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Bring AI to Where Work Happens

DISA

TEM
Technical Exchange Meeting
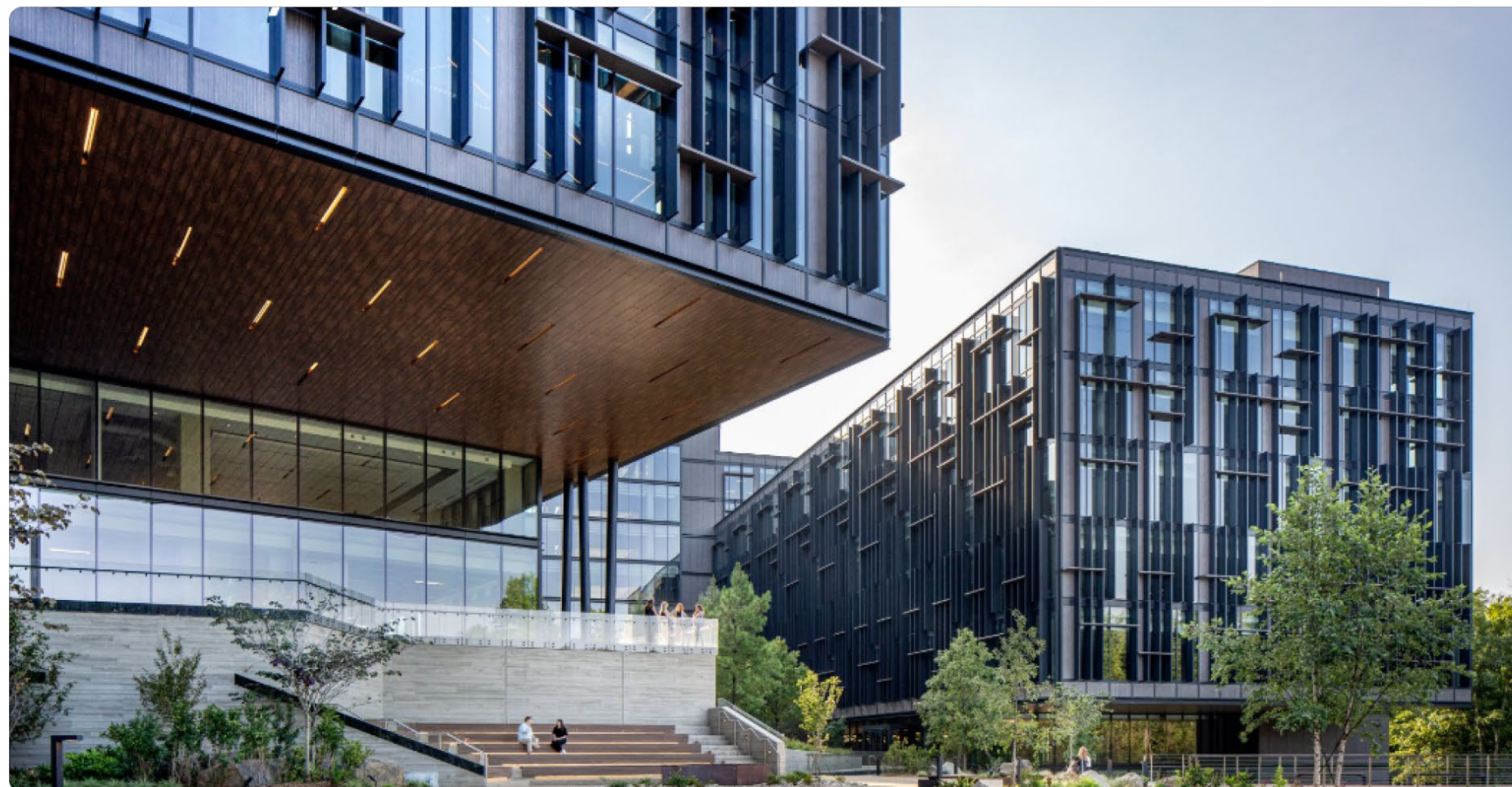
Agenda and Presenters

