



# CONTRACT INTELLIGENCE

*Turn RFQs into Winning, Profitable Bids*



# The Proposal Bottleneck

Manual proposal processes limit bid capacity. Teams can only handle one proposal at a time due to the 3-5 week cycle required to parse specifications and generate documentation – leaving profitable opportunities on the table

**The bottleneck isn't talent  
It's time**

## CYCLE TIME

**3-5 WEEKS**

### Per proposal

*Slow manual review stretches response time and delays strategic decisions*

## DECLINED PROPOSALS

**30%**

### Walked away from

*Not due to low win potential, but because people do not have time to write bids*

## POST-AWARD LEAKAGE

**\$340K**

### Average cost per project

*Scope gaps discovered after contract award create expensive downstream recovery work*

## COMPETITIVE IMPACT

**Lower win rates**

### Rushed bids underperform

*When teams scramble, proposals miss the analysis that differentiates winning submissions*

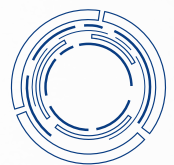
WHEN PROPOSALS ARE RUSHED, GAPS SLIP THROUGH

# Hidden Requirements Cost Millions

The biggest problem is hidden information – requirements spread across appendices, drawings, notes, and revisions that teams have to connect manually under proposal pressure

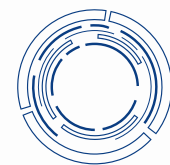


**That is why scope gaps are often discovered when it is already too late to price them correctly and too early to recover the margin**



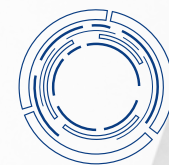
## **Specs hidden across appendices**

Commercial and technical requirements often sit outside the main scope narrative



## **Dependencies buried in drawings**

Cross-discipline notes and field constraints are easy to miss in plan sets



## **Scope gaps found after award**

Late discovery converts hidden scope into rework, claims, and margin erosion



## **Manual review misses connections**

Humans can read documents, but not every hidden relationship at bid speed

Built for EPC contractors, owner-operators, and  
OEM/technology providers across the energy value chain



**ReviveAI is an AI-powered proposal automation platform that analyzes technical RFQs, matches equipment specifications against your catalog, and generates proposals –**

**reducing bid cycles from weeks to days**



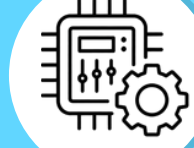
## Designed for Industrial Proposal Work

Made for teams working across engineering, commercial, and operational requirements

01

### OEM / Technology Providers

For automation vendors, OEMs, and system providers responding to complex RFQs and turning technical scope, pricing, and vendor inputs into proposal-ready documents faster.



02

### EPC Contractors

For engineering, procurement, and construction teams managing multi-party bid packages, where proposal speed, scope alignment, and cost accuracy directly affect competitiveness.



03

### Owner-Operators

For asset owners running large industrial facilities that need better visibility into proposal content, technical requirements, and commercial decisions before project execution.



# Our Technologies Powers



→ **YOKOGAWA** 



→ Others



# What Our Clients Get



## **Cut proposal turnaround from 100 to 3 hours**

Upload your RFQ on Monday. Review the generated proposal by Tuesday. Submit by Wednesday. Your team shifts from writing to reviewing – the highest-value work they can do



## **10x proposal capacity with your current team**

Your proposal managers aren't limited by writing speed anymore. The bottleneck becomes review capacity, not document generation. Bid on 10 projects in the time it used to take for one



## **Higher win rates through consistent quality**

Every proposal gets a thorough analysis. No more rushed Friday submissions with missing requirements. No more scope gaps discovered after submission. Consistency wins more bids



## **Margin protection from scope gap detection**

Our AI catches the heated sample line buried in P&ID sheet 47. The NEMA 4X requirement hidden in area classification drawings. The dependencies that only appear when you read everything together. Gaps found before submission don't become change orders afterwards



## **Scalable growth without massive hiring**


Revenue growth doesn't require headcount growth. When your pipeline doubles, your team doesn't need to. Expansion becomes a business decision, not a recruiting challenge



**Verified AI. No hallucinations.**  
Every output is traceable. Every claim is sourced.

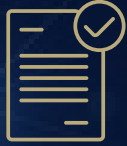
# AI That Reads RFQ Like An Engineer

ReviveAI understands industrial specifications the way your senior engineers do – parsing I/O counts, SIL ratings, and technical dependencies across 300+ page RFQs

 **Upload RFQ**  
PDF, Word, Excel

 **AI Extracts**  
Requirements

 **Smart Match**  
Equipment

 **Generate Proposal**  
Docx, PDF

# Product Description



We begin by building a company-specific knowledge base that captures your equipment, proposal templates, previous contracts, and other historical project data

