

MixonMgmt.ai: Transforming Federal Business Development with Agentic AI

Agentic AI + Human Expertise for Government Contractors



The Federal BD Challenge

45%

of tasks automated

Complexity

manageable

- Traditional business development methods struggle to keep pace with the volume and speed required in modern federal contracting environments
- Organizations need to identify opportunities earlier, qualify them faster, and build compelling proposals that stand out in increasingly competitive evaluations
- Manual processes create bottlenecks in capture planning, compliance verification, and content development across the entire BD lifecycle
- The gap between available tools and strategic expertise leaves many contractors operating at a disadvantage against better-resourced competitors

Sustainable Growth

Build pipelines that fuel long-term success

Deep Knowledge

20+ years federal BD experience

AI Tools

Technology that augments human expertise

Shared Value

Flexible pricing models ensure aligned incentives

Our Mission: Leveling the Playing Field

We exist to level the playing field in government contracting through partnerships that drive sustainable growth

- By combining AI-driven tools with deep industry knowledge, we help businesses build sustainable pipelines and pursue high-value opportunities
- Our approach ensures value is shared, creating partnerships built on trust and mutual success
- We empower clients to deliver winning proposals while maintaining the strategic rigor and compliance standards
- Every engagement transfers knowledge and capability, strengthening your team for the future

Proven Results: 30% Pwin Achievement

30%

Probability of Win (Pwin) Achieved

Millions

Contract Value
Won

20+

Years Federal BD
Experience

PITL

Professional-in-the-Loop
Framework

*Early adopters aren't just improving **efficiency** —they're reshaping how **federal and enterprise growth** happens*

The PITL Framework: AI + Human Expertise

- PITL integrates AI into capture, proposal, and strategy phases while keeping professionals in control of critical decisions
- This isn't generic automation—it's specialized, orchestrated intelligence designed for federal business development professionals
- The framework accelerates decision-making and strengthens compliance without sacrificing rigor and precision
- By combining machine efficiency with human expertise, we deliver results that neither could achieve alone