Agenda
About Us | Mission

Problem We Solve

Solution Capability

Live Demonstration

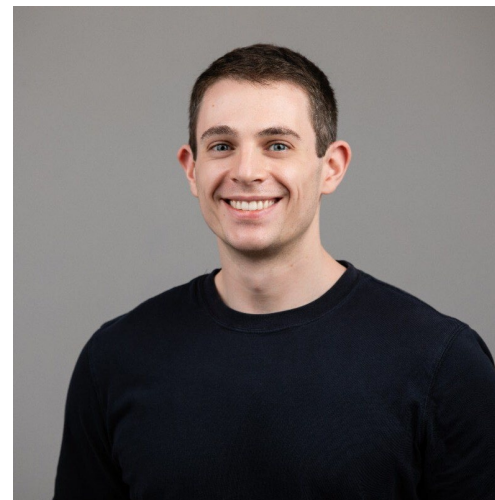Current DoD Traction

DISA Next Strategy

Final Questions

Presenters

Lloyd Pierre
Co-Founder | VP Federal Capture
lloyd.pierre@squared.ai

Ian Sotnek
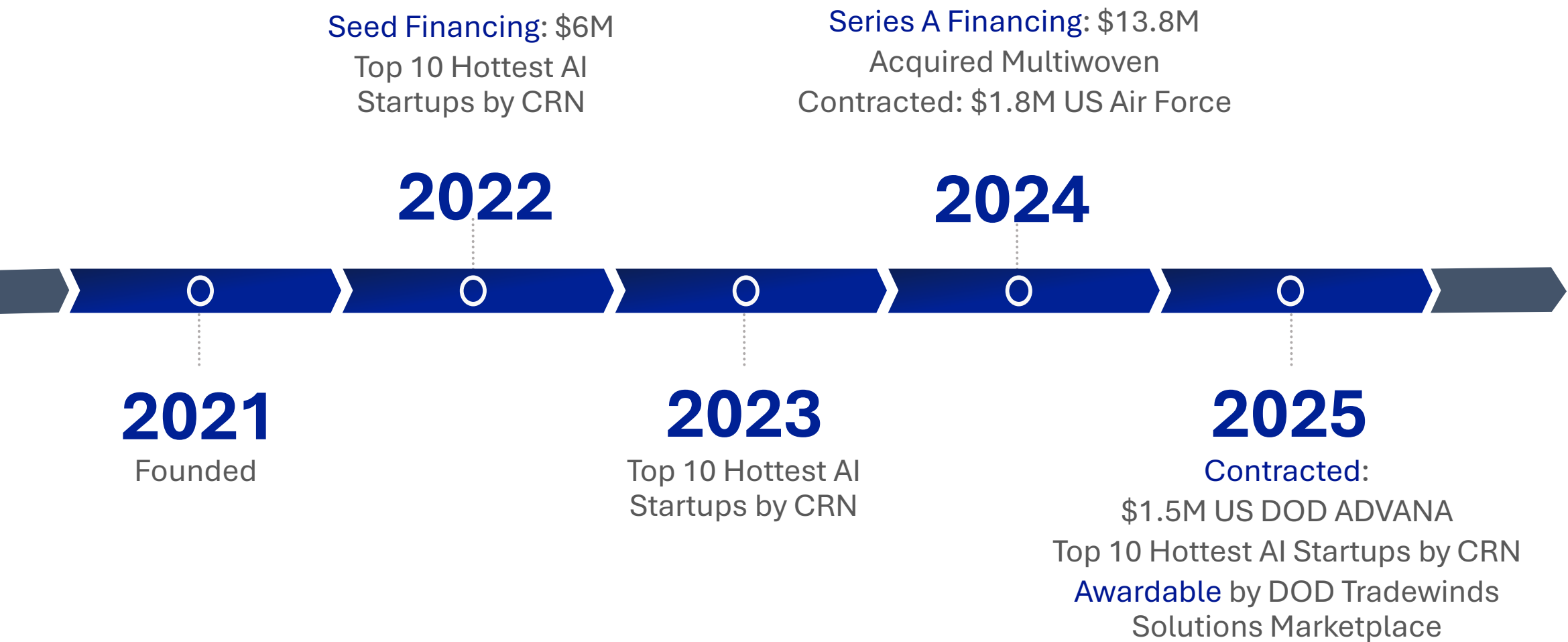Co-Founder | Forward Deployed Engineer
ian.sotnek@squared.ai

*Please use the chat feature to post questions and comments.