The screenshot displays the Revive AI dashboard with a navigation bar at the top containing: Proposals, Datasheets, Doc Library, Proposal Templates, Email Templates, Go-By Templates, Costing Library, ASI Extraction, ICSS Extraction, AI Claude, claude-sonnet-4-6, Save, claude-sonnet-4-6, and Logout. A red box highlights the navigation items from 'Doc Library' to 'ASI Extraction'. Below the navigation bar, the main content area includes a '+ New Proposal' button (highlighted with a red box), an 'Active Workspace' dropdown set to 'Proposals\_Demo (5 proposals)', and '+ Add to Workspace' and 'Manage Workspaces' buttons. A summary card shows: TOTAL 9, IN DRAFT 0, COMPLETE 0, AVG WIN RATE 59.8%, PLANNED VALUE \$1511K, and AVG VARIANCE +6.2%. Below this is a 'My Proposals' section with a 'Shared with me' filter. A 'Portfolio Comparison' table is shown with columns for CONTRACT, WIN PROB., PLANNED, and VARIANCE. At the bottom, there are three proposal cards with IDs and phases: # 01280200 (Phase 1 - RFQ Collection), # 01314200 (Phase 1 - RFQ Collection), and # 01335300 (Phase PS Vendor Quotes).

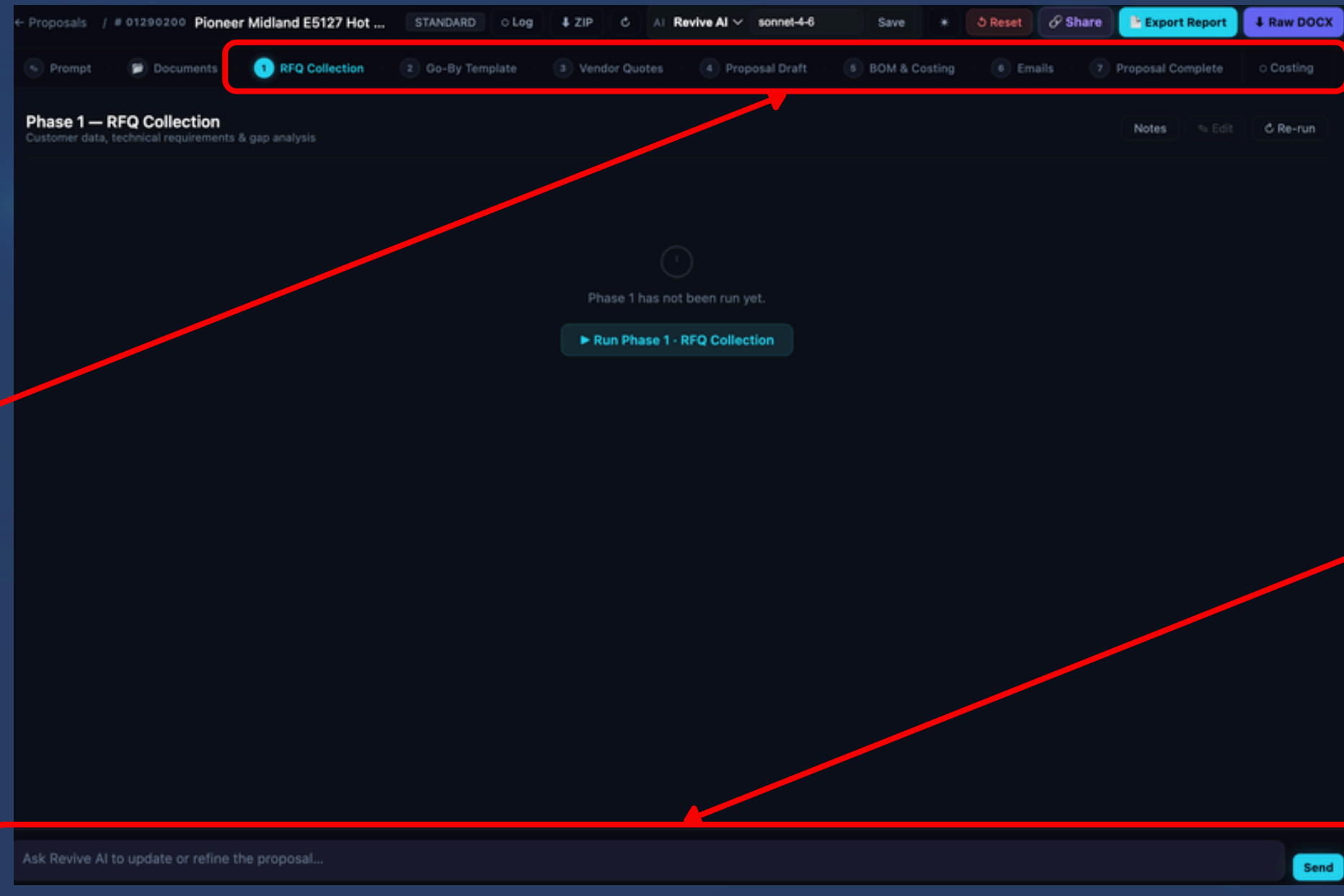
CONTRACT	WIN PROB.	PLANNED	VARIANCE
Gulf Coast Beaumont FCC Flue Gas CO	—	\$228K	+3.6%
Pioneer Midland E5127 Hot Oil BMS	—	\$71K	+13.4%
Penrose Technical Solutions for Lydian Port Arthur	—	\$142K	+11.8%
Formosa BR	—	\$142K	+8.1%
Valero Wilmington FCC Flue Gas CO	—	\$142K	+0.7%
BASF Pasadena - CO and H2 ASI	—	\$142K	+2.5%
Vertex Engineering for NexGen Port Arthur	—	\$282K	+7.2%
Huntsman LaPorte - CO and H2 ASI	—	\$154K	+6.8%
Occidental Freeport	—	\$208K	+1.3%

