



TM

9



HI

***A Novel AI-Enabled Platform for New Technology Investment & Development Decisions (any technology / any application)***

- ***Accelerate Development***
- ***Increase Rate of Success***
- **Reduce Risks & Costs**
- **Create a New Knowledge Marketplace**

*Patent Pending*

David Mroczka, President & CEO AI Strategy Corp

[DaveM@AI-Strategy.com](mailto:DaveM@AI-Strategy.com)

[www.Nine-HI.com](http://www.Nine-HI.com)



# Business & Government

Achieve greater Product & Technology Development Success

Burn down technology & business **risks**, reduce **costs**, accelerate **growth**

Patent-pending platform brings together Expert Human Collaboration and five (5) Expert GPT-Enabled AI Agents in a **highly guided process**.

9-HI uses quantitative, evidenced-based scoring to provide **Decision Guidance** when it's most needed to keep critical programs healthy.

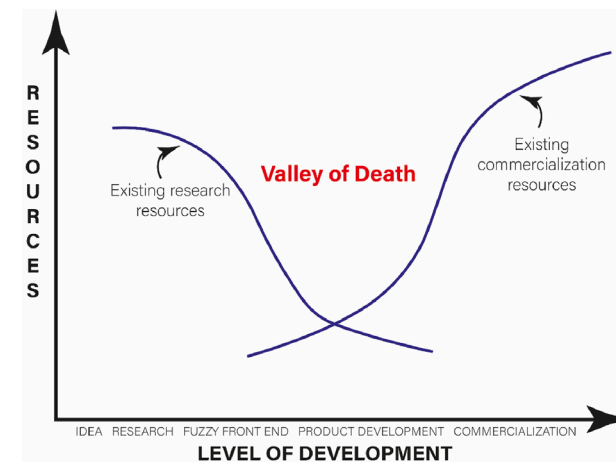
## Multi-user Enterprise Platform with holistic AI-based guidance for:

- Selection** Choose the **right technologies** that can succeed for you
- Investment** Improve success rates and ROI **three-fold**.
- Development** Manage technical projects from Concept to Launch with the Team and AI Guidance that can meet your objectives addressing the **right risks** at the **lowest cost**.

## 9 Core Metrics govern all Risks and Improvement Opportunities for:

Product Technology / Team & Stakeholders / Market Application

## 9-HI Bridges the Valley of Death



# Video Demos



- Selection Projects (Investments, RFI, RWP, RFP, Pitch Events)

<https://vimeo.com/792004211>

- AI Agents Capabilities and Growth Training from Bulletins & Innovation Exploration Projects

