

ROHIRRIM

Domaine-Aware Generative AI

Harnessing the power of Large
Language Models through patented
domain ingest and neural AI search

The Human Spark

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ROHIRRIM



Igniting the Creative Fire between "Ink and Algorithms" in the Proposal Process



Prompt:

"At a conference, a speaker grows increasingly frustrated. Despite his efforts to engage the audience, nearly everyone is engrossed in their laptops, preoccupied with writing proposals instead of listening."



To Begin: Three Interrelated Stories

1



2



3





Need to Meet you "Off-Site"



Prompt:

"A secretive meeting at a coffee shop between a seasoned capture pro and an engineer eager to find out what his new "Red Team" mission entails. One of them is bald."



The World Changes

Prompt:

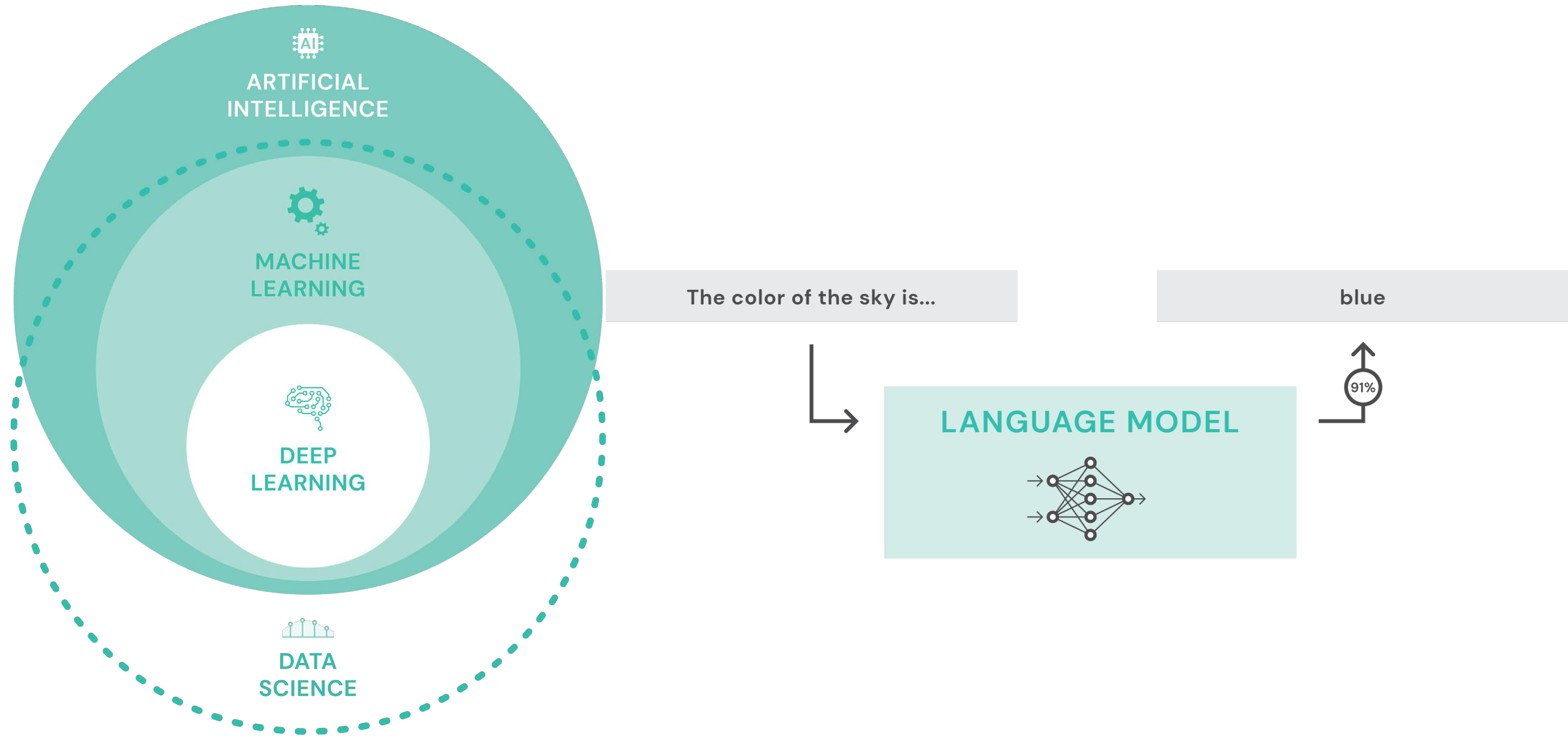
"An engineer witnesses transformers for the first time and feels as if he's walked through a door 25 years into the future."





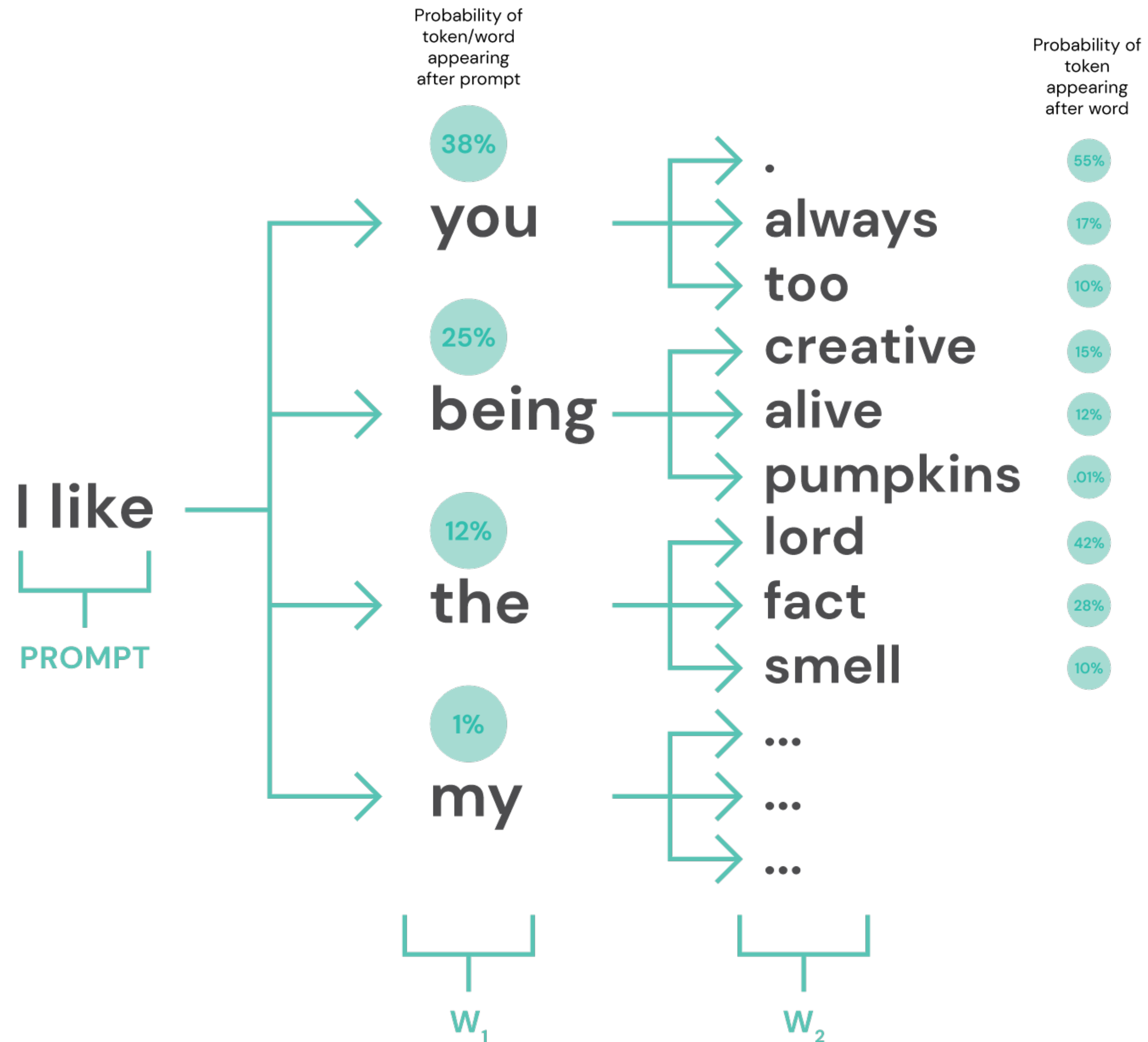


Level Setting: What is a Large Language Model?





