



PUBLIC SUPPORTING CASE STUDY

Building a Controlled AI Workflow for a Complex Public-Safety Communications RFP Response

How one technical-commercial RFP lead used a continuously audited AI work environment to multiply effective capacity across a 294-page, multi-million-dollar public-safety communications proposal while retaining human control of facts, system design, scope, pricing, contract positions and customer commitments.

294 PAGE ORIGINAL RESPONSE	554 REQUIREMENTS CLASSIFIED	92.96% FULLY / PARTIALLY COMPLY	7.04% READ & UNDERSTOOD
100% OF 554 REQUIREMENTS CLASSIFIED & ADDRESSED			

CENTRAL THESIS

The differentiator was not access to generative AI. It was the ability to understand an 18-site mission-critical public-safety communications RFP deeply enough to redesign the work around AI, challenge fluent but unreliable output, integrate requirements, technical design, commercial commitments and delivery planning, and preserve final human accountability.



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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.



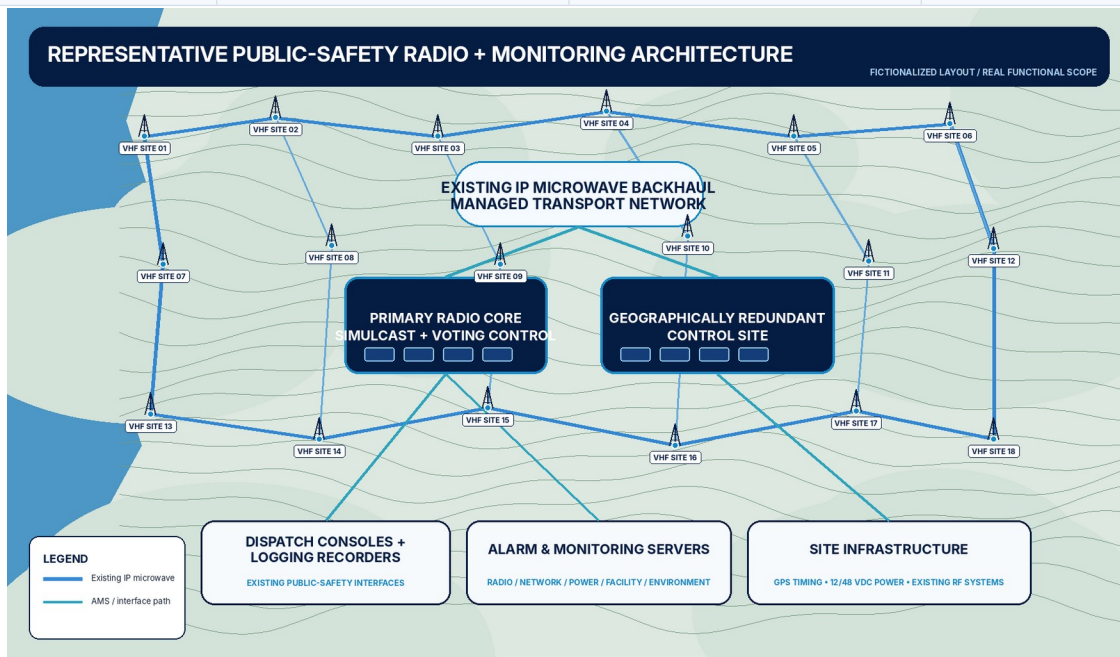
1 | THE PUBLIC-SAFETY RFP

An 18-site public-safety radio modernization with no clean departmental boundaries

The source set combined mission-critical radio infrastructure, alarm monitoring, legacy integration, construction, project delivery, pricing, compliance and federally funded public-works contract obligations.

A county public-safety agency sought replacement of an 18-site analog VHF simulcast radio network with IP-based infrastructure capable of future P25 Phase 1 operation, plus a separate IP-based Alarm and Monitoring System (AMS). The RFP covered up to 95 base stations and required integration with existing IP microwave backhaul, dispatch consoles, logging recorders, GPS timing, 12/48 VDC site power, antennas, transmission lines, combiners, multicouplers and filters. The two systems shared sites, transport, power, schedule, pricing and implementation dependencies but required distinct designs, compliance responses and delivery plans.