Upload one RFQ ZIP or multiple files to generate a proposal

# Product Description

Phases run sequentially, guiding the proposal from RFQ intake to final deliverable

Each step builds on the previous one to generate a complete, structured proposal



Human in the loop: the manager can step in at any time to review or refine the result

# Product Description



Phase 1 extracts requirements from the RFQs across text, tables, drawings, and supporting files

The screenshot displays the Revive AI interface for a proposal titled "Gulf Coast Beaumont FCC Fl...". At the top, a progress bar shows various stages: RFQ Collection (40 critical, 55 warnings), Go-By Template (5), Vendor Quotes (1), Proposal Draft (14), BOM & Costing (1), and Emails (1). The main content area is divided into sections. "SECTION 3: Scope of Supply" contains a table with 12 items, including "TDLS CO Analyzer", "YHB000 HMI Display Unit", and "YPB000 Utility Panel". "SECTION 4: Gap Analysis" notes that some items are unresolvable. A detailed view of a conflict resolution is shown in the bottom right, titled "Network Redundancy". It identifies a conflict between two documents regarding network redundancy values. The AI suggests a resolution: "Resolved: use\_selected - selected: single".

Item	Qty	Tag Number	Description	Yokogawa Model	Notes
1	3	[ASSUMED: AT-001, AT-002, AT-003 — Standard sequential tag convention, conform with customer P&IDs]	TDLS CO Analyzer — Sensor/Laser Unit	TDLSB000 (LU + SCU)	2003 installation at TSS outlet; installation type TBC
2	3	—	YHB000 HMI Display Unit	YHB000	One per analyzer; wall/pipe mount TBC
3	1	[ASSUMED: PNL-001 — Standard panel tag convention]	YPB000 Utility Panel	YPB000	Configuration TBC pending area classification; Safety Splitter & HART Converter assumed for 2003
4	3	—	IFB000 Isolation Flanges	IFB000	[ASSUMED: Required — P threshold, MDC TBC]
5	3	—	Analyzer Heat Shields	TDLSB000 Heat Shield Kit	Instrument air: 10 SCFM
6	3	—	Stainless Steel Tag Sets	—	One set per analyzer
7	3	—	4-Pair Interconnect Cable (SCU to LU)	WT200-UT (18 AWG)	Length TBC; max 248 ft
8	1	—	Startup & Commissioning Service	YCA Field Service	Per diem rate; duration
9	1	—	Nozzle Installation Alignment Supervision	YCA Field Service	Recommended for FCC
10	1	—	Complete Data Book	—	Supplied per Yokogawa
11	1	—	Certified Product Drawings	—	Supplied per Yokogawa
12	1	—	Recommended Spare Parts Package	—	First-year spares list; p

Revive AI even catches conflicts across RFQ sections that are easy to miss manually and suggests resolution options

This detailed view shows a conflict resolution for "Network Redundancy". It identifies a warning: "Conflicting Network Redundancy values found across ICSS source documents." The key is "architecture.network\_redundancy". Two options are presented: "redundant" (1 source) and "single" (1 source). The AI suggests a resolution: "Resolved: use\_selected - selected: single". The resolution text states: "The ICSS Architecture Diagram (K8001-8005) explicitly depicts a redundant fiber optic process control network and is the primary governing architecture document; it outranks the Design Philosophy narrative (K0105). The 'single' reference in K0105 appears to describe a specific serial interface between the Machinery Space FGS and the main network, not the overall network topology, suggesting the two statements may not be directly contradictory — but where any doubt exists, the architecture drawing takes precedence." Buttons for "Save Manual", "Clarification", "Ignore", "AI Suggest", and "Undo" are visible.

# Product Description



2

In Phase 2, the AI selects the best-fit template from your library for the type of RFQ and builds the proposal structure around it

**PHASE 2 — PROPOSAL STRUCTURE EXTRACTION**

Master Template: 01314027 Rev0 Marathon Whiting CRU O2 TDLS Budgetary Proposal

Applied to Current Project: 01314200 Valero Wilmington FCC Flue Gas CO Analyzer

**1. SECTION STRUCTURE**

Every heading and sub-heading in document order, scaled to the current RFQ scope (3x TDLS8000 CO analyzers, budgetary proposal, no utility panels, no racks as confirmed scope).

