

DEPLOYREADY

Platform Features & Capabilities Guide

A reference guide for federal contracting professionals

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Platform Overview

DeployReady is a unified platform purpose-built for federal government contracting. It replaces the fragmented toolset that most contractors rely on — SAM.gov for opportunity search, GovWin or GovDash for intelligence, ClearanceJobs for recruiting, Bullhorn for CRM, Excel or ProPricer for pricing, and manual document review for proposal analysis — with a single, integrated system that covers the entire capture lifecycle.

One platform replaces six: SAM.gov + GovWin + GovDash + ClearanceJobs + Bullhorn + Excel/ProPricer

The Closed-Loop Capture Lifecycle

DeployReady connects every phase of federal business development into a continuous workflow. Data flows forward automatically — an opportunity discovered in Contract Finder feeds into AI Solicitation Analysis, which populates the Pricing Calculator with labor categories, which scores candidates on the Andon Board, which informs the Proposal Generator with staffing data and competitive intelligence. No manual re-entry. No context switching between tools.

1. Contract Discovery	2. Solicitation Analysis	3. Pricing	4. Candidate Matching	5. Proposal Generation	6. Compliance Tracking
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60 minutes vs 60 hours per pursuit — from discovery to submission-ready proposal

Who This Guide Is For

This document is a feature-by-feature reference for BD directors, capture managers, proposal managers, and senior leadership at federal contracting firms evaluating DeployReady. Each section explains what the feature does, how it works technically, and the specific problem it solves.

Tool Replaced	Annual Cost	DeployReady Equivalent
GovWin / GovDash	\$10,000 – \$30,000	Contract Finder + Competition Tab
Manual SAM.gov searches	40+ hrs/month staff time	Contract Finder auto-discovery
Excel / ProPricer	\$3,000 – \$8,000 + time	Pricing Calculator

Tool Replaced	Annual Cost	DeployReady Equivalent
ClearanceJobs	\$6,000 – \$15,000	Candidate Matching + Recruiter Hub
Bullhorn / CRM	\$5,000 – \$20,000	Pipeline management + ROI Dashboard
Manual proposal writing	40–80 hrs per proposal	Proposal Generator

Design Philosophy

DeployReady is built on a core philosophy: AI guides but does not restrict. Every AI-powered feature in the platform is designed to surface intelligence, identify patterns, and accelerate analysis — but final decisions always rest with the human operator. The system presents recommendations with supporting evidence, not black-box decisions. This matters in federal contracting where understanding why a recommendation was made is as important as the recommendation itself.

The platform also follows a zero commercial data dependency principle. Every data feed comes from official federal sources — SAM.gov, USASpending.gov, GSA APIs, Bureau of Labor Statistics. This means no subscription fees for data access, no stale third-party databases, and every data point is traceable to its authoritative government source.

1. Contract Finder

What It Does

Contract Finder provides live search of the SAM.gov opportunity database with advanced filtering. Users search by NAICS code, agency, state, set-aside type, contract vehicle, and keywords. Every opportunity can be saved to a tracked capture pipeline with defined stages: Identified, Qualified, Active Pursuit, Submitted, and Won/Lost.

How It Works

The module integrates directly with the SAM.gov Opportunities API. An auto-discovery cron job runs every 6 hours and compares new postings against each user's saved search criteria. When a match is found, the system sends a branded email notification with opportunity details and a direct link to view the solicitation in DeployReady.

Technical Detail: Saved searches support Boolean logic across all filter fields. The cron compares new SAM.gov postings against saved criteria using NAICS prefix matching, agency hierarchy resolution, and keyword stemming. Results are deduplicated against previously notified opportunities to prevent alert fatigue.

Pipeline Management

Every saved opportunity enters a visual pipeline board. The five capture stages provide a standardized workflow that matches industry best practices:

Stage	Description	Key Actions
Identified	New opportunity flagged by auto-discovery or manual search	Initial review, assign capture lead
Qualified	Passed initial bid/no-bid screening	Capability assessment, teaming analysis
Active Pursuit	Committed resources to capture	Solicitation analysis, pricing, staffing
Submitted	Proposal delivered to contracting office	Track evaluation timeline, respond to ENs
Won/Lost	Award decision received	Debrief, lessons learned, pipeline metrics

Value It Delivers

- Eliminates GovWin subscription costs — \$10,000–\$30,000/year saved by using live SAM.gov data directly
- Auto-discovery replaces manual SAM.gov checks — no more logging into SAM.gov daily to search for new postings
- Pipeline view gives leadership a real-time capture dashboard — every pursuit is visible with its current stage, assigned team members, and next action date
- Set-aside filters surface matching contracts immediately — if your firm holds 8(a), HUBZone, or SDVOSB certification, the system highlights contracts you are eligible to compete for
- Opportunity history is preserved — even after SAM.gov postings expire, your saved opportunities retain all metadata and analysis for future reference and win-rate tracking

Every 6 hours, DeployReady scans SAM.gov and emails you new matches — zero manual effort

2. AI Solicitation Analyzer

What It Does

Upload any federal solicitation document — RFP, RFQ, PWS, Sources Sought, or amendment package — in PDF or DOCX format, as a single file or multi-file set. The AI reads the entire document set and produces a structured intelligence brief in under 60 seconds.