VHF RADIO SYSTEM 18-site analog simulcast modernization; IP-based and P25 Phase 1 capable	ALARM & MONITORING SYSTEM Radio, network, power, facility and environmental alarms	EXISTING SYSTEMS IP microwave, dispatch, logging, GPS timing, site power and RF	DELIVERY Staging, testing, channel cutover, training and acceptance
PUBLIC-WORKS CONTRACT Federal grant, bonding, prevailing wage, insurance and liquidated damages	REQUIREMENTS 554 classified items across technical, commercial and contract scope	CHANGE CONTROL Eight addenda plus interviews and coordinated post-bid revisions	SCALE Multi-million-dollar proposal covering up to 95 base stations



Representative recreated architecture. Customer, employer and vendor names are withheld; the site layout, topology and equipment labels are fictionalized.

WHAT HAD TO STAY LIVE

The existing public-safety radio channels could not be shut down during installation. The response required parallel deployment, staged testing, channel-by-channel cutover and rollback planning.

WHAT HAD TO BE INTEGRATED

Existing IP microwave backhaul, dispatch consoles, logging recorders, GPS timing, 12/48 VDC site power, antennas, transmission lines, combiners, multicouplers and filters had to remain part of the solution.

THE PROPOSAL PACKAGE

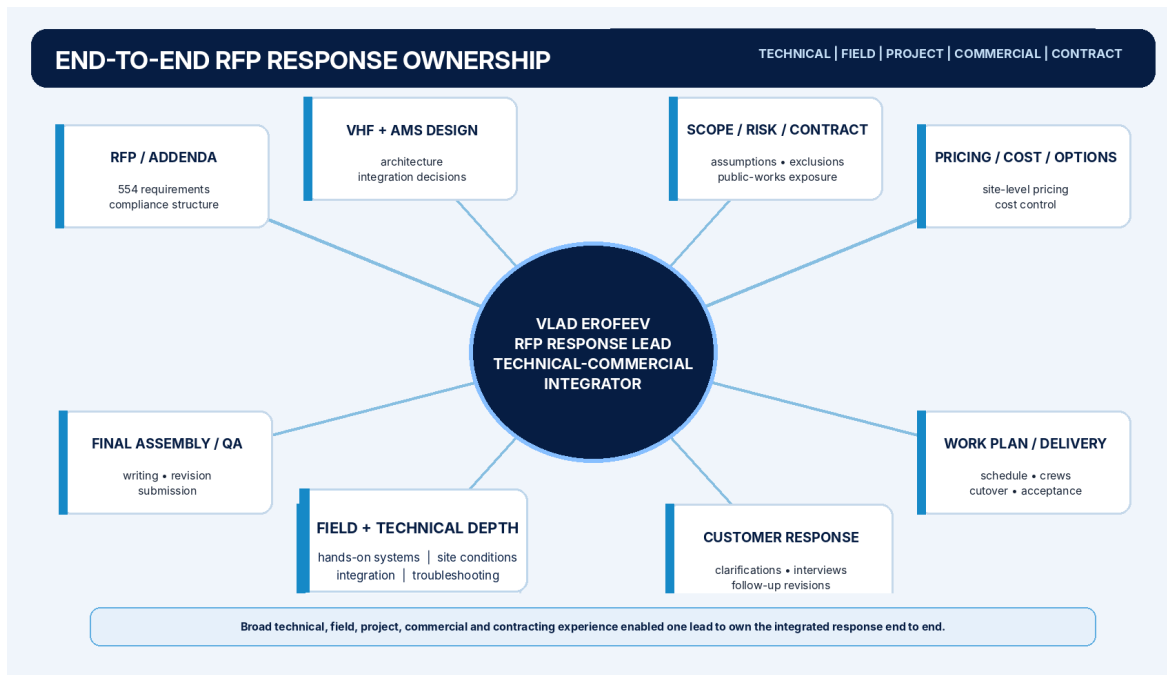
The 294-page original RFP response included technical approach and project management, implementation staffing, work plan and Microsoft Project schedule, separate VHF and AMS technical proposals, a 554-line point-by-point compliance matrix, cost-control plan, detailed not-to-exceed pricing, public-works contract response, insurance, required forms, eight addenda and technical design attachments.



2 | ACTUAL OWNERSHIP

One lead across functions normally divided among several specialists

Vlad's nearly 25 years across hands-on field work, systems integration, engineering, project/program delivery, operations, presales, estimating, contracting and leadership enabled unusually broad end-to-end ownership.



Vlad personally produced, directed, reviewed and integrated the vast majority of the RFP response. He established the response architecture, performed requirements analysis, developed the technical-commercial strategy, made substantive internal decisions, integrated specialist inputs and carried final responsibility for scope, schedule, pricing integration, contract position, compliance narrative and customer response.