<https://vimeo.com/788474465>

- Development Projects Guidance for TRL-to-TRL Decisions

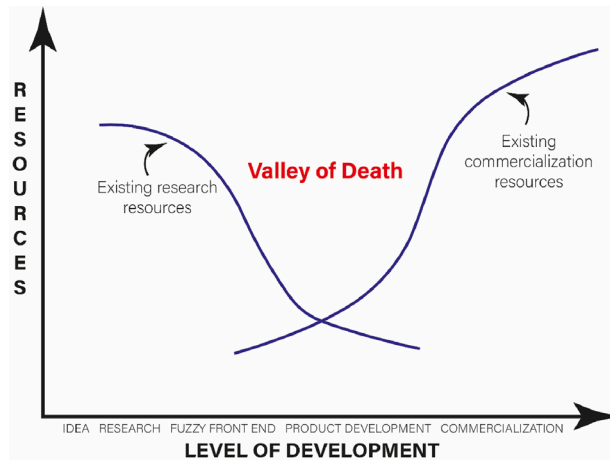
<https://vimeo.com/840080336>

# The Government & Enterprise Need

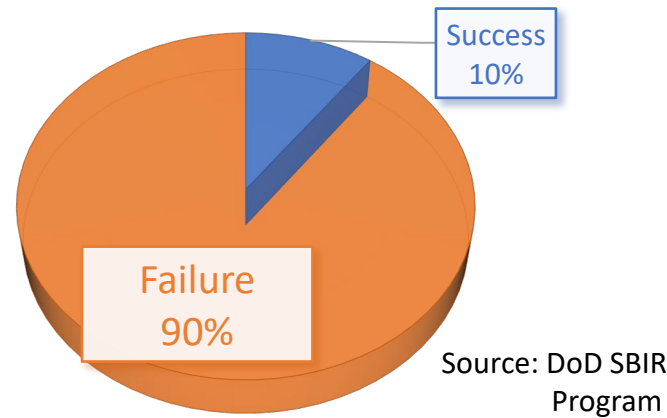
Seemingly Awesome Tech Often Fails.

But the need to innovate has never been higher!

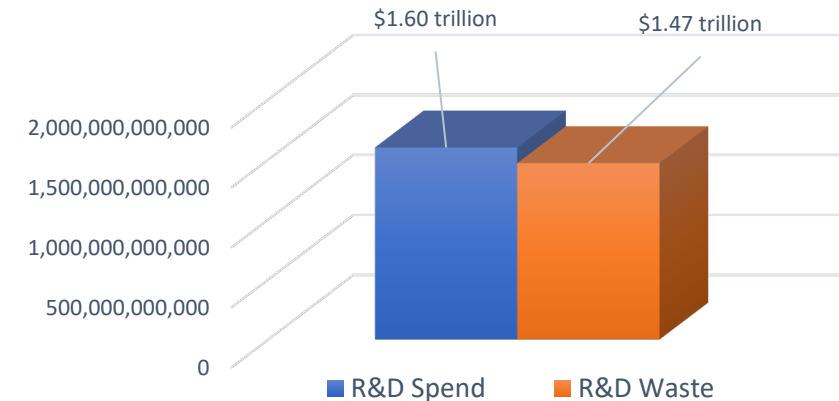
INNOVATION VALLEY OF DEATH



TECHNOLOGY DEVELOPMENT RESULTS



GLOBAL R&D SPEND



**It's not any easier for Investors...**

Many key decisions need to be made correctly by many different stakeholders who often lack the necessary information, priorities and processes to be consistently successful.

# Problems We Encounter in Technology Investment & Development



## **Critical Investment & Acquisition Challenges:**

- Multiple Solicitations & Pitch Day cohorts per year
- Hundreds of white papers & proposals with unclear/scattered information
- Poor Proposal Response Alignment to actual Market Application needs
- Qualified human evaluators are not available or overused (fatigue)
- Investments into the wrong products or wrong suppliers or wrong applications
- No historical record of decision criteria available when selection/investment is scrutinized
- Poor feedback for proposer improvement

## **Critical Development Challenges:**

- Highest priorities & critical needs of tech/product are lost or never Identified
- Programmatic Objectives, Risks & Actions not well thought out or tracked
- Cooperation & intelligence (Smart Collaboration) is limited
- *\*Subjective & Inconsistent\** decision criteria used for important decisions
- Historical record and decision guidance is lost: Over and Over and Over again
- Decision criteria can be wildly different by technology & organization
- Programs derailed with loss of confidence in the technology, the team or the provider



# Reasons For Failure

**Investment & Development Decisions lack context, actionable intelligence and knowledge of prior/similar experiences.**

Choosing the wrong innovation.

No/limited knowledge share across the organization.

Failure to identify red flags early on.

Making choices based on subjectivity/biases.

Missing or deprioritizing critical risks.

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**BAIN & COMPANY** 

Business performance is  
95% correlated with  
decision effectiveness.

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**Gartner**

Decision Intelligence is a top  
strategic trend for 2023.

