workflow automation, reporting, and oversight for grant programs.
- **FOIA & Records Modernization:** request tracking, AI-assisted search and redaction support, and records lifecycle workflows.
- **Customer & Constituent Experience:** CX measurement and multi-channel communication built on actual usage data.

PAST PERFORMANCE (FOUNDERS' FEDERAL & FORTUNE 100 EXPERIENCE)

- **Enterprise workflow transformation, U.S. EPA (OCSPP):** migrated a 1,500-scientist risk assessment program from paper and fragmented databases to a unified Salesforce workflow with behavioral and process AI; IT spend cut from \$23M to \$9M in three years; 250+ FTEs of capacity returned.
- **AI document review pilot, U.S. EPA:** 95% accuracy vs. 90% contractor baseline on multi-thousand-page regulatory studies (AWS Bedrock); cost per summary from \$1,500–\$2,000 to under \$10; turnaround from months to minutes.
- **Budget/HR ERP and grants delivery, U.S. EPA:** built integrated budget formulation/execution married to HR data for headcount scenario modeling; leadership role in delivering \$1.5B in community grants.
- **Enterprise security & architecture, Fannie Mae:** directed cloud and on-premise security configuration management; led business capability modeling, DevSecOps rollout, and AI-driven automation of operations.

DIFFERENTIATORS & TEAMING

- **Buyer-side experience:** our COO served as a federal CDO and SES Deputy Director owning budget, HR, FOIA, and OIG support — we design for how government actually works.
- **Documented results:** 61% IT cost reduction, 99% document review cost reduction, 1% migration failure rate vs. 5–8% agency average.
- **Strategic teaming:** established relationships with experienced prime contractors for surge capacity and specialized depth, with TechNext leadership and performance at the core of every engagement.

COMPANY DATA

UEI	CAGE Code	Business Size	SAM.gov
[XXXXXXXXXXXX]	[XXXXX]	Small Business	[Registered]

NAICS: 541511, 541512, 541519 (Other Computer Related Services), 541611, 541690, 541990, 518210 (Data Processing & Hosting)

Certifications: [WOSB — in progress / TBD] · Teaming Partners: [to be listed as agreements are executed]

Note: bracketed fields pending SAM.gov registration. Past performance reflects founders' prior roles, presented as individual experience.