



FedShredder

Verification Methodology

FedShredder LLC · Proposal Operations Matrix Sprint · intake@fedshredder.com · <https://fedshredder.com>

How we QA every citation

Every matrix row gets an automated citation check against text extracted from ingested solicitation PDFs. Status columns show what passed strict matching, what needs formatting review, and what requires human follow-up.

AI-assisted source selection and protests

Industry panels now treat **agency use of AI in proposal evaluation** as a when-not-if issue. A common failure mode: a disappointed bidder protests because the record lacks sufficient **human in the loop** or a transparent verification trail.

FedShredder matrices are built for that record:

- Every row ties to a **source document and page** in the solicitation package you uploaded.
- Rows that do not auto-confirm stay in a **human review queue**—not hidden as pass/fail marketing.
- Deliverables include downloadable **manifest and verification report** artifacts for counsel and capture leadership review.

This is **citation defensibility**, not a claim that FedShredder predicts evaluator scores or prevents protests.

It is not:

- Overall matrix accuracy
- Proposal readiness
- Evaluator acceptance probability

The automated check confirms whether:

1. The cited excerpt
2. From the cited source file
3. Could be automatically re-located in extracted PDF text
4. Using deterministic matching rules

Federal PDFs frequently contain OCR defects, broken spacing, encoding corruption, line-wrap artifacts, and formatting inconsistencies. These reduce strict automated match rates even when the citation is directionally correct.

Citation QA status (sample 140G0326R0003)

Status	Count	Meaning
Auto-confirmed	121	Citation and source anchor automatically confirmed in ingested PDF text.
Formatting review	78	Directionally correct citation; automated matching affected by PDF extraction artifacts. Human review required before submission use.
Human review	13	Could not confidently match against extracted text. Surfaced for operator review—not hidden.

Process (per matrix row)

1. Identify the source document.
2. Normalize the cited excerpt.
3. Search extracted solicitation text for the excerpt.
4. Categorize by QA outcome—conservative checkpoint, not a marketing confidence score.

Strict automated match rate (audit detail): 61% — 121 programmatic matches ÷ 199 source-anchored rows · 13 gap rows excluded from denominator · does not measure overall matrix accuracy or proposal readiness.

Human review

FedShredder establishes a defensible, source-linked requirements baseline before drafting begins. Automated citation QA is one checkpoint; rows that do not auto-confirm are surfaced for operator review before submission use.

Sprint Lead: Luke P., Capture Operations Lead

Compliance QA: Mathias P. — 20+ yrs security & compliance (Concur, SAP, Microsoft)

Escalation: intake@fedshredder.com · Luke P. · one business day response target

Operator workarounds we replace

Pattern	Manual workaround	FedShredder
Amendment drops	Rebuild entire Excel shell	UNCHANGED / MODIFIED / NEW / DELETED delta refresh
Generic AI tools	Revert to highlight-and-copy	Citation QA + human review queue per row
AI-assisted eval	Rebuild traceability before gold team	Source document + page on every row; manifest export

Panel anchor: Jeff Koses (GSA/OFPP): outcome-based eval and faster decisions still require a defensible compliance record when delivery narrative thins.

Human QA required on all final deliverables. FedShredder establishes a verified, source-linked requirements baseline before drafting begins.