# What metrics determine **success**?



**9-HI™ provides smarter Decision Guidance because it leverages these 9 Metrics in a novel 2-Layer Power Set to provide Higher Order Logic (HOL).**

To AI Agents

Let **machines** do what machines do best:  
*Perform rapid calculations, and access data*

To People

Let **humans** do what humans do best:  
*Bring context, and make final decisions*

# The 9-HI™ Process & Metrics

SME Team Collaboration  
Requirements  
Knowledge  
Evidence Information



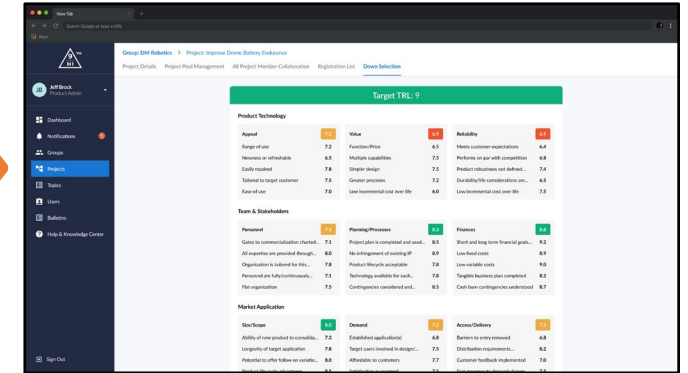
**5 AI Agents:**  
SME Team Selection  
Risk Identification  
Solution Options  
Success Factors  
Success Evidence

## The 9-HI™ Engine



**AI Guidance for Human Decisions**

## 9 Standard Scores



## Use cases

- ✓ One platform for any technology and any market application
- ✓ Drive alignment between problems & solutions
- ✓ Prioritize Risks & Issues that can derail Success