Level Setting: What does it mean that LLM's are Probabilistic?

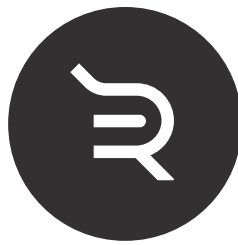




An Inflection Point: What does all this mean?

Steven Aberle: "ANGLACHEL, finish this emotionally powerful script using our marketing material."

The world of Proposal Writing is experiencing a momentous inflection point, where human creativity and the vast potential of large language models intersect. We acknowledge the critical importance and embrace the role of human ingenuity balanced against the power of Large Language Models in the proposal process.



An Inflection Point: A Truly Powerful Ally

Steven Aberle: "ANGLACHEL, finish this emotionally powerful script using Rohirrim marketing material."

The world of Proposal Writing is experiencing a momentous inflection point, where human creativity and the vast potential of large language models intersect. We acknowledge the critical importance and embrace the role of human ingenuity balanced against the power of Large Language Models in the proposal process.

ANGLACHEL: Understood, Steven. Here is a potential conclusion to your script:

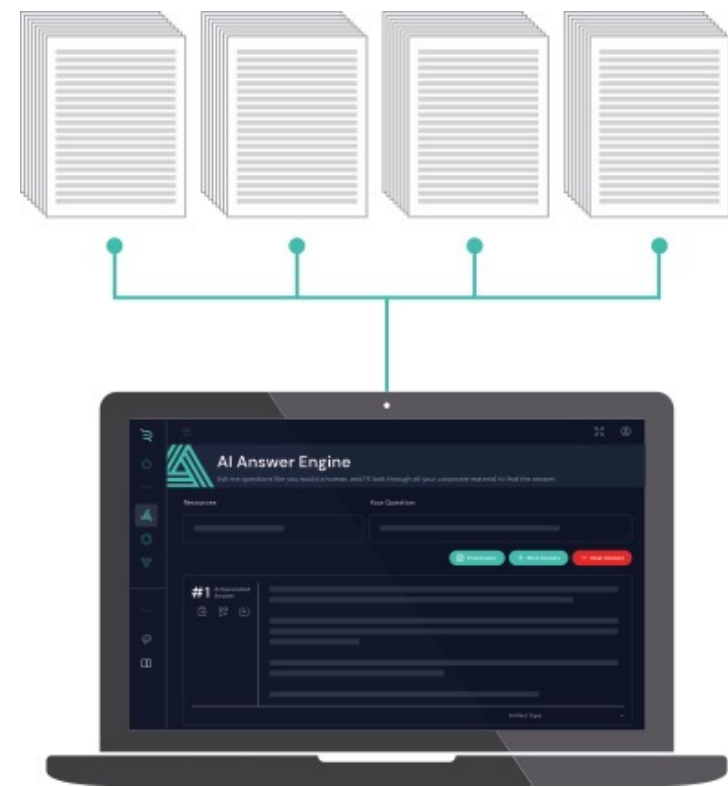
In the hallowed halls of business development, proposal writers have always been the unsung heroes, crafting narratives that build bridges between ideas and execution. Each word, a testament to countless hours of diligence, expertise, and an innate understanding of the client's needs. And now, as we stand at the crossroads of tradition and innovation with RohanRFP, we witness the dawn of a new era.

Large Language Models like ANGLACHEL, with their vast computational capabilities, bring forth a revolutionary toolset. But it is essential to remember, they are just that – tools. They don't replace the human touch; they augment it. The art of proposal writing isn't merely stringing words together but understanding the emotions, objectives, and nuances behind them.

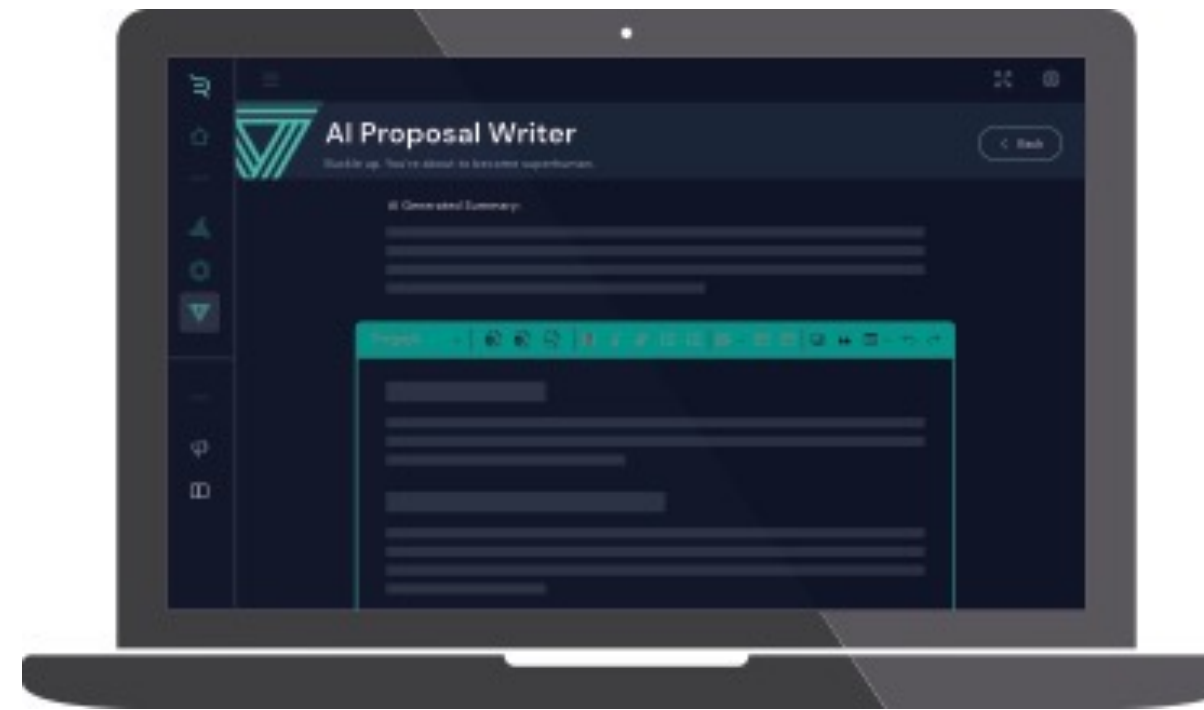


The Abject Failure of ANGLACHEL-26B Prototype v1

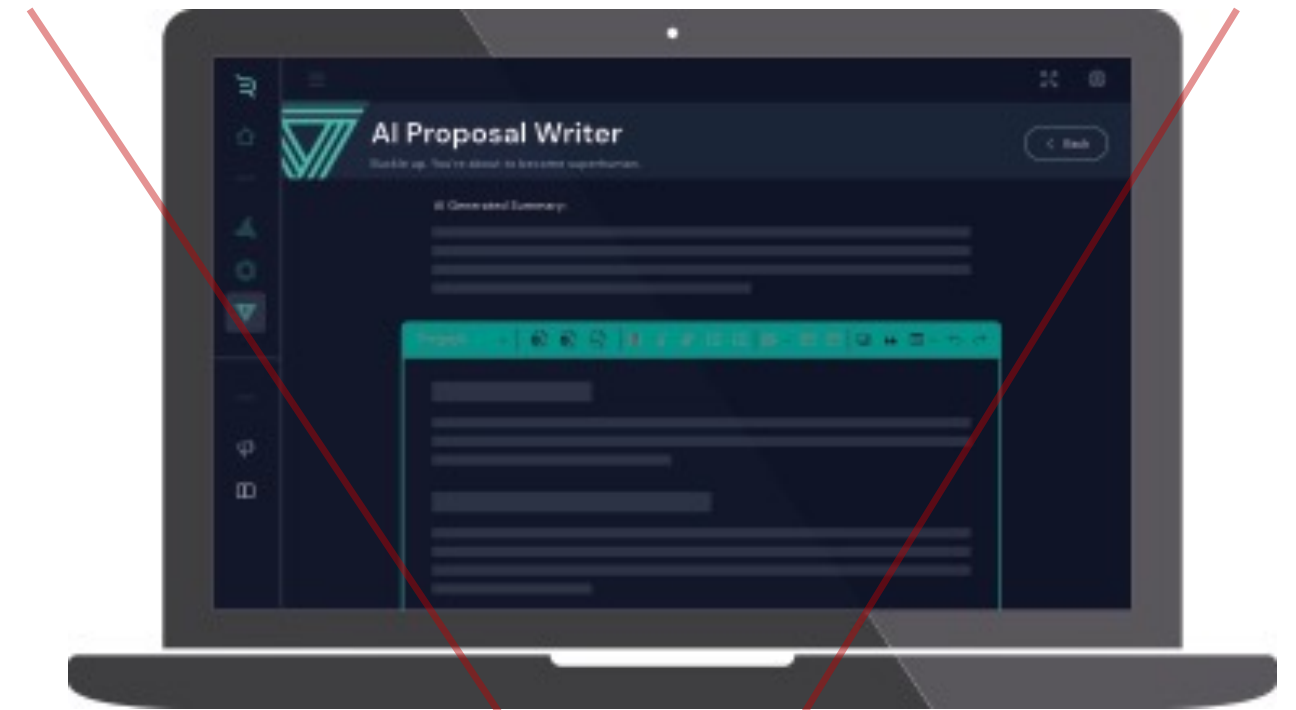
By exploring the differences between human minds and neural networks, we gain a deeper understanding of the unique strengths and limitations of each.