EXPERIENCE BASE	RELEVANT CAPABILITY	RFP OWNERSHIP ENABLED
Hands-on field + systems integration	Site conditions, installation, testing and troubleshooting	Grounded design, implementation, cutover and acceptance
Engineering + technical leadership	VHF/LMR, RF, IP microwave, dispatch and rack/power	Directed architecture, interfaces and integration decisions
Project/program delivery	Schedules, crews, dependencies, risks and acceptance	Built the work plan and executable delivery strategy
Presales + estimating	Equipment, labor/services, options, pricing and cost control	Integrated the multi-million-dollar commercial response
Contracting + commercial management	Public works, bonding, wage, insurance, change and liability	Owned assumptions, exclusions, contract position and risk
Proposal/RFP leadership	Requirements, narrative, addenda, compliance and QA	Structured the 294-page response and 554-line matrix
Customer + executive communication	Clarifications, interviews and revisions	Owned customer response and final narrative

WHY THIS OWNERSHIP WAS CREDIBLE

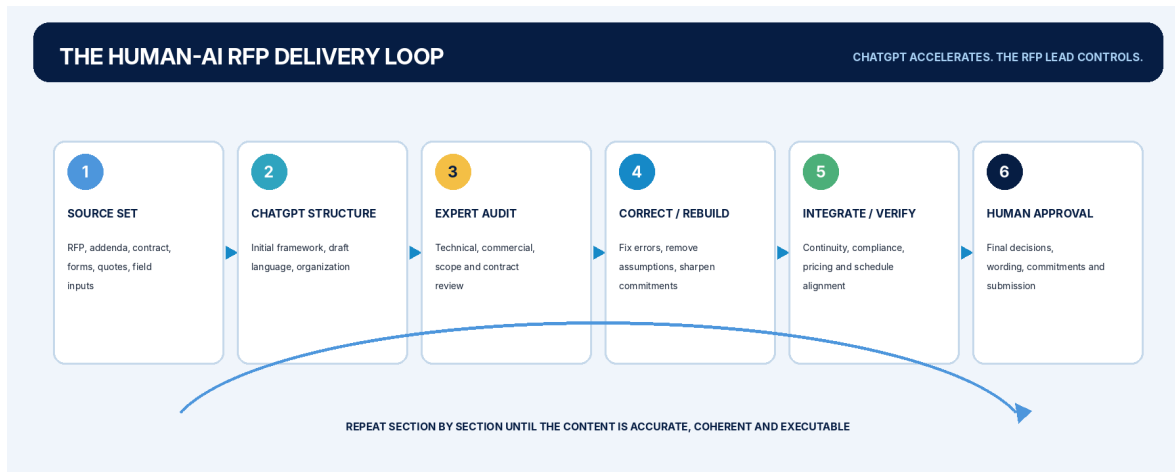
Vlad's combined technical, field, project, commercial, contracting and customer experience allowed him to test each decision across the full delivery chain - technical feasibility, cost, schedule, risk, implementation and customer commitments - before it entered the response.



3 | THE AI-ASSISTED DELIVERY SYSTEM

The model generated leverage. The RFP lead supplied judgment.

The original development chat did not survive. The operating model below is reconstructed from surviving project records, later evaluation work and direct project recollection; it is not presented as a verbatim transcript.



The initial phase established the overall response and solution strategy. Work then shifted to a section-by-section loop: provide RFP sources and technical direction, generate a draft, audit it, correct technical, commercial or contract errors, and reintegrate the section. The process repeated until acceptable.

WORKSTAGE	CONTROLLED APPLICATION
Source intake	RFP, scope, eight addenda, official Q&A, price forms, federally funded public-works contract documents, technical inputs, quotes and site observations.
Response + solution architecture	Response order, VHF and AMS strategy, compliance structure, major risks, open questions and customer commitments.
Section production	Technical approach, project management, work plan/schedule, VHF and AMS technical proposals, 554-line compliance matrix, cost control, pricing and contract response.
Expert audit	Fact checking, engineering feasibility, integration, scope boundaries, pricing exposure, public-works contract risk and customer-facing wording.
Cross-document integration	Consistency among narrative, compliance matrix, equipment lists, schedule, pricing, assumptions, drawings and post-submission revisions.
Customer follow-up	Interview preparation, revised work plan, Microsoft Project schedule, updated pricing, scope clarifications, technical summaries and contract position.
WHAT AI DID WELL Accelerated source organization, response structure, drafting, reframing, requirement handling, continuity and revision. It provided one persistent work environment around the RFP rather than isolated prompts.	WHERE AI WAS WEAK Model quality and context handling were materially weaker than current systems. Fluent output could still be technically wrong, commercially risky, incomplete or overly confident. Most substantive sections required iterative expert review and correction, often through multiple passes.
OPERATING CONTEXT The leverage came from how Vlad operated, challenged and controlled the AI work environment. Draft generation increased throughput; expert review, correction and final human approval controlled the result.	