✓ Selecting New Technologies for Investment

✓ Managing Product Development

✓ Managing Organization Improvements

✓ Selecting Pitches & Proposals

✓ Managing New Technology Acquisition Cycles

✓ Building Teams for Key Projects

✓ Selecting Startups for Investment



# 9-HI™ Results

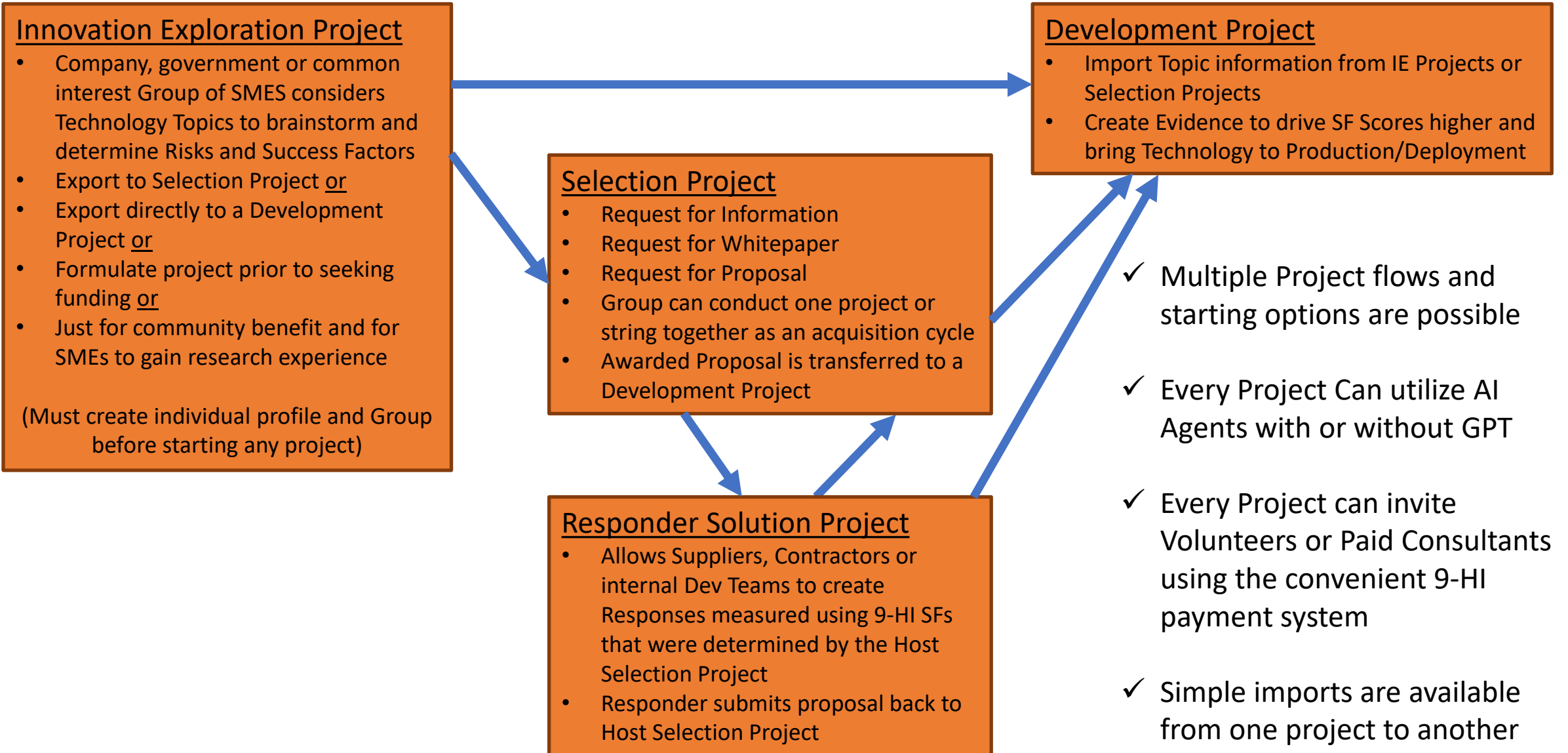


## 9-HI™ Calculates scores for procurement & development options compared to the "Art of the Possible" to improve Investment & Development decisions:

- Human SMEs collaborate with each other & AI for Decision Guidance
- Compare technologies or proposals to identify best candidates for investments and improvements
- Enable collaboration across DoD verticals, Industry and Academia
- Standardized objective/quantified measurement approach across diverse technology proposals
- Integrate AI and ML into the technology and product Selection & development process
- AI-guided development decisions throughout the TRL-to-TRL development process including deployment
- Accelerate technology and product development with lower overall risks- **BE MORE SUCCESSFUL**

Target TRL: 9		
<b>Product Technology</b>		
<b>Appeal</b> 7.2	<b>Value</b> 6.9	<b>Reliability</b> 6.9
Range of use 7.2	Function/Price 6.5	Meets customer expectations 6.4
Newness or refreshable 6.5	Multiple capabilities 7.5	Performs on par with competition 6.8
Easily repaired 7.8	Simpler design 7.5	Product robustness not defined... 7.4
Tailored to target customer 7.5	Greater precision 7.2	Durability/life considerations are... 6.5
Ease of use 7.0	Low incremental cost over life 6.0	Low incremental cost over life 7.5
<b>Team &amp; Stakeholders</b>		
<b>Personnel</b> 7.5	<b>Planning/Processes</b> 8.3	<b>Finances</b> 8.8
Gates to commercialization charted... 7.1	Project plan is completed and used... 8.5	Short and long term financial goals... 9.2
All expertise are provided through... 8.0	No infringement of existing IP 8.9	Low fixed costs 8.9
Organization is tailored for this... 7.8	Product lifecycle acceptable 7.8	Low variable costs 9.0
Personnel are fully/continuously... 7.1	Technology available for each... 7.8	Tangible business plan completed 8.2
Flat organization 7.5	Contingencies considered and... 8.5	Cash burn contingencies understood 8.7
<b>Market Application</b>		
<b>Size/Scope</b> 8.0	<b>Demand</b> 7.2	<b>Access/Delivery</b> 7.3
Ability of new product to consolida... 7.3	Established application(s) 6.8	Barriers to entry removed 6.8
Longevity of target application 7.8	Target users involved in design/... 7.5	Distribution requirements... 8.2
Potential to offer follow on variatio... 8.0	Affordable to customers 7.7	Customer feedback implemented 7.0
Product life cycle advantages 8.5	Satisfaction guaranteed 7.5	Fast response to demand change 7.5