How It Works

DeployReady uses a multi-provider AI pipeline (Claude, GPT-4o, Grok, Perplexity) with automatic fallback. If the primary provider is unavailable or returns an incomplete analysis, the system transparently routes to the next provider. The AI extracts:

- All labor categories with qualification requirements and certification requirements
- Response deadline, period of performance, NAICS code, set-aside type, and place of performance
- Evaluation criteria and weighting (e.g., LPTA, best value, trade-off)
- Special requirements including security clearances, reporting obligations, and deliverables schedule
- Go/No-Go recommendation with specific risk flags and rationale

The analyzer handles any federal agency format — VA, DoD, DHS, NOAA, State Department, and all civilian agencies. The AI adapts to document structure dynamically; it is not dependent on keyword patterns or fixed templates.

Multi-File Ingestion (New in v2.0)

Upload up to 30 files totaling 100 MB per analysis. The system applies tiered processing — larger files receive extended analysis time while smaller amendments are processed rapidly. Users can pin a primary document (e.g., the base RFP) so the AI prioritizes it as the authoritative source when cross-referencing amendments and attachments.

MATOC & Construction NAICS Detection

The analyzer now automatically detects MATOC/IDIQ vehicle structures, surfacing task order ceilings, maximum task order values, and period of performance details. When a solicitation falls under construction NAICS codes (236/237/238), the system activates construction-specific analysis mode, parsing wage determination attachments and flagging Davis-Bacon compliance requirements.

Intelligence Brief Output

Section	Content
Opportunity Summary	Title, agency, NAICS, set-aside, estimated value, response deadline

Section	Content
Labor Categories	All positions with required qualifications, experience levels, certifications
Evaluation Criteria	Factors, subfactors, relative weights, evaluation methodology
Security Requirements	Clearance levels, facility clearance needs, CAC requirements
Compliance Requirements	Mandatory certifications, reporting requirements, SLAs
Risk Assessment	Go/No-Go recommendation with identified risk factors
Key Dates	Questions deadline, proposal due date, anticipated award date, PoP start

Key Differentiator: Workday is currently facing civil litigation for keyword-based matching that systematically overlooked qualified candidates. DeployReady uses intent-based AI understanding — the system recognizes that a candidate with equivalent experience, transferable certifications, or related military service meets a requirement, even when exact keywords do not match.

Value It Delivers

- 60-second analysis vs 8–20 hours of manual document review per solicitation
- Full-document coverage — the AI reads every page, not just key sections. Nothing is missed.
- Intent-based understanding — catches equivalencies, substitutions, and implicit requirements that keyword parsers miss
- Multi-file upload (100 MB / 30 files) analyzes RFP + PWS + CLIN structure + amendments as a single coordinated package
- MATOC detection surfaces task order structure automatically — no manual parsing of IDIQ vehicle terms
- Construction NAICS awareness triggers Davis-Bacon wage determination parsing and prevailing wage compliance checks

AI philosophy: "guides but does not restrict" — surfaces what matters without filtering out what a human reviewer would recognize as relevant

3. Pricing Calculator

What It Does

Build fully burdened labor rates for every position on a contract. Each labor category has independent sliders for fringe percentage, overhead percentage, G&A percentage, and fee percentage. The calculator includes market salary benchmarks by geographic location, sourced directly from Bureau of Labor Statistics data. Version 2.0 adds full Davis-Bacon prevailing wage support, interactive construction labor sliders, and SCA compliance calculations.

How It Works

The per-position rate structure is persisted in the database and linked to the associated solicitation. Base salary rates auto-populate from BLS salary data for the contract's place of performance. Users adjust wrap rates using independent sliders per labor category — a project manager in Washington, DC can carry a different overhead rate than a systems administrator in San Antonio.

Completed pricing exports as a branded PDF rate sheet or CSV file. Pricing data also flows directly into the Proposal Generator, populating the pricing narrative and staffing plan with accurate, current numbers. No double entry, no copy-paste errors.

Rate Build Structure

Component	Description	Adjustable
Base Salary	BLS market data for location + labor category	Override or accept BLS default
Fringe Benefits	Health, dental, vision, PTO, 401(k)	Independent slider per position
Overhead	Facilities, IT, management, indirect labor	Independent slider per position
G&A	General & administrative expense allocation	Independent slider per position
Fee / Profit	Contractor fee on cost-type; margin on FFP	Independent slider per position

Construction Labor Pricing (New in v2.0)

For construction NAICS solicitations, the Pricing Calculator activates interactive construction labor sliders. Davis-Bacon prevailing wage rates from parsed wage determinations set a minimum floor — bid rates cannot be set below the WD Base + Fringe minimum. Users adjust headcount and bid rate above the floor, and the system recalculates loaded rates and contract totals in real time.

The Add Custom Position feature allows users to build labor categories not found in the wage determination for custom bid pricing. SCA (Service Contract Act) compliance calculations are also integrated, ensuring wage floor enforcement for service contracts.

Pricing Scenarios

The calculator supports multiple pricing scenarios per solicitation. Build a competitive scenario with lower margins, an aggressive scenario at cost, and a profitable scenario with standard rates — then compare all three side by side. Each scenario is saved independently and can be exported or fed into the Proposal Generator.

Value It Delivers

- Replaces Excel/ProPricer for standard service contracts — no separate pricing tool needed
- Market salary data eliminates guesswork — BLS-sourced rates for the exact geographic location
- Davis-Bacon floor enforcement prevents non-compliant bids on construction contracts
- Interactive construction labor sliders with live recalculation of loaded rates and totals
- SCA compliance calculations integrated for service contract wage floors
- Per-position independence handles complex multi-labor-category IDIQs where each role carries different indirect rates
- Direct integration with Proposal Generator — pricing flows into the pricing narrative without double entry
- Multiple scenarios allow competitive analysis before committing to a pricing strategy

Pricing data auto-populates from BLS, adjusts per position, enforces Davis-Bacon and SCA floors, and flows directly into your proposal — no spreadsheets

4. Candidate Matching — Andon Board

What It Does

The Andon Board scores every candidate on your bench against every active contract simultaneously. Inspired by Toyota's manufacturing andon system, the dashboard shows green/yellow/red staffing readiness at a glance for each pursuit. Green means you can staff the contract today. Yellow means partial coverage — some positions are filled, others need recruiting. Red means critical staffing gaps.