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About AI Squared

Seed Financing: $6M
Top 10 Hottest AI Startups by CRN

Series A Financing: $13.8M
Acquired Multiwoven
Contracted: $1.8M US Air Force

2022

2024

2021
Founded

2023
Top 10 Hottest AI Startups by CRN

2025
Contracted:
$1.5M US DOD ADVANA
Top 10 Hottest AI Startups by CRN
Awardable by DOD Tradewinds Solutions Marketplace

World Class Investors

NEA

Ansa

ridgeline

Latimer Ventures

"AI Squared plays an important role by **injecting insights into front end applications**"

- Matei Zaharia, PhD, Co-Founder Databricks
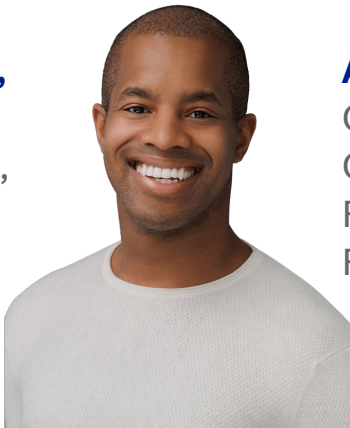
Board of Directors

Darren Kimura
Chairman and CEO

Roger Ferguson, Jr.
Board of Directors Alphabet (Google), Former CEO TIAA, Former Vice Chairman Federal Reserve

Greg Papadopoulos, PhD
Venture Partner, NEA, Former CTO Sun Microsystems

Allan Jean-Baptiste
Co-Founder Ansa Capital, Former Principal KKR, Former Capital G

Benjamin Harvey, PhD
Founder, Former Chief of Operations Data Science, NSA

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Our Mission

"**AI has the power to transform the way we work**—but only if it's seamlessly integrated into the tools we already use.

Our mission is to bridge the gap between cutting-edge AI and real-world impact, ensuring that organizations don't just adopt AI, but thrive with it."
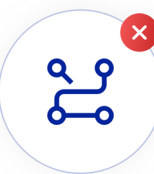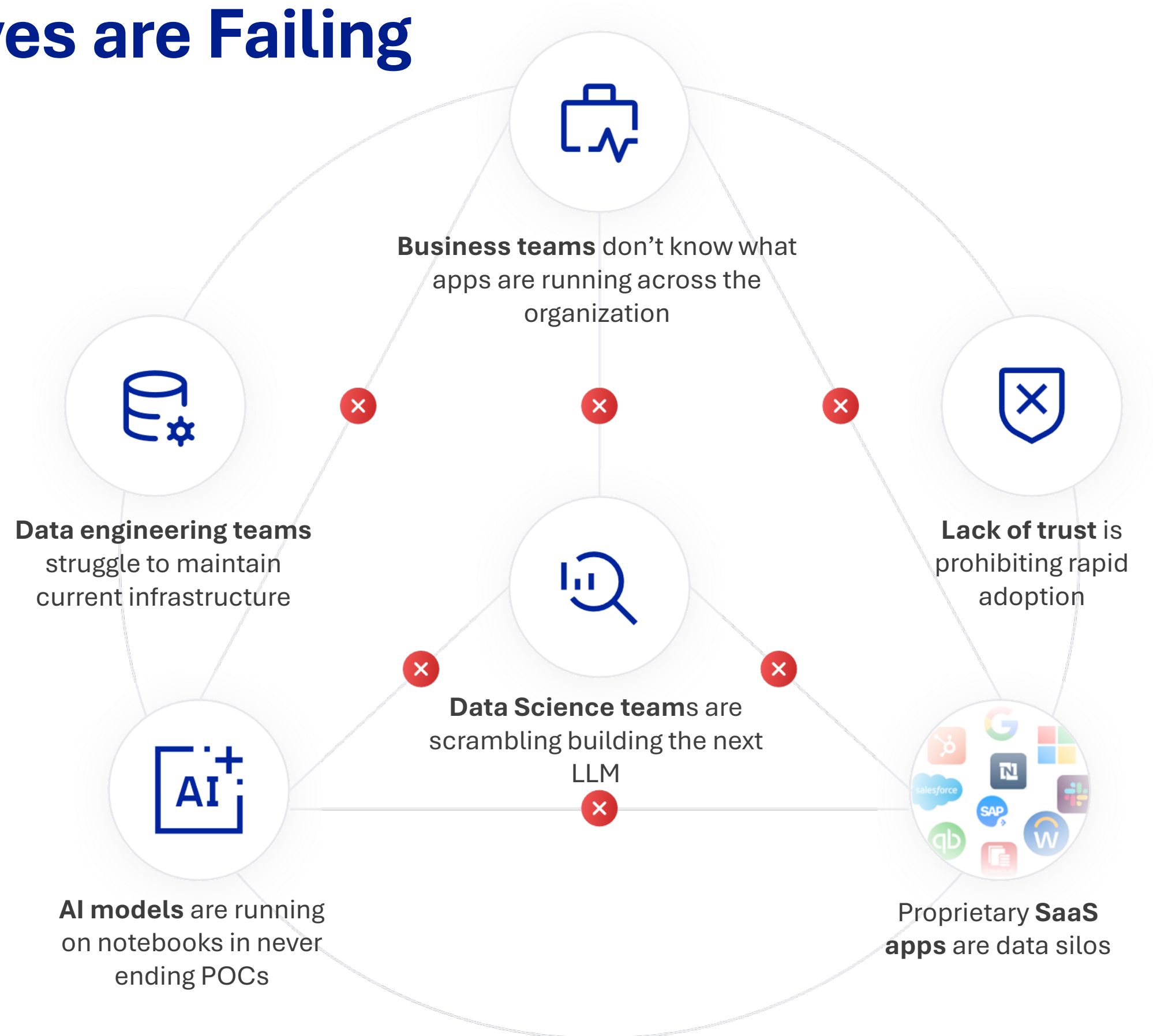Darren Kimura, CEO of AI Squared