ID	Heading	Level	Style	Description
0	Cover Letter	1	prose	Addressed introduction: customer name, project reference, proposal type, scope summary, order address, section list, sign-off
1	RECEIVED DOCUMENTS LIST	1	table	Table of inquiry documents received with doc number, description, rev, pages, date
2	SYSTEM PRICING BREAKDOWN	1	table	Line-item BOM table with tag, description, vendor, qty, UOM, unit price, extended price, subtotal and total rows
3	SYSTEM DESCRIPTION	1	mixed	Scope summary list (Roman numerals), followed by detailed equipment descriptions with model-code spec tables
3.1	I. TDLS8000 CO Analyzer	2	table + bullets	Model code breakdown table; key features bullets
3.2	II. [Additional accessories as scoped]	2	table + bullets	Repeat schema for each line item in BOM
3.3	III. Project Execution	2	numbered list	Deliverables: engineering, PM, drawings, BOM, manuals
3.4	IV. System Testing	2	numbered list	FAT scope, internal test items
3.5	V. Shipping Preparation	2	numbered list	Packing method, incoterms, transport note
4	YOKOGAWA PRODUCT TARIFF SURCHARGE	1	prose	Standard tariff/surcharge disclosure statement
5	COMMERCIAL TERMS	1	numbered list	Price basis, delivery, payment, validity, taxes/duties
6	SYSTEM WARRANTY	1	prose	Verbatim Yokogawa 12-month warranty boilerplate
7	COMMENTS AND EXCEPTIONS	1	numbered list	Basis of proposal, exceptions to client specs, clarifications
8	SPECIAL NOTES	1	table + prose	Field service rate schedule header and on-site training note
9	Additional Terms	1	numbered list	Field service rate conditions (verbatim boilerplate)

**PUBLISH CHECKLIST**

7/8 gates

**REQUIRED**

- RFQ documents present **passed**
- Go-By template selected **passed**
- Vendor quotes ready **N/A**
- Proposal draft generated **passed**

**RECOMMENDED**

- BOM math verified **pending**
- Emails generated **passed**
- Final proposal assembled **passed**
- Final review complete **passed**

**OPEN ITEMS**

- Phase 1 - RFQ Collection 40 15
- Phase 2 - Go-By Template 5 14
- Phase 3 - Vendor Quotes 1 2
- Phase 4 - Proposal Draft 24
- Phase 5 - BOM & Costing 1
- Phase 6 - Emails 5 1

Each stage is checked through formal verification gates to minimize hallucinations and deliver dependable output

# Product Description



2

In Phase 3, AI uses vendor quotes and previous proposals to build structured pricing evidence for the proposal

Line items, unit prices, totals, and source references are captured for a traceable cost build-up

**SECTION 2: VENDOR QUOTE — PRICING EVIDENCE REGISTER**

**Rule:** Only rows with confirmed text from the vendor quote document are included here. All prices are as stated in the quote; no values have been calculated or synthesized. Extended totals are transcribed directly from the quote document, not computed here.

Row	Quote Item No.	Description	Model / Part Number	Qty	Unit Price (USD)	Extended Price (USD)	Source
1	1	TDLS8000 Tunable Diode Laser Spectrometer — FM CI I Div 2 / Zone 2, NPT; CO ppm 0-200/0-10,000 ppm <500°C; ANSI CI 150 2" RF alignment flange; Analog+HART+Modbus Ethernet; Silicon-Si; with Reference Cell for CO, SS Tag Plate, Manufactured in US	TDLS8000-D2-C2-U2-A1-N-N(RC/SCT/MU)	3	\$46,970.00	\$140,910.00	source='vendor_quote'
2	2	YH8000 HMI Interface Unit for TDLS8000 — FM CI I Div 2 / Zone 2, NPT; English; Wall Mount; Manufactured in US	YH8000-D2-E-N(W/MU)	1	\$6,255.00	\$6,255.00	source='vendor_quote'
3	3	IF8000 Isolation Flange Set for TDLS8000 — Process: ANSI CI 2" 300# RF (Eq.); Analyzer: ANSI CI 2" 150# RF (Eq.); 316/316L SS; Sapphire window coated for ppm CO; Manufactured in US	IF8000-23-21-55-16-N/MU	3	\$7,785.00	\$23,355.00	source='vendor_quote'
4	4	4-Pair SCU-LU Cable — per-meter lengths	A1465WC	10 m	\$55.00/m	\$550.00	source='vendor_quote'
5	5	4-Pair SCU-LU Cable — per-meter lengths	A1465WC	10 m	\$55.00/m	\$550.00	source='vendor_quote'
6	6	4-Pair SCU-LU Cable — per-meter lengths	A1465WC	10 m	\$55.00/m	\$550.00	source='vendor_quote'

**Note on Cable Line Items (Rows 4-6):** The vendor quote lists three separate A1465WC cable line items (Items 4, 5, 6), each 10 m x \$55.00/m = \$550.00. This pattern is consistent with one cable run per TDLS8000 analyzer (3 analyzers total). However, because the quote PDF is truncated, it is not confirmed whether additional cable types (e.g., 8-pair tray cable, Ethernet cable) were also quoted on subsequent pages. These are therefore listed as unquoted scope gaps below.