How It Works

AI matches candidate profiles against solicitation requirements using intent-based scoring, not keyword filtering. The matching engine recognizes:

- Military MOS translation — an Army 25B (Information Technology Specialist) maps to civilian IT support roles
- Equivalent certifications — an expired PMP plus continuing education credits equals demonstrated competency
- Experience substitutions — 10 years of hands-on experience can substitute for a bachelor's degree per many federal RFPs
- Transferable skills — a SIGINT analyst's data processing skills apply to civilian data analytics positions
- Clearance levels and access requirements — Secret, Top Secret, TS/SCI, with polygraph qualifiers

Andon Status Indicators

Status	Meaning	Action Required
GREEN	All positions can be staffed from current bench	Proceed with proposal — staffing is confirmed
YELLOW	Some positions filled, others require recruiting	Assess recruiting timeline vs. proposal deadline
RED	Critical staffing gaps in key positions	Consider no-bid or teaming partner for unfilled roles

Revenue Potential Calculation

For each contract on the Andon Board, the system calculates revenue potential based on your current bench strength. If you can fill 8 of 10 positions immediately, the system shows the revenue for those 8 positions and the recruiting cost/time estimate for the remaining 2. This is critical data for bid/no-bid decisions — you know not just whether you can bid, but the financial implications of the staffing gaps.

Value It Delivers

- Instant staffing visibility — know which contracts you can staff today vs. which need active recruiting
- Revenue potential per contract calculated from actual bench strength, not estimates
- Replaces manual resume-matching spreadsheets that become outdated within days
- Deployment time estimates inform bid/no-bid decisions with concrete staffing timelines
- Avoids the Workday litigation problem — qualified candidates are never overlooked by rigid keyword filters

Green / Yellow / Red at a glance — leadership sees staffing readiness for every active pursuit in one dashboard

5. Proposal Generator

What It Does

The Proposal Generator writes submission-ready proposals section by section, using your company profile, past performance records, and candidate data as inputs. It produces 35+ page proposals that are fully customized to each solicitation — not generic templates with fields swapped out.

How It Works

Sections are written sequentially, each building on the data from previous sections:

Section	Data Sources	Output
Executive Summary	Evaluation criteria, company profile, discriminators	1–2 pages tailored to scoring factors
Technical Approach	PWS requirements, company methodology, best practices	Detailed approach mapped to each requirement
Management Plan	Org structure, QA processes, communication plan	Management framework with org chart
Staffing Plan	Candidate profiles from Andon Board	Key personnel qualifications and availability
Past Performance	Contract history, CPARS ratings, outcomes	Relevant citations with dollar values
Pricing Narrative	Pricing Calculator data, BLS benchmarks	Rate justification with market data
Compliance Matrix	All solicitation requirements	Requirement-to-section cross-reference

Market Intelligence Integration

Every section is informed by real competitive intelligence — not generic language. The system injects:

- Incumbent contractor data and current award value
- Top competitor names, award amounts, and pricing types (FFP, T&M, CPFF)
- Exclusion status of known competitors
- Teaming partner landscape from SAM.gov registry data
- Travel cost estimates from GSA per diem and city pair airfare data

- Commodity price trends relevant to contract CLINs

First Proposal Mode

New businesses without past performance can use First Proposal Mode. The AI constructs the past performance section using key personnel experience, subcontractor qualifications, and relevant commercial work — following the approach that successful new entrants use in federal proposals. This is particularly valuable for recently certified 8(a) and SDVOSB firms entering the federal market for the first time.

Interactive Refinement

After generation, users can rewrite individual sections, expand content, adjust tone, or add entirely new sections. The AI maintains consistency across the full document as changes are made. Final output exports as DOCX with Table of Contents, section numbering, and consistent formatting.

Value It Delivers

- 40–80 hours reduced to 2–4 hours of review and refinement per proposal
- Competitive intelligence baked in — proposals reference real market data, not guesswork
- Certification narrative automation — SDVOSB, HUBZone, 8(a) qualifications woven into text automatically
- Style matching — upload reference proposals and the AI matches your firm’s voice and structure

35+ page proposals, fully customized to each solicitation, informed by real competitive intelligence — in hours, not weeks

6. Competitive Intelligence — Competition Tab

What It Does

For any analyzed solicitation, the Competition Tab automatically surfaces four categories of competitive intelligence: Award Landscape, Competitor Risk Flags, Teaming Partners, and Incumbent Research.

How It Works

Award Landscape

Pulls the top 50 recent contract awards in the same NAICS code from USASpending.gov. Shows real dollar values, awardee names, awarding agency, and pricing type (FFP vs T&M vs CPFF). Reveals total market size in that NAICS to inform whether the opportunity is worth pursuing and what pricing envelope the government expects.

Competitor Risk Flags

Checks the top 5 competitors against SAM.gov Exclusions API v4 for debarment, suspension, or other exclusion records. Excluded competitors are highlighted in red with an "EXCLUDED" badge. An excluded competitor cannot bid — this is significant intelligence for your competitive strategy. If the incumbent is excluded, the recompetes becomes an open field.

