

# America's AI Action Plan – From Pillar to Practice

## What AI Vendors and Public-Sector Partners Need to Know Now

### Executive Summary: 3 PILLARS. 1 MISSION.

The [America's AI Action Plan](#) passed on July 23, 2025, in response to [Executive Order 14179](#), “Removing Barriers to American Leadership in Artificial Intelligence” sets the stage for the next decade of federal AI adoption. For vendors, this means new compliance requirements, faster procurement pathways, and expanded funding in key mission areas. Success in this landscape will require alignment with evolving compliance standards, readiness to support public-sector modernization, and the ability to navigate a market increasingly shaped by infrastructure investment, international demand, and federal content.

Pillar Priorities	What It Means for Vendors
<b>Responsible AI</b>	Your solution must have bias mitigation, explainability, and risk documentation baked in. Expect to provide model cards and audit logs.
<b>Secure AI Infrastructure</b>	There is increased demand for AI that is accurate, transparent, and tailored to agency missions, especially in sensitive domains where interpretability and security are paramount.
<b>Workforce Development</b>	Opportunity for training-as-a-service or tooling that helps agencies build AI literacy and skills.
<b>Procurement Reform</b>	There is an emphasis on faster RFP timelines, standardized clauses, and expanded use of OTAs and BPAs for AI projects.

### Timeline: KEY DATES AND MILESTONES



### Path to Alignment: READY TO DEPLOY?

As federal agencies implement the 2025 American AI Action Plan, vendors must first focus on meeting foundational compliance requirements. This includes aligning offerings to new standards around **interpretability**, **security**, and **ideological neutrality**, and preparing for potential testing and evaluation by the Center for AI Safety and Infrastructure ([CAISI](#)).

## Pillars in Practice: ACTION STEPS FOR VENDORS

The America's AI Action Plan signals a fundamental shift in the federal AI landscape, centered on **de-risking innovation** and **accelerating deployment**. It redefines how agencies will adopt, evaluate, and procure AI solutions across all sectors.

Drawing from all three pillars of the American AI Action Plan, we've pulled the key priorities that solution providers need to know to align, compete, and lead in the evolving public sector AI market.

### 1. AI Must Be Apolitical

The Plan calls for removing references to DEI, misinformation, and climate change in federal AI standards and documentation, particularly within NIST's AI RMF.

#### PILLAR TO PRACTICE: VENDOR OPPORTUNITY

- ☑ Position your solution with language that focuses on objectivity, auditability, and transparency not ideological framing. Ensure all documentation and use cases reflect a neutral, utility-driven approach to AI.

### 2. Open-Weight & Open-Source Models Move Center Stage

The administration is encouraging federal adoption of open-weight models and improved access to compute for researchers and startups.

#### PILLAR TO PRACTICE: CARAHSOFT'S RECOMMENDATION

- ☑ If you're leveraging open-weight or hybrid AI models, now is the moment to spotlight them. Carahsoft can help position these offerings within agency-specific market segments, particularly where cost-efficiency and transparency are mission-critical.

### 3. Sandboxes & Sector Specific Pilots

Expect new regulatory sandboxes and Centers of Excellence aimed at accelerating sector-specific deployments in energy, agriculture, healthcare, and defense.

#### PILLAR TO PRACTICE: HOW TO PREPARE

- ☑ Build modular, adaptable demos ready for pilot environments. Start crafting GTM strategies focused on these sectors, emphasizing rapid deployment, low-code interfaces, and outcome-based metrics.

### 4. AI for the Workforce

A "worker-first" AI agenda will drive demand for platforms that support AI literacy, skilling, and upskilling.

#### PILLAR TO PRACTICE: VENDOR CALL TO ACTION

- ☑ Frame your training tools or user interfaces as part of a federal workforce transformation effort. Consider bundling skilling and adoption supports as part of your product offering.

### 5. Foundational & Translational Manufacturing

The plan identifies robotics, drone manufacturing, and automated science as key areas for federal investment and supply chain security.