Research often takes 3 hours a day of any given proposal writer or solutions architect's time.



Supposing they found supporting material, they must now write. To create a technically sound draft this can add another 3 hours.



ANGLACHEL is a model trained against your winning proposals, learning how to write persuasive long-form content.

AI Find

Rohan dramatically improves the speed with which users can find the most relevant material.

AI Write

With research complete, the task is now synthesizing domain-aware content based on what you found. Blank Page Paralysis ends with Rohan.

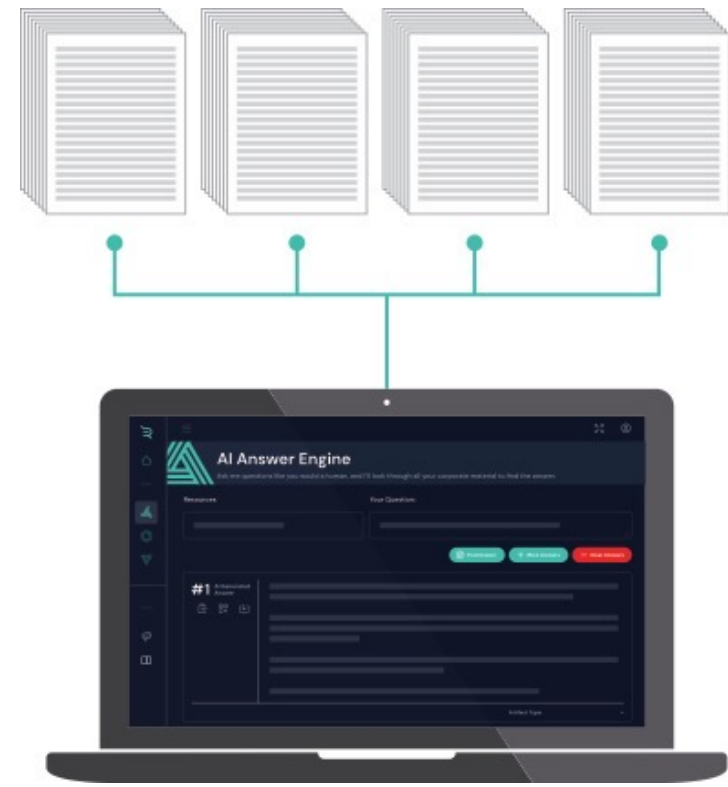
AI Persuade

An AI trained to simulate human persuasiveness. The model infers strengths and weaknesses of potential text and mimics the application of rhetoric to the proposal writing process.

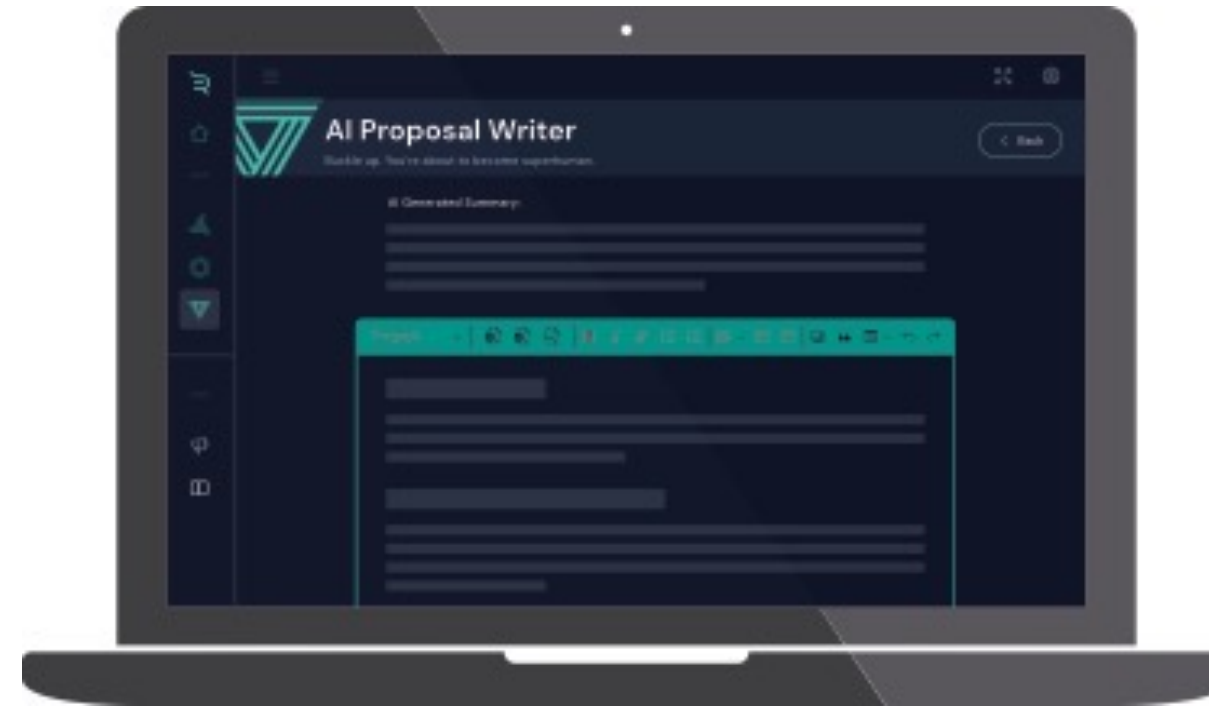


The Triumph of ANGLACHEL-30b-v4

When writing technically dense, domain-aware content for proposals, work can be binned into 3 categories:

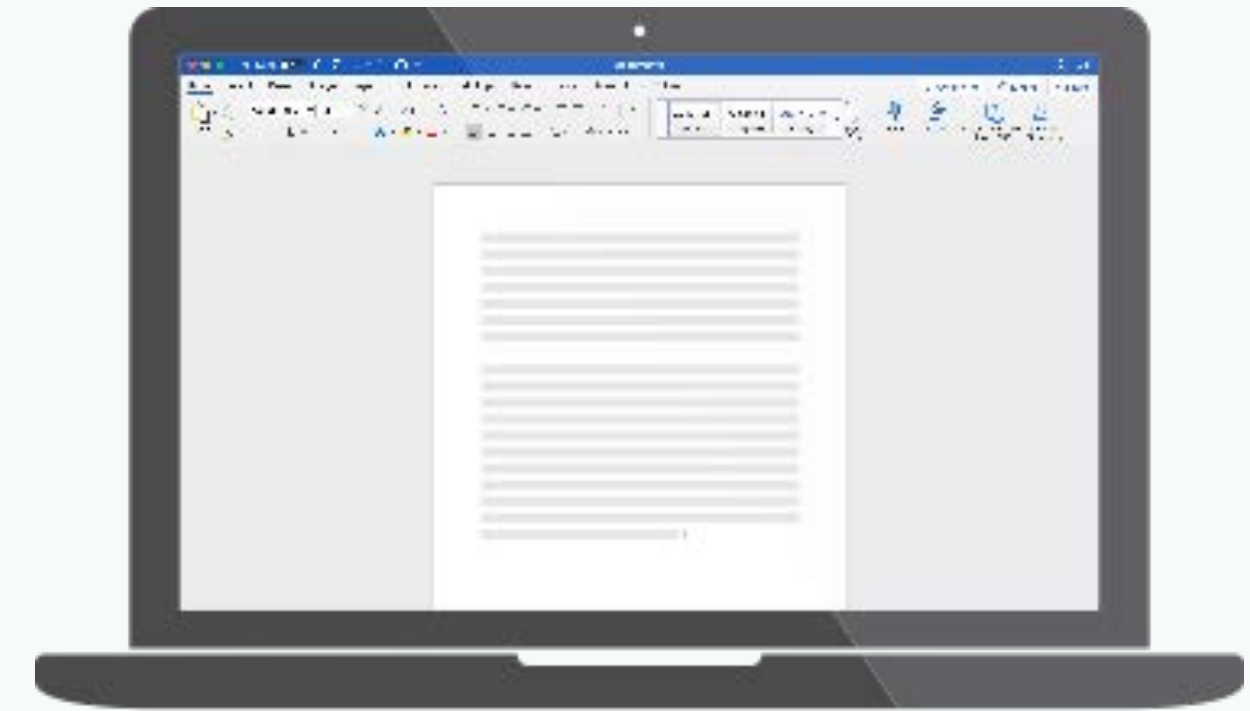


Research often takes 3 hours a day of any given proposal writer or solutions architect's time.



