



avansys 
solutions

art and science of the possible

Company Overview 2022



Government Contracting |
Commercial Advisory |

At-a-glance

Founded : 2013, Virginia, US

Customers : Civil Agencies | Commercial clients

Market verticals : Aviation | Aerospace | Defense

Expertise

Program Management

Strategy and Planning Support
Program and Contracting Oversight
Investment Analysis

Technical Assistance

Lean Start-up and Rapid Development
Enterprise and Solutions Architecture
Requirements Analysis and Management

Commercial Advisory

Go-to-market and Growth Advisory
Product Development Strategy Consulting

**Solution
Focus
Areas**

Large-scale public-sector transformation

Lean acquisition and contracting practices

AI/ML applications

Rapid product development

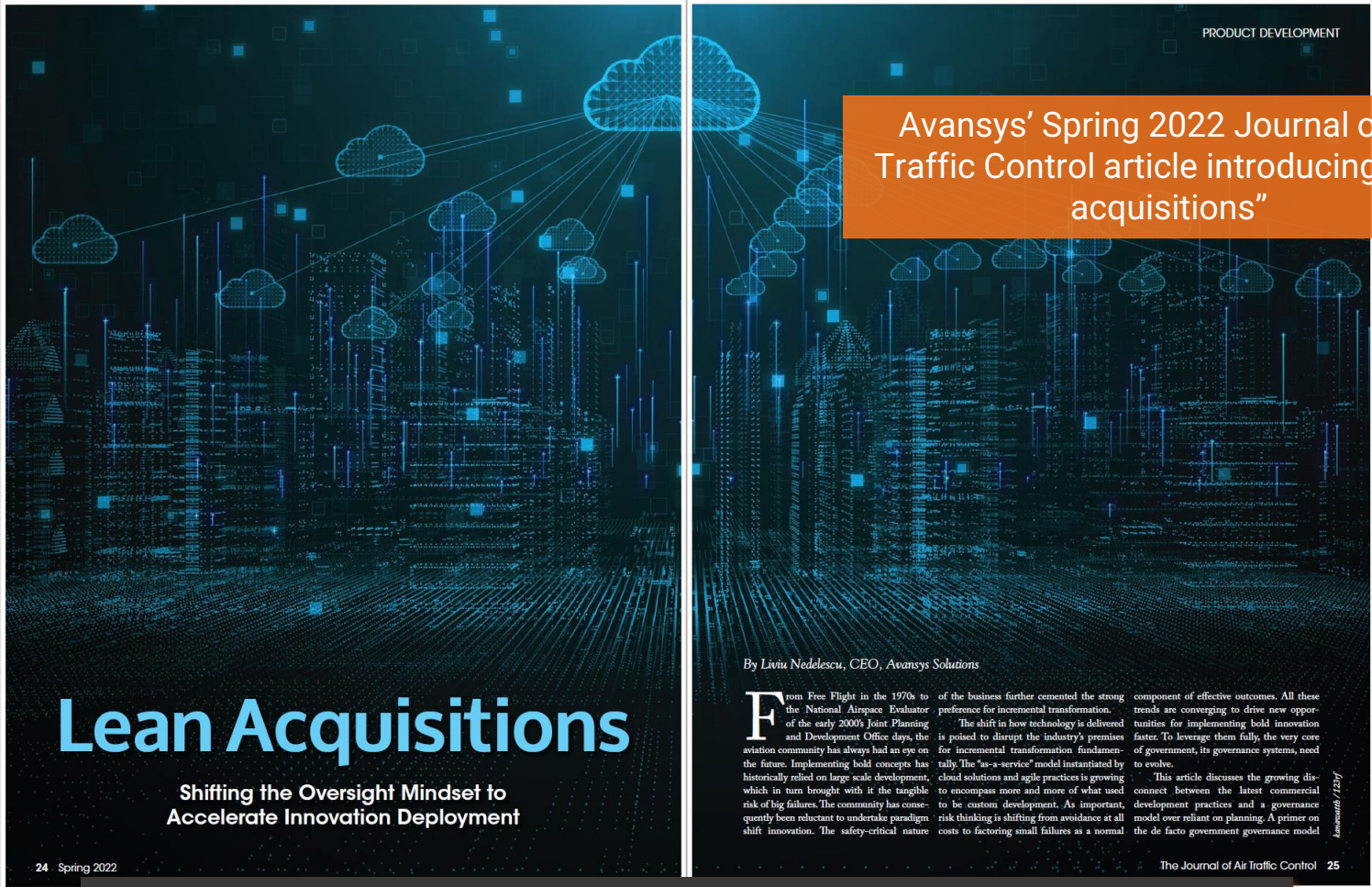
Resilient safety and risk practices

Commercial growth operations

Business model scaling

Commercial product strategy

Outcome:
Transforming
government
acquisitions



PRODUCT DEVELOPMENT

Avansys' Spring 2022 Journal of Air Traffic Control article introducing "lean acquisitions"

Lean Acquisitions

Shifting the Oversight Mindset to Accelerate Innovation Deployment

By Liviu Nedelescu, CEO, Avansys Solutions

From Free Flight in the 1970s to the National Airspace Evaluator of the early 2000's Joint Planning and Development Office days, the aviation community has always had an eye on the future. Implementing bold concepts has historically relied on large scale development, which in turn brought with it the tangible risk of big failures. The community has consequently been reluctant to undertake paradigm shift innovation. The safety-critical nature of the business further cemented the strong preference for incremental transformation. The shift in how technology is delivered is poised to disrupt the industry's premises for incremental transformation fundamentally. The "as-a-service" model instantiated by cloud solutions and agile practices is growing to encompass more and more of what used to be custom development. As important, risk thinking is shifting from avoidance at all costs to factoring small failures as a normal component of effective outcomes. All these trends are converging to drive new opportunities for implementing bold innovation faster. To leverage them fully, the very core of government, its governance systems, need to evolve. This article discusses the growing disconnect between the latest commercial development practices and a governance model over reliant on planning. A primer on the de facto government governance model

