



Tradewinds Solutions Marketplace FAQ

**A QUICK START GUIDE TO
ACCELERATED PROCUREMENT
FOR FEDERAL ACQUISITION**

Tradewinds Solutions Marketplace FAQ: Finding and Buying Innovative Solutions for Procurement Officers

QUICK START GUIDE FOR FEDERAL ACQUISITION

This guide will show you how simple it is to discover, evaluate, and procure innovative tech solutions using the Tradewinds Solutions Marketplace. We'll use Alpha Omega's DELTA AI code modernization platform as an example throughout.

ABOUT TRADEWINDS SOLUTIONS MARKETPLACE

What is the Tradewinds Solutions Marketplace?

Tradewinds is the CDAO's (Chief Digital and AI Office) Acquisition Ecosystem, built to disrupt traditional acquisition and procurement processes and enable the delivery of emerging technology solutions across the Department of Defense (DoD). It serves as the platform for learning, acquiring, and delivering cutting-edge technology.

Who qualifies for access?

Government personnel with .mil or .gov email addresses interested in evaluating or procuring technology solutions qualify for a Government account. This includes acquisition centers and contracting offices.

How do I register?

Visit: <https://cdao.appianportalsgov.com/tradewinds-user-registration>

You'll receive an email to set up your username and password when activated.

FINDING SOLUTIONS IN THE MARKETPLACE

Where can I find solutions in the marketplace?

1. Go to [Https://www.tradewindai.com/solutions-marketplace](https://www.tradewindai.com/solutions-marketplace).
2. Use the search bar to find specific vendors or solutions.
3. Apply filters by category (e.g., AI/ML, DevSecOps) to narrow your options.
4. Each listing includes solution overview, technical documentation, and contact info.

 **EXAMPLE: To find Alpha Omega's DELTA AI, search for "Alpha Omega" to view their code modernization solution.**

What's included in a solution listing?

- Summary of the solution (e.g., DELTA AI's capability to modernize legacy code)
- Video demos and pitch decks.
- Direct contact information for Alpha Omega.
- Procurement pathways and contracting suggestions.
- Estimated timelines and delivery options.

WHY CHOOSE TRADEWINDS OVER TRADITIONAL PROCUREMENT

Three words: Speed, Flexibility, Innovation.

- ✓ FASTER than GSA or SAM.gov
- ✓ ACCOMMODATES non-traditional vendors
- ✓ PURPOSE-BUILT for emerging tech like AI, code modernization, and zero-trust security

This is why vendors like Alpha Omega choose to offer solutions like DELTA AI through Tradewinds—they can meet agencies where they are, faster and smarter.

STARTING THE PROCUREMENT PROCESS

How do I begin the procurement process?

1. REVIEW the solution on Tradewinds
2. SCHEDULE a demo or technical discovery call with the vendor.
3. WORK with your Contracting Officer to explore OTA or traditional FAR-based pathways
4. LEVERAGE Tradewinds support and guidance for choosing the right acquisition approach

✦ **EXAMPLE: Once you've reviewed DELTA AI on Tradewinds, reach out to Alpha Omega directly to schedule a demo.**

How long does procurement take?

Tradewinds is designed to cut months off typical acquisition timelines. Many buyers go from demo to contract in under 90 days. DELTA AI can be scoped, priced, and prepared for implementation within this timeframe.

✦ **EXAMPLE: DELTA AI can be scoped, priced, and prepared for implementation in that window.**

PLANNING AND EXPLORATION

My agency isn't ready to modernize today. Can we still explore?

Absolutely. We're here when you're ready. Whether you're planning your FY25 roadmap or just exploring, vendors are happy to answer questions, share lessons learned, and help you prepare. Always verify with your security and legal teams before making final decisions.

What if I don't see a solution that fits my need?

No problem! The Marketplace is evolving fast.

- New solutions are added frequently.
- You can submit interest areas or reach out to Tradewinds directly.
- Vendors may be able to point you to partners or custom solutions that are a better fit.

✦ **EXAMPLE: If DELTA AI isn't a fit, Alpha Omega may be able to point you to partners or custom solutions.**

We're here to help you modernize procurement just like we modernize code. Visit our [DELTA AI solution page](#), the [Tradewinds Solutions Marketplace](#) or email us at delta@alphaomega.com to get started.

MODERNIZE.
BUILD. SECURE.



ALPHA OMEGA

CREATING NEW POSSIBILITIES