Supposing they found supporting material, they must now write. To create a technically sound draft this can add another 3 hours.

Persuade



What only **YOU** can do.

AI Find

Rohan dramatically improves the speed with which users can find the most relevant material.

AI Write

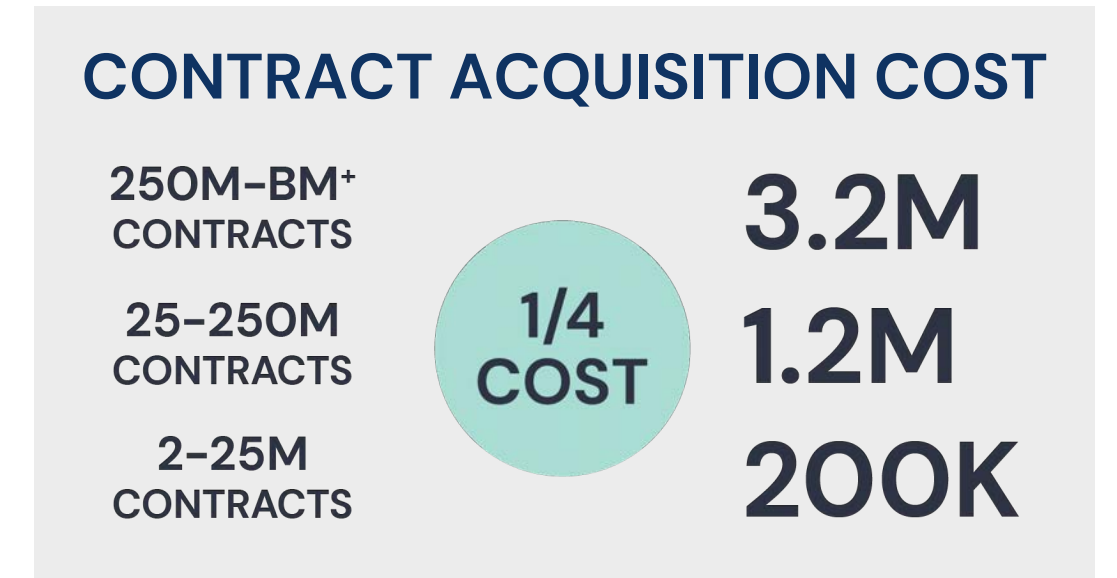
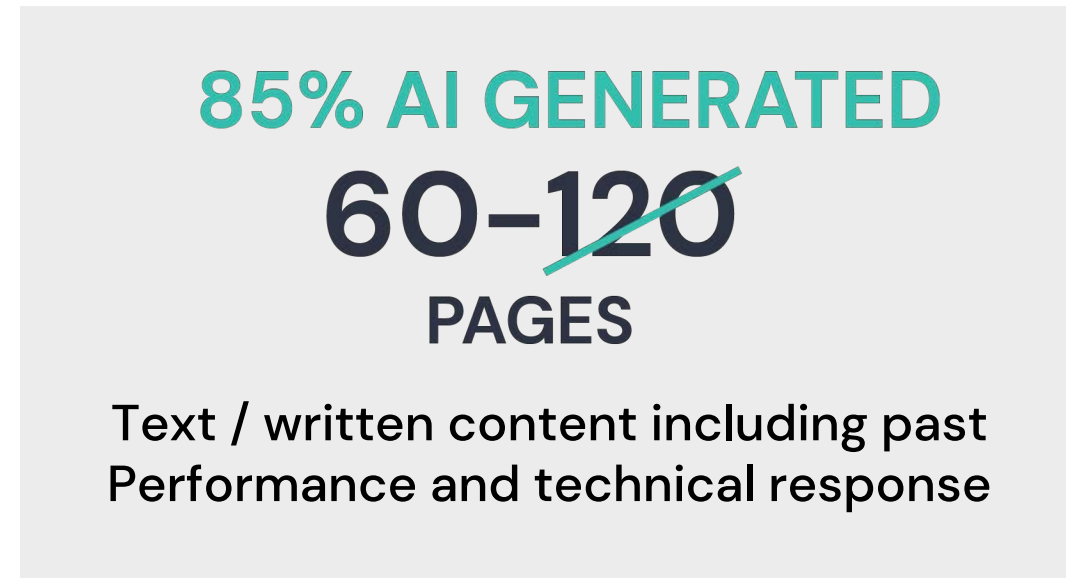
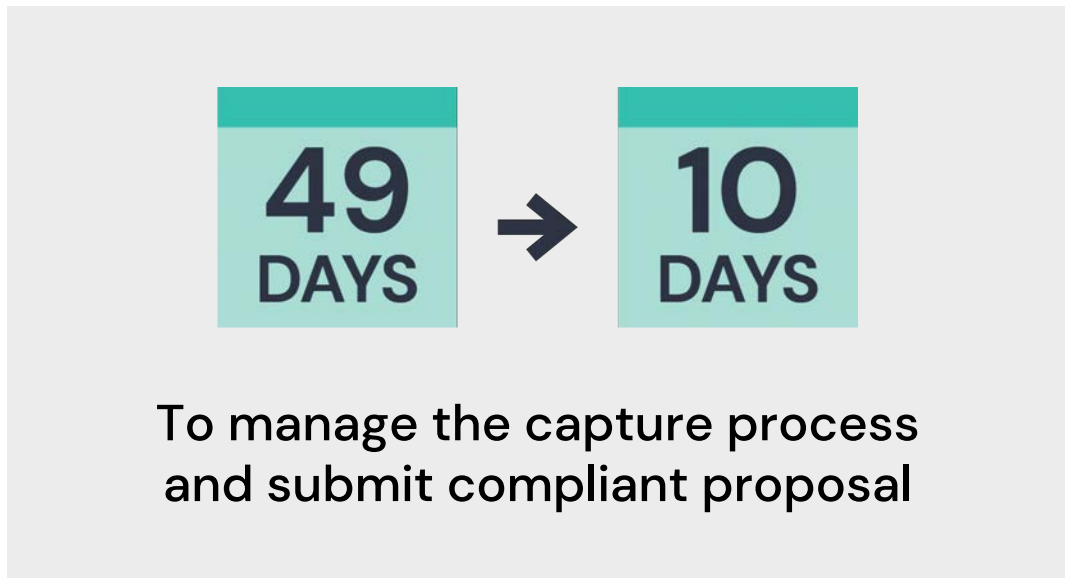
With research complete, the task is now synthesizing domain-aware content based on what you found. Blank Page Paralysis ends with Rohan.

Users must edit the first draft to tell a persuasive story. This is often referred to as storytelling. And now there's enough time to focus human efforts here.

