

Assisting in the Development and Refinement of an Advanced AI Powered RFP Shredding Tool

A Professional Readiness Experiential Program (PREP) Project Effort

----- Authors / Student Project Team Members -----

Fernanda La Rosa is a student at George Mason University graduating with a bachelor's degree in Operations Supply Chain Management and Business Analytics. Expected graduation in Fall 2026.

Paul Julich is a student at George Mason University graduating with a bachelor's degree in Management Information Systems. He is graduating at the end of the Spring 2026 semester.

Roman Parsons is a student at George Mason University graduating with a bachelor's degree in Business Analytics. Expected graduation in Spring 2027.

Logan Mrini is a student at George Mason University graduating with a bachelor's degree in Business Analytics. He is expected to graduate in Fall 2026.

----- Industry Participant / Mentor -----

Marc Fain
Chief Revenue Officer
FedWriters, Inc.

----- Faculty Member -----

Brian K. Ngac, PhD
FWI Corporate Partner Faculty Fellow
Assistant Dean, Centers of Excellence
George Mason University's Costello College of Business
bngac@gmu.edu

[Interested in being an Industry Participant and or PREP Sponsor? Please reach out to bngac@gmu.edu, Thanks!](mailto:bngac@gmu.edu)

Introduction

FedWriters, Inc. (FWI) is a government contracting company founded in 2010 by Mitchell Cho and is based in Fairfax, VA. FWI holds numerous contracts at all levels of government with agencies like NASA, the DIA, and NOAA. FWI specializes in technical writing, research and analysis, and publications services. FWI seeks to utilize their expertise to improve the efficiency and effectiveness of government agencies, provide an improvement in overall quality of government documents, and complete projects with excellence.

FWI has been developing an AI shred tool, called The Proposal Tool, over the last two years. FWI seeks to develop this tool to assist their team in identifying, shredding, and making a Go/No-Go decision on RFPs. The principal function of the tool shreds uploaded documents and returns key RFP information in a variety of text fields like “period of performance”, “key personnel”, etc. The tool allows for a comparison of the AI shred and the original document and finally delivers a GO/No-Go decision based on past performance.

Business Challenge

Shredding and reviewing RFPs is tedious and time-consuming, especially since it is not only one or two RFPs; it is up to 150 a day. For context RFP is Request for Proposal and it’s what a government puts out when they need to pay a vendor to do work, and these guys bid on these opportunities to do the work. They contain many documents that have many pages and you must read these opportunities very carefully and fully understand what they’re talking about so when you go to the AI tool, you can flag the actual discrepancies, which was essentially our validation process. This was a big challenge for our team because none of us had experience working with RFP’s.

For Mark and his team, this process was critical since they are actively trying to make this tool as perfect as possible. This tool is being used daily in internal business operations, but later they will be interested in selling this tool to other businesses so they cannot afford errors.

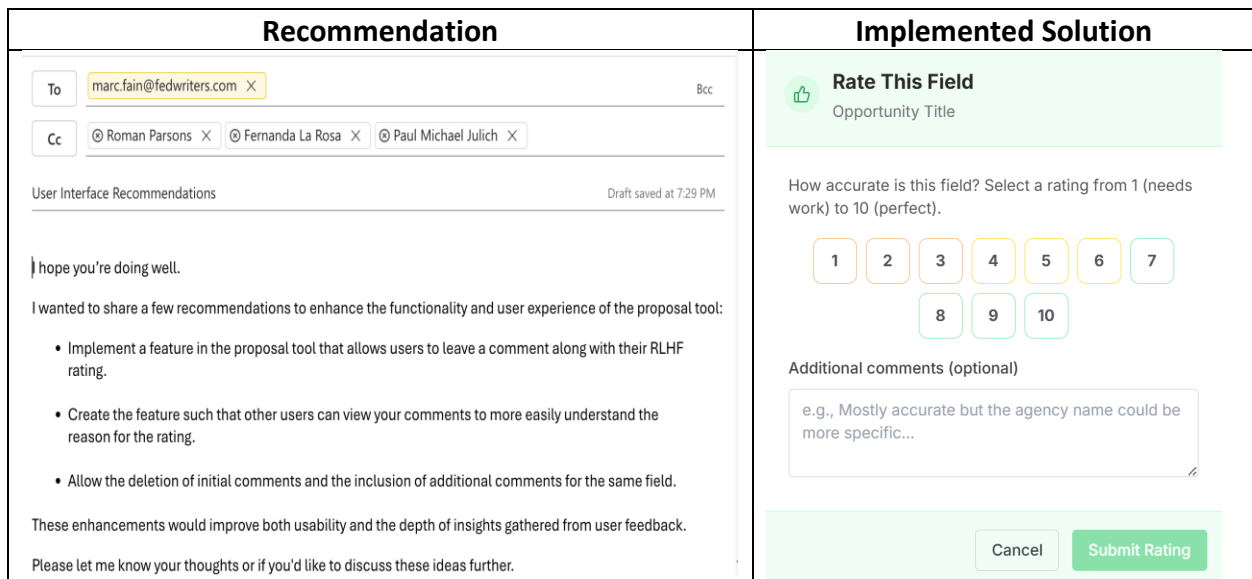
FWI’s goal is to implement an AI tool to reduce full-time equivalents spent on shredding reviewing and making a go/no-go decision on opportunities. When this is achieved, it will allow FWI to allocate resources much more effectively, which in turn saves them money.