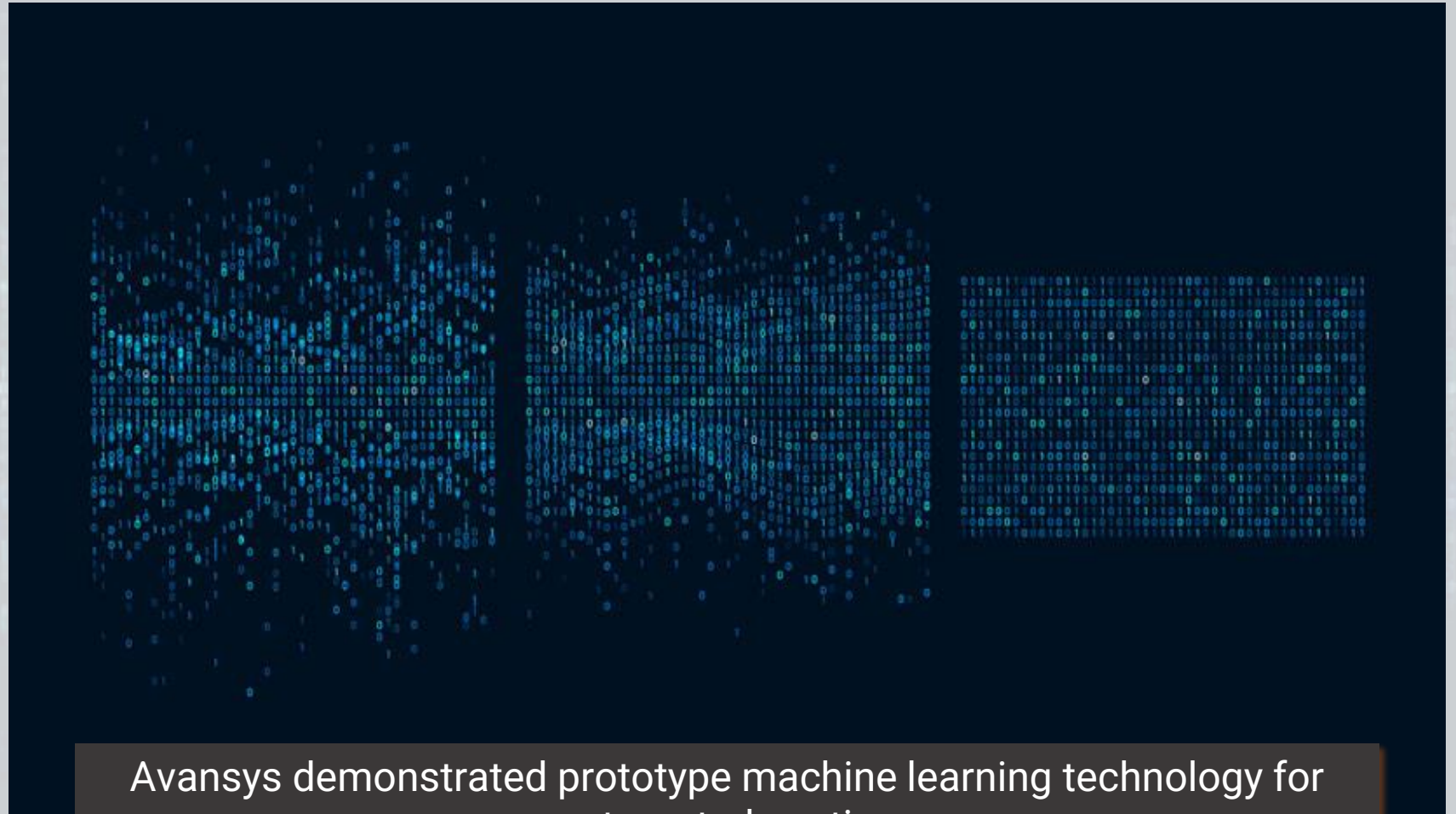
24 Spring 2022

The Journal of Air Traffic Control 25

Avansys is spearheading the alignment of acquisition practices to next generation product development methods

Outcome:

Innovating
investment
practices



Avansys demonstrated prototype machine learning technology for automated costing

Outcome:

Enabling
autonomous
flight



Avansys provided the construct for NASA's long-term autonomous flight research strategy

Outcome:

Launching
start-up
products

The screenshot shows a web browser window with the URL 'app.sessions.us'. The page title is 'Competitive Analysis Workshop'. On the left, there is an 'AGENDA' section with items: 'Competitive Analysis Framework' (5 min), 'Competitive Analysis' (3 min), 'Our company vs. our competitors' (15 min, highlighted), 'Conclusions' (5 min), and 'So, what do you think? :)' (5 min). The main content area displays a document with the following text:

Our company vs. our competitors

A short description of our core identity and our strong and weak points in the market space compared to our competitors.

Our value proposition

What does it mean?

Our value proposition is the promise that we give to our customers about our products and about our whole company as a whole. It's what makes us different from the competition. ↑

Our product has to match this proposition, showing our potential customers that it can be the best one for solving their specific business needs. ↑

Our company's strengths

The biggest strength of our company currently lies in gathering feedback from and listening to our customers' needs and concerns. Multiple points and opportunities are presented to the customer from where they can inform us of their opinion while using the product.