Teaming Partners

Searches the SAM.gov Entity API for registered entities matching the contract's NAICS code and set-aside type. Returns potential teaming partners with their certifications, CAGE codes, and contact information — eliminating manual SAM.gov searches for JV and subcontracting partners.

Incumbent Research

Identifies the current contract holder, award value, and recompetes status. Knowing the incumbent's strengths and contract value helps calibrate your pricing strategy and technical approach. The system also flags whether the incumbent has maintained their set-aside eligibility — if they graduated from 8(a) or lost HUBZone status, the competitive landscape shifts.

Data Sources

Source	Data Provided	Update Frequency
USASpending.gov	Top 50 recent awards in NAICS; dollar values; awardee names	Daily

Source	Data Provided	Update Frequency
SAM.gov Exclusions API v4	Debarment/suspension records for top competitors	Real-time
SAM.gov Entity API	Teaming partners by NAICS + set-aside certification	Real-time

Value It Delivers

- Know your competition before writing a single word of proposal
- Exclusion alerts are a significant intelligence edge — an excluded competitor is out of the race
- Teaming partner data replaces hours of manual SAM.gov searches
- Award amounts and pricing types inform your own pricing strategy with real market data

If a competitor is excluded from federal contracting, DeployReady flags it immediately — that changes your win probability

7. Procurement Intelligence — Cost Intel Tab

What It Does

The Cost Intel Tab provides automated procurement cost data pulled from free federal APIs and integrated into every solicitation analysis. Five data components combine to give you defensible, audit-ready cost intelligence for every pursuit.

How It Works

GSA Per Diem Rates

Lodging and M&IE (meals and incidental expenses) rates for the contract's place of performance, broken down by city and month. Rates come directly from GSA's per diem API and reflect current fiscal year maximums. Seasonal variations are captured — rates in DC during peak season differ from winter months.

GSA City Pair Airfares

All 16,250 federally-negotiated airfare routes for FY2026. Shows the exact government-contracted fare between any two airports. When a contract requires travel, you know the precise airfare cost before you price the CLIN. Includes both coach (YCA) and capacity-controlled (XCA) fares.

Travel Cost Estimates

Combines airfare, lodging, and meals into a defensible travel CLIN budget. Example output: "4 trips/year x 3 days: \$4,720/year" — broken down by component with GSA rate citations. Adjustable trip frequency and duration per labor category.

BLS Producer Price Index

Commodity price trends from the Bureau of Labor Statistics — fuel, construction materials, IT equipment, medical supplies, food, and transportation. Shows year-over-year percentage change. Critical for cost escalation planning on multi-year contracts where material costs are rising.

USASpending Award Benchmarks

Average and median award amounts, plus total obligated dollars in the NAICS code for the past 2 years. Establishes a pricing envelope so you know what the government has been paying for similar work.

Value It Delivers

- Travel CLINs backed by GSA rates — auditable and defensible in any price challenge
- Cost escalation data supports fixed-price justification or escalation clause language in multi-year contracts

- Commodity trends prevent pricing yourself into a loss on 5-year contracts where material costs are rising 8–12% annually
- All data from official federal databases — no commercial data subscription fees

Every cost element backed by a federal data source — GSA, BLS, USASpending — defensible under audit

8. Talent Marketplace

What It Does

Live search of the SAM.gov federal contractor registry to find teaming partners, subcontractors, and joint venture candidates. Search across 500,000+ registered entities with advanced filtering by NAICS code, location, certifications, and business type. The platform also includes a Contact Library for managing outreach to 26,000+ SBA-certified small businesses, with segmentation by certification type, state, and engagement status.

How It Works

Search by NAICS code, state, company name, or keyword. Filter by set-aside type: 8(a), HUBZone, SDVOSB, VOSB, WOSB, EDWOSB, SDB, Small Business, or Minority-Owned. The system executes 3 parallel API calls to SAM.gov, returning 30 results per search (10 records per call).

Each result displays:

- Unique Entity Identifier (UEI) and CAGE code
- All certifications and business type designations
- Complete list of registered NAICS codes
- Business address and direct link to the SAM.gov profile

Set-Aside Filters

Set-Aside Type	Description	Typical Use Case
8(a)	SBA 8(a) Business Development Program	Sole-source up to \$4.5M (services)
HUBZone	Historically Underutilized Business Zone	HUBZone sole-source or competitive set-aside
SDVOSB	Service-Disabled Veteran-Owned Small Business	VA set-asides, DoD preferences
WOSB/EDWOSB	Women-Owned / Economically Disadvantaged WOSB	NAICS-specific set-asides
SDB	Small Disadvantaged Business	Evaluation preference in DoD contracts

Teaming Network

Save companies to your teaming network for future pursuits. When a new opportunity appears that requires a specific set-aside or capability, your saved partners are immediately available — no need to re-search SAM.gov. The teaming network persists across all pursuits and grows into a strategic asset over time.

Value It Delivers

- Replaces manual SAM.gov searches for teaming partners — faster and more comprehensive
- Set-aside filtering finds eligible partners instantly for specific contract requirements
- Certification badges show 8(a), HUBZone, SDVOSB status at a glance — no clicking into individual records
- Contact Library provides outreach management for 26,000+ SBA-certified small businesses
- Saved partners build a reusable teaming network that compounds in value over time

500,000+ registered entities searchable by NAICS, location, and set-aside — find the right teaming partner in seconds

9. Recruiter Hub

What It Does

End-to-end recruiting pipeline management designed specifically for federal staffing contracts. The Recruiter Hub centralizes all recruiting activity — candidate sourcing, screening, interview scheduling, and placement — into a single view per contract.

