

# MEGATRON IS COMING

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Capture Strategy for the Air Force's  
Next ABMS Vehicle

WinMoreBD 

**David Huff & Olessia Smotrova**

April 2026

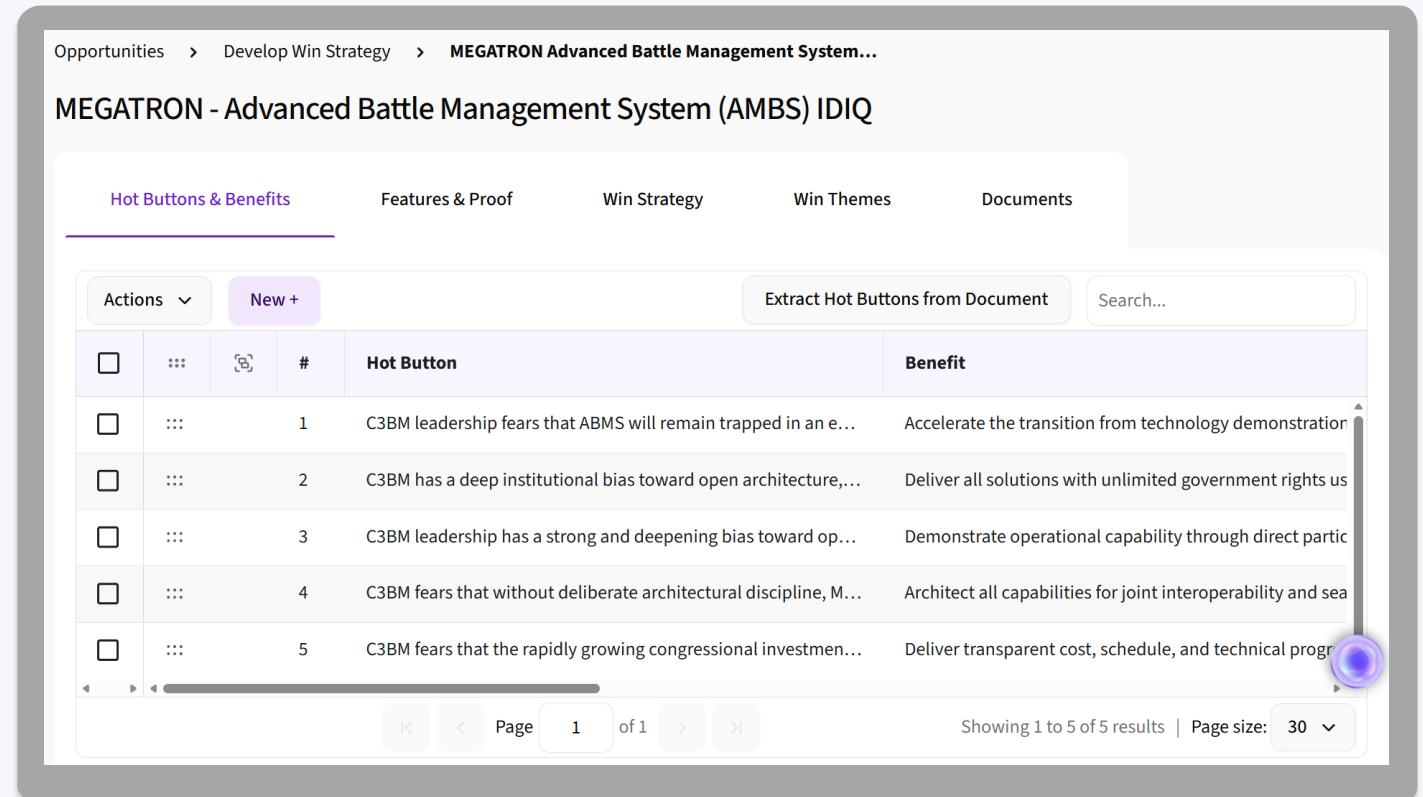
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## HOT BUTTONS AND GENERAL WIN STRATEGY

Customer Hopes, Fears & Biases with confidence scoring

## COMPETITORS

Competitive landscape analysis

## CUSTOMER

Key decision-makers & stakeholder map

## SCOPE COMPLEXITY ANALYSIS

Analysis and ranking of the most complex work areas

## OPEN SOURCE INTELLIGENCE LINKS

Sources of open source intelligence

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BEFORE WE TALK ABOUT MEGATRON

# We need to understand the WHY.

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Developing a winning win strategy requires us to focus on the sore spots and the business reasons behind the most important requirements.

