

# AI readiness partner overview

A defined ten-day review for federal subcontractors with 75 to 300 employees.

## Why now

Large primes now write AI rules into their supplier terms. Lockheed Martin, Northrop Grumman and L3Harris 2026 terms limit what information can go into AI tools, and depending on the prime require written approval before AI use, an inventory of AI systems, or traceability of AI-generated content on request. Your team is already using AI. The question is whether you can show, use by use, that it fits the terms on your purchase orders.

## What your client receives

A reviewed AI use register. A verdict for each use (OK, OK with limits, Stop or Needs verification) with its reason. A fix list with owners and dates. Vendor records, an acceptable use policy fitted to your tools, an evidence report and a two-page AI use summary you can send when a prime asks.

## What your practice receives

A defined, fixed-scope engagement your client can start in days, an organized record your team can build on, and a clear line between documentation work and the specialist review your practice provides. Your practice keeps the client relationship. Referral arrangements are agreed in writing before any client information is shared.

## How the review works

Days 1 to 3: discover and map. Days 4 to 7: review and decide. Days 8 to 10: document and hand over. Findings come from what your team reports and the records you share, reviewed against your contract and purchase order terms.

## Who leads it

Marc Estinville, founder of Kendrake, spent a year supporting the Department of Defense Chief Digital and AI Office on its Responsible AI Toolkit. PMP, MBA, Six Sigma Black Belt.

## Scope and fee

Fixed scope and fee agreed before kickoff.

## Start a conversation

Request a 20-minute call at <https://kendrake.com/book/>. Use metadata only; never send government data, CUI, prompts, model outputs or contract text.

Scheduling: <https://calendly.com/kelynto/kendrake-ai-readiness-conversation>