How It Works

Core Features

- Activity Timeline — chronological log of every recruiter action per candidate: outreach, screening calls, interviews, offers, and status changes. Full audit trail with timestamps and attribution to the responsible recruiter.
- Candidate Pipeline with Stage Tracking — visual pipeline showing candidates moving through stages: Sourced, Screened, Interviewed, Offered, Placed, Rejected. Drag-and-drop interface or status update via dropdown.
- Meeting Scheduler — integrates with 7 scheduling platforms (Calendly, Microsoft Bookings, Google Calendar, and others) to reduce email back-and-forth for interview coordination.
- VP/Executive Dashboard — leadership-level view of pipeline health across all contracts. Shows fill rates, time-to-fill metrics, and recruiter workload distribution.
- Notification System — automated alerts for candidate status changes, upcoming interviews, offer deadlines, and clearance processing milestones.

Recruiting Metrics

Metric	What It Measures	Why It Matters
Fill Rate	% of positions with placed candidates	Contract staffing readiness
Time-to-Fill	Days from sourcing to placement	Recruiting efficiency benchmarking
Pipeline Velocity	Candidates moving per stage per week	Identifies bottlenecks in process
Source Effectiveness	Placements by sourcing channel	Optimize recruiting spend
Offer Acceptance Rate	% of offers accepted	Compensation competitiveness

Value It Delivers

- Leadership visibility without micromanagement — executives see pipeline health in real time without requiring status meetings or email reports
- Centralized activity per contract — all recruiting work for a specific contract is in one place, visible to the full team
- Meeting scheduler eliminates email tag — interview coordination that used to take 4–6 emails happens in one click
- Audit trail — every action is logged, supporting compliance reviews and process improvement

One dashboard for leadership. One timeline per candidate. One view per contract. No status meetings required.

10. Compliance Engine

What It Does

The Compliance Engine tracks clearance levels, certifications, credential expirations, and compliance requirements for every candidate in your talent pool. It prevents the costly mistake of deploying a candidate whose clearance or certification has lapsed — a scenario that can result in contract default and loss of future award eligibility.

How It Works

Core Features

- Clearance Level Tracking — Secret, Top Secret, TS/SCI, with investigation dates, adjudication status, and polygraph qualifiers. Tracks the full lifecycle from investigation initiation through adjudication and periodic reinvestigation.
- Certification Expiration Monitoring — PMP, Security+, CISSP, ITIL, and all technical certifications tracked with expiration dates and renewal requirements. Supports custom certification types for agency-specific requirements.
- Credential Alert System — automated notifications triggered at 90, 60, and 30 days before a credential expires. Alerts go to the candidate, their recruiter, and the program manager. Configurable alert windows per credential type.
- Multi-Tenant Data Isolation — each customer's data is fully separate at the database level. No cross-tenant data leakage. Enterprise-grade security architecture.

Clearance Lifecycle Management

Clearance Level	Initial Investigation	Reinvestigation Cycle	Common Requirements
Secret	T3 / Tier 3	Every 10 years	SF-86, fingerprints, credit check
Top Secret	T5 / Tier 5	Every 6 years	SF-86, full BI, polygraph (varies)
TS/SCI	T5 + SCI adjudication	Every 5 years (CE)	Additional lifestyle poly for some ICEs

Value It Delivers

- Prevents deploying non-compliant candidates — a lapsed clearance or expired certification can result in contract default, DCAA audit findings, or loss of future award eligibility

- Automated alerts replace manual spreadsheet tracking — most firms track clearance and cert dates in Excel, which is error-prone
- Audit trail for compliance reviews — every credential change is logged with timestamp, supporting DCMA and DCAA audit requirements
- Multi-tenant isolation ensures your data is never visible to other DeployReady customers — critical for firms handling CUI and export-controlled information

90/60/30-day alerts before any credential expires — no more surprises during contract performance

11. ROI Dashboard

What It Does

The ROI Dashboard tracks and visualizes the time and cost savings from using DeployReady versus performing the same work manually. Every analysis, pricing build, candidate match, and proposal section generates measurable savings data that rolls up into defensible ROI metrics.

How It Works

What It Measures Per Pursuit

Metric	What It Tracks
Document Analysis	Pages analyzed, labor categories extracted, requirements identified
Candidate Scoring	Candidates scored against positions, match rates, gap identification
Pricing	Positions priced, rate builds completed, export formats generated
Proposal Generation	Sections generated, pages produced, revision cycles
Time Comparison	Actual platform time vs estimated manual hours (industry benchmarks)
Cost Avoidance	Hours saved x \$85/hour blended BD/proposal staff rate

Aggregate Reporting

Beyond individual pursuit metrics, the ROI Dashboard provides aggregate views across all pursuits for any time period. Leadership can see total hours saved, total cost avoided, and category-level breakdowns showing where the platform delivers the most value. This data directly supports budget justifications and renewal decisions.

Example Output: "Q1 2026 — 23 pursuits analyzed. Total platform time: 38 hours. Estimated manual equivalent: 1,840 hours. Cost avoided: \$153,000 at \$85/hr blended rate. Largest single savings: DoD IDIQ analysis that would have required 80 hours of manual review — completed in 45 minutes."

