

GALORATH

Lunch & Learn: AI for Estimation

Dynamic, Agentic Operational Intelligence for
Cost, Schedule, and Risk Estimation and Analysis

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A short intro...

- Chief Strategy Officer, Galorath Incorporated
- 30+ years leading AI, software, and digital transformation initiatives across defense and commercial
- M.A. thesis: Award-winning study on AI in higher education and communication



State of the Industry Report

60%

of companies to **incorporate AI tools into their operations** by the middle of 2026.

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State of the Industry Report

13%

of employees have received some
form of AI training.

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Key Disconnect

Leadership/Executives

Process inefficiencies

Design/Cost Professionals

Data quality + outdated tools

The Promises of Estimation-Centric AI

Automation

Rigor and Speed

Traceability

Address the Mundane

Let's define a few terms

Generative AI	Natural language to structured outputs. LLM-powered estimation logic. Traceable, source-backed results.
Agentic AI	Modular AI agents for specific tasks. Human-in-the-loop decision support. Scalable, explainable, fast.
Retrieval-Augmented Generation (RAG)	Real-time document & data retrieval. Source-linked AI responses. Instant access to verified knowledge.
Automated Prompt Engineering (APE)	Plain language input, expert output. Context-aware prompt refinement. Reduces hallucination, increases accuracy.
Contextual Agent Activation (CAA)	Auto-selects the right AI agent(s). Understands prompt context. No manual agent selection required.

ECAI in Practice

SEER Estimation Suite

Predictive Analytics for Enterprise Operational Intelligence

SEER for Hardware (SEER-H)

Estimates cost, schedule, and risk for hardware systems across development, production, and sustainment.

SEER for Software (SEER-SEM)

Forecasts software effort, cost, and schedule based on size, reuse, staffing, and lifecycle risk.

SEER for Manufacturing (SEER-MFG)

Generates manufacturing cost estimates based on part geometry, process steps, and material specifications.

SEER for Information Technology (SEER-IT)

Models IT project cost, personnel and labor requirements, and schedule for infrastructure, integration, and on-prem/cloud deployments.

SEER for Space (SEER-SPACE)

Estimates cost, schedule, and risk for spacecraft, satellites, and launch systems.

SEER Specialized Extensions

Tailored extensions for advanced project modeling

- SEER for MS Project
- SEER-3D (SEER-MFG)
- SEER for CATIA (SEER-MFG)
- SEER-IC (SEER-H)
- SEER-EOS (SEER-H)
- SEER-SYS (SEER-SPACE)

SEERai

Agentic AI for Actionable Insights for Cost, Schedule, & Risk

Fully integrated with SEER, or deployed independently, with Contextual Agent Activation

Estimation Agent

Automates early-stage estimation by turning program descriptions into structured outputs and WBS sizing, increasing speed, improving traceability, and reducing rework across engineering, cost, and proposal teams.

RFP Agent

Accelerates proposal workflows by reading and classifying RFPs, mapping responses to prior content, and generating first-draft answers—freeing teams to focus on strategy, not assembly.

2D/3D-to-Cost Agent

Transforms CAD files and engineering drawings into cost-relevant model inputs—streamlining hardware and manufacturing estimation and reducing manual translation between design and cost.

Software Sizing Agent

Converts user stories, architecture documents, and planning narratives into functional software sizing estimates, bridging requirements with SEER-SEM models and improving early-phase planning accuracy.

Competitive Bid Agent

Simulates competitive bid scenarios by analyzing internal cost models, external benchmarks, and historical outcomes, enabling pricing strategies that improve win probability and align with program goals.

Risk Assessment Agent

Surfaces hidden risks from historical data, program documents, and contract language—supporting proactive mitigation and reducing downstream surprises in cost and schedule.

Market Intelligence Agent

Surfaces past pricing, vendor history, and real-time market signals to inform should-cost strategy, sourcing decisions, and competitive positioning.

Strategic Sourcing Agent

Enables side-by-side comparisons of suppliers, pricing, and procurement options, optimizing sourcing decisions, and accelerating should-cost negotiations at scale.

