



Frequently Asked Questions

New Trail combines AcqCoPilot-enabled analysis, the New Trail Acquisition Research Library, and experienced acquisition professionals to deliver decision-ready research and support through annual subscription packages.

Is this a software license?

No. The subscription provides access to New Trail's acquisition intelligence capability, including AcqCoPilot-enabled analysis, the New Trail Acquisition Research Library, and New Trail's acquisition expertise. Direct customer access to the AcqCoPilot platform is not included unless specifically identified in the official quotation or contract.

What types of questions can customers submit?

Customers may submit acquisition strategy, market research, pricing, policy, contracting, program execution, source-selection planning, contract-vehicle analysis, and other acquisition-related research priorities. New Trail coordinates the scope, priority, and delivery schedule for each request with the customer.

Are research products tailored to the customer?

Yes. Research products and recommendations are developed for the customer's specific mission, program, organization, or acquisition challenge. Deliverables may include white papers, executive briefs, market research, comparative analyses, acquisition strategy assessments, pricing research, and other decision-support products.

Can additional travel be added?

Yes. Each subscription includes a defined number of customer-coordinated CONUS visits. Additional travel, extended visits, or travel outside the continental United States may be added and priced separately in the official quotation.

Does the subscription include classified support?

The Secure and Premier subscriptions provide the capability to support classified requirements at their respective levels. Classified performance remains subject to applicable facility, personnel, system, safeguarding, access, and customer security requirements.

How quickly are research products delivered?

Delivery schedules depend on the complexity, urgency, security requirements, and scope of each request. New Trail coordinates priorities and expected delivery dates with the customer. Secure and Premier subscriptions include priority research scheduling.

Are subscriptions available to defense contractors, government organizations, and commercial entities?

Yes. New Trail subscriptions are available to government organizations, defense contractors, and commercial entities seeking acquisition research, analysis, and decision support. The appropriate package, security level, and delivery approach are tailored to the customer's requirements and operating environment.

How do I purchase a subscription?

Contact New Trail to discuss your requirements and request an official quotation. Once the subscription level, scope, security requirements, travel assumptions, and applicable terms are confirmed, the customer may purchase the subscription by issuing a purchase order or another mutually accepted contract award document.

How can a federal agency sole source a subscription to New Trail Corporation?

New Trail Corporation is a certified Women-Owned Small Business (WOSB). A federal contracting officer may consider a WOSB sole-source award under FAR 19.1506 and FAR 6.302-5(b)(7) when the applicable requirements are satisfied. These include use of an eligible NAICS code in which WOSBs are substantially underrepresented, no reasonable expectation of receiving offers from two or more eligible WOSBs, an anticipated award value within the applicable statutory threshold, a determination that New Trail is responsible, and a determination that the award price is fair and reasonable. The contracting officer must also verify that New Trail is certified as eligible under the WOSB Program. Customers should coordinate with their contracting officer and small-business specialist and contact New Trail for an official quotation.

Federal acquisition note

The WOSB sole-source authority is subject to the contracting officer's independent determination and all applicable laws, regulations, agency procedures, and eligibility requirements. As of July 2026, FAR 19.1506 states that the anticipated award price, including options,

may not exceed \$8.5 million for manufacturing requirements or \$5.5 million for other requirements. This document is general informational material and is not legal advice or a commitment by any government agency.

Regulatory references: FAR 19.1506, Women-Owned Small Business Program sole-source awards; FAR 6.302-5(b)(7), Authorized or required by statute; SBA Women-Owned Small Business Federal Contract Program.