# 9-HI: All Paths should Start with an IE Project



# Traction Achieved Thru February 2023

## SBIR Phases I & II

- **\$1.5 Million Phase 2 SBIR Funding- AFWERX/OUSD**

*(Joint Enhanced Munition Technology Program/Joint Fuse Technology Program)*

## DPA, Title III, SBIR Phase III

- **\$4.1 Million Funding- OUSD: Defense Production Act, Title III (Completed 03/2023)**
- **Working Platform available for Demo**
- **Seeking additional Gov Programs for sponsorship through ATO and database access for enhanced AI Agent training**

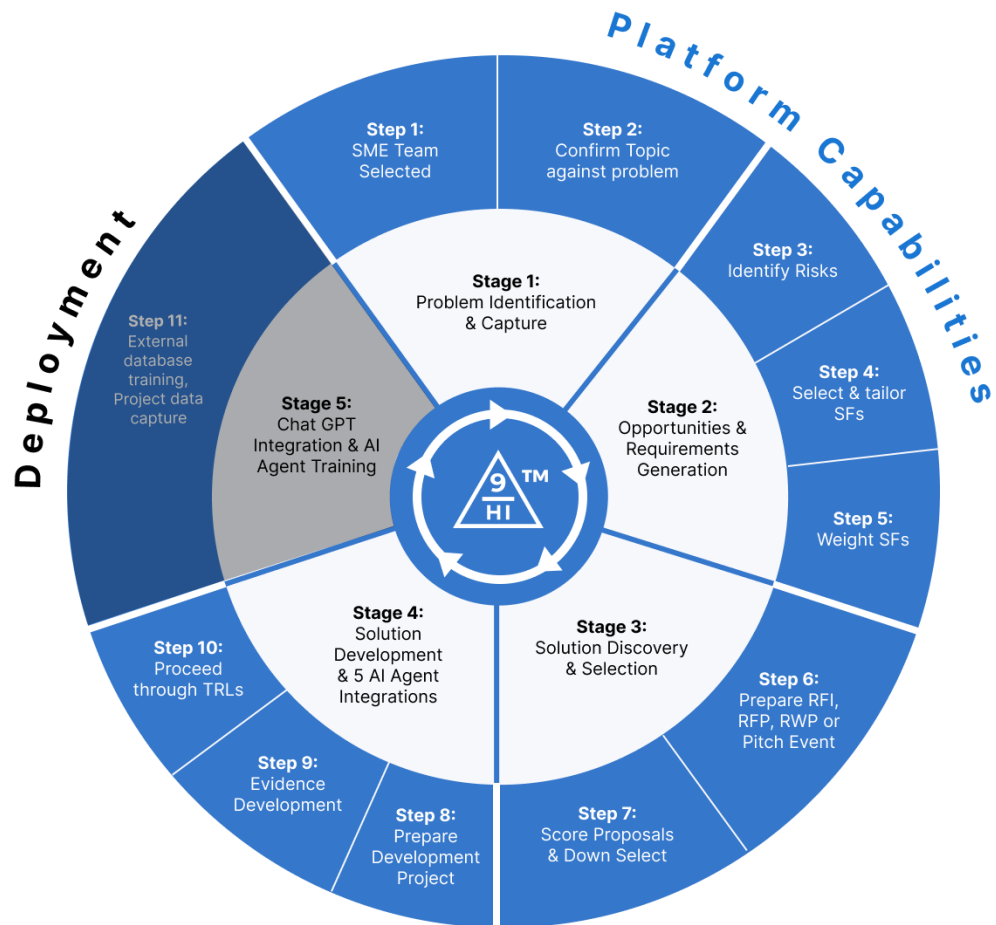
## Commercial Traction



- **Accepted into Microsoft "Fast Track" program by CTO Anu Gupta to team for Security, AI integration & BD. (includes >\$180k in credits)**
- **Invitation and Proposal from Capital Factory & Multiple DoD services for new integrated deployment project**
- **Pilot partners: MxD, National Armament Consortium, Multiple accelerators, Connex Marketplace, Marcantonio Global, et al.**