https://squared.ai

Problem - AI Adoption Initiatives are Failing

AI Deployment is Broken

Organizations are **failing** in deploying AI because:

No Operational Path Forward – Data science teams and business decision makers are disconnected

Data Lock In – Governance and privacy teams kill projects based on data ownership

Unreliable Uptimes – Data pipelines have an average of 6 hours to troubleshoot and multiple outages per year

Tool Sprawl – Large enterprises have over 300 SaaS tools usually with little exposure across the organization

Lack of Trust - No transparency, unclear ethics policies, governance gaps and no feedback

Business teams don't know what apps are running across the organization

Lack of trust is prohibiting rapid adoption

Data engineering teams struggle to maintain current infrastructure

Data Science teams are scrambling building the next LLM

AI models are running on notebooks in never ending POCs

Proprietary **SaaS apps** are data silos

The Last Mile Problem of AI

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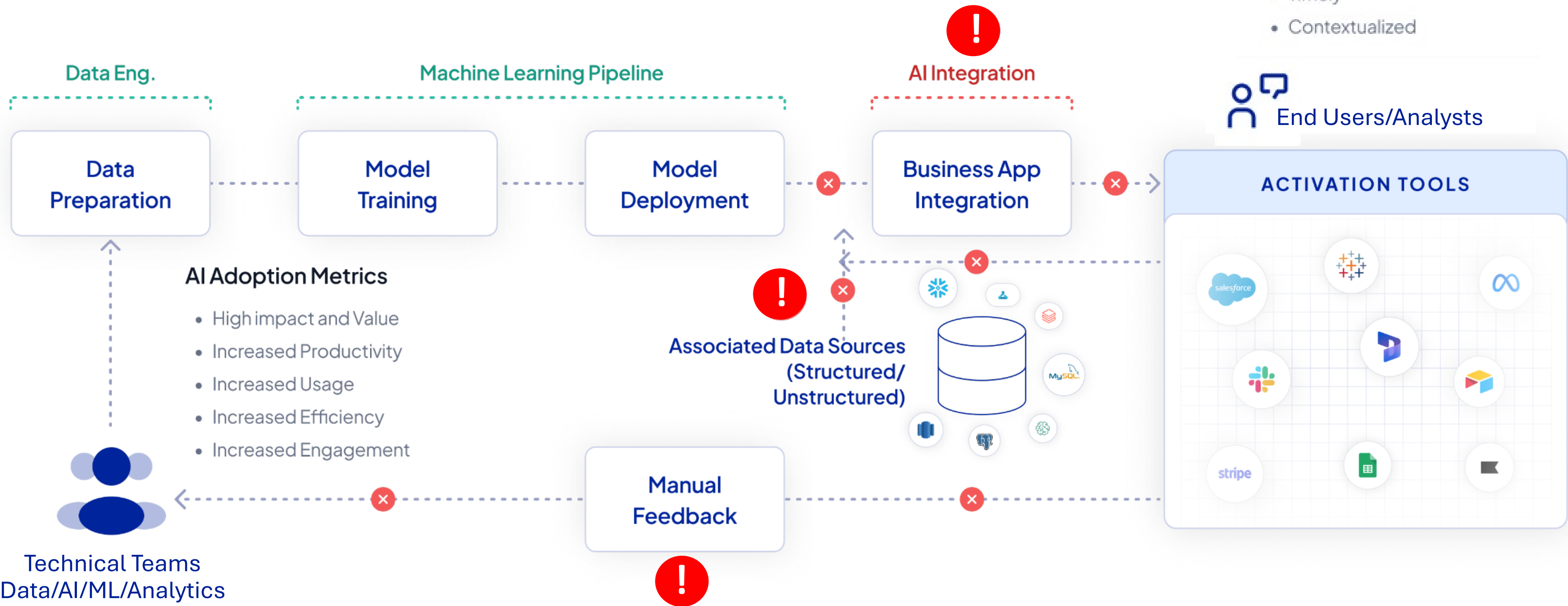## Time-to-Evaluate: 6 to 9+ months
Time-to-Build : 100s of hours

