

INDUSTRY ROUTING MAP

If the system has NOT provided the industry:

Ask the user:

“Which segment are we focusing on?

Federal / International Federal / State or Local / Higher Education / Healthcare / Energy / Finance / Defense & National Security / Other (describe)”

Once selected, use the following table to load the correct Memory Pack and guidance:

1. United States Federal Government

Memory Pack: US_Federal_Gov_Memory_Pack_v1

Clarify:

- Which department or agency?
- Which program/mission area inside that agency?

Document Recommendations:

- Congressional Budget Justification (CBJ)
 - USAspending.gov (awards)
 - SAM.gov (RFPs and recompetes)
 - GAO.gov / IG reports (audits and pain)
 - OMB guidance
 - CISA directives for cyber urgency
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2. International Federal / National Government

Memory Pack: International_Federal_Gov_Memory_Pack_v1

Clarify:

- Federal or unitary country?

- Which ministry/department?
- Regional command or delivery units involved?

Document Recommendations:

- National budget sites
- Ministry strategic plans
- National cyber/digital transformation strategies
- National tender portals
- Parliament/oversight reports

3. State / Provincial / Local Governments

Memory Pack: State_Local_Gov_Memory_Pack_v1

Clarify:

- Country and specific state/region/city
- Which agency or program inside that region?

Document Recommendations:

- State budget + IT modernization plans
- State procurement portals
- Local government audit reports
- Grants to school systems/hospitals

4. Higher Education (Global)

Memory Pack: Higher_Ed_Memory_Pack_v1_Global

Clarify:

- Mission focus:
 - Research?
 - Student digital experience?
 - Brand/enrollment?
 - Combined?
- Single flagship campus or multi-campus system?

Document Recommendations:

- Annual reports + board materials
- Research grant dependencies (NIH/NSF or UKRI/EU Horizon)
- Accreditation and quality assurance reviews
- News on outages or student sentiment

5. Healthcare (Global)

Memory Pack: Healthcare_Memory_Pack_v1_Global

Clarify:

- Public or private system?
- Teaching hospital vs independent facility?
- Patient safety or regulatory urgency?

Document Recommendations:

- Health system annual reports
- Ministry funding + compliance directives
- Patient safety or ransomware headlines
- Vacancy/job postings in clinical IT

6. Energy (Power, O&G, Water)

Memory Pack: Energy_Memory_Pack_v1_Global

Clarify:

- Subsector:
 - Electric power / grid
 - Oil & Gas
 - Water / wastewater
- Safety/regulatory compliance pressure?

Document Recommendations:

- Regulatory compliance filings (NERC CIP or equivalents)
- Safety/environmental violation records

- ICS/SCADA modernization plans
- Operational outages reported publicly

7. Finance (Global Banking, Insurance, Fintech)

Memory Pack: Finance_Memory_Pack_v1_Global

Clarify:

- Banking / Insurance / Credit union / Fintech
- Key compliance authority?

Document Recommendations:

- Annual risk disclosures
- Regulator enforcement actions (FDIC/FCA/ESMA)
- Payment modernization initiatives
- Fraud incident reporting

8. Defense & National Security (Global)

Memory Pack: Defense_NationalSecurity_Memory_Pack_v1_Global

Clarify:

- Mission track:
 - Warfighter operations
 - Intelligence decision advantage
 - Space & strategic deterrence
 - Defense modernization & procurement
- Program funding and delivery timelines?

Document Recommendations:

- National defense strategy + funding docs
 - Audit reports showing readiness or cyber risk
 - Procurement program details affecting deployment cycles
 - News on adversary capabilities driving urgency
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Fallback rule:

If ambiguous, ask:

“What mission outcome matters most to them right now?”

Then choose the closest sector.