**Note on HMI Quantity (Row 2):** The vendor quotes 1 x YH8000 HMI for a 3-analyzer system. The go-by reference (01072788) and the Marathon CRU costing reference both show a shared HMI/utility panel serving multiple TDLS8000 heads. This is consistent; however, confirm with Yokogawa whether qty=1 HMI is intentional for a 2oo3 voting system or whether a triple utility panel variant is applicable.

**SECTION 3: VENDOR QUOTE TOTALS (AS QUOTED — RECOVERABLE LINES ONLY)**

Extended totals below are transcribed directly from the vendor quote document for recoverable line items only. The quote total is **not complete** because the document is truncated.

Ask Revive AI to update or refine the proposal... Send

**PUBLISH CHECKLIST**  
7/8 gates

**REQUIRED**

- RFQ documents present passed
- Go-By template selected passed
- Vendor quotes ready N/A
- Proposal draft generated passed

**RECOMMENDED**

- BOM math verified pending
- Emails generated passed
- Final proposal assembled passed
- Final review complete passed

**OPEN ITEMS**

- Phase 1 - RFQ Collection 40 55
- Phase 2 - Go-By Template 5 14
- Phase 3 - Vendor Quotes 1 2
- Phase 4 - Proposal Draft 24
- Phase 5 - BOM & Costing 1
- Phase 6 - Emails 5 5
- Phase 7 - Proposal Complete 18

# Product Description



2

In Phase 4, the AI generates the first full proposal draft using the approved structure, extracted requirements, and pricing inputs

The result is a complete commercial and technical draft that the team can review, refine, and finalize

Proposals / # 01314200 Gulf Coast Beaumont FCC Fl... STANDARD Cover Log ZIP AI Revive AI sonnet-4-0 Save Reset Share Export Report Raw DOCK Download Proposal

Prompt Documents RFQ Collection 40 35 Go-By Template 5 14 Vendor Quotes 1 Proposal Draft 24 BOM & Costing 1 Emails 1 Proposal Co

23 warnings 23 warnings Prev 1 / 23 Next + [5] keys

## COMMERCIAL AND TECHNICAL PROPOSAL

Proposal No.: 01314200 Revision: 0 Date: [ASSUMED: June 2025 — proposal generation date; confirm before issue]

### COVER LETTER

To: Valero Refining Co Attention: [ASSUMED: Site/Project Contact — name not provided in RFQ documents; confirm before issue] Reference: Valero Wilmington FCC Flue Gas CO Analyzer End User: Valero Refining Co End Location: Valero Wilmington Refinery — FCC Unit, 1651 Alameda St, Wilmington, California 90748

Yokogawa Corporation of America is pleased to provide this budgetary proposal to furnish the above referenced analyzer system and engineering package.

This proposal covers the supply of three (3) TDL58000 Tunable Diode Laser Spectrometer analyzers configured for Carbon Monoxide (CO) measurement in the FCC Unit flue gas stream at the Third-Stage Separator (TSS) outlet, arranged in a 2-out-of-3 (2oo3) voting architecture for automatic de-energization of Electrostatic Precipitators (ESPs) upon CO detection.

**This proposal is budgetary and not valid for an order.**

Please note that any resulting order should reference this proposal # 01314200, and be addressed to:

Yokogawa Corporation of America 12530 West Airport Blvd. Sugar Land, Texas 77478

This proposal includes the following sections:

- Received Documents List
- Pricing Breakdown
- System Description
- Yokogawa Product Tariff Surcharge
- Commercial Terms
- Standard Warranty
- Clarifications and Comments

All equipment/material offered is in exact accordance with RFQ specifications except as clearly stated otherwise within our 'Comments and Exceptions' section herein.

Thank you for your interest in our proposal. Should you have any questions or concerns, please feel free to contact the above copied or the undersigned directly.

DoneX is the comprehensive brand for Yokogawa's industrial automation and control business. The DoneX brand stands for excellence in the technology and solutions that Yokogawa cultivates through the

#### PUBLISH CHECKLIST

7/8 gates

REQUIRED

- RFQ documents present passed
- Go-By template selected passed
- Vendor quotes ready N/A
- Proposal draft generated passed

RECOMMENDED

- BOM math verified pending
- Emails generated passed
- Final proposal assembled passed
- Final review complete passed

#### OPEN ITEMS

- Phase 1 - RFQ Collection 40 35
- Phase 2 - Go-By Template 5 14
- Phase 3 - Vendor Quotes 1
- Phase 4 - Proposal Draft 24
- Phase 5 - BOM & Costing 1

# Product Description



2

In Phase 5, the AI converts validated scope and pricing evidence into a proposal-ready BOM and costing sheet. Every line item is organized into a structured customer-facing cost breakdown with traceable totals