AI Adoption Criteria
- Actionable
- Accurate and Performant
- Relevant
- Timely
- Contextualized

Data Eng.

Machine Learning Pipeline

AI Integration

End Users/Analysts

| Data Preparation | Model Training | Model Deployment | Business App Integration |

ACTIVATION TOOLS

AI Adoption Metrics
- High impact and Value
- Increased Productivity
- Increased Usage
- Increased Efficiency
- Increased Engagement

Associated Data Sources (Structured/ Unstructured)

Manual Feedback

Technical Teams Data/AI/ML/Analytics

AI Squared UNIFI Platform integrates Data, AI, & Advanced Analytics within workflows in less than a day
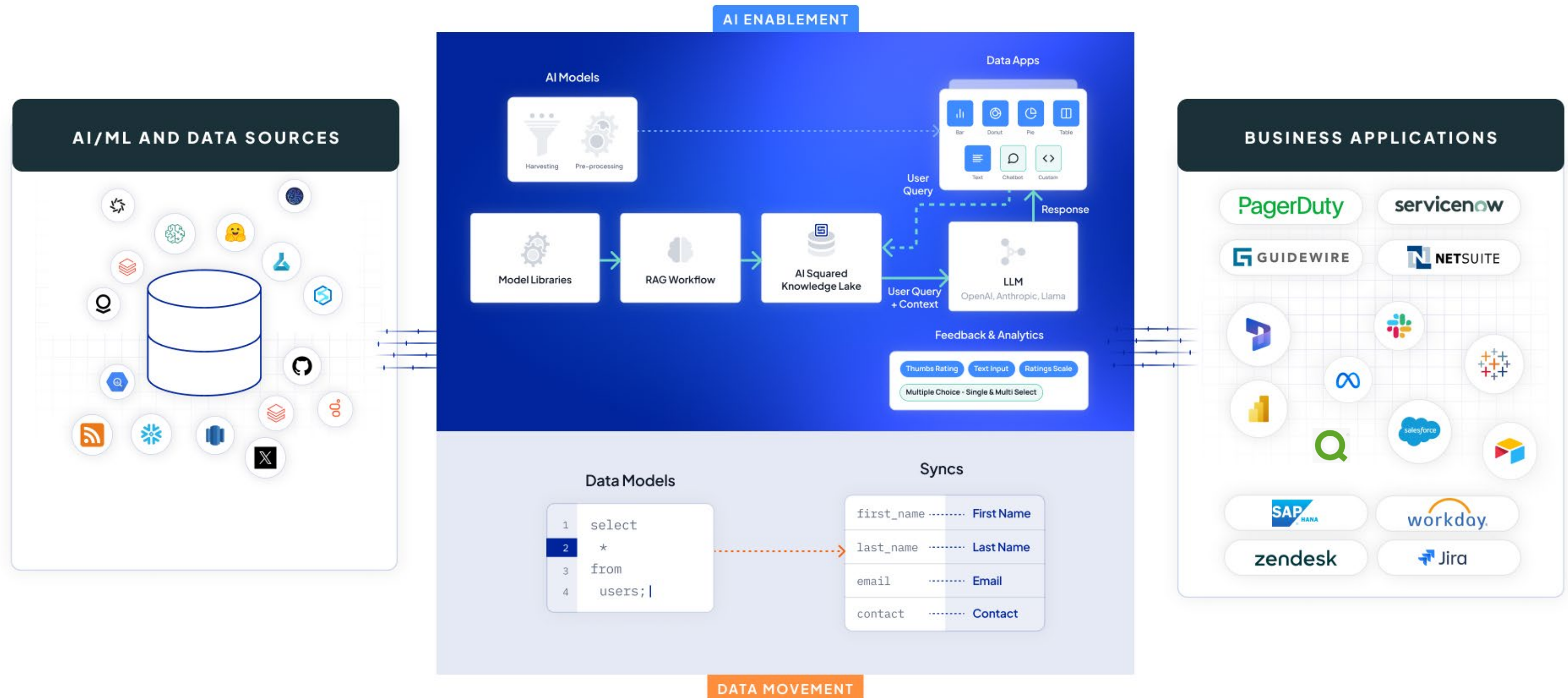
Features...   Advantage...   Customer Benefit!