Our research & development department successfully prioritises new features based on this feedback and constantly seeks new ways to improve already existing features. ↑

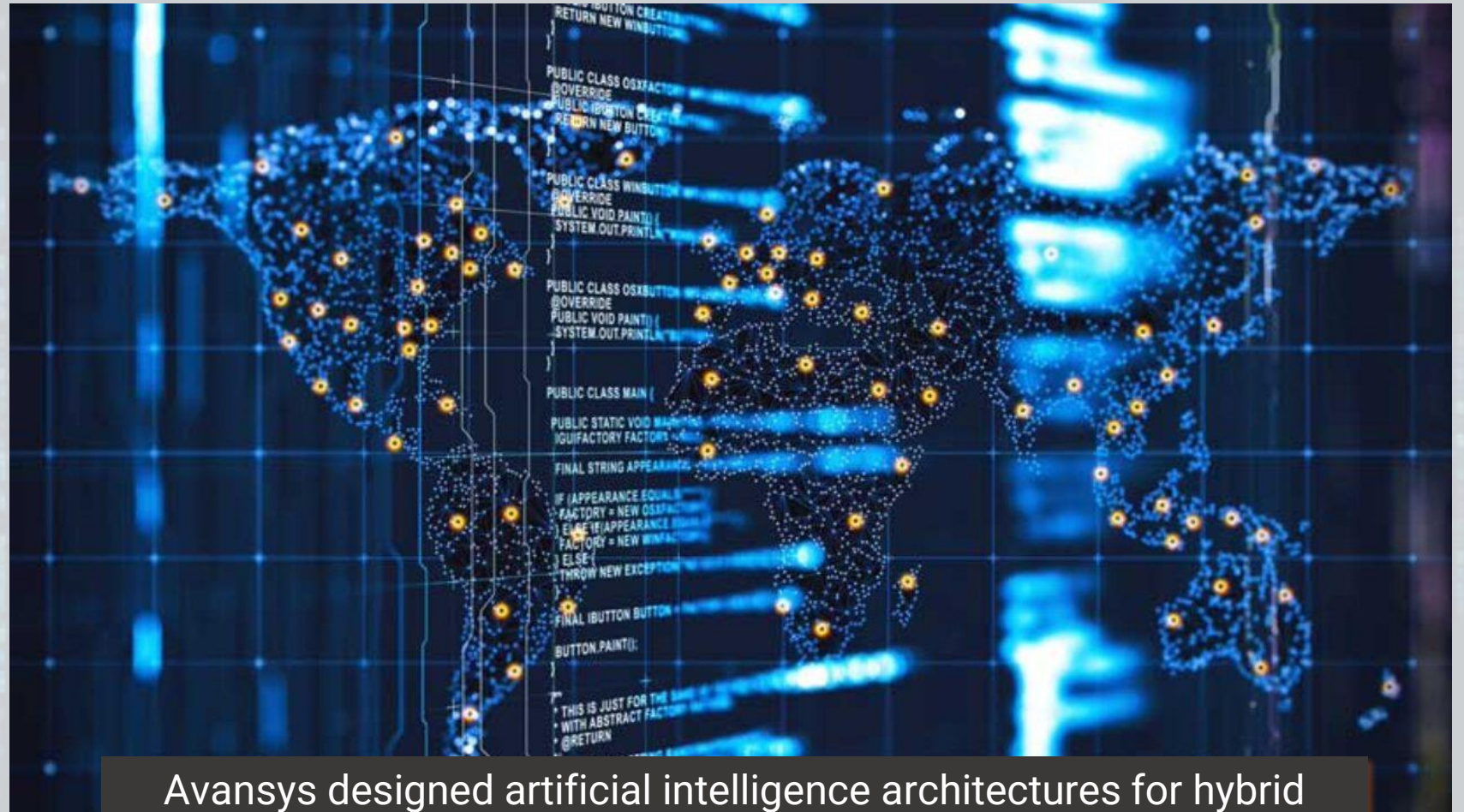
On the right, there is a 'Resources' sidebar with sections: 'Documents' (Competitive Analysis Presentation.pdf, 427 KB; Competitive Analysis Framework.pdf, 712 KB), 'Pictures' (Analysis Board.jpg, 1 MB), and 'Videos' (Competitive Analysis Framework.mp4, 5.2 MB). At the bottom, a video call interface shows several participants in a grid.