# 9-HI™ Platform Features

9-HI Platform Build Completion



## Gov Organizations, Enterprises & Universities can:

- 1.) Build it's own group with privacy and usage controls & privileges
- 2.) Deploy multiple teams with SMEs they find on 9-HI™ on multiple Projects and Topics
- 3.) Use the 9-HI™ AI Agents to identify Risks, Success Factors, and Success Evidence for their Topics
- 4.) Deploy actual RFIs, RWPs, RFPs, or Pitch Events AND Import them into Development Projects
- 5.) Send out announcements to potential solution providers
- 6.) Screen, register and select Responders based on their abstracts or Unsolicited White Papers
- 7.) Provide Responders ability to evaluate their own ideas based on 9-HI™ scores BEFORE they respond
- 8.) Responders provide their proposal to the Host in a 9-HI™ Format on the 9-HI™ Platform
- 9.) Allow Host to right size the number and variety of experts to judge all responses
- 10.) Down select proposals to move from RFI to RWP to RFP within an acquisition cycle
- 11.) Select finalists for awards and import data from project to project
- 12.) Document reasons why Host judges made their decisions with feedback to Responders
- 13.) Explore New Innovation Opportunities with self-directed groups within in organization
- 14.) Request Recommendations of Risk, SFs, & Evidence from all AI Agents and SME members on 9-HI™
- 15.) Transfer the winning proposal into an R&D Project where it will be constantly measured and it can progress from TRL to TRL using 9-HI™ objective measures and deploy when it reaches TRL 9
- 16.) Payment from Enterprises to consulting SMEs at any stage of a project

All of this is guided by SMEs and the 5 AI Agents using the 9-HI™ process

# Meet the Team & Advisors\*



**Dave Mroczka**  
Founder, 9-HI

*Dave led five private and public company business units, 24 yrs. in P&L leadership roles with companies up to \$5 billion in revenue. Top executive at the largest private DoD product development lab in the US. Set records sales and profit for ClipFix, Luitpold Pharmaceuticals, UBE Industries, API Industries and Dayton T. Brown Corp. Bachelor of Science in Mechanical Engineering at the University of Hartford, MS and MBA from Rensselaer Polytechnic Institute*



**Ryan Hart**  
Project management

*Ryan worked as an Energy Engineer/Project Manager for an energy services company and an IT Auditor within the Risk Advisory Program at EY. Ryan received his BS in Industrial & Systems Engineering from Binghamton University and his MS in Industrial/Organizational Psychology from Touro University of New York.*



**Dr. Simon Hong**  
Lead AI Engineering

*Simon is an expert in AI and Neuroscience, applying knowledge gained from biological experiments to build AI models and its applications. Simon also brings in leadership and communication skills having experience in leading teams at MIT, NIH, and was a CEO of a startup company, Robilis. Simon received his PhD from Boston University and did his post-doctoral training at NIH*



**Frank Zinghini\***  
Founder, AVI  
Principal subcontractor

*Frank founded Applied Visions, Inc. to create software solutions and products for business across many industries. AVI has developed critical cyber security tools for the federal government, through funded R&D programs for DoD, DHS, and the Intelligence Community. AVI transformed the results of a DHS-funded research program into Code Dx, a cyber security spinout closed in 2022.*



**Brianne O'Brien\***  
Program Manager, AVI  
Principal Subcontractor

*Brianne defines, manages, matures, and successfully transitions R&D projects for DoD, DHS and the Intel Community. As a senior embedded systems engineer, she developed avionics cockpit and fuel management aircraft systems software.. Brianne holds a BS in Computer Science from SUNY Stony Brook and an MBA from Adelphi University.*



**Julian Weisbord\***  
Machine Learning Developer  
Principal Subcontractor

*Julian has led the build out of their artificial intelligence infrastructure and the production of the 5 9-HI AI Agents. He worked at several large technology companies including Tesla, Intel, and Polaris after earning his Bachelors at Oregon State University (OSU) where he joined the OSU Personal Robotics Lab and developed object recognition and perception software for intelligent robots*