4 | REQUIREMENTS AND HUMAN CONTROL

Exact compliance tracking across 554 requirements, explicit ownership and repeated human review

The methodology was already iterative and human-controlled. What improved afterward was operating discipline: more precise source instructions, stronger context transfer, better contradiction checks and faster recognition of plausible but bad material.

EXACT SUBMITTED COMPLIANCE MATRIX

Every requirement was classified and addressed in the original response.



WHY THE MATRIX MATTERED

- Every one of 554 requirements was classified and visibly addressed.
- 503 were Fully Comply, 12 Partially Comply and 39 Read and Understood.
- Compliance language had to remain aligned with VHF/AMS design, equipment, pricing and assumptions.
- Partial items required explicit clarification rather than concealment.

AI-ASSISTED	HUMAN-OWNED
• Source organization and requirement handling • Initial structures and draft language • Rewrites, gap checks and consistency support • Cross-section review and follow-up preparation	• Source-of-truth decisions and factual accuracy • VHF/AMS architecture, scope and compliance judgment • Pricing, public-works contract position and vendor confirmation • Customer commitments, final wording and approval

Controls used on the project vs. operating discipline strengthened through experience

USED DURING THE RFP	LESSON EXPOSED	STRENGTHENED THROUGH EXPERIENCE
Repeated audit and correction	Plausible language can still be wrong	More precise source instructions and fact/assumption separation
Section-by-section production	Cross-section drift grows with scale	Deliberate contradiction and cross-document consistency passes
Document checks and short SME calls	Context gaps can remain	Better project-state summaries, context transfer and verification prompts
Final human approval	AI fluency is not authority	Stronger challenge routines, including outside the operator's deepest specialty



5 | TECHNICAL-COMMERCIAL DEPTH

The public-safety RFP response had to be executable - not merely persuasive

The work included design and integration of an 18-site VHF simulcast/P25-capable radio system and a separate AMS, plus rack and power planning, testing, cutover, project delivery, pricing and public-works contract exposure.



DOMAINS CONTROLLED

- VHF radio system: 18 sites, up to 95 base stations, analog simulcast, future P25 Phase 1, redundant control/voting, existing IP microwave, dispatch, logging, GPS timing and RF interfaces.
- Alarm and monitoring: redundant servers, site RTUs, and radio, network, power, facility and environmental alarms.
- Rack and power: 12/48 VDC load calculations, breaker allocation, inverters, IP/interface equipment, rack elevations and site variations.
- Delivery: site surveys, DDR, procurement, staging, ATP, coverage verification, channel-by-channel cutover, training and acceptance.
- Commercial and contract: multi-million-dollar pricing, optional scope, vendor quotes, bonding, prevailing wage, insurance, change control, warranty and liquidated-damages exposure.

DESIGN DIRECTION AND FINAL AUTHORITY

Vlad directed the proposal-stage system, interface and rack-design work, made the substantive decisions, reviewed and revised the artifacts, and held final internal authority over what entered the RFP response. His role connected technical design with scope, pricing, contract commitments and delivery planning.