Item	Description	Category	Qty	UOM	Unit Price (USD)	Extended Price (USD)	Source
I	Sample Conditioning System — Filter, Cooler, Pump, Manifold	Sample Conditioning	3	EA	\$8,200.00	\$24,600.00	xlsx
II	Factory Acceptance Test (2-day witnessed FAT)	Testing & Inspection	1	LOT	\$4,200.00	\$4,200.00	xlsx
III	Installation Supervision & On-Site Startup / Commissioning (5 days on-site)	Field Services	1	LOT	\$7,800.00	\$7,800.00	xlsx
IV	Analyzer Shelter — Climate-Controlled, NEMA 4X, 8x10 ft	Shelter / Enclosure	1	EA	\$42,900.00	\$42,900.00	xlsx
V	Engineering — P&IDs, Loop Sheets, Site Survey	Engineering Services	1	LOT	\$19,200.00	\$19,200.00	xlsx
VI	Extractive Continuous Emission Monitoring Analyzer (CO/CO <sub>2</sub> )	Analyzer Hardware	3	EA	\$36,636.60	\$109,909.80	xlsx
VII	First Year Preventive Maintenance Agreement	Service Agreement	1	LOT	\$4,200.00	\$4,200.00	xlsx
VIII	Modbus/DCS Interface Module & I/O Termination Panel	Communications / I/O	1	EA	\$5,800.00	\$5,800.00	xlsx
IX	Process Interface Connections & Block Valve Assembly	Process Interface	3	EA	\$2,100.00	\$6,300.00	xlsx
X	Recommended Spare Parts Kit (2-year supply)	Spare Parts	1	LOT	\$3,490.59	\$3,490.59	xlsx
XI	Trace-Heated Sample Transport Tubing & Insulated Cabinet	Sample Transport	1	LOT	\$6,500.00	\$6,500.00	xlsx
PROPOSAL TOTAL (USD)						\$574,000.00	

Revive AI can generate supplier emails to confirm current pricing. This helps validate quotes before the proposal is finalized

EMAIL 2

Dear [CRITICAL: Vendor Contact Name — JPR Solutions primary contact name not provided in source documents],

I hope this message finds you well. I am reaching out on behalf of Yokogawa Corporation of America to request a formal vendor quotation in support of a budgetary proposal we are currently developing for the following project:

**End User:** Valero Refining Co **Site / Facility:** Valero Wilmington Refinery — FCC Unit, 1651 Alameda St, Wilmington, California 90748 **Project Name:** Valero Wilmington FCC Flue Gas CO Analyzer  
**YCA Proposal No.:** 01314200 Rev. 0 **Bid Due Date:** 6 February 2026

# Product Description



2

**Phase 7 — Proposal Complete**  
Polished customer-ready final document

Notes | Edit | Download Proposal | Edit Annotations | Save as Go-By | Publish Revision | Review & Finalize | Verify Format | Debug Tables | Re-run

**PUBLISH CHECKLIST**  
7/8 gates

**REQUIRED**

- RFQ documents present *passed*
- Go-By template selected *passed*
- Vendor quotes ready *N/A*
- Proposal draft generated *passed*

**RECOMMENDED**

- BOM math verified *pending*
- Emails generated *passed*
- Final proposal assembled *passed*
- Final review complete *passed*

**RECEIVED DOCUMENTS LIST**

Document Number	Document Name / Description	Rev	Pages	Date Received
RFQ Notes.docx	RFQ Notes — Valero Wilmington FCC Flue Gas CO Analyzer (Scope of Work, Quote Information, Technical Requirements)	—	—	Feb 2026
TDLS Quotes for Gulf Coast FCC Flue Gas CO 00912847.pdf	Yokogawa Vendor Quote — TDLS8000 Equipment for FCC CO Application (Valero Wilmington)	00	4+	10 Feb 2026
Gulf Coast Beaumont - FCC CO - TDLS8000.pdf	Yokogawa Application Reference — TDLS8000 for FCC Flue Gas CO, Gulf Coast Beaumont	—	—	Feb 2026

Ask Revive AI to update or refine the proposal... Send

Phase 7 turns the generated content into a polished, customer-ready proposal

Users can review annotations, make edits, verify formatting, and finalize the document for delivery

# Product Description



2



Analytics gives the team visibility into cost variance, proposal strength, and pricing tradeoffs before submission

Users can compare planned versus actual costs, evaluate acceptance probability, and identify a more competitive price range

# Product Description



2

The screenshot displays the Revive AI Validation Report interface. At the top, there's a navigation bar with various action buttons like 'Export Report', 'Raw DOCK', and 'Download Electrical'. Below this, a 'Validation Report' section is visible, featuring a 'PUBLISH CHECKLIST' on the right side. The main content area is divided into several sections: 'Provenance', 'COVER FIELD SOURCES', 'PRICING SOURCES', 'PHASE CHAIN', 'TRACEABILITY FLAGS', and 'NEXT ACTIONS'. A red box highlights the 'Validation' tab in the top navigation bar, with a red arrow pointing to the explanatory text on the right. The report content includes details on source consistency, pricing, and phase coverage.

