



AI-ASSISTED DELIVERY OF A COMPLEX PUBLIC-SAFETY COMMUNICATIONS RFP RESPONSE

Representative Experience | Mission-Critical Public-Safety Communications Modernization

A county public-safety agency issued a multi-million-dollar RFP to modernize an 18-site analog VHF simulcast radio network with IP-based, P25 Phase 1-capable infrastructure and deploy a separate IP-based Alarm and Monitoring System (AMS). The response had to coordinate 95 base stations, existing system interfaces, pricing, compliance, contracts and customer follow-up in one coherent package.

294

PAGE ORIGINAL RESPONSE

554

REQUIREMENTS CLASSIFIED

92.96%FULLY / PARTIALLY
COMPLY

100% OF 554 REQUIREMENTS CLASSIFIED & ADDRESSED

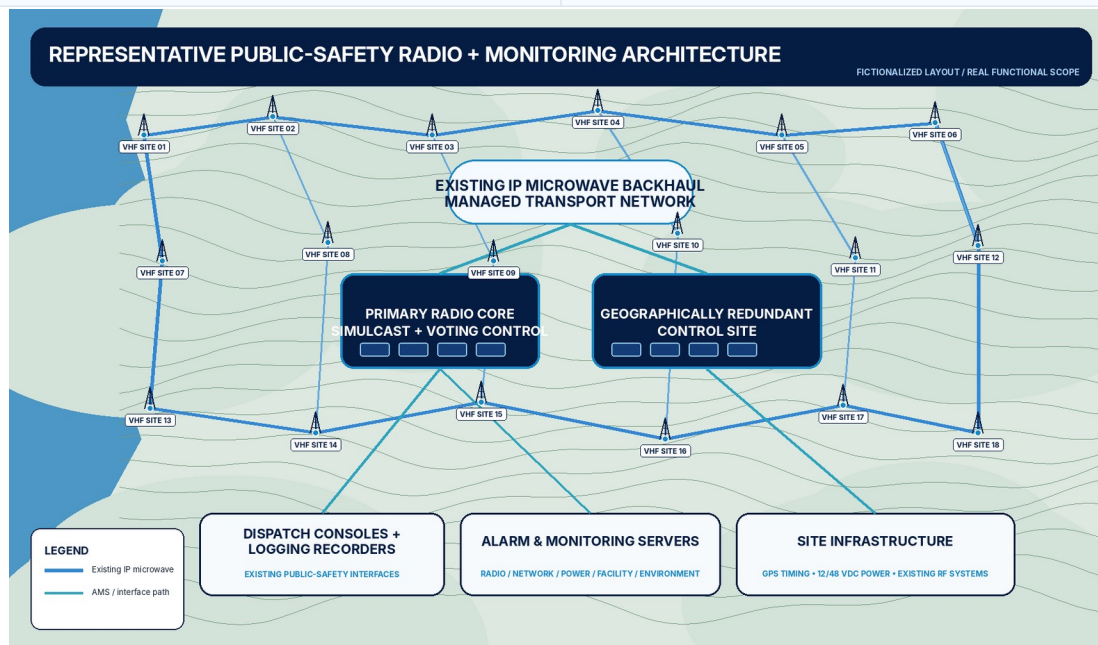
7.04%READ &
UNDERSTOOD

THE CHALLENGE

Existing public-safety radio channels had to remain live through parallel installation, staged testing, channel-by-channel cutover and rollback. New equipment had to integrate with existing IP microwave backhaul, dispatch consoles, logging recorders, GPS timing, 12/48 VDC power and RF infrastructure. Eight addenda changed quantities, requirements, pricing forms and implementation assumptions. The response also had to address federally funded public-works, bonding, prevailing-wage, insurance, acceptance and liquidated-damages requirements.

END-TO-END RFP OWNERSHIP

Vlad personally produced, directed, reviewed and integrated the vast majority of the RFP response. Drawing on nearly 25 years across field service, systems integration, engineering, project/program delivery, presales, estimating, contracting and operations, he made the substantive internal decisions and owned the proposed technical architecture, scope, schedule, pricing integration, contract position, compliance narrative and customer response.

