(RAFT)

Small Business Success Story

Shubhi Mishra, J.D.

Founder and CEO

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INTRODUCTION

Shubhi

Mishra, J.D.

Founder & CEO

WHO WE ARE

300+
Employees
We're growing

90%
Prime Contracts
Solving the toughest problems

31
U.S. States Represented
Remote first

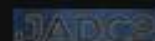**25+**
USG & DoD Agencies Served
and growing

14+
Products and Capabilities
Operational on IL-4 & IL-6

TS
Facility Security Clearance

(RAFT)

Modernizing The Future of Defense

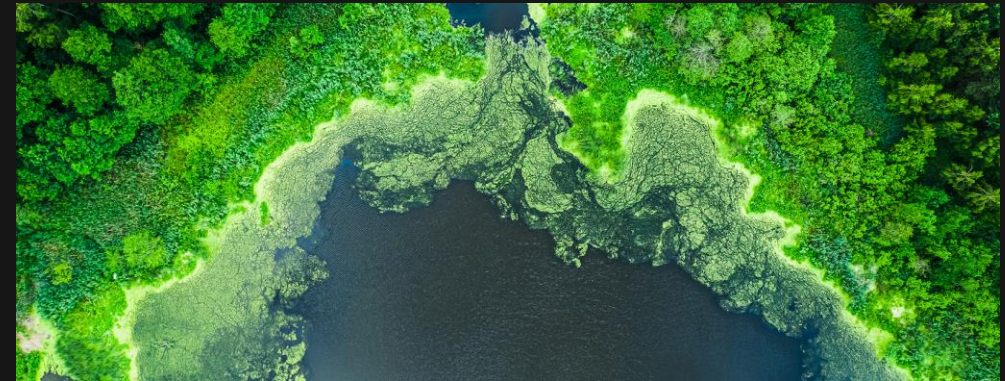The Leader in Autonomous Data Fusion and Agentic AI Solutions

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PROBLEM x SOLUTION

The Problem

- Modern warfare is driven by information overload, with vast amounts of unstructured, uncorrelated data remaining underutilized.

- The Department of Defense and national security agencies face challenges from legacy systems, stringent security requirements, and manual workflows that slow decision-making.

- Evaluating complex data sets for mission-critical operations requires significant human intervention, leading to delays and inefficiencies.

- Warfighters, acquisition professionals, and decision-makers need a solution that enables rapid, high-confidence decisions without costly and disruptive full system replacements.

Our Solution

- Raft is the leader in autonomous data fusion and Agentic AI, providing cutting-edge AI/ML and data solutions to drive mission success for the Department of Defense and national security organizations.

- Trusted by over 25 federal agencies, we enhance legacy systems and accelerate modernization with limited-language, voice-activated AI, enabling smarter, faster decisions from the tactical edge to headquarters.

- Our autonomous AI agents, powered by modular machine learning wrappers, deliver greater mission impact without the cost and disruption of full system replacements.

- By transforming complex data into actionable insights, we eliminate operational friction and data fatigue—ensuring mission-critical decisions on earth and beyond.

WHAT WE DO

Raft Data Platform

Bi-directional, COP-agnostic, low-latency data platform that integrates diverse data types to enhance situational awareness and decision-making from the edge to the enterprise.

AI Mission System

A lightweight, autonomous AI platform designed to fuse data, AI agents, and limited and large language models (LLMs) into a unified ecosystem, accelerating intelligence processing and seamlessly integrating into and enhancing legacy DoD systems without disruption.

Application Platform

Rapidly deploy mission critical applications on government networks while maintaining strict security and compliance standards and streamline development, security, and deployment—delivering mission-ready software at the speed of operations.
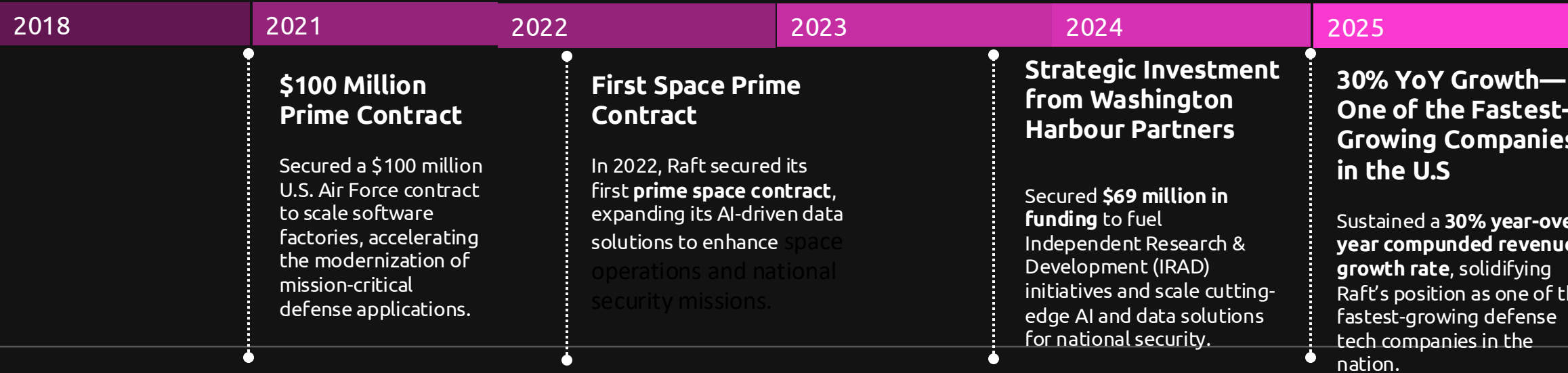
OUR STORY

Raft was Founded.