The validation report provides a clear view of proposal consistency, source coverage, and outstanding issues across phases

Users can trace key fields back to their sources, review validation flags, and understand what still needs to be resolved before delivery

# Proposal workflow Demo



**Revive RFP to Bids**

Revive AI

Note: This proposal exceeds the \$150,000.00 target sale price. This gap will be resolved through commercial negotiation, quantity/scope adjustment, or discount application in a later proposal stage. This budgetary proposal does not represent a firm price commitment.

[REMOVED] items 7 are beyond the increased vendor quote may include additional accessories (e.g., purge air panels, Ethernet cabling, test stands, or a 1P8881 Utility Panel). These are referenced here. See the full quote with Yolegave specifications expanded prior to firm proposal issue.]

### SECTION 3 – SYSTEM DESCRIPTION

#### Scope Summary

The proposed system comprises the following major elements:

- I. TDL58000 Tunable Diode Laser Spectrometer — CO Analyzer (Qty: 3) A. HW8000 HMI Interface Unit (Qty: 1) B. JF8000 Isolation Flange Sets (Qty: 3) K. 500-LU Interconnect Cable Sets (Qty: 3 x 10 m) K. Project Execution — Engineering, P&ID, and Documentation V. System Testing — Factory Acceptance Test (FAT), Shipping Preparation

#### I. TDL58000 Tunable Diode Laser Spectrometer — CO Analyzer

The TDL58000 is an in-situ, cross-duct tunable diode laser absorption spectrometer designed for continuous measurement of CO concentrations in harsh industrial process environments. For this application, three (3) TDL58000 units are configured for Carbon Monoxide (CO) measurement at the FCC outlet flue gas stream. The three analyzers are arranged in a 2-out-of-3 (2oo3) voting architecture to provide the safety signal required for automatic de-energization of Diesel engines upon CO detection.

#### Model Code Breakdown — TDL58000:

Position	Code	Description
Base Model	TDL58000	

**Activity Log**

Generating proposal...

- 2024-10-24 10:00:00 - Searching date passed (application)
- 2024-10-24 10:00:00 - Accessed to Phase 4 - Proposal Draft
- 2024-10-24 10:00:00 - Phase 1 complete - 3/8 gated pricing
- 2024-10-24 10:00:00 - Sending Phase 4 request to server
- 2024-10-24 10:00:00 - PD-88 Phase 4 draft (Proposal Draft)
- 2024-10-24 10:00:00 - Assembled draft from verified truth
- 2024-10-24 10:00:00 - Calling Vendor (include-reveal-4-8)

App Revive AI to create or refine the proposal...

**PUBLISH DRAFT LIST**

- 3/8 gated

**REQUIRED**

- RFQ documents present
- Go-By template selected
- Vendor quotes ready
- Proposal draft generated

**RECOMMENDED**

- BOM truth verified
- Drafts generated
- Final proposal assembled
- Final review complete

**Watch on YouTube**

# Why Proposal Teams Choose Us

## Intelligent Bid Requirement Capture

*Turn RFQs, specs, datasheets, standards, and commercial terms into a structured bid requirement set*

- ✓ Technical scope across process, mechanical, electrical, controls, and packaged systems
- ✓ Vendor documents, standards, scope splits, and compliance requirements
- ✓ Faster alignment between technical and commercial review

## Vendor, Standards & Strategy Alignment

*Align each bid with your standards, preferred vendors, design basis, and approved alternatives*

- ✓ Compare technologies, approved vendors, and package options faster
- ✓ Expose deviations, exclusions, and qualification gaps
- ✓ Standardize decisions across bid, engineering, supply chain, and commercial teams

## Margin & Risk Visibility

*Surface the issues that erode win rate, margin, and execution confidence before you commit*

- ✓ Scope gaps, assumptions, missed tags, and interface risks before submission
- ✓ Lead-time, supply-chain, subcontractor, and execution exposure
- ✓ Commercial qualifiers, compliance gaps, and delivery risk

