

THE SAINTH

Elite AI Advisory

Discovery Call Preparation Guide

For Federal Government Agency Leads

Prepared for prospective clients exploring AI advisory and implementation support

ABOUT THIS GUIDE

This guide is designed to help federal agency leads prepare for a productive first conversation with The Sainth. Our discovery calls are confidential, senior-led, and scoped to understand your agency's unique AI challenges, opportunities, and priorities — not to pitch services.

Plan for 30–45 minutes. No presentation or preparation is required, but reviewing this guide in advance will help ensure we make the most of your time.

CALL LOGISTICS

Format	Virtual (secure video or phone) — link provided upon scheduling
Duration	30–45 minutes
Led by	Brittney Hannah, Founder & CEO, The Sainth
Purpose	Mutual exploration — not a sales pitch
Confidentiality	All information shared remains strictly confidential
Next steps	Mutual decision on fit; proposed engagement summary if appropriate

WHO WE ARE

The Sainth is a selective, senior-led AI advisory firm. We partner with a limited number of organizations at a time to ensure every engagement is intentional, deeply tailored, and executed at the highest level of quality.

We support federal agencies across six core service areas:

- **AI Strategy & Vision** Aligning AI initiatives with agency mission and executive priorities
- **AI Literacy & Enablement** Building workforce confidence and organizational AI readiness
- **AI Office & Governance** Establishing structures, policies, and oversight at scale
- **Go-to-Market Strategy** Positioning and communicating AI capabilities internally and externally
- **Ethical AI & Security** Ensuring responsible, trustworthy AI deployment
- **Advisory & Frameworks** Custom strategic engagements and decision-support frameworks

BEFORE THE CALL — HELPFUL TO CONSIDER

You don't need formal answers to these questions — simply thinking through them will help focus our conversation:

- What is driving your agency's interest in AI advisory support right now?
- Are there specific mission areas or programs where AI is being piloted or considered?
- What AI governance or policy gaps have leadership identified?
- Is there an existing AI strategy, roadmap, or working group in place?
- What does success look like for your agency in the next 12–18 months around AI?
- Are there procurement constraints or contracting vehicles we should be aware of?
- Who are the key stakeholders involved in AI decisions at your agency?

WHAT TO EXPECT DURING THE CALL

Our discovery calls are structured conversations, not presentations. Here is what we typically cover:

1. Introductions and brief context on your agency's current AI landscape
2. Your priorities, challenges, and what prompted this conversation
3. An overview of how The Sainth typically engages with federal clients
4. Discussion of relevant service areas and potential scope
5. Contracting and procurement considerations (vehicles, timelines, compliance)
6. Mutual discussion on fit and recommended next steps

QUESTIONS YOU MAY WANT TO ASK US

- **What federal agencies or programs have you supported?**
- **How do you approach FedRAMP, FISMA, or other compliance considerations?**
- **What contracting vehicles do you currently hold or support?**
- **How do you handle classified or sensitive program environments?**
- **What does a typical engagement look like in terms of structure and deliverables?**
- **How do you measure and report outcomes for your clients?**

A NOTE ON FEDERAL CONTRACTING

The Sainth works with federal clients through a variety of procurement pathways. We are familiar with the unique requirements of federal acquisition, including sole-source justifications, teaming arrangements, and existing contract vehicles. We are happy to discuss specific contracting needs during or after your discovery call.

For agencies exploring teaming or subcontracting arrangements, information on our capabilities statement is available upon request.

SCHEDULE YOUR DISCOVERY CALL

Ready to connect? Reach out directly to schedule your confidential discovery call.

Brittney Hannah, Founder & CEO

brittneyhannah@thesainth.com | +1 571 348 3991 | www.thesainth.com

© 2026 The Sainth. All rights reserved. This document is confidential and intended solely for the recipient.