Shubhi Mishra, J.D., launched Raft with a bold mission: to tackle the hardest data and software challenges in the Department of Defense with relentless innovation and radical transparency.

USAF SBIR Phase 3 for Low-Latency Data Fusion

Advanced to **Phase 3 of the USAF SBIR program**, driving next-generation, real-time data platforms that power decision-making at the tactical edge.
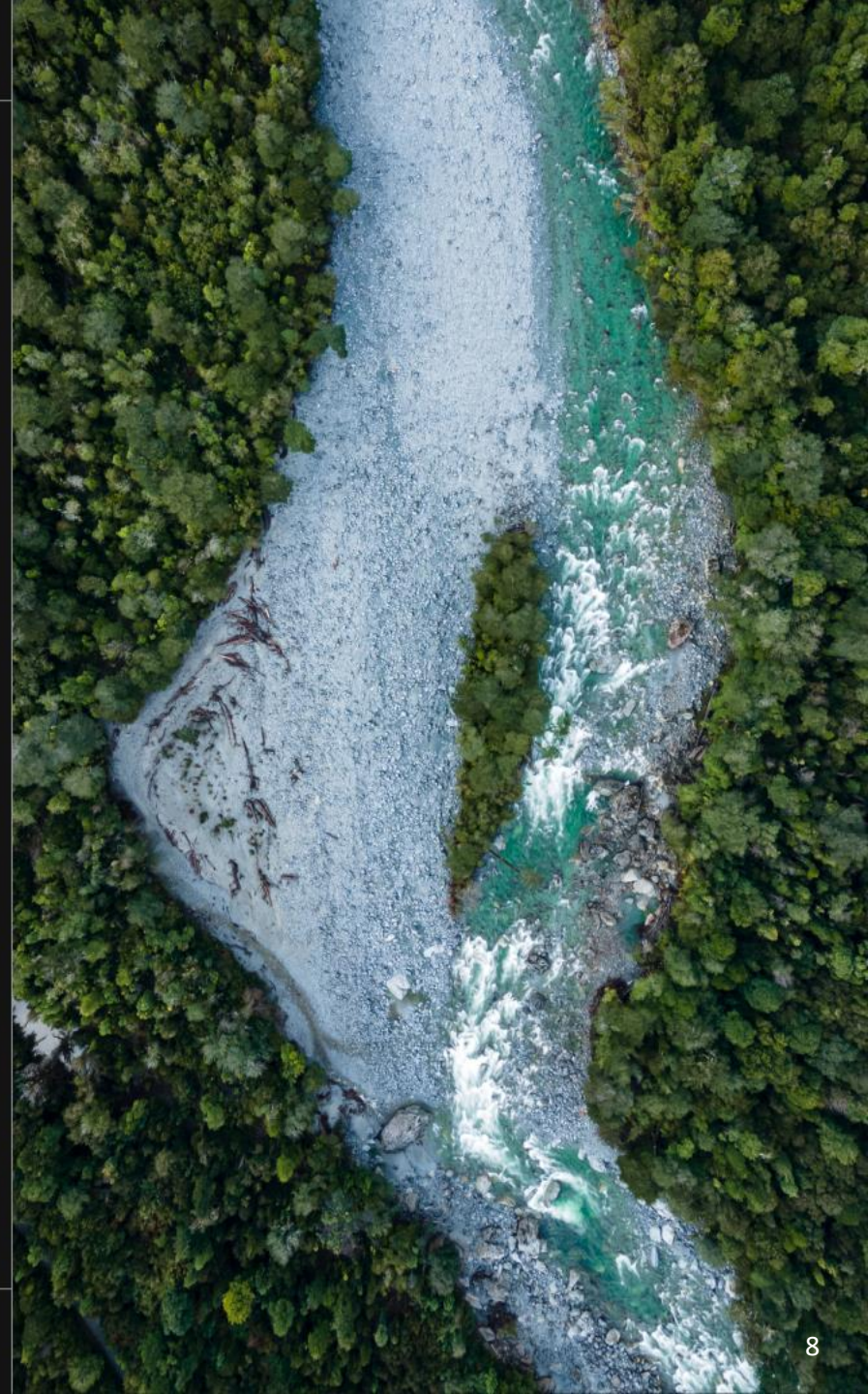
First Prime CYBERCOM Contract

In October 2024, Raft won its **first prime contract with U.S. Cyber Command**, delivering cutting-edge AI and cyber capabilities to strengthen national defense in the digital domain.

2018	2021	2022	2023	2024	2025

$100 Million Prime Contract

Secured a $100 million U.S. Air Force contract to scale software factories, accelerating the modernization of mission-critical defense applications.

First Space Prime Contract

In 2022, Raft secured its first **prime space contract**, expanding its AI-driven data solutions to enhance space operations and national security missions.

Strategic Investment from Washington Harbour Partners

Secured **$69 million in funding** to fuel Independent Research & Development (IRAD) initiatives and scale cutting-edge AI and data solutions for national security.

30% YoY Growth— One of the Fastest-Growing Companies in the U.S

Sustained a **30% year-over-year compunded revenue growth rate**, solidifying Raft's position as one of the fastest-growing defense tech companies in the nation.

WHAT WE DID RIGHT

- Mission-First, No Bureaucracy

- Always Be Subtracting

- Agility At Any Scale

- Requirement-Obsessed, Not Process-Obsessed

- Solve for the Root Cause, Not Just the Symptom

LESSONS LEARNED

- Believer's Only

- Leverage the Outsider's Advantage

- Solve for the Root Cause, Not Just the Symptom

- Be There In Person -- Always

"Jump Sooner."

- Shubhi Mishra, J.D.

Questions?