On-Prem & VPC Deployment

- AI Squared houses different AI models across your organization
- On-premise deployment for highly regulated environments
- Advantage: Agile Deployment
- **Benefit: Integrates with Existing Infrastructure**

End User A-B Model Testing

- Test various AI models in secure sandbox
- Confidently release AI insights to production environments
- Advantage: No Learning Curve for Non-Technical Users
- **Benefit: Rapidly Deliver AI Products**

Data / AI Model Agnostic Integration

- Put AI insights directly into existing applications
- No Code/Low Code integrations
- Advantage: Break Down Data / AI Siloes
- **Benefit: Unlock Value of Data and AI and Optimize Legacy Applications**

Feedback Loop

- End users provide input on AI generated insights
- Tuned existing models for more accurate results
- Advantage: Provides Insight to Data Scientists & ROI Metrics to Leadership
- **Benefit: Trust & AI Adoption**

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AI Squared helps large organizations **integrate Data & AI** within the workflow enabling faster and more accurate data driven decisions

Chief Information Officer
Chief Data and
Analytics Officers

Business Managers

End Users

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Data Scientists

Data Analysts

Product Managers

"We were stuck after the pilot and AI Squared helped us get AI insights to everyone across the company."
–Fortune 1000 customer

"AI Squared enables us to bring critical insights to our sales team directly. The solution has given us the speed and credibility we need to drive data & AI transformation across our organization"
- Top 5 CPG Manufacturer

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AI Squared UNIFI Platform is on ADVANA

Current Departments Using The ADVANA Platform

- Department of the Army
- Assistant Secretary of the Army
- US Space Command
- Under Secretary of Defense for Personnel and Readiness
- Defense Human Resources Activity
- **Department of the Air Force**
- Assistant Secretary of the Air Force
- **Department of the Navy**
- Office of the Chief Data Officer
- Defense Logistics Agency
- Office of the Chef Data and Analytics Officer
- National Guard Bureau
- US Transportation Command
- US Special Operations Command
- **Office of the Chief Digital and Artificial Intelligence Officer**

How AI Squared Can Support DISA

DISA Next Strategy

Strategic Imperative #1

Operate and Secure the DISA Portion of the DoD Information Network

> **Operational Imperative #1.1**
> Provide Relevant, Modern Enterprise and Business Tools
> **DISA supports 200+ enterprise** tools to CCMDs, MILDEPs, and DAFAs.
>
> **DISA must** provide state of the art capabilities that will **not only meet current requirements but** will **posture** their customers to take advantage of **emerging capabilities that provide competitive advantages** in a contested environment.

DISA Data Strategy Lines of Effort

LOE 1 - Strengthen Data Architecture and Governance

LOE 2 - Integrate Advanced Analytics

LOE 3 - Cultivate a Data-Centric Culture

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How AI Squared Can Support DISA

SETI Performance Task Areas

Task Area 4 : Software Systems Design and Development
Design, Develop, Integrate, and Modernize systems to enhance the mission

Task Area 5 : Systems Integration
Integrate Component Subsystems to Produce an Interoperable Final System

Task Area 1: Systems Engineering
Establish the Framework for delivering Material Capabilities

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How AI Squared Can Support DISA

DISA Emerging Technology Directorate Watchlist

Research - Supply Chain Validation and Scanning

Prototype - Artificial Intelligence Operations (AI Ops)

Pilot - Big Data Analytics & Visualization

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Contact Us

AI Squared is on ADVANA

DoD agencies on ADVANA have free access to our platform through the end of the year.

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Questions, Comments, Feedback?

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