Activities Done to Address the Business Challenge

To address the business challenge, we manually uploaded multiple RFPs to the Proposal Tool weekly. We spent our time reading through each proposal and then comparing it to the output given to us by the Proposal Tool. Any time there were discrepancies, we would make comments and then rate how the Proposal Tool did in each section. Each proposal was divided into many different sections, such as place of performance, due date, period of performance, compliance documentation, past performance, subject matter areas, just to name a few.

Additionally, we would meet weekly to discuss and present our findings with Marc (CRO), Liz (RFP SME), and Kevin (lead developer). In these meetings we would explain to them the major

issues we noticed with the AI output, such as hallucinations and factual errors, and we would recommend UI improvements, such as implementing a comment feature on a shred comment that is very good but needs a little improvement to perfect. Progress is not always linear, and this was apparent in a few of the many updates to the Proposal Tool’s user interface. Whenever we noticed regression, we would bring this up in our weekly meetings. In these meetings we learned new information every week on how the Proposal Tool works and what we should focus on next to achieve the best possible results for the project. Each week we would see how our recommendations have improved the Proposal Tool. In the final weeks we re-ran some old RFP uploads from the first weeks and the difference in quality was tremendous.



This shows us recommending the feature of adding a comment area in the rating field. The feature has been added to the software in the next image.

Results & The Positive Impact

The result and positive impact that we have left for FWI after working with them over the course of the semester is that their AI is now better trained and will continue to train itself as past performance increases. The number of Full-time equivalents has now decreased from 1.5 to only a quarter of one. Leveraging their expertise in another area that is more important within FWI makes the company whole more efficient. Their Proposal Tool can now reliably shred RFPs efficiently and accurately. We’ve also improved the user interface in the Proposal Tool, making it more appealing and easier to use. By delivering recommendations to Marc and his team, the AI now produces more detailed outputs that yield better results. We believe that, with our positive impact and results delivered to FWI, the potential for more contracts won has increased, and with the upgraded version of the proposal tool, the chance of monetizing it and selling it through subscription-based models to external companies has increased dramatically.

Conclusion

In conclusion, our team's collaboration with FWI has yielded significant improvements to the Proposal Tool, and therefore the effectiveness of their RFP shred process. Through careful validation, detailed feedback, and weekly collaborative meetings with FWI team members, we believe we have delivered tangible benefits. Our delivered impact includes a reduction in time required for RFP shredding from 1.5 full-time equivalents to just 0.25, an enhanced user interface, and improvement in quality of the Proposal Tool's output. Our project demonstrates how rigorous and systematic validation and refinement of an AI tool can produce real, valuable, competitive advantages for any business.

PREP Student Reflection

Overall, we have gained skills in prompt engineering, cross functional communication, RFP analysis, and project execution which we will take with us throughout our careers. We have learned how to communicate information and needs with others in different fields who may not be familiar with advanced terminology. This skill is helpful in any field and is universal. Through this project we have witnessed and assisted in the development of a proprietary AI tool which has been an incredible experience. We have learned how to work with subject matter experts, lead developers, and C-suite executives. We have gained great insight into the work to be done in our degree field, and we have made great connections along the way. We have learned that the AI tool is not perfect, and for now the human element is critical for success.