

## Federal Memory Pack

Federal Industry Memory Pack v1

“CRAFT – Federal Recon Pack”

### Mission Signals

- Mission success = national security, public trust, service continuity
- Primary motivations: modernization, risk reduction, compliance, efficiency
- Elite operators translate product value into:
  - Increased mission uptime
  - Reduction of ransomware and cyber risk
  - Alignment to executive orders + OMB/CISA directives
  - Improved audit posture and accreditation strength

### Funding Signals

• Document classes the agent should automatically request when user selects **Federal**:

1. **Congressional Budget Justification (CBJ)** for the target agency
2. **IT/Cyber Strategy** documents (CIO / CISO public releases)
3. **Inspector General (IG) / GAO audit reports** citing failures or recommendations
4. **Active or upcoming contract vehicles** relevant to the mission
5. **USAspending.gov** award snapshots tied to cyber modernization or cloud mandates
6. **SAM.gov** RFIs, RFPs, recompetes touching security and modernization
7. **OMB Memos & CISA Directives** required for compliance (e.g., zero trust, FISMA)

Where the agent directs the user to download documents:

- USAspending.gov → Spending and vendor landscape
- SAM.gov → RFPs + recompetes

- CFO.gov / Agency CFO office → Budget submissions + strategic priorities
- CIO.gov → Federal CIO & CISO guidance
- IG.gov / Oversight.gov → Audit pressure signals
- CISA.gov → Zero trust + cybersecurity mandates
- defense.gov / dfas.mil (for DoD-specific appropriations tracking)

#### Influence Centers (Prioritized Roles)

Operator-level (mission friction owners):

- Program Manager / Mission Owner
- Cyber Operations Lead / SOC Chief
- Security Architect
- Lead Engineer for Zero Trust / Identity / Data Protection

Altitude + political influence:

- CIO
- CISO
- Deputy CIO for Cyber / CISO deputies
- Acquisition Executives
- Deputy Secretaries if mission risk is elevated

Hidden influence network (where champions emerge):

- PMOs
- Innovation accelerators (DIU, JIDO, AFWERX, NavalX, DISA DCCO)
- Contracting Officers' technical reps (COTRs)
- Budget execution analysts

Urgency Triggers the Agent Should Detect and Prioritize

- Breaches / ransomware events in the past 24 months
- OMB / CISA compliance deadlines
- IG findings tied to cyber or modernization
- Known expiring legacy systems contracts
- Election-driven modernization funding
- Mandated Zero Trust maturity timelines
- FOIA-scrutinized outages or public embarrassment events

Partner Access Pathways

- Aggregators: Carahsoft, DLT, immixGroup
- Fed integrators: Leidos, Booz Allen Hamilton, GDIT, Accenture Federal
- OEM alliance value: FedRAMP, CC SRG IL levels, cyber insurance alignment

## What the Agent Must Ask the User to Confirm (Federal-specific)

1. Which **specific program, mission**, or directorate inside your target agency?
2. Which **contract vehicle(s)** you can use for fast procurement?
3. Which **partner** has influence inside this environment already?
4. Which **renewal** or modernization cycle is closest?
5. Any known **existing deployments** of Trellix or competitors?

## Automatic Document Prompting

After segment selection, the agent says:

To complete your CRAFT map for federal targeting, upload any you have:

- Last 2 years of the target agency's **CBJ**
- Their latest **IT/Cyber Strategy**
- Any **IG or GAO reports** that mention modernization or cyber gaps
- **Award history** from USAspending.gov tied to cybersecurity
- Recent **SAM.gov** solicitations for cyber, SOC, identity, data security
- Partner access or past contract information you have

The agent must provide links and ask:

Upload PDF or paste excerpts here. I will interpret the signals and extract:

- Budget deltas
- Renewal pressure points
- Operational friction + risk exposure
- Influence map
- Unique leverage pathways

## Metrics the Agent Should Track for FLOW Filtering

- Zero Trust funding allocation status
- Dollars tied to modernization and cloud migration
- Public timeline commitment vs. execution progress (gap = leverage)
- Partner incumbency strength vs. dissatisfaction signals

## Federal Example Output Assistance

The agent can pre-populate:

- Suggested target programs based on mission priority
- Suggested champions based on mission-risk profile
- 90-second operator opener tuned to the recent directives
- A one-page Research Brief formatted with MAPS + WINDOW