



Frequently Asked Questions

INNOVATE | DEPLOY | WIN.



About PWK International

Who We Are | PWK International is a consulting and publishing firm at the intersection of technology, innovation, geopolitics, and the business of government. We help leaders understand complexity, reduce risk, and transform innovation into advantage.

With a track record spanning defense, law, finance, and emerging technology, PWK delivers insights and strategies that move organizations from planning to execution.

PWK blends defense-grade technical literacy with commercial strategy and procurement know-how. We offer our clients:



Work With Us

Digital transformation, risk management, and strategy execution.



Winning Strategies

Tailored approaches for procurement, growth and data-driven leadership.



Demo, Test & Procure

Guidance for RFPs, tenders, and cradle-to-grave program delivery.



Open-Source Intelligence (OSINT)

Litigation support, expert testimony, and decision-ready insights.



Concepts of Operation

Concept to fielding of advanced systems, with specialized masterclasses in systems, digital, and mission engineering.



Publications & Leadership

Executive-level resources with insights, blue-prints and roadmaps that shape the conversation and inform key decisions.



We help clients craft winning strategies, accelerate innovation, and make bold, data-driven decisions that create lasting value.

Our work blends defense insight, emerging technology expertise, and precision-grade advisory support.



**CLICK
TO
READ**

Core NAICS-Aligned Services

541611 – Management Consulting

- Organizational + strategy transformation
- Federal acquisition advisory
- Risk analysis + mitigation frameworks
- Business development strategy
- Market intelligence (defense + emerging tech)

541613 – Marketing Consulting

- Executive messaging
- Strategic communications
- Competitive positioning
- Thought-leadership content
- Go-to-market for gov/defense tech

541618 – Other Management Consulting

- Innovation + R&D portfolio support
- Technology scouting
- Organizational readiness assessments
- Advisory for primes, startups, integrators

541990 – Specialized Technical Services

- Intelligence-aligned advisory
- Geopolitical risk analysis
- Sensitive concept development
- Cross-border tech + security issues

561410 – Document Preparation

- Strategy briefs, whitepapers, and executive reports

611430 – Professional Training

- BD training + executive education

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PWK International is a research-forward technology firm that advises clients at the intersection of defense innovation, technology acquisition, and government transformation. From cognitive partnerships, cyber security, data visualization and mission systems engineering, we bring insights from our direct experience with the U.S. Government and recommend bold plans that take calculated risks to deliver winning strategies in the national security and intelligence sector.

Who do you work with?

We support Hedge Funds, Financial Analysts, Investment Bankers, Entrepreneurs, Law Firms, Non-profits, Private Corporations, Technology Startups, Foreign Governments, Embassies & Defense Attaché's, Humanitarian Aid Organizations and [more](#).

We deliver informed insights to technology companies aiming to do business with the federal government, agencies undergoing modernization, venture capital and private equity firms evaluating dual-use technologies, and public sector clients navigating acquisition complexities. Whether you're a startup founder, a BD executive, or a senior policy leader, PWK brings actionable intelligence and creative strategic tools to your mission.

What are some of the top services you provide?

- Strategic Advisory for Government and Industry
- Acquisition Reform and Market Access Support
- Technology Innovation Strategy (AI, Autonomy, Defense Tech, Space, Cyber)
- Narrative Development and Strategic Communications
- Surrogate VP Sales and Business Development Campaigns
- Teaming Arrangements, Proposal Development and SME Support
- Competitive Analysis and Opportunity Mapping
- Wargaming Facilitation and Scenario Design
- Executive Briefings and Training Workshops
- Expert-Led Reports, Blueprints, Road Maps, Best Practices and Visual Intelligence Products



Frequently Asked Questions

Does your rate include travel to our location?

We will provide an itemized travel cost estimate with the proposal we will send you. Reimbursement for travel and lodging is billed at actual cost with original receipts included with a final invoice.

What are your payment terms?