#### PILLAR TO PRACTICE: INSIGHT FOR SOLUTION PROVIDERS

- ☑ Companies in AI-driven manufacturing, logistics, or robotics should expect R&D-focused solicitations. Get ahead by aligning with Buy American and Secure by Design standards early.

### 6. Data as a Strategic Asset

Federal agencies have been instructed to create minimum data quality standards, develop controlled access portals, and even explore whole-genome sequencing on federal lands to fuel AI model training.

#### PILLAR TO PRACTICE: NEXT STEPS FOR VENDORS

- ☑ Whether you're working in bioinformatics, geospatial intelligence, or synthetic biology, prepare to outline how your solution ingests, secures, and leverages high-quality, policy-compliant datasets.

### 7. From Research to Robustness

The plan emphasizes interpretability, reliability, and control, especially for national security-grade models.

#### PILLAR TO PRACTICE: FOR DEFENSE VENDORS

- ☑ Expect new funding rounds and solicitations that prioritize explainable AI, red-teaming, adversarial testing, and robust evaluation pipelines, particularly in defense, law enforcement, and intelligence markets.

## AI Readiness Checklist: MOVE EARLY, WIN FAST

The General Services Administration ([GSA](#)) is launching a centralized AI Toolbox, hosted on platforms like [Buy.GSA.gov](#) and [AI.gov](#). This initiative will serve as a go-to destination for federal buyers and vendors alike, housing guidance, templates, and best practices for responsible AI acquisition.

While the AI Action Plan promotes speed, innovation, and deregulation, vendors must still meet baseline compliance requirements. At Carahsoft, we're helping our partners and customers navigate this new compliance landscape, aligning solutions with frameworks like FedRAMP to ensure they're ready for high-impact, national security, and infrastructure-integrated deployments.

Here's a checklist to help ensure your solution is compliant and aligned with upcoming federal AI policies, regulations, and rollouts, including the GSA AI Toolbox launching in January.

### Embed Secure by Design principles

- ✓ Build security controls, audit trails, and safeguards against misuse.

### Deliver SBOMs and model transparency

- ✓ Provide clear Software Bills of Materials (SBOMs) and disclose dependencies.

### Ensure FedRAMP alignment

- ✓ AI services delivered via cloud must comply with [FedRAMP](#) baselines for federal deployment.

### Prepare for CMMC 2.0

- ✓ If targeting DoD or critical infrastructure, ensure your solution meets Cybersecurity Maturity Model Certification requirements.

### Anticipate CAISI oversight

- ✓ Be ready for possible review by the Center for AI Safety and Infrastructure (CAISI), which will evaluate high-risk and infrastructure-tied solutions.

### Align messaging with Pillar I priorities

- ✓ Emphasize innovation, objectivity, and open-weight capabilities across your GTM strategy.

### Create modular pilot offerings

- ✓ Prepare sandbox-ready deployments that support agency experimentation and quick-start evaluation.

### Strengthen data traceability

- ✓ Ensure your solution can demonstrate provenance, integrity, and secure access to training and operational data.

### Enable explainability and oversight

- ✓ Build in human-in-the-loop options and risk flags for frontier model deployments.

### Stay tuned to the Toolbox

- ✓ Monitor GSA and OMB updates to adjust your compliance and procurement strategy in real time

## Upcoming Events:

Stay up to date on upcoming AI events and opportunities by visiting our [AI Events Page](#). Explore webinars, trainings, and thought leadership sessions designed to help you connect, learn, and engage.

## Contact Us:

### AI Team Direct Line:

571-591-6040

### AI Sales Email:

[AIsolutions@carahsoft.com](mailto:AIsolutions@carahsoft.com)

### AI Marketing Email:

[AIVerticalMarketing@carahsoft.com](mailto:AIVerticalMarketing@carahsoft.com)

### See more from the Carahsoft Team:

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