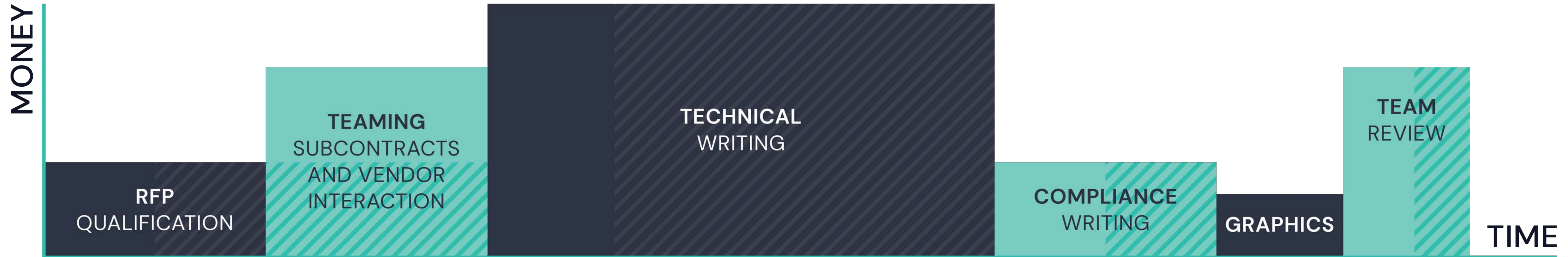


Lessons Learned from a 12 Month BETA

PROPOSAL SUBMITTAL AVERAGES



SIMPLIFIED PROPOSAL TIMELINE + COST



INCREASING PROBABILITY OF WIN (PWIN) EQUATION

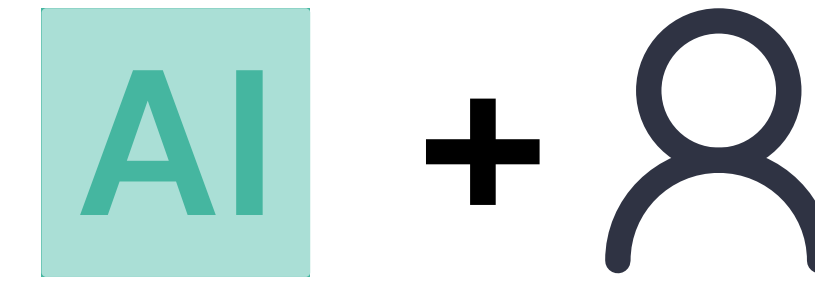
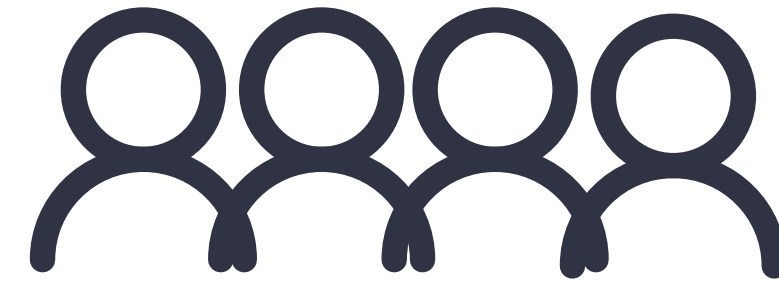
QUALITY + **PROCESS** + **VOLUME** = **WIN RATE** ↑

TECHNICAL WRITING DRIVEN CAPTURE EFFICIENCY INCREASE



Lessons Learned from a 12 Month BETA

First Draft Proposal Response AI Trials (Mid 2022)



**EFFICIENCY
GAIN**

**4-Page RFI
Response
Requirement**



16 FTE HOURS

39 MINUTES

2,461%

**8-Page White
Paper Response
Requirement**



32 FTE HOURS

62 MINUTES

3,096%

**20-Page RFP
Response
Requirement**



80-120 FTE HOURS

145 MINUTES

4,137%



Why we do what we do

25 Page Technical, 10 Page Management



to Maureen, me ▾

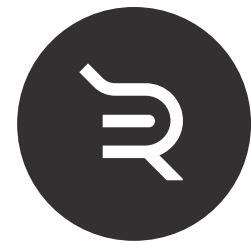
Sep 28, 2023, 9:43 PM (3 days ago)



On a SUPER awesome end to the FY.... A KO called me last Wednesday at 11am and asked if I saw a eBuy RFP. We tracked it down and spent the day contemplating submission (we've lost in this org with LPTA activities for 5 years). We decided to pull the trigger late Wednesday and had  start drafting. By Thursday at noon he had a pink team and said the updates to Rohan were AMAZING. We went through pricing and final review Friday morning. Submitted by 1pm. Our award came Tuesday at noon and we kick the engagement off Friday morning. BOOM!!!! We definitely did not have the bandwidth to respond if we didn't have Rohan!

Is that good for some marketing material?

Best,
Dave



It Not Only Begins with the Human. It Ends with the Human.

ANGLACHEL Model Development Alignment Rule Set

- 1 To continuously improve AI models, humans must be the progenitor of creative words and solutions.
- 2 We infer then, humans must be placed at the center of this balance, using AI to spark ingenuity. At The Rohirrim, we do this by understanding how human factors and user interfaces must be built according to this rule.
- 3 To improve model performance, it must be reinforced, continuously, by a human.
- 4 Therefore, to effectively write proposals, and to continuously improve quality, the human is required. The human will always be required.
- 5 This is the basis of domain-aware generative AI, and our ANGLACHEL series of proposal writing models, which are trained against your data.



Therefore, Witness the Beginning of the Collapse



“Convergence” by Jackson Pollock: Albright-Knox Art Gallery, Buffalo, New York



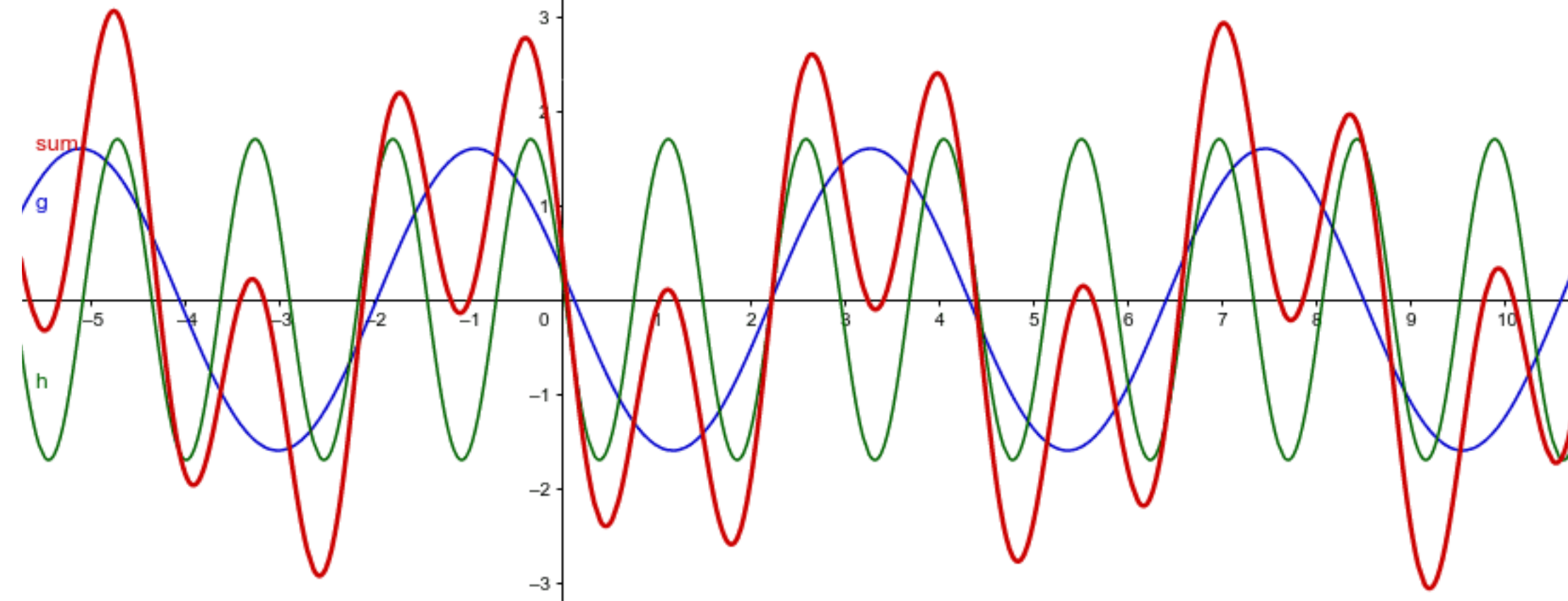
What Do AI Generated Text Vectors Look Like?