For mutual security and convenience, we accept Zelle money transfers on the same day as services are delivered and will provide an itemized receipt. We follow that up the next day with PDF scans of receipts for any travel or project related expenses. For longer term projects, we will specify payment terms in our proposal after mutual agreement, and generally require 50% at start and 50% at completion.

How do you protect our organizations confidential information?

We acknowledge that it will be necessary for clients to disclose certain confidential and proprietary information in order to perform duties. Accordingly, we will not disclose or use, either during or after the agreement, any proprietary or confidential information except to the extent necessary to perform services on a client's behalf.

What are our organizations rights concerning our data and intellectual property?

All reports, data, ideas, information and other artifact products delivered or developed by PWK International in performing services will be assigned to the client under a written agreement; contractor retains no claims except as mutually agreed.

What makes PWK International different?

We do not have sales quotas and as a result, are 100% un-biased. We combine thought leadership, rapid research, and narrative expertise with mission-driven strategy. We specialize in using advanced technology with expertise and integrity to create value and reduce risk in a world filled with volatility, uncertainty, complexity and ambiguity (VUCA).



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How do your clients engage with you?

PWK International offers flexible engagement models including retainer-based consulting for ongoing strategic needs, fixed-price deliverables for specific SME reports or briefings, hourly consulting sessions for immediate insight, and customized capture and proposal team augmentation support.

What do others say about PWK International?

"Working with PWK gave our innovation program a strategic edge we didn't know we were missing." — Fortune 50 Technology Innovation Leader

"PWK's ability to translate technical complexity into strategic clarity is rare. We'll be working with PWK again." — Dual-Use Tech Founder

"PWK helped us reposition our tech product to align with DoD acquisition priorities. The insight was precise and ahead of the curve." — Aerospace Client CEO

"The strategic narrative work PWK delivered helped us land a pitch with a major federal partner." — VP Business Development and Capture Team Leader

Let's Work Together

If you're ready to sharpen your strategy, unlock new opportunities, or need a partner who understands both Washington and Silicon Valley—PWK International is ready to support you. Explore our in-depth reports by visiting our web site where we write about advanced technology, geo-politics, the business of government, winning strategies and more.

How do we set up a free introductory phone meeting?

Please visit our web site at www.pwkinternational.com, and use the contact form.



What They Said



Their expertise has been invaluable to our growth.

Private Equity Investor



Instrumental in helping us secure crucial new partnerships.

VP of Business Development



Seasoned expertise that makes a real difference.

Principal, National VC Firm



Working with PWK helped us win contracts 30% faster.

Senior Director, Defense Tech



Truly a trusted advisor for emerging tech companies.

Startup Founder

Who We Serve

Financial & Investment

- Hedge Funds
- Venture Capital
- Portfolio Manager
- Financial Analysts
- Investment Bankers
- Risk Management
- Entrepreneurs

Legal & Professional

- Law Firms
- General Counsel
- Chief Legal Officer
- Chief Compliance Officer
- Expert Witnesses
- Litigation Support Teams

Business & Corporate

- Startups in Technology & Innovation
- Private Corporations
- Business Development Teams
- Proposal & Capture Managers
- Market & Opportunity Assessment Managers
- Go-to-market and Marketing Strategy

Operations & Risk

- Chief Risk Officer (CRO)
- Chief Security Officer (CSO)
- Chief Operating Officer (COO)
- Head of Supply Chain / Logistics

Technology & Innovation

- Chief Technology Officer (CTO)
- Chief Innovation Officer (CINO)
- Chief Digital Officer (CDO)
- Chief Information Officer (CIO)
- Chief Data Officer (CDO)
- Chief AI Officer (CAIO)

Strategy & Growth

- Chief Strategy Officer (CSO)
- Chief Transformation Officer
- Chief Growth Officer (CGO)
- Head of Business Development
- VP of Strategy

Government & Diplomacy

- Foreign Governments
- Embassies
- Ambassadors
- Deputy Chief of Mission
- Defense Attachés
- Security Assistance (SAPM)
- Contracting & Procurement Officer
- Foreign Military Sales
- NATO & US Allies

Non-Governmental Organizations

- Non-Profit Organizations
- Ocean Research