Agentic AI

Dynamic workflows adapt across BD phases



Human Oversight

Strategic judgment maintains quality and compliance



Scalable Systems

Solutions evolve with pipeline and competition

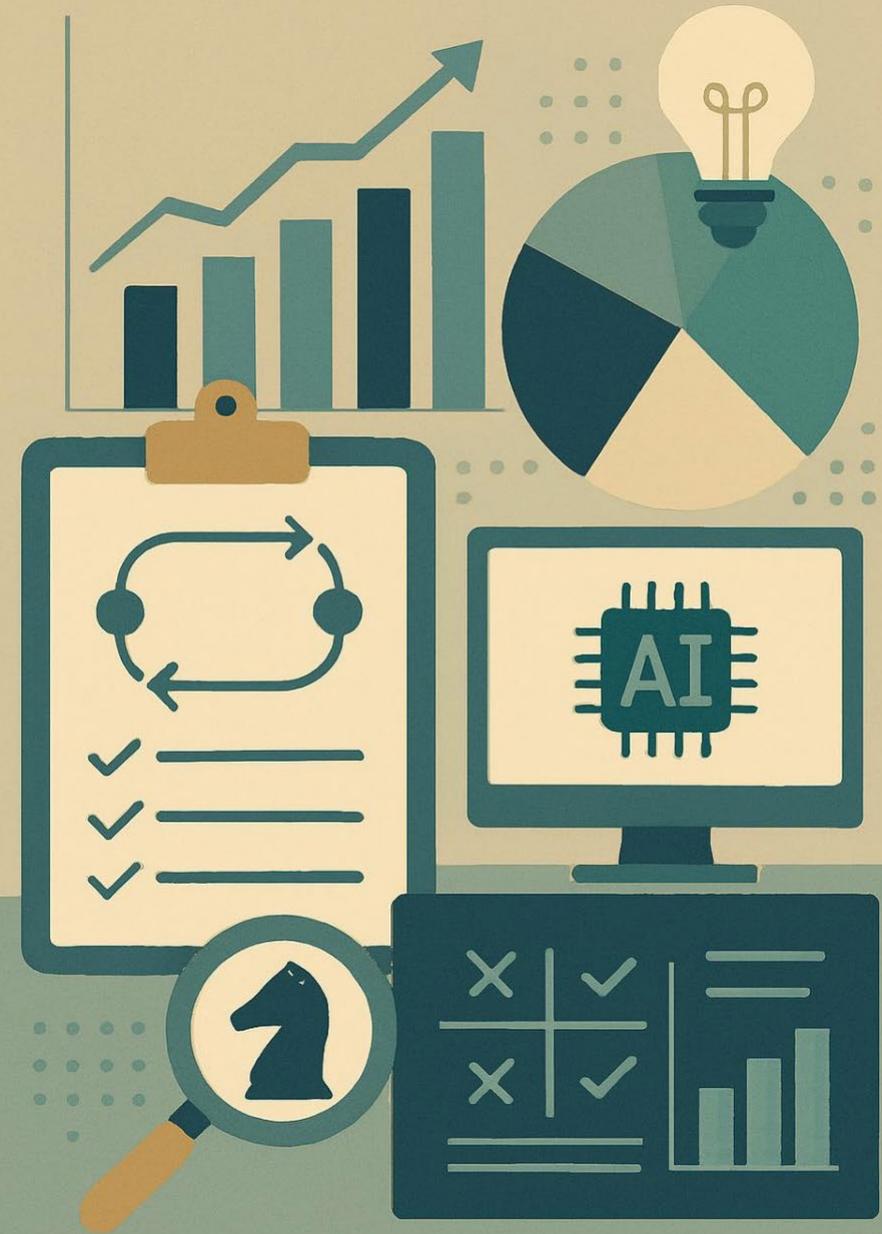


Service 1: Pipeline Development

- We take a data-informed approach that helps you identify, qualify, and prioritize opportunities aligned with your capabilities and growth goals
- Our solutions support early-stage visibility into federal opportunities and automate tracking across agencies and contract vehicles
- AI-driven insights surface trends and patterns while human judgment ensures strategic fit and realistic win probability assessments
- The result is a sustainable, high-quality pipeline that fuels long-term success rather than short-term churn

Service 2: Capture Management

- We integrate practical AI tools into the Shipley business development framework to help contractors operate more strategically and efficiently
- Our solutions support competitive analysis and win probability assessments by automating data gathering and surfacing actionable insights
- Rather than replacing human expertise, our technology augments it—enabling faster, more informed decision-making throughout the capture process
- The hybrid approach ensures each opportunity is strategically positioned from the earliest stages through proposal development



Service 3: Proposal Development

Customer-focused proposals combine AI-assisted development with strategic rigor to deliver compliant, persuasive, winning submissions

Faster delivery

Greater precision

- **AI-Accelerated Efficiency:** Our AI tools accelerate content reuse, automate compliance checks, and streamline opportunity analysis to reduce development time dramatically
- **Strategic Rigor:** Experienced teams apply Shipley best practices to shape persuasive, customer-focused narratives that address evaluator priorities and win themes
- **Compliance Assurance:** Automated verification ensures every requirement is addressed while human review maintains strategic coherence and quality standards
- **Winning Positioning:** Each proposal is not only technically sound and responsive but also strategically differentiated to stand out in competitive evaluations
- **Proven Results:** This hybrid approach delivers proposals faster and with greater precision—technically compliant, strategically compelling, and designed to win

Technology Foundation: AI-Driven Security & Compliance



- MixonMgmt.ai operates with CUI-level compliant systems designed to handle sensitive federal contracting information securely
- Our infrastructure is FedRamp Equivalent, positioning clients to meet evolving CMMC requirements without additional investment
- All AI processes maintain strict data security protocols, ensuring proprietary business development information remains protected
- Technology solutions are built with federal security standards in mind from the ground up, not retrofitted after deployment

Partner with Us: Transform Your BD Capability

30% Pwin
proven

PITL
framework

SDVOSB
certified

- **Get Started:** Contact Lee@MixonMgmt.ai to explore partnerships tailored to your growth goals
- **Transform Your Pipeline:** Leverage AI-enhanced opportunity identification, strategic capture planning, and winning proposal development
- **Join Early Adopters:** Organizations using our PITL framework are reshaping their competitive position
- **Location:** Based in Huntsville, AL, serving federal contractors nationwide with remote and on-site options
- **Credentials:** SDVOSB with PMP, Shipley BDC, CF APMP certifications and DoD Secret clearance

Flexible Pricing Models: What fits your needs? FFP, T&M, Retainer +, Subscription. We can work with you!

Leadership: Lee Mixon & Jessey Mixon

- **Lee Mixon, PMP, Shipley BDC, CF APMP:** CEO and cofounder with 22+ years in federal business development, capture, and proposal strategy for government contractors
- **Strategic Vision:** Lee blends practical BD insight with emerging AI technologies to help clients build sustainable pipelines and win high-value contracts
- **Jessey Mixon, Psy.M, BCB:** President and CEO of training division, designing programs that empower teams with tools, mindset, and strategies for success
- **Human-Centered Innovation:** Jessey champions integration of human intelligence with emerging technologies, ensuring solutions are effective, empathetic, and sustainable
- **Shared Success Philosophy:** Both leaders are rooted in collaboration, transparency, and belief that shared success creates lasting impact



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