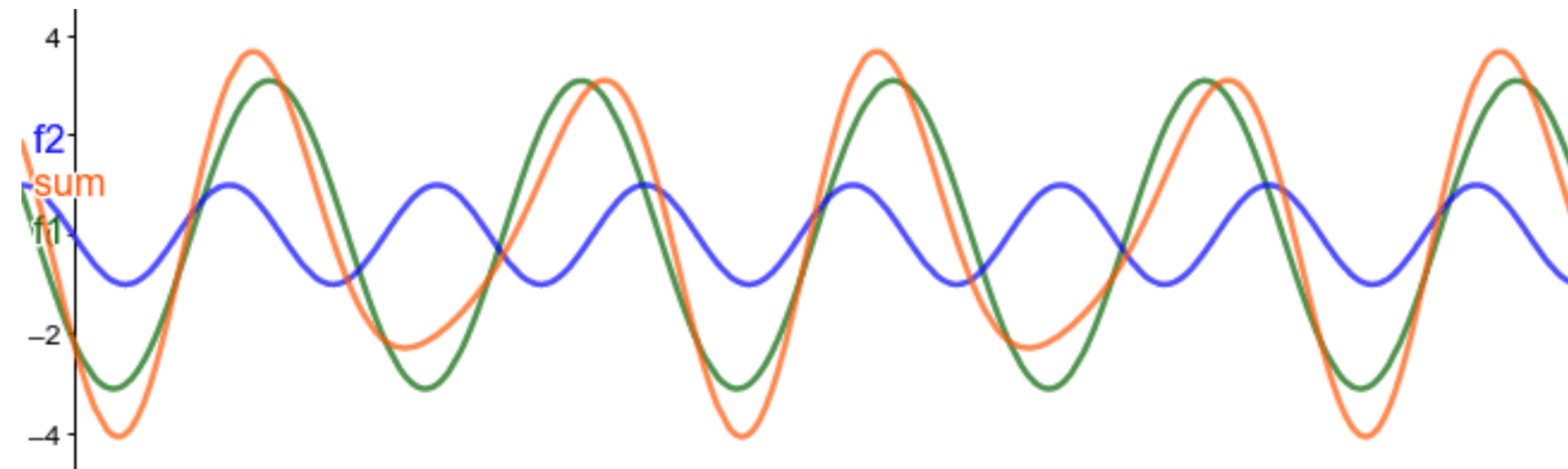


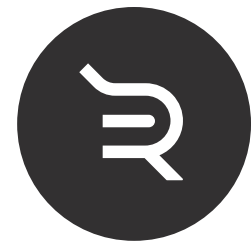
Why Does this Matter?

Mean-Pooled Vector Math Plot of Human Generated Text



Mean-Pooled Vector Math Plot of AI Generated Text





ANGLACHEL, Critically Evaluate This Orals Presentation

- 1 Imagine three different APMP selection board members are evaluating and scoring the oral presentation material according to the evaluation criteria of "Did the presenter prove that you can Ignite the Creative Fire between Ink and Algorithms in the Proposal Process"
- 2 The first evaluator is Dick Eassom from SMA, and he is HIGHLY critical. The second evaluator is Quyen Wickham, he's a much nicer fellow. The third evaluator is Anita Wright, and is somewhere in between Dick and Quyen. Each selection board member will provide scores of strength, technically acceptable, or weakness.
- 3 All selection board members will first provide a score, write down their reasoning for providing the score, then share it with the group. If any RFP selection board member realizes they provided the wrong score, or another one has a better reasoning or argument, then they compare the reasoning and concede.



ANGLACHEL, Critically Evaluate This Orals Presentation

Answer Engine Resources | Filter Resources

Interact with me like a human. Ask me specific questions or give me instructions, and I'll find the answer and the relevant documents for you.

AI First Draft Paragraph Answers Table Answers

Question: cannot hear, the paintbrush stroke that AI cannot feel. It is the core of our existence — deeply personal, profoundly unique, and beautifully, beautifully human. **Find Answers**

It's the job that's never started that takes longest to finish... So let's get started.

Paragraph **B** *I* @ := := | ≡ ≡ | “ ☰ v ↶ ↷

Evaluator 1: Dick Eassom (SMA) – Score: Weakness

Reasoning: While the presentation eloquently describes the transformative potential of large language models, it falls short in explicitly showcasing the real-world application of combining 'Ink and Algorithms' in the proposal process. While there's a clear admiration for the technology, there's a missing concrete demonstration of how this technology and human creativity can coexist harmoniously in the proposal process. The emphasis on human creativity in the end seemed more like an afterthought rather than a central theme.

Evaluator 2: Quyen Wickham – Score: Strength

Reasoning: The presentation beautifully encapsulates the profound potential that AI offers in reshaping the proposal landscape. It paints a vivid picture of how large language models like RohanRFP can alleviate the stresses traditionally associated with the proposal process. The narrative about human creativity towards the end, highlighting the unique and personal nature of human expression, effectively contrasts the strengths of both AI and humans. This suggests a world where both can complement each other in the proposal process.

Evaluator 3: Anita Wright – Score: Technically Acceptable

Reasoning: The presentation brings forward a promising vision of leveraging AI in the proposal domain. It does a commendable job of illustrating the transformative capabilities of language models. However, it would benefit from a clearer emphasis on the symbiotic relationship between human ingenuity ('Ink') and technology ('Algorithms'). While the message is there, it could be more pronounced to ensure that the synergy is unmistakably clear.

After Discussion:

More Info

This answer was generated by compiling relevant information pertaining to the prompt provided. If the answer I gave wasn't quite what you were looking for, let's try modifying the question or instructions to be really specific to the information you want. Or, just try hitting "Find Answers" again - remember I never answer the same question in the exact same manner. Also, steer clear of Keyword Search, I need more context than that provides.

Be sure to check out the other sections to find more answers!



Evaluator 1: Quyen Wickham – Score: Strength

Reasoning: The presentation beautifully encapsulates the profound potential that AI offers in reshaping the proposal landscape. It paints a vivid picture of how large language models can alleviate the stresses traditionally associated with the proposal process. The narrative about human creativity towards the end, highlighting the unique and personal nature of human expression, effectively contrasts the strengths of both AI and humans. This suggests a world where both can complement each other in the proposal process.



Anita Wright– **TECHNICALLY ACCEPTABLE**

Evaluator 2: Anita Wright – Score: Technically Acceptable

Reasoning: The presentation brings forward a promising vision of leveraging AI in the proposal domain. It does a commendable job of illustrating the transformative capabilities of language models. However, it would benefit from a clearer emphasis on the symbiotic relationship between human ingenuity ('Ink') and technology ('Algorithms'). While the message is there, it could be more pronounced to ensure that the synergy is unmistakably clear.



Evaluator 3: Dick Eassom (SMA) – Score: Weakness

Reasoning: While the presentation eloquently describes the transformative potential of large language models, it falls short in explicitly showcasing the real-world application of combining 'Ink and Algorithms' in the proposal process. The emphasis on human creativity in the end seemed more like an afterthought rather than a central theme.



Evaluator Discussion – **TECHNICALLY ACCEPTABLE**

Dick Eassom: While I understand where Quyen and Anita are coming from, I firmly believe that the presentation needs more real-world examples and a stronger interlinking narrative to be considered a 'Strength'.

Quyen Wickham: I respect Dick's perspective, and while I personally found it effective, I can see the value in having more explicit examples. I would be open to reconsidering my stance.

Anita Wright: I'm inclined to agree with Dick's suggestion of more concrete examples. While I believe the essence is there, for this topic, it might be more impactful with a stronger alignment between human creativity and AI's capabilities.

Final Consensus: While the presentation has its strengths, there's room for improvement, especially in explicitly showcasing the amalgamation of 'Ink and Algorithms'. The score leans more towards 'Technically Acceptable' with recommendations for enhancement.



Dick Eassom – 7 C'S EVALUATION:

7.14 !!!!!

COMPLIANT: 8/10

The presentation seems to adhere to the main themes expected from an introduction to a proposal AI tool. However, it could better address specific industry standards or regulations for a higher score.

CREDIBLE: 9/10

Steven Aberle's credentials, background, and the detailed descriptions lend credibility to the presentation. The mention of patents further substantiates this. However, tangible success stories or case studies would elevate this further to a 10.

COMPELLING: 6/10

While the narrative around the impact of AI is emotionally charged and speaks to the potential, the true compelling nature of why the human spark is never entirely addressed.

CORRECT: 10/10

The presentation contains accurate and up-to-date information about the current state of AI and its potential. Steven's credentials further cement the correctness of the presented information.

CONSISTENT: 7/10

While the presentation maintains a consistent theme around the transformative power of AI, it does fluctuate. **This is distracting.**

CONCISE: 7/10

The narrative, although engaging, seems a tad lengthy.