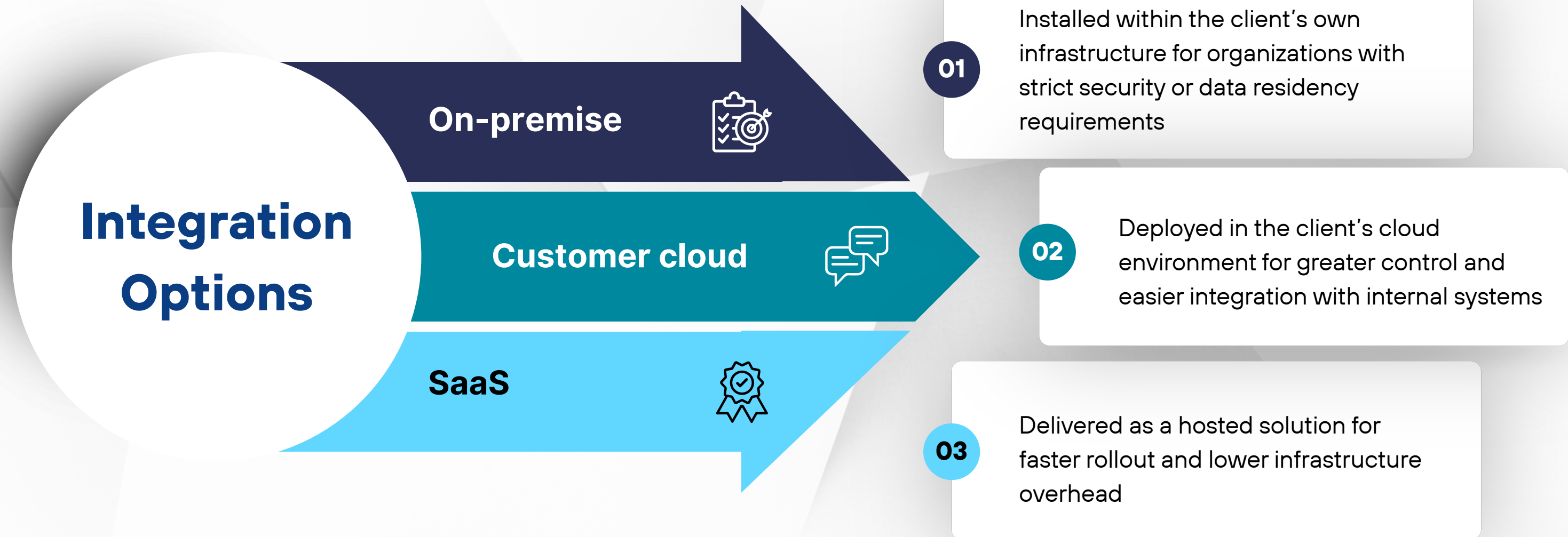
## Automated Bid Package Generation

*Generate faster, more consistent bid packages for internal review and customer submission*

- ✓ Technical bid summaries and compliance matrices
- ✓ Vendor comparisons, clarifications, and deviation logs
- ✓ Scope breakdowns, equipment lists, and executive-ready outputs

# Deployment & Integration Options

Revive AI Contract Manager can be deployed in the model that best fits the client's IT, security, and compliance requirements:



# About us



Revive AI started with a question: how do you build AI that never hallucinates?

## LLM-Assisted Translation and Bounded Model Checking of Python Code

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**Abstract.** Formal verification of Python programs remains challenging due to the language's dynamic nature and rich semantic constructs. We present an approach that combines Large Language Models (LLMs) with Bounded Model Checking (BMC) to verify Python code. Our system uses an LLM to translate Python programs into C code suitable for formal verification using ESBMC, enabling the detection of critical bugs, including arithmetic overflows, array bounds violations, and concurrency errors. We evaluate our approach on a benchmark of 23 carefully designed Python programs with planted bugs representing common verification challenges. The LLM orchestrator successfully detected all planted bugs by iteratively coordinating static, dynamic, and formal verification tools. Our results demonstrate that LLM-assisted translation can make mature C verification tools accessible for Python code analysis, though the current evaluation is scoped to programs of 15–50 lines with bounded loops and statically-sized data structures, a practical limit driven by ESBMC verification times rather than a fundamental BMC constraint.

**Keywords:** Formal Verification · Bounded Model Checking · Python · Large Language Models · Code Translation

We found the answer in formal verification – mathematical methods used to prove software correctness in aerospace and safety-critical systems.

Our research, published with NASA scientists, showed how AI can assist in verifying complex code. Then we asked: where else do people need verified accuracy? Where does one mistake cost millions?

Now we apply these same verification principles to real industrial problems: parsing 300-page RFQs where a missed requirement becomes a \$340K change order, monitoring SCADA systems where false alarms waste time and missed anomalies cause shutdowns.

We're building AI for the industries where mistakes are expensive – and quality is non-negotiable.

# Founding Team

Our team is combining deep expertise in AI, infrastructure, and product development with a proven track record of delivering impactful solutions



**Shivkumar Shivaji**

- **Ph.D. in Computer Science** from the University of California, Santa Cruz
- **25+ Years of Expertise:** Extensive experience in software development, machine learning, and Agentic AI.

#### **Proven Innovator:**

- Built a machine learning platform for predicting and analyzing storage performance at Western Digital.
- Developed an Agentic AI solution for Fortune 400 companies to enhance code quality and security through automated unit test generation.
- Holds a patent for storage anomaly detection (Patent No. 10372524), showcasing expertise in efficient monitoring of large-scale storage systems.

#### **Co-founder and CTO in:**

- Crowdscience (acquired by Yume)
- PatternEQ (acquired by Western Digital)
- AutonomIQ (acquired by Sauce Labs)



**Natalia Lobakhina**

- **PhD in Economics, Master of Psychology**
- **15+ Years of Expertise** in entrepreneurship, business consulting, and technology startup acceleration

#### **Proven Expertise:**

- Launched and accelerated over 70 IT projects, securing funding for 20+ startups from commercial and government investors.
- Developed and implemented methodologies for assessing innovative potential and startup sustainability
- Lead consultant for business valuation, sales development, and growth strategy for fast-scaling companies and startups.

#### **Specializations:**


- Startup acceleration, technology commercialization, business investment and scaling, innovation management, strategic development, team and talent development.


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