Value It Delivers

- Defensible ROI for budget justifications — "This analysis saved 47 hours and \$4,000 in labor costs" with specific breakdowns

- Aggregate view shows cumulative savings across all pursuits for the quarter or year
- Category breakdown — Analysis, Pricing, Matching, and Proposals — shows where value concentrates
- Concrete and measurable — every number ties to a specific platform action with a timestamp

Every hour saved is tracked, categorized, and available for internal ROI reporting

12. Live Federal Intelligence

What It Does

Real-time data feeds from USASpending.gov and SAM.gov are integrated throughout the DeployReady platform. This is not a standalone module — federal intelligence data enriches every other feature, from Contract Finder through Proposal Generation.

How It Works

Data Sources

- USASpending.gov — recent contract awards with dollar amounts, awarding agency, awardee name, NAICS code, and direct links to award records. Updated daily.
- SAM.gov Opportunities — active solicitations with response deadlines, set-aside types, NAICS codes, and contracting office contact information.
- SAM.gov Entity Management — entity registrations, business types, certifications (8(a), HUBZone, SDVOSB), and exclusion records.
- SBA Certification Data — 8(a) and HUBZone program status via SAM.gov business type fields, including certification dates and program graduation timelines.

How Intelligence Flows Through the Platform

Feature	Federal Data Used	Intelligence Delivered
Contract Finder	SAM.gov Opportunities API	Live solicitations, auto-discovery alerts
Solicitation Analyzer	Document AI + SAM.gov metadata	Structured intelligence briefs
Competition Tab	USASpending + SAM.gov Exclusions	Award landscape, competitor risk flags
Cost Intel Tab	GSA APIs + BLS PPI	Per diem, airfares, commodity trends
Talent Marketplace	SAM.gov Entity API	Teaming partners by NAICS + set-aside
Proposal Generator	All sources above	Market intelligence in every section

Value It Delivers

- Government spending patterns visible — see what agencies are buying and from whom, with real dollar amounts

- Incumbent identification from live data — not stale databases that may be months or years out of date
- Recompete eligibility detection — flags when an incumbent has lost their set-aside status
- Zero commercial data fees — all data sourced from free federal APIs

Federal intelligence is not a separate feature — it is the foundation that makes every other module smarter

13. Integrations & Interoperability

Overview

DeployReady connects to 21 external platforms across six categories: applicant tracking systems, job boards, sourcing tools, staffing CRMs, interview scheduling platforms, and AI providers. All integrations are configured through a guided one-click setup wizard — no technical expertise required. Credentials are encrypted and stored securely per tenant with full data isolation.

The Integrations page provides a central hub showing connection status across all platforms, active API keys, sync logs, and export format management.

Applicant Tracking Systems (ATS)

DeployReady syncs candidate data, requisitions, and hiring workflows with the most widely deployed ATS platforms in federal contracting and enterprise staffing.

Platform	Profile	Value in DeployReady
Greenhouse	Structured hiring for mid-market to enterprise	Sync candidates and requisitions; push matched candidates directly into open reqs
Workable	All-in-one recruiting software for growing teams	Import active job openings; export matched candidates with compatibility scores
Lever	Collaborative hiring and talent acquisition	Bi-directional candidate sync; push Andon Board matches to Lever pipelines
iCIMS	Enterprise talent acquisition platform	Pull open requisitions into DeployReady; sync candidate status updates
Ashby	Modern ATS for high-growth engineering teams	Import candidates; sync stage progression with Recruiter Hub timeline
Workday	Enterprise HCM — compensation, certifications, clearances	Pull employee records, clearance status, certifications, and recruiting data directly into Compliance Engine and Candidate Matching

Job Boards

Post positions directly from DeployReady to the highest-traffic job boards and pull applicants back into the candidate pipeline automatically.

Platform	Profile	Value in DeployReady
Indeed	World's #1 job site	One-click job posting from Recruiter Hub; applicant pull-back into candidate pipeline
ZipRecruiter	AI-powered job marketplace	Broadcast positions to 100+ job boards via ZipRecruiter's distribution network
LinkedIn	Professional network, 900M+ members	Post jobs and source passive candidates; sync applicants directly into Recruiter Hub
Glassdoor	Job postings with employer brand	Post roles with employer brand context; reach candidates researching your company

Talent Sourcing Tools

Platform	Profile	Value in DeployReady
hireEZ	Outbound recruiting & talent intelligence	AI-driven outbound sourcing for cleared candidates; push results into Recruiter Hub pipeline
SeekOut	AI sourcing for diverse and hard-to-find talent	Source ARDMS-certified, cleared, and specialty-credentialed professionals; diversity targeting
Manatal	AI-powered recruitment CRM for agencies	Agency-model candidate management; sync placements and pipeline stages with Recruiter Hub
Wellfound	Startup-focused talent network (formerly AngelList)	Source technical professionals for IT/cyber/engineering federal contracts

Staffing CRM Platforms

Platform	Profile	Value in DeployReady
Bullhorn	Industry-standard CRM/ATS for staffing firms	Full bidirectional sync — pull existing bench data into Andon Board scoring; push matched candidates and contract wins back to Bullhorn
Recruit CRM	Recruiting CRM for agencies and executive search	Import candidate profiles and client requirements; export placements with full DeployReady scoring context

Interview Scheduling Platforms

Platform	Profile	Value in DeployReady
Calendly	Self-service scheduling with automated reminders	One-click interview booking from Recruiter Hub; automatic reminder emails to candidates
Paradox (Olivia AI)	AI recruiting assistant — SMS/chat screening	Automated candidate screening, scheduling, and engagement via conversational AI
GoodTime	AI-powered scheduling with interviewer matching	Smart interviewer load balancing; auto-schedules based on availability
Prelude	Enterprise interview coordination	Candidate self-scheduling with interviewer preferences; high-volume workflows
Reclaim.ai	AI calendar assistant	Auto-schedules interviews around team availability; intelligent hold management

AI Provider Integrations

Provider	Model	Priority	Used For
Anthropic	Claude Sonnet 4	1st (default)	Analysis, proposals, matching
OpenAI	GPT-4o	2nd	Full fallback
xAI	Grok 2	3rd	Full fallback
Perplexity	Sonar Pro	4th	Full fallback

- Bring Your Own Key (BYOK) — Professional and Enterprise subscribers connect their own AI provider API keys. Platform AI is provided for Starter tier (limited to 5 analyses).
- Automatic provider detection — Key format determines the provider automatically (sk-ant- = Anthropic, sk- = OpenAI). No manual configuration required.

