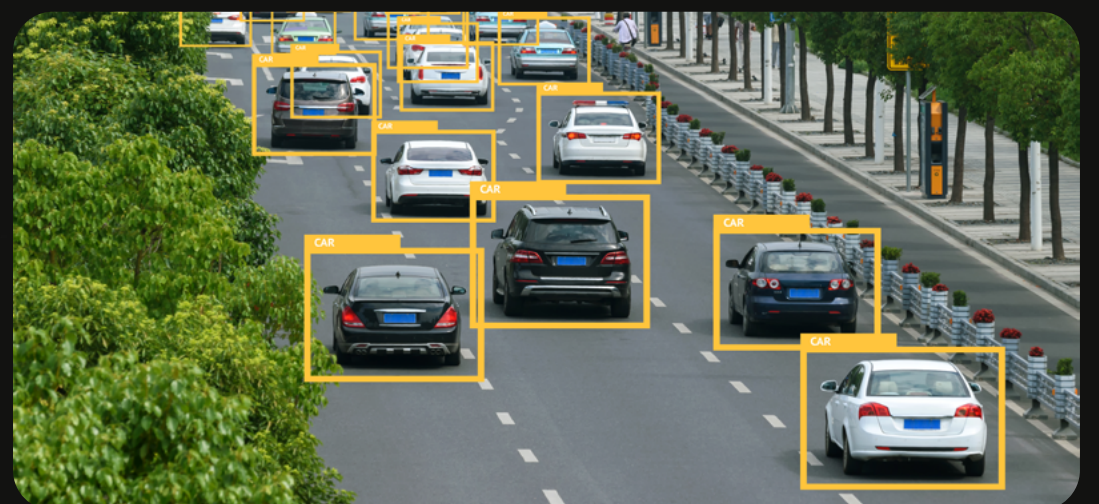# You Spoke. We Acted.



## Streamlined Contract and Proposal Management

We've implemented standardized, tool-driven processes for contracts, quotes, and proposals, ensuring consistency, accuracy, and accountability. A dedicated Capture team manages all RFI/RFP activity, driving timely input and thorough review before customer delivery.

## Enhancing Delivery

The tools and framework to manage the CoreSuite offering are now in place. Given its functional breadth and platform-driven complexity, effective management wasn't possible without them, resulting in past challenges. With the full migration to Aha!, product and configuration roadmaps are now clear, actionable, and easier to communicate and deliver.





## AI Transformation

Building safety-critical, deterministic GPU acceleration is complex. CoreSuite and Lynx are partnering with regulators to apply AI to baseline tasks, improving efficiency and consistency. Early results show a 30% gain in DO-178 artifact creation, with continued improvements expected in both rigor and time to market.

## Optimizing Delivery

Comprehensive training and guidance have been developed to clearly outline the CoreSuite delivery package options. Roles and responsibilities related to reference and target hardware delivery methods are defined and communicated upfront to ensure full alignment across all teams.

## Structured Pricing

We've established a standardized price book to ensure consistent, structured quotations. The Product Management team packages each quote to clearly separate product from Non-Recurring Engineering (NRE), providing clear rationale. This removes ambiguity and ensures full clarity on what is being purchased and delivered, upholding our commitment to precision and trust.