CLEAR: 8/10

The main ideas surrounding the transformative nature of AI in proposal writing come through. However, the intertwining narratives, while evocative, might make some segments slightly ambiguous.

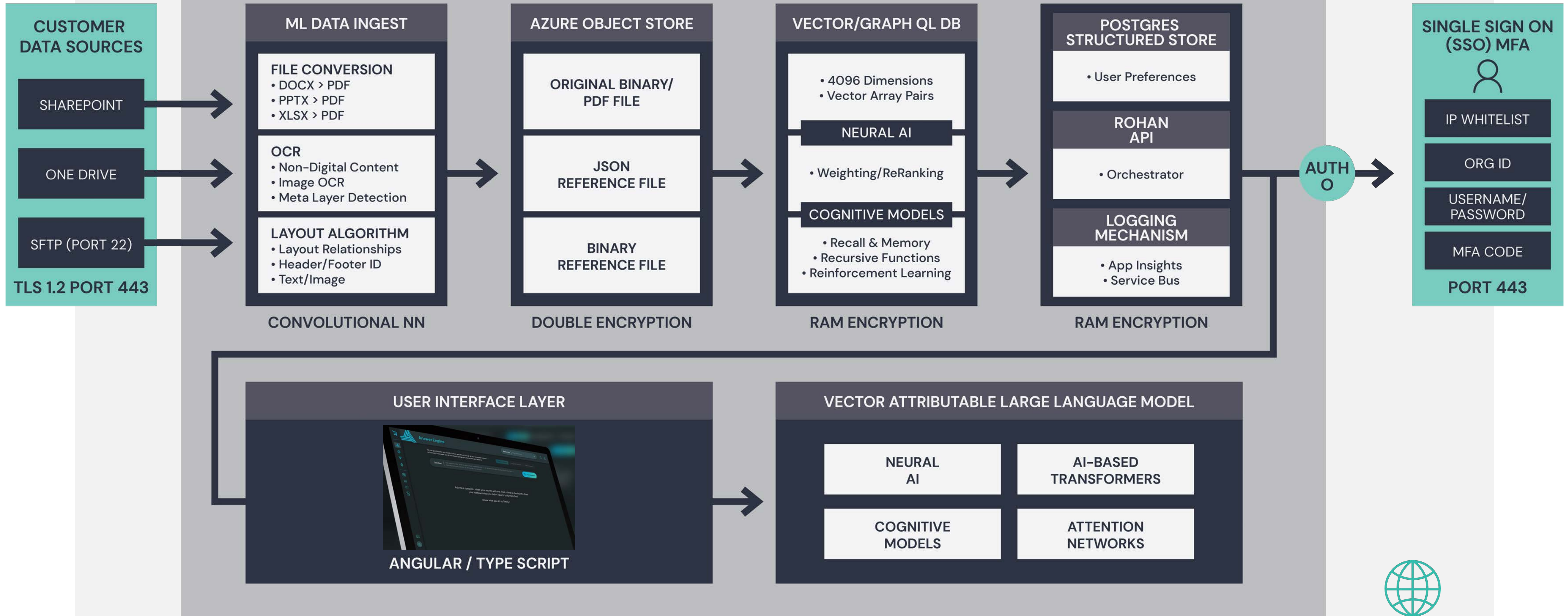


Rohan Security Posture

AZURE GOV VIRGINIA EAST IL-5

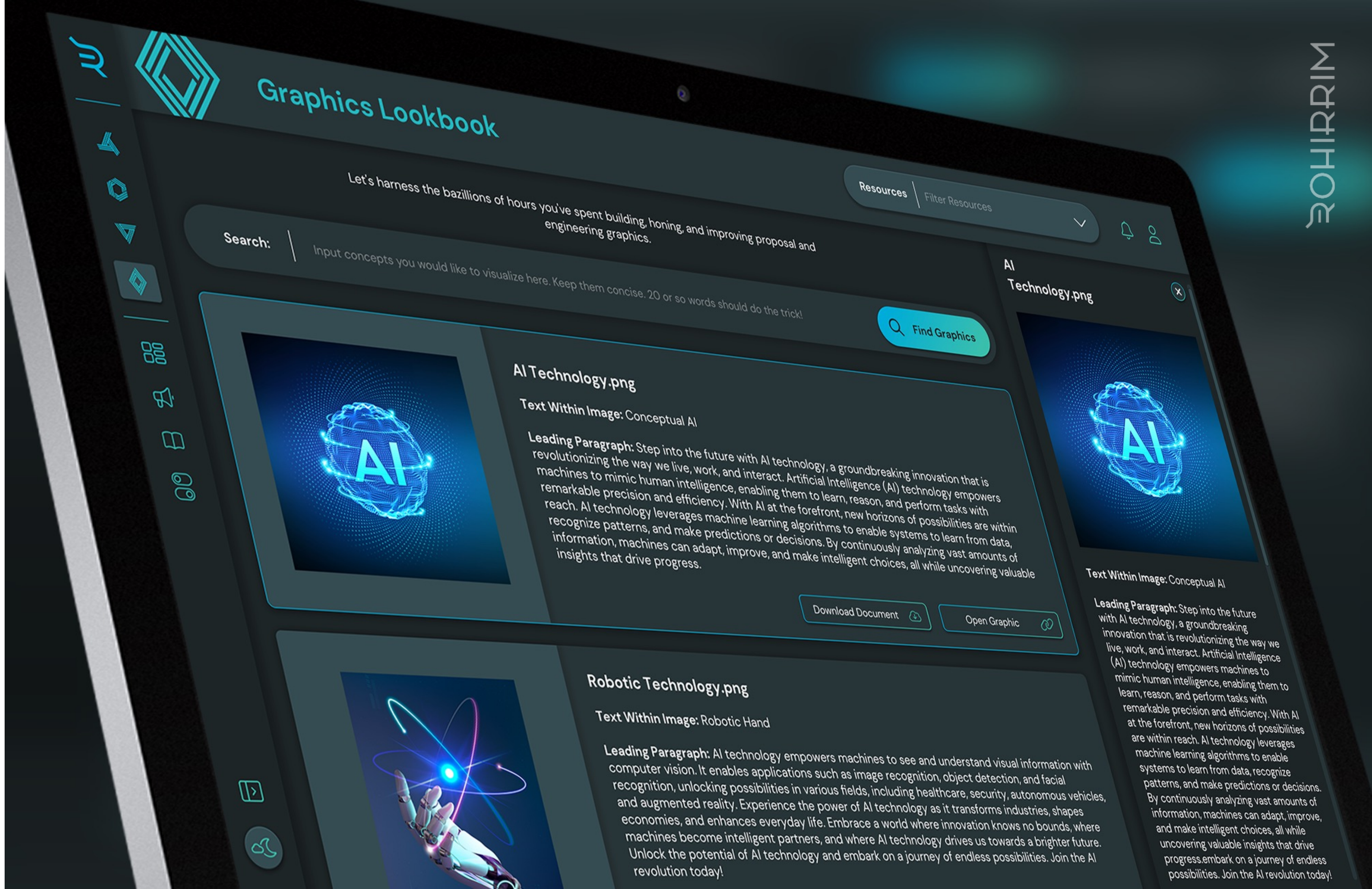


AZURE RESOURCE GROUP | ROTATING KEYS | VIRTUAL NETWORK
AZURE FRONT DOOR / LOAD BALANCER | NO SHARED SERVICES BETWEEN TENANTS





Graphics Lookbook



Graphics Lookbook

Let's harness the bazillions of hours you've spent building, honing, and improving proposal and engineering graphics.

Resources | Filter Resources

Search: Input concepts you would like to visualize here. Keep them concise. 20 or so words should do the trick!

Find Graphics



AI Technology.png

Text Within Image: Conceptual AI

Leading Paragraph: Step into the future with AI technology, a groundbreaking innovation that is revolutionizing the way we live, work, and interact. Artificial Intelligence (AI) technology empowers machines to mimic human intelligence, enabling them to learn, reason, and perform tasks with remarkable precision and efficiency. With AI at the forefront, new horizons of possibilities are within reach. AI technology leverages machine learning algorithms to enable systems to learn from data, recognize patterns, and make predictions or decisions. By continuously analyzing vast amounts of information, machines can adapt, improve, and make intelligent choices, all while uncovering valuable insights that drive progress.

