

Capability Statement

Latham Applied AI helps organizations automate repetitive knowledge work using practical, secure AI systems — workflow automation, automation software, and decision-support tools for government, education, healthcare, and commercial clients.

Core Competencies

- **AI workflow automation** — automate document- and review-heavy knowledge work end to end: intake, eligibility and records review, reporting, and recurring compliance paperwork.
- **AI consulting & assessment** — identify where AI creates real, measurable leverage, then design the systems, prompts, and guardrails to capture it.
- **Custom automation software & integrations** — small-to-mid-scope software that connects existing tools, data, and people without rip-and-replace.
- **Decision-support tools** — assistants, retrieval systems, and analytics that put the right information in front of decision-makers.
- **Secure & compliant delivery** — data handling, access control, and review workflows designed in from the start, appropriate for regulated environments.

Differentiators

- **Domain depth + engineering.** Led by a PhD practitioner (counselor education, accreditation, and higher-education compliance) who also builds the AI and automation — not a generic dev shop and not hours-for-hire.
- **Leverage over headcount.** A disciplined, AI-assisted delivery system makes the small-to-mid engagements that large integrators find uneconomical both affordable and fast.
- **Secure by default.** Compliance and data protection are treated as a service line we live by, not an afterthought.
- **Reusable IP.** Each engagement is productized into repeatable systems, so delivery gets faster, cheaper, and more consistent over time.

Past Performance

As a newly federally registered small business, Latham Applied AI is building its federal past-performance record and is well suited to micro-purchase and Simplified Acquisition work and to subcontracting under established primes. Relevant prior experience includes higher-education and counselor-education program work (curriculum, accreditation, and compliance) and the design of practical AI/automation tooling. References available on request.

Company Data

Field	Value
Legal name	Latham Counseling Services LLC
DBA	Latham Applied AI
UEI	FBC1AGZHJ7G9
CAGE	In process
Primary NAICS	541512 — Computer Systems Design Services
Secondary NAICS	541511 (Custom Computer Programming Services); 541519 (Other Computer Related Services)
Business size	Small Business
SAM registered	2026-06-27
Established	2020, Tennessee
Location	Johnson City, TN

Contact

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