Knowledge Capture Agent

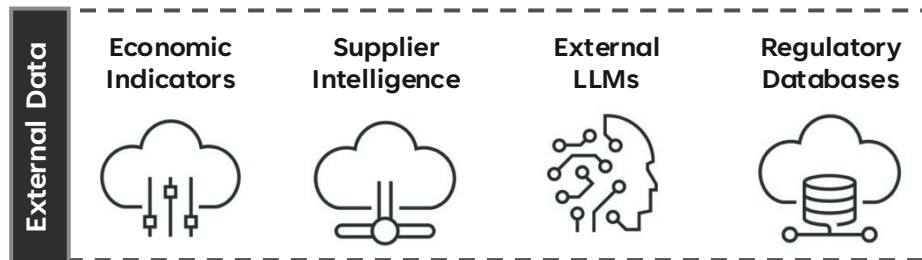
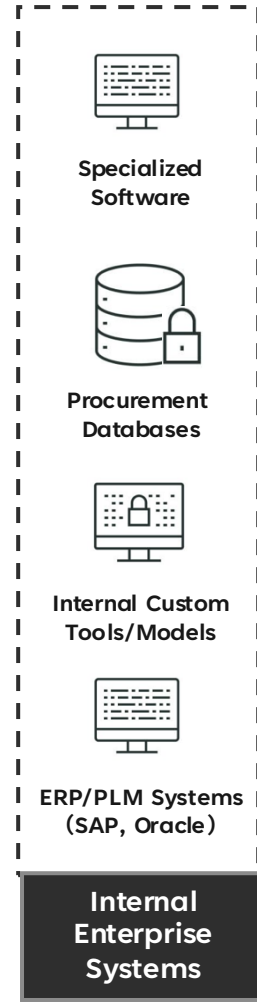
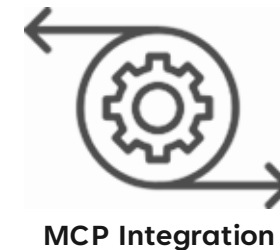
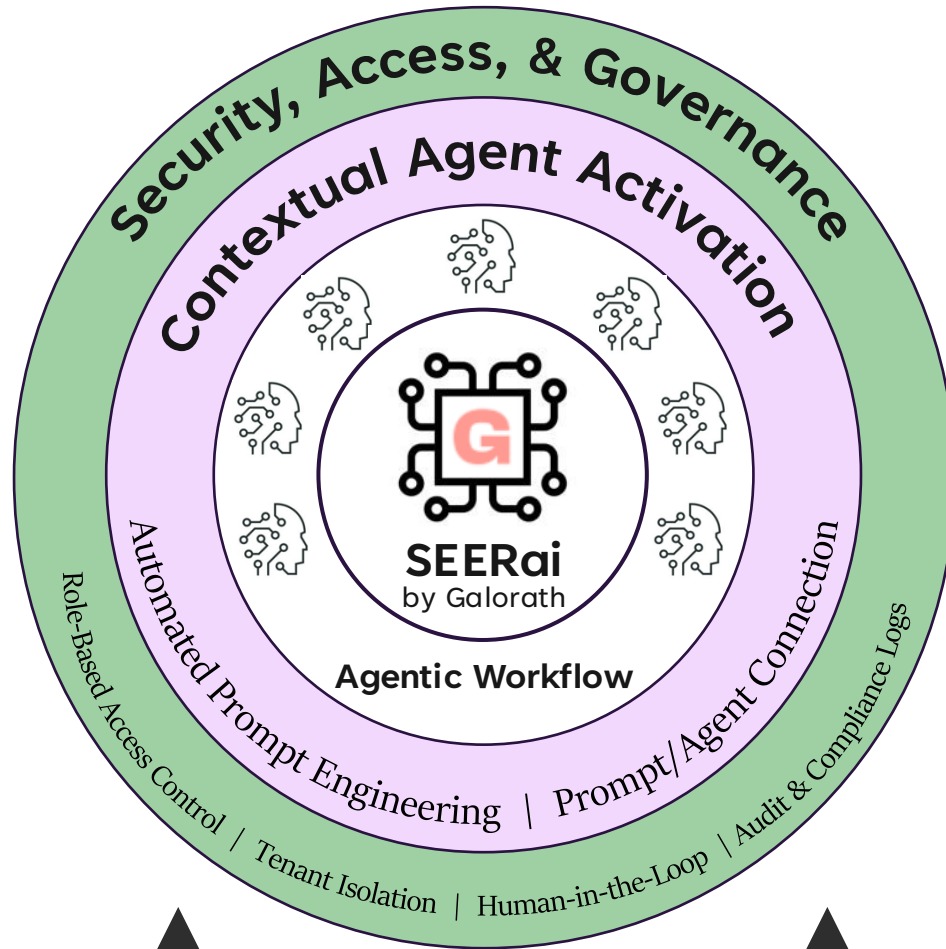
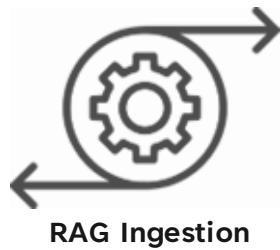
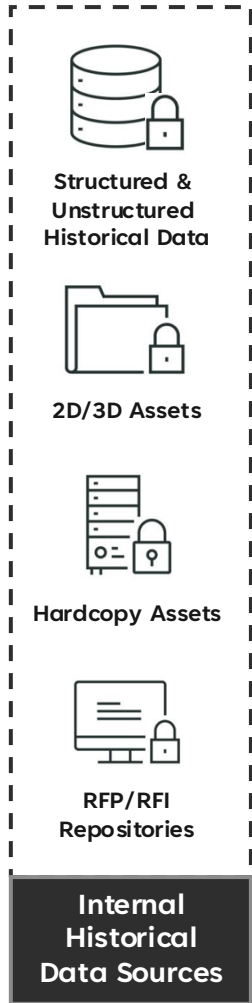
Interviews subject matter experts over multiple sessions to capture and structure domain knowledge, preserving critical expertise as reusable data for continuity, onboarding, and consistent estimation practices.