WHY has government structured the acquisition and requirements the way they have?

Then we align our solutions to achieving those strategic drivers.

# ONE DOW (DOD) VISION, FOUR SERVICE CONTRIBUTIONS

## THE STARTING POINT: CJADC2

Combined Joint All-Domain Command and Control (CJADC2) is the Department of Defense's initiative to connect every sensor, decision-maker, and weapon system across all warfighting domains into a unified network and enabling decision-making at machine speed.

**The problem it solves:** in a fight against a peer adversary, the side that can sense, decide, and act faster wins. Today, each service processes and shares data through separate, incompatible systems.



### ARMY

#### Project Convergence

Ground-based sensor-to-shooter networks



### NAVY

#### Project Overmatch

Maritime C2 and fleet networking



### AIR FORCE

#### ABMS

DAF Battle Network — system of systems



### SPACE FORCE

#### via ABMS / C3BM

Space-based sensing and connectivity

# THE ABMS PROMISE

2018 – 2020 | ABMS IDIQ Created



The Air Force set out to build something fundamentally different: an open-architecture family of systems that would connect every sensor, decision-maker, and weapon across all domains — the DAF's contribution to CJADC2.

The acquisition strategy was innovative: a BAA-based IDIQ with seven technical categories, designed for continuous on-ramps and agile sprint cycles aligned with Combatant Commander exercises.



The vehicle had no dedicated upstream capability. There was no architecture, M&S, or rapid prototyping scope available for the vehicle.

## ABMS IDIQ — May 2020

<b>Vehicle</b>	BAA IDIQ (FA8612)
<b>Ceiling</b>	~\$3.6B across 93 awardees
<b>Per Awardee</b>	\$950M ceiling
<b>NAICS</b>	541715 (R&D)
<b>Structure</b>	7 technical categories
<b>Philosophy</b>	Open architecture, gov IP
<b>Innovation</b>	Sprint onramps, exercise-aligned

# THE FIRST WARNING

APRIL 2020 | GAO RELEASES ITS FIRST AUDIT FINDINGS



The same month the ABMS IDIQ was being finalized, GAO published its findings of DAF's ABMS Program.

## GAO-20-389: Action Needed to Provide Clarity and Mitigate Risks

- ✘ No firm requirements document
- ✘ No technology maturation plan
- ✘ No cost estimate
- ✘ No affordability analysis
- ✘ Fragmented acquisition authorities — no single office in charge

### CONGRESS RESPONDED

## FY2021

Congress slashed the ABMS budget in half.

GAO recommended quarterly congressional briefings on ABMS progress.

**The message was clear: show results or lose funding.**

# THE ORGANIZATIONAL RESPONSE



2022 | THE AIR FORCE TRIES TO FIX BOTH PROBLEMS AT ONCE

## FIX #1: Consolidate Authority

### Sep 2022 — PEO C3BM Stood Up

Lt. Gen. Luke Cropsey established C3BM to consolidate fragmented ABMS acquisition authorities under a single PEO. For the first time, one office would own the DAF Battle Network mission from architecture through fielding.



**ADDRESSED GAO'S #1 FINDING: FRAGMENTED AUTHORITIES**

## FIX #2: Fill the Upstream Gap

### Dec 2022 — XA IDIQ Awarded (\$900M)

AFLCMC/XA created a dedicated architecture and prototyping vehicle covering concept development, systems prototyping, and synthetic environments. 93 initial awardees, expanded to 159 by July 2023.



**ARCHITECTURE → PROTOTYPE → FIELDING LIFECYCLE NOW COVERED**

# THE PERSISTENT GAP

2023 – 2025 | GAO Keeps Finding the Same Problems



## Jan 2023 — GAO-23-105495

Progress noted on organizational structure.