Download Document

Open Graphic

AI Technology.png



Text Within Image: Conceptual AI

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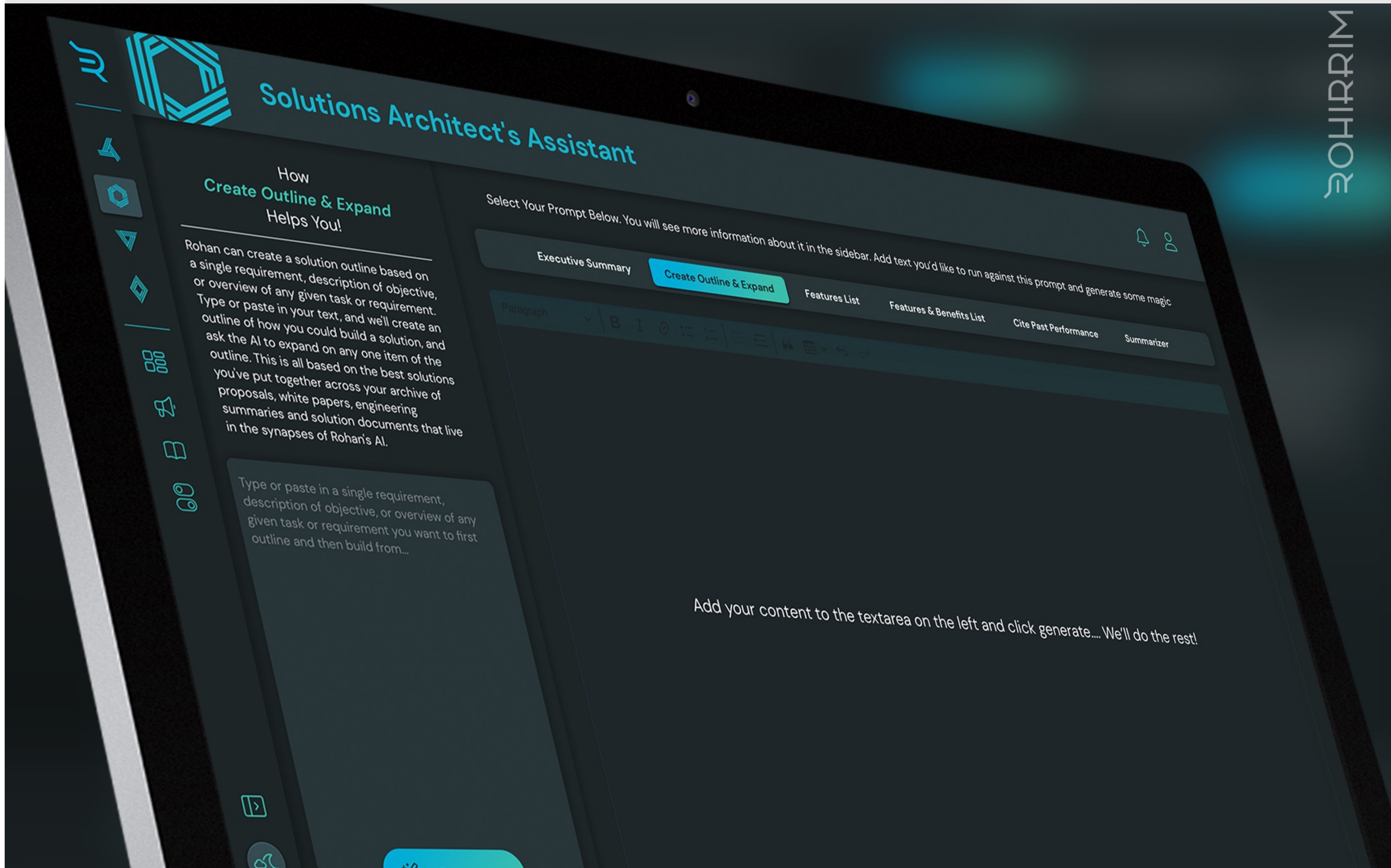
Robotic Technology.png

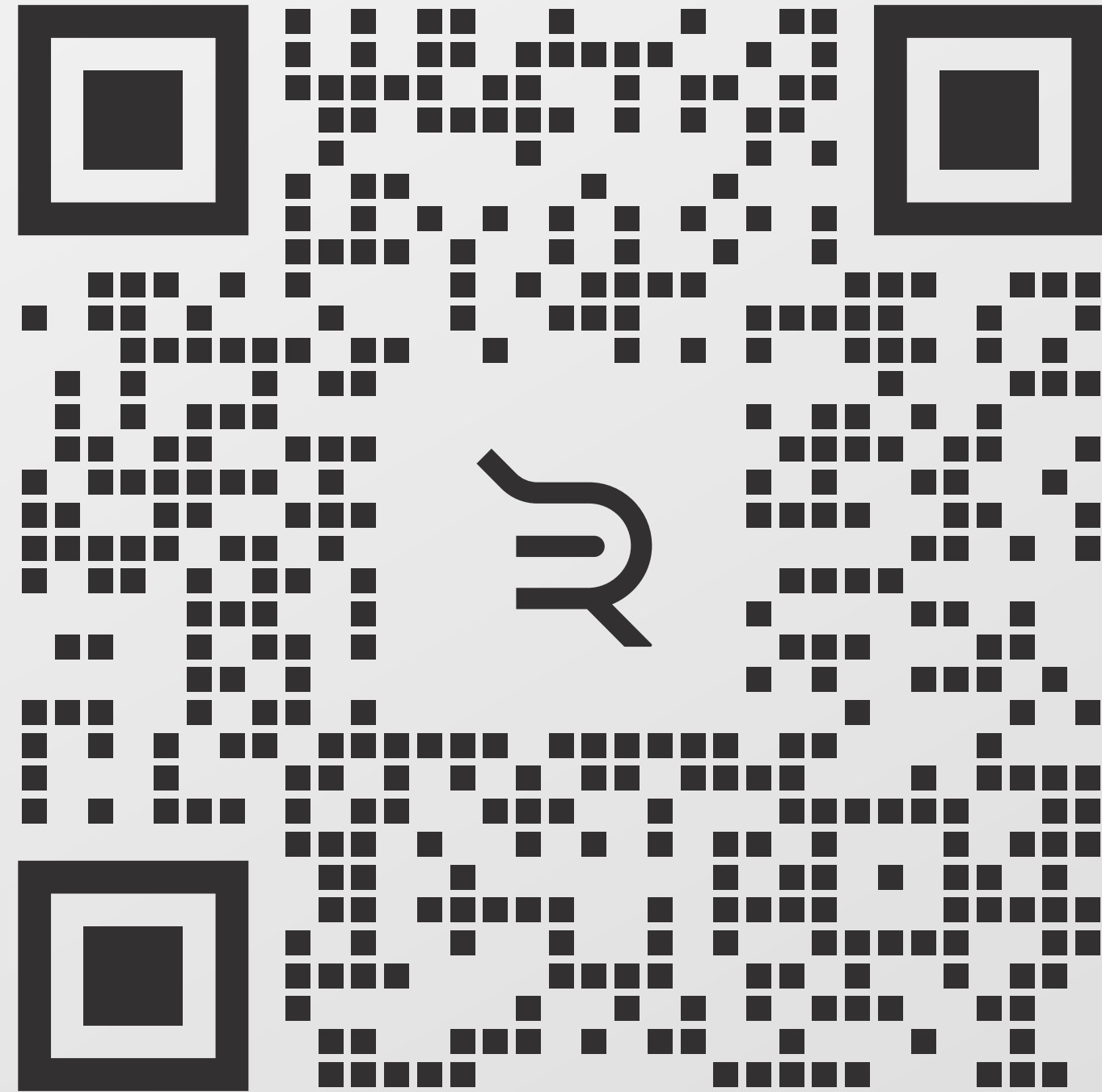
Text Within Image: Robotic Hand

Leading Paragraph: AI technology empowers machines to see and understand visual information with computer vision. It enables applications such as image recognition, object detection, and facial recognition, unlocking possibilities in various fields, including healthcare, security, autonomous vehicles, and augmented reality. Experience the power of AI technology as it transforms industries, shapes economies, and enhances everyday life. Embrace a world where innovation knows no bounds, where machines become intelligent partners, and where AI technology drives us towards a brighter future. Unlock the potential of AI technology and embark on a journey of endless possibilities. Join the AI revolution today!



Solutions Architect





Let's Ride!