11:59
ready for tomorrow

STATE OF CALIFORNIA

SAFE · STANDARDIZED AI ADOPTION · FORWARD DEPLOYED SPECIALISTS

One engineer for a push. A full POD for a program.

Some programs need an expert working next to their own staff on one build. Others need a team to move the whole program onto governed agents. Both are contracted as a SOW under an agreement you already have.

300+ projects for the State of California · 23+ years of delivery for California departments

11:59's **forward deployed specialists** work inside your organization, not from a vendor's office. Start with **one forward deployed engineer** when your team needs expert hands on a specific build. Bring in a **POD** (an engineer, an implementation lead and a QA engineer) when a program needs to move onto working agents. Either way, the work stays with your team.

CHOOSE THE SIZE

A little help, or a lot

	ONE FORWARD DEPLOYED ENGINEER	A SPECIALIST POD
When it fits	Your staff are building and need expert hands on one problem: an agent, an integration or a cloud build	A program needs to move onto working agents, from the outcome its leader defines through to production
Who shows up	One senior engineer, embedded with your team	A forward deployed engineer, an implementation lead and a QA engineer
What they own	The build, done alongside your people, and the handoff	The outcome the program leader defined, through testing, launch and handoff
How it's priced	Fixed fee, scoped to the effort and quoted before we start	Flat monthly fee for the term
Grows into	A POD, when one problem turns into a whole program	A second POD, to move two programs at once

WHAT A POD IS

Three people, complete enough to reach production

ROLE	WHAT THEY OWN	WHY IT MATTERS
Forward deployed engineer	Sits with the program, maps the real work, and designs and builds the agents against your systems	A stated need becomes a working agent
Implementation lead	Runs the cycle: scope, priorities, stakeholders, training, handoff and the report to leadership	The program stays on schedule and the handoff sticks
QA engineer	Tests agents against real cases, edge cases and policy, and builds the test set the program keeps	Nothing reaches production on a demo

NOT STAFF AUGMENTATION

The difference between a contractor and a forward deployed specialist

A CONTRACTOR	AN 11:59 FORWARD DEPLOYED SPECIALIST
Takes direction and bills the hours	Owns the outcome that was agreed before the work started
Leaves with the knowledge	Leaves trained people, documentation and a test set behind
Stops at the handoff	Hands off to 11:59 Operate or your team, whichever you choose

HOW A POD MOVES A PROGRAM

Same four steps, every program

1
Agree the outcome
The program leader defines which work changes, how it is measured and what done looks like.

2
Build
Agents built against your systems, under your identity, permissions and audit rules.

3
Test
Real cases, edge cases and policy, before anything reaches production.

4
Hand off and move
The program owns its agents, leadership gets the results, and the POD moves to the next program.

The length of each cycle is set during scoping, based on the data, the integrations and the approvals involved.

PART OF STANDARDIZED AI ADOPTION

Three teams, one standard

- **Forward deployed specialists** build new agents, one program at a time.
- **Rescue engineers** take the best of what staff already built from pilot to production.
- **11:59 Operate** runs what's live, with a monthly report, whoever built it.

BUYING

How you buy it

	WHAT IT IS	HOW IT'S PRICED
AI Rapid Scan	What you want to build, who will build it, and whether one engineer or a POD fits	Fixed fee, scoped and quoted before we start
Forward deployed engineer	One senior engineer embedded with your staff on a defined build	Fixed fee, scoped to the effort and quoted before we start
Specialist POD	A three-person team moving program after program onto working agents	Flat monthly fee for the term
11:59 Operate	We run what the specialists built, or step down as your team takes over	Monthly, lower as scope transfers to you

WHY 11:59

The same team builds it and runs it

- **We run what we build.** The specialists who built your agents operate them under 11:59 Operate, if you want us to.
- **Outcomes before code.** Nothing is built until the outcome is agreed, and we report against it when we leave.
- **It stays with you.** Trained people, a test set you can re-run, and components the next program reuses.
- **Governed like government.** 23+ years of State of California work; AWS Advanced Tier Partner with the AWS Generative AI Competency.

> *Expert hands for one program, or a team for many, under one standard.*

Next step: an AI Rapid Scan
We look at what you want to build and who on your staff will build it, and tell you whether one engineer or a POD fits. Scoped to the effort and quoted before we start.

Contract through **CMAS 3-24-01-1044** or the **TDDC MSA #5-22-70-25-189** as a SOW under an existing agreement.
11:59 software is also available through the **California Software Licensing Program (SLP)**.

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