But still no operational ABMS capabilities delivered to warfighters.

*Improving, but no results yet*

## Apr 2025 — GAO-25-106454

CJADC2 ICD finalized Oct 2024. But DoD still lacks an overarching framework.

Each service pursuing JADC2 in isolation.

*Framework still missing*

## Jul 2025 — DODIG-2025-126

DoD IG evaluates mission partner information sharing. Cross-service coordination failures persist.

*Interoperability gap confirmed*

BUT THIS TIME...

**Congress doubled down.**

**+\$448.7M**

FY2026 ABMS RDT&E increase

*The message shifted from "prove it or lose it" to "we believe in this — now deliver."*

# THE CONTRACTUAL ISSUES



*The Acquisition Structure Designed to Build an Integrated Network Was Itself Fragmented*

## XA IDIQ (FA8684)

AFLCMC/XA | 159 awardees

Architecture → Prototype → M&S



## ABMS IDIQ (FA8612)

C3BM/CAIO | 93+ awardees

Development → Integration → Fielding

## THE PROBLEMS TWO SEPARATE CONTRACTS CREATED



### Lifecycle Gap

A firm designs an architecture on XA — but isn't on ABMS to build it. The government must hand off to a new contractor or do contracting gymnastics.



### IP Fragmentation

Two contracts, negotiated at different times, with potentially different data rights postures. Architecture IP and operational system IP under different terms.



### ACA Complexity

Both SOWs require Associate Contractor Agreements for cross-portfolio sharing — but managing ACAs across two vehicles and two COs is exponentially harder.



### Budget Inflexibility

Two ceilings constrain how C3BM can shift funding. A need to surge XA spending doesn't help if the ceiling is tight — even with ABMS headroom available.



### Accountability Gap

Two vehicles make it harder to trace investment from architecture to fielded capability. GAO's #1 complaint: no framework to track progress.

# THE RESOLUTION

2025 – 2026 | PAE Model & MEGATRON

## ORGANIZATIONAL FIX

### PAE Model

**Jan 2026:** C3BM transitions from PEO to Portfolio Acquisition Executive. Brig. Gen. Voorheis assumes leadership. Single authority, single mission owner, warfighting urgency.

*"Acquisition as a warfighting function"*

## CONTRACTUAL FIX

### MEGATRON

**Feb 2026:** Announced at C3BM Engagement Day. One vehicle, \$4.5B+ ceiling, concept through fielding. Absorbs both XA upstream scope and ABMS operational categories.

*Eliminates the lifecycle gap entirely*

## WHAT MEGATRON RESOLVES

- ✓ One pool: no lifecycle handoff between vehicles
- ✓ Uniform IP/data rights from architecture to fielding
- ✓ Single ceiling — budget flexibility for the PAE
- ✓ One accountability trail for Congress and GAO

# THE CONTRACT LATTICE

Two Predecessor Vehicles Converge into One \$4.5B+ Successor



Base EXPIRED

## ABMS IDIQ

Directorate

C3BM/CAIO (FA8612)

Ceiling

~\$3.6B Aggregate

Awarded

May 2020

Awardees

93+ Companies

Focus

Operational Technology

ACTIVE

## XA IDIQ

Directorate

AFLCMC/XA (FA8684)

Ceiling

\$900M

Awarded

Dec 2022

Awardees

159 Companies

Focus

Architecture & Prototyping

COMING

## MEGATRON

Directorate

DAF PAE C3BM

Ceiling

\$4.5B+ (Est.)

Awarded

RFP Sep 2026

Awardees

TBD — Dual Pool?