SEER Help Agent

Accelerates onboarding and platform adoption by guiding users through SEER logic, workflows, and cost modeling assumptions—reducing support needs and shortening time to confidence.

Deployment Options

- Supports secure, isolated tenant deployment
- Deployable as a SEER-integrated solution or a standalone agent suite
- CUI-ready architecture designed to operate in NIST 800-171-aligned environments
- Compatible with self-hosted, private cloud, air-gapped, or hybrid infrastructures



Let's address the top three questions...

“Why wouldn't I just use ChatGPT or ChatGPT Enterprise?”

“AI is constantly shifting. How do I know how to select the 'right' solution?”

“Integrate historical data? No way. That's insecure.”

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Enough! Let's see it...

The Promises of Estimation-Centric AI

- RFI/RFP intake and clause mapping
- WBS/BOM generation
- 2D/3D-to-cost estimation
- Knowledge capture and retrieval
- Should-cost modeling
- Price exploration and competitor positioning
- Supplier cost and risk analysis
- Staffing projections
- Design-to-cost and DFM reviews
- Parametric cross-checking
- Re-baselining and variance analysis
- Audit preparation and traceability
- Software sizing and agile planning

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SEERai Demo/Walkthrough

Quantitative Impact of Estimation-Centric AI (early results)

Cycle Time Reduction

40-60%

Accuracy + Historical

\$130M US
in net-new ARR

Productivity Increases

30-40%

Enterprise Benefits & Impact

- Faster Access to Structured Understanding
- Improved Review Behavior and Cross-Functional Alignment
- Greater Continuity and Onboarding Capability
- Reduced Time Spent Reconstructing History
- A Trend Toward More Predictable Estimation Cadence

Advice for those taking the plunge

- 1 Establish an internal commitment
- 2 Start an internal dialogue
- 3 Provide training at all levels
- 4 Be prepared to adjust course
- 5 Keep a human in the loop

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Q&A