Sessions successfully achieved seed funding in March 2022

Avansys advised the product roadmap, go-to-market strategy and investor marketing for the start-up Sessions app

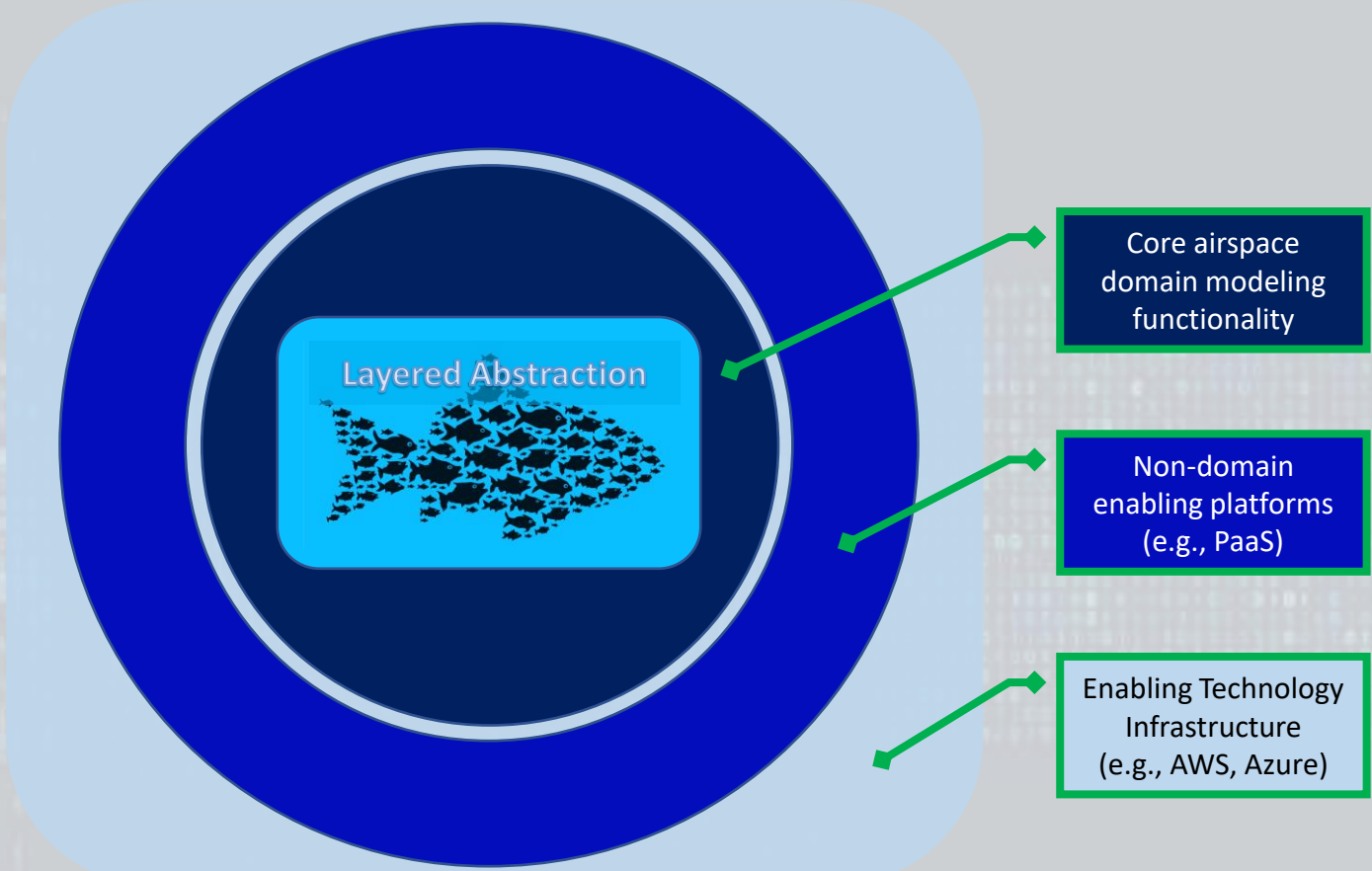
Outcome:

Advancing
hybrid
warfare



Avansys designed artificial intelligence architectures for hybrid warfare scenario planning

Outcome:
Reframing
simulation
architectures



Avansys introduced domain-driven-design to power NASA's next generation airspace simulator architectures

Outcome:
Leading
project
turnarounds



Avansys successfully led a mid-project pivot from waterfall to agile development

Systems and Complexity Thinking

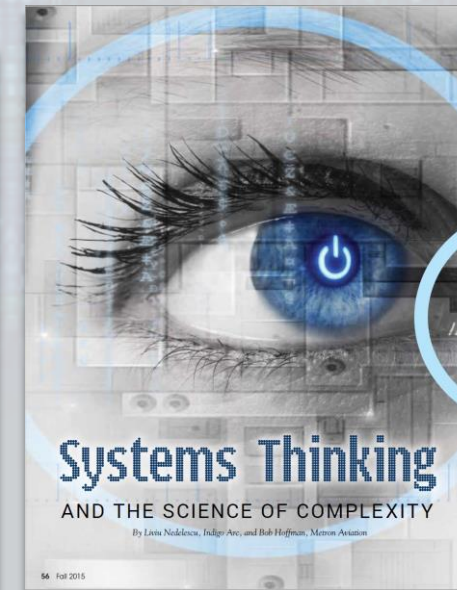
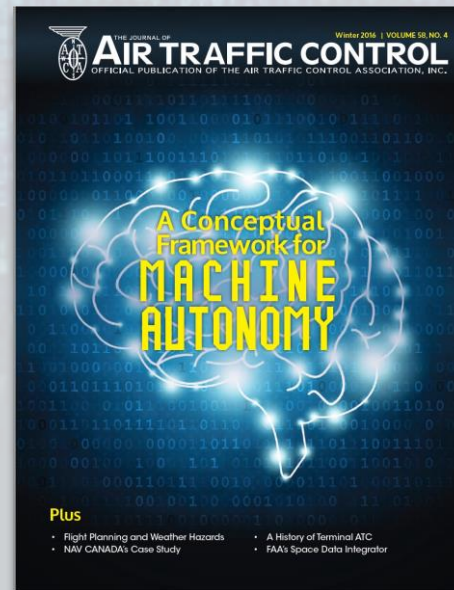
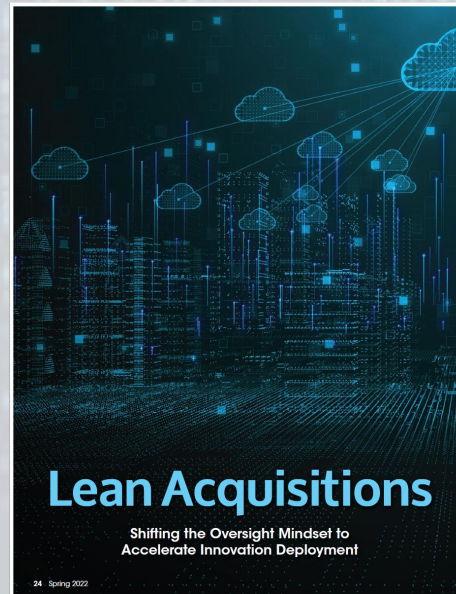
Positive Safety

Design Thinking

Artificial Intelligence

Resilience Engineering

Thought
Leadership



We Should Want Robots to Take Some Jobs

by Liviu Nedelcescu

June 05, 2015

Harvard
Business
Review



The latest witch hunt is underway and gaining momentum. The witches are the rapid innovation in robotics and computing, slated to replace humans in performing increasingly sophisticated – i.e. “white collar” – tasks and so displace jobs across the employment spectrum. The dominant dismal view is that rapid technological innovation has been gobbling up jobs faster than it is creating them. Technological change is causally connected to the stagnation of median income and the growth of inequality in the United States.



Clients



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