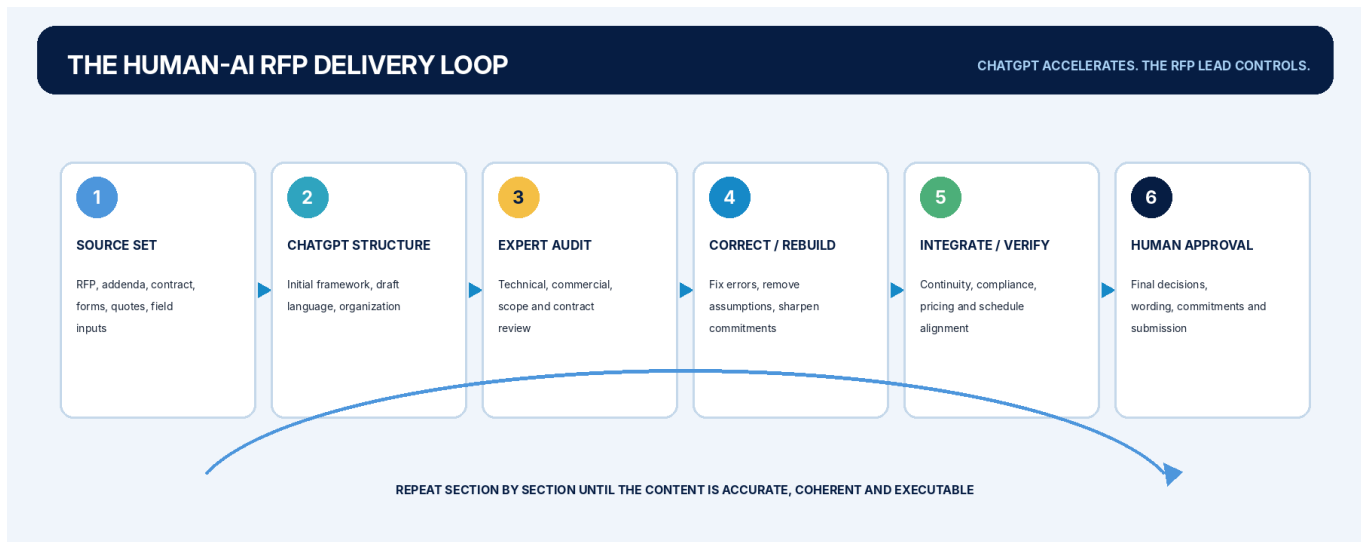


Representative public-safety radio and monitoring architecture - all labels, site layout and equipment are fictionalized.



OPERATING MODEL

One technical-commercial RFP lead. One continuously audited AI work environment.



The method was simple and demanding: load RFP sources and technical direction, generate an initial structure or draft, audit it against engineering reality, compliance obligations and commercial risk, correct it, and repeat section by section until acceptable. AI accelerated throughput and continuity; human expertise remained the control system.

EXACT SUBMITTED COMPLIANCE MATRIX

Every requirement was classified and addressed in the original response.

**AI-ASSISTED**

- RFP/addenda intake, requirements organization and compliance drafting
- Technical, project, commercial and contract draft development
- Cross-document checks, interview preparation and revision support

HUMAN-OWNED

- Facts, system design, engineering and compliance judgments
- Scope, pricing, public-works contract position and vendor confirmation
- Customer commitments, final wording, approval and submission

WHAT THIS DEMONSTRATED

The accomplishment was not that AI “wrote 294 pages.” It was that one senior technical-commercial RFP lead used AI across work normally divided among proposal management, systems engineering, project management, estimating/pricing, contracts, document production and customer response - without surrendering accountability. The response was submitted, defended in interviews and revised when the customer compressed the period of performance and changed scope.

“AI multiplies capability only when the person operating it can recognize what is wrong, incomplete, risky or impossible.”

Vlad Erofeev, PMP | Principal Consultant, VERO Consulting | veroconsult.com

Representative experience based on prior professional work led by Vlad Erofeev while employed by a communications systems integrator. Customer, employer, vendor and contributor names have been withheld, and all technical visuals have been recreated with fictionalized labels and layouts. VERO Consulting was not the bidder or contracting entity.