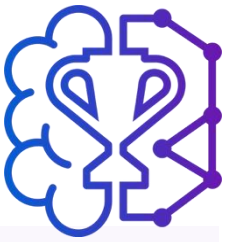
Focus


Successor to Both

# ABMS IDIQ


Ceiling	~\$3.6B
Per Awardee	\$950M
Awardees	93+
Base Period	May 2020 – May 2025
Options	Through ~May 2030
NAICS	541715
Set-Aside	None (Full & Open)
Status	BASE EXPIRED


## Seven Technical Categories





 **Cat 0** Digital Architecture, Standards, Analysis & Concepts


 **Cat 1** Sensor Integration

 **Cat 2** Data (AI/ML, Cloud, Pub-Sub)

 **Cat 3** Secure Processing (MLS/EITaaS)

 **Cat 4** Connectivity (LOS/BLOS)

 **Cat 5** Applications (Distributed C2)

 **Cat 6** Effects Integration (Networked Weapons)

**Cross-cutting:** Open Architecture | Government IP Rights | Associate Contractor Agreements

# XA IDIQ

FA8684-22-R-2006 Series

**Ceiling** \$900M

**Awardees** 159 Companies

**Base Period** Nov 2022 – Nov 2027

**Options** Through ~Nov 2032

**NAICS** 541715

**Set-Aside** None (Full & Open)

**Status** ACTIVE

## Three Technical Categories



### Category 1

#### Capability Development / Development Planning

Concept development, M&S&A, future tech integration, systems engineering through LRIP

### Category 2

#### Systems Development

Innovative system approaches, rapid prototyping, additive manufacturing, open source infra, COTS/GOTS

### Category 3

#### Synthetic Environment Development

Platform-agnostic synthetic environments for multi-domain test & training at multiple security levels

*XA IDIQ sits upstream — architecture and prototyping that feeds operational programs.*

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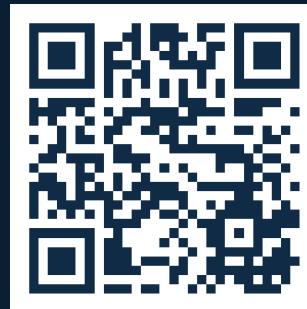
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# CUSTOMER HOT BUTTONS

WINMOREBD.AI'S HOPE / FEAR / BIAS FRAMEWORK — EXTRACTED FROM OSINT AND SOLICITATION SIGNALS



## HOPES

What the customer wants to achieve.  
Aspirational outcomes they're investing in.

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1. Sensor-to-shooter decision advantage at machine speed
2. Bridge the valley of death from concept to fielding
3. Transformative synthetic test environments

## FEARS

What keeps the customer up at night.  
Risks they're trying to mitigate.

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1. Perpetual experimentation without fielded capability
2. Cross-domain integration failures
3. Congressional scrutiny of growing ABMS budget

## BIASES

Institutional preferences that shape evaluation, even if unstated.

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1. Deep commitment to open architecture and gov IP
2. Preference for exercise-proven over paper-proposed
3. DevSecOps as baseline, not differentiator

# WinMoreBD.ai FINDS TOP HOT BUTTONS & BENEFITS

## The Experimentation Trap

C3BM fears ABMS will remain stuck in experimentation without fielding operational capability. Three GAO audits found no capabilities delivered. Congress slashed funding in FY2021, then doubled it in FY2026 — signaling: we believe in this, now deliver. MEGATRON's single-vehicle structure is itself a response to this fear.

## Open Architecture & Gov IP Rights

C3BM's bias toward open architecture and government data ownership is foundational identity, not just preference. Both predecessor SOWs demand unlimited rights, prohibit exclusivity, and require cross-vendor collaboration. MEGATRON unifies IP treatment from concept through fielding.

## BENEFIT

Accelerate the transition from demonstration to fielded capability through milestone-driven development with operational validation gates at every stage — architecture through fielding — within one contract, so every MEGATRON dollar produces warfighter-ready capability on timelines that outpace adversaries.

## BENEFIT

Deliver all solutions with unlimited government rights and open interfaces from architecture through fielding, with no proprietary dependencies, so the government retains full architectural control and can recompile any component without vendor lock-in.

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# WinMoreBD.ai

AI-Powered Capture Intelligence for Government Contractors

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- ✓ Multi-agent OSINT research from primary sources
- ✓ Hot Buttons analysis using HOPE / FEAR / BIAS methodology
- ✓ Automated customer intelligence and organizational mapping
- ✓ Competitive landscape profiling with task complexity scoring
- ✓ Win theme development from hot buttons through proof points

[SCHEDULE A DEMO →](#)



# Reach out for more info



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