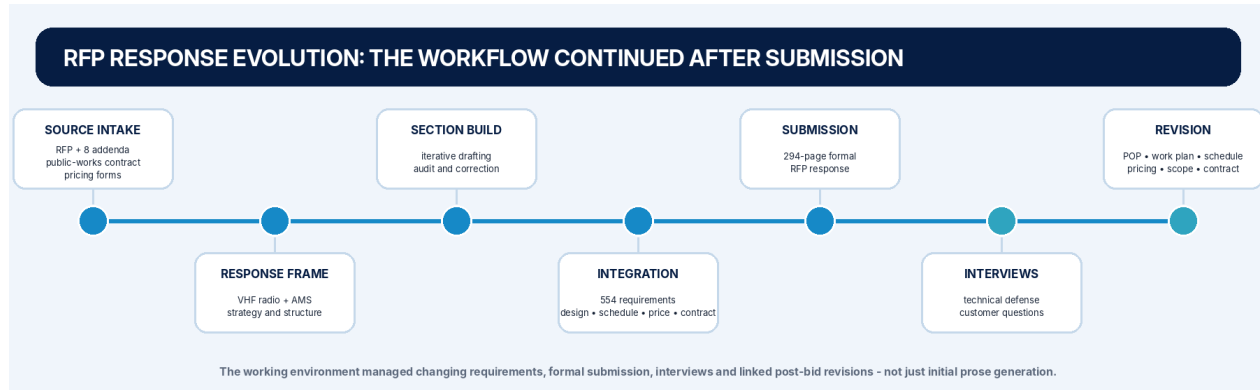
TECHNICAL	PROJECT	COMMERCIAL	CONTRACT
VHF/LMR, RF, IP, interfaces	Schedule, crews, dependencies	Price, risk, options	Public works, commitments, changes
FIELD	TESTING	CUSTOMER	DOCUMENT
Site conditions, installation	ATP, coverage, acceptance	Clarifications, interviews	RFP compliance, narrative, QA



6 | ADAPTATION AFTER SUBMISSION

The workflow had to manage changed RFP conditions - not just generate prose

After submission, the public-safety agency compressed the period of performance and required coordinated changes across scope, schedule, pricing, risk, contract position and interview materials.



Vlad produced and coordinated an interview presentation, revised work plan, detailed Microsoft Project schedule, updated pricing workbook, VHF/AMS scope clarifications, monitoring summary, technical support material and a revised liquidated-damages position. The original response remained intact; the revision package expressly superseded conflicting schedule, pricing and assumption language.

SCHEDULE COMPRESSION

Manufacturing assumption reduced from 90 to 50 days; staging from 30 to 25; at least three parallel crews; site work re-sequenced.

SCOPE BOUNDARY

Removed the broad AMS implementation from the committed period of performance while preserving core radio-system monitoring and a post-award delivery path.

RISK + COMMERCIAL

Early equipment ordering at integrator risk; updated travel/labor allowances; winter-access exclusions; optional pricing for ambiguous repeater scope.

CUSTOMER DEFENSE

Interview presentation and technical summaries connected architecture, compliance, pricing, maintenance, schedule and contract position.

WHY THIS PHASE MATTERS

The strongest applied-AI evidence is not the volume of the first submission. It is the ability to absorb changed RFP conditions, preserve version control, identify superseded statements, revise multiple linked artifacts and maintain one coherent technical-commercial position through interviews and follow-up.



7 | WHAT THE PROJECT ESTABLISHED

The core method remains. The operating discipline improved.

The project was an early large-scale experiment, not the finished state of the methodology.

WHAT REMAINS THE SAME

The fundamental loop is unchanged: establish the source set, generate, audit, correct, verify and integrate. AI remains a high-throughput reasoning and production environment; the technical-commercial lead remains accountable.

WHAT IMPROVED

Stronger project instructions, source discipline, context transfer, verification, contradiction checking and recognition of plausible but bad material - including subjects outside the operator's deepest specialty.

Five operating lessons

- **Fluency is not reliability.** The most dangerous output often sounds professional and complete.
- **Domain breadth changes the value of AI.** A technical-commercial lead who understands VHF/LMR, field, project, pricing and contract consequences can correct the whole system of work.
- **Sources outrank the model.** Requirements, addenda, contracts, vendor confirmation and project facts remain the authority.
- **AI must not own commitments.** Pricing, scope, engineering decisions, contract positions and customer promises require human approval.
- **The workflow must survive change.** A useful AI environment maintains continuity through addenda, interviews, revisions and delivery planning.

Transferability

RFP / PROPOSAL	SPECIFICATIONS	PROGRAM DELIVERY
Requirements, compliance, drafting, review	Traceable technical requirements and scope	Risks, decisions, dependencies, reporting
TECHNICAL RESEARCH	CUSTOMER RESPONSE	WORKFLOW DESIGN
Source-grounded synthesis and challenge	Clarifications, interviews, executive briefs	AI operating models with human controls

KEY TAKEAWAY

The differentiator was not that one person could generate more text. It was that one experienced technical-commercial RFP lead could use ChatGPT to multiply effective capacity across a mission-critical public-safety communications pursuit while preserving technical truth, executable commitments and final human accountability.



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Source basis: original solicitation and addenda; submitted response and compliance matrix; post-submission work plan, schedule, pricing and interview materials; technical design artifacts; surviving evaluation-transfer material; and direct project recollection.