Federal Government Data Integrations

Source	What It Provides	Used In
SAM.gov Opportunities API	Live solicitations, deadlines, set-asides	Contract Finder, auto-discovery
SAM.gov Entity Management API	Registrations, certifications, UEIs	Talent Marketplace, Competition Tab
SAM.gov Exclusions API v4	Debarment and suspension records	Competition Tab — exclusion alerts

Source	What It Provides	Used In
USASpending.gov API	Contract awards, awardees, dollar amounts	Competition Tab, Live Intelligence
GSA Per Diem API	Federal lodging and M&IE rates by city	Cost Intel Tab — travel estimates
GSA City Pair Program	16,250 federally-negotiated airfare routes	Cost Intel Tab — airfare estimates
BLS Producer Price Index	Commodity price trends, YoY change	Cost Intel Tab — escalation data

All federal data integrations are free. Zero third-party data subscription costs.

Communication, Billing, and Export

Integration	Category	What It Does
Resend	Email	Branded transactional email from @capstonehorizon.com — analysis notifications, deadline reminders, candidate alerts, welcome emails, trial invitations, password resets
Stripe	Payments	PCI-compliant subscription billing for Professional, Enterprise, and Prime. Supports monthly and annual cycles with in-platform upgrade checkout

Format	What Exports	Module
DOCX	Full proposals — TOC, section numbering, formatting	Proposal Generator
DOCX	Analysis report — overview, positions, risk, AI brief, procurement intel	Solicitation Analyzer
PDF	Branded pricing rate sheet	Pricing Calculator
CSV	All labor categories with burden rates and fully burdened rates	Pricing Calculator
CSV	Subscriber list with plan, status, features, and trial dates	Admin Panel
JSON	Full solicitation data for external system use	Solicitation Analyzer

All 7 export formats available on every subscription tier. No feature gating on output formats.

14. MATOC & Construction Intelligence

What It Does

DeployReady now includes specialized intelligence for MATOC/IDIQ vehicles and federal construction contracts. The system detects MATOC structures automatically, parses Davis-Bacon wage determinations, and provides interactive construction labor pricing tools — capabilities previously requiring manual analysis of complex procurement documents and separate prevailing wage research.

How It Works

MATOC-Aware Analysis Mode

When the AI Solicitation Analyzer detects a MATOC or IDIQ vehicle, it activates a specialized analysis mode that surfaces task order structure details: contract ceiling value, maximum individual task order value, period of performance for both the base contract and ordering periods, and minimum guarantee amounts. This structured data feeds directly into the Pricing Calculator and Proposal Generator.

Davis-Bacon Prevailing Wage Integration

The system parses wage determination attachments included with construction solicitations and builds a labor category matrix with prevailing wage data:

Column	Description	Source
Labor Category	Position title from wage determination	WD attachment
WD Base/hr	Prevailing wage base hourly rate	Davis-Bacon WD
Fringe/hr	Required fringe benefit rate	Davis-Bacon WD
Loaded/hr	Fully burdened hourly rate (base + fringe + overhead)	Calculated
Annual	Annualized cost at 2,080 hours	Calculated

Interactive Construction Labor Sliders

For each labor category extracted from the wage determination, users adjust headcount and bid rate using interactive sliders. The Davis-Bacon prevailing wage sets an absolute minimum floor — the system will not allow bid rates below the WD Base + Fringe minimum. As users adjust values, loaded rates and contract totals recalculate in real time.

Add Custom Position

Build labor categories not included in the wage determination for custom bid pricing. This supports positions like Project Manager, Safety Officer, or Quality Control Inspector that may not appear in the WD but are required by the PWS.

Domestic vs. Overseas ODC Guard

When the solicitation's NAICS code falls in the construction range (236/237/238), the system automatically suppresses irrelevant overseas cost estimates (COLA, danger pay, foreign per diem) that would not apply to domestic construction work. This prevents confusing ODC line items in the pricing output.

Construction Cost Intelligence

Expanded BLS Producer Price Index series provide construction-specific commodity price trends:

BLS PPI Series	Construction Relevance
Lumber & Wood Products	Framing, formwork, temporary structures
Steel Mill Products	Structural steel, rebar, metal decking
Copper & Copper Products	Electrical wiring, plumbing, HVAC components
Gypsum (Drywall)	Interior walls, ceilings, fire-rated assemblies
Concrete & Ready-Mix	Foundations, slabs, structural elements
Diesel Fuel	Heavy equipment operation, material transport
HVAC Equipment	Mechanical systems, ductwork, controls

Value It Delivers

- MATOC/IDIQ structure parsed automatically — no manual analysis of complex vehicle terms
- Davis-Bacon prevailing wages integrated directly into pricing — eliminates separate WD research
- Floor enforcement prevents non-compliant bids that would be rejected during evaluation
- Interactive sliders with live recalculation reduce construction pricing from hours to minutes
- Construction-specific PPI data supports cost escalation planning on multi-year construction contracts
- NAICS-aware ODC guard eliminates irrelevant overseas cost items from construction estimates

Davis-Bacon compliance built into every construction bid — prevailing wage floors enforced automatically, loaded rates recalculated in real time

15. Labor Category Research Tool

What It Does

A searchable library of 97+ federal labor categories across 7 groups, with integrated rate benchmarks from BLS median rates, SCA wage determinations, and Davis-Bacon prevailing wages — all in one lookup. The tool eliminates the fragmented research process of checking multiple government databases to build competitive labor rates for federal proposals.

How It Works

Searchable Labor Category Library

The library spans 7 labor groups covering the full range of federal contract staffing:

Labor Group	Categories	Rate Sources
Construction	15+ trades (electrician, plumber, ironworker, etc.)	Davis-Bacon prevailing wages
SCA (Service Contract Act)	20+ service occupations	SCA wage determinations
Professional	15+ roles (PM, analyst, engineer, consultant)	BLS OES national median
Technical	15+ roles (sysadmin, developer, cybersecurity, DBA)	BLS OES national median
Administrative	10+ roles (admin assistant, clerk, receptionist)	BLS OES national median
Healthcare	12+ roles (nurse, medical tech, pharmacist)	BLS OES national median
Intelligence	10+ roles (SIGINT, HUMINT, CI, all-source analyst)	BLS OES + cleared premium

Rate Comparison Cards

For each labor category, the system displays a rate comparison card showing three benchmarks side by side: WD/SCA minimum rate (the legal floor), BLS national median rate (market benchmark), and recommended bid rate (competitive positioning). This three-point comparison gives immediate context for pricing decisions.

"My Labor Mix" Builder

Add roles from the library to build a custom labor mix for a specific pursuit. Set quantities and bid rates per role, and the system calculates live loaded rate totals including fringe, overhead, G&A, and fee. The complete labor mix exports as CSV for integration with external pricing tools or proposal attachments.

Wage Determination Integration

When a solicitation has been analyzed and its wage determination parsed, the Labor Category Research Tool automatically uses the actual WD rates from that specific solicitation instead of generic national benchmarks. This ensures rate comparison cards reflect the real compliance floor for that contract, not a national average.

Value It Delivers

- 97+ labor categories with rate benchmarks — eliminates hours of manual BLS, SCA, and Davis-Bacon research
- Three-point rate comparison (WD floor vs BLS median vs bid rate) provides instant pricing context
- "My Labor Mix" builder creates exportable labor pricing in minutes, not hours
- CSV export integrates with ProPricer, Excel, and other external pricing tools
- Solicitation-specific WD rates override generic benchmarks when available — real compliance data, not estimates
- 7 labor groups cover construction, service, professional, technical, administrative, healthcare, and intelligence roles

One library, 97+ labor categories, three rate benchmarks per role — from research to exportable labor mix in minutes

16. Payment & Billing

What It Does

DeployReady supports multiple payment methods to match the procurement and accounting requirements of federal contractors of all sizes — from small businesses using credit cards to large primes requiring PO-based invoicing with Net-30 terms. All billing is processed through Stripe for PCI-compliant, enterprise-grade payment security.

How It Works

Payment Methods

Payment Method	Available On	Details
Credit Card	All plans	Visa, Mastercard, Amex — processed via Stripe
ACH Direct Debit	Professional, Enterprise, Prime	Direct bank debit with 2–3 day processing
US Bank Transfer	Enterprise, Prime	Wire transfer with routing/account details
Wire Transfer	Prime	Domestic and international wire support
Net-30 Invoice	Enterprise, Prime	Stripe-generated invoices with 30-day payment terms
Purchase Order (PO)	Prime	Submit PO number; receive formal invoice with PO reference

Invoice Billing

Enterprise and Prime subscribers can opt for Net-30 invoice billing. Stripe generates professional invoices that include company name, EIN, billing address, line items with description and amount, payment terms, and due date. Invoices are emailed automatically and available for download in the billing portal.

Purchase Order Billing

Prime subscribers can submit a Purchase Order number during onboarding or at any billing cycle. All subsequent invoices reference the PO number, satisfying procurement department requirements for PO-matched payment processing. This is essential for large primes whose AP departments require PO matching before releasing payment.

Business Information Collection

During onboarding, the system collects EIN (Employer Identification Number) and business information for tax-compliant invoicing. This data is stored securely and used to generate 1099-eligible invoices when applicable.

Sales Lead Capture

The platform includes a "Contact Sales" pathway that captures prospect details — company name, contact information, contract volume, and specific feature interests — and notifies the Capstone Horizon team for personalized follow-up. This supports the consultative sales process for Enterprise and Prime tier prospects.

Value It Delivers

- Multiple payment methods match any federal contractor's AP requirements — from credit card to PO billing
- Net-30 invoice billing aligns with standard federal contractor payment cycles
- PO-referenced invoices satisfy large prime procurement departments
- PCI-compliant Stripe processing — enterprise-grade payment security
- EIN-based invoicing supports tax compliance and 1099 reporting requirements
- Sales lead capture ensures Enterprise and Prime prospects receive personalized attention

From credit card to PO-based Net-30 invoicing — payment methods that match how federal contractors actually buy software

Ready to see DeployReady in action?

Contact David Diaz at david.diaz@capstonehorizon.com to schedule a platform walkthrough.

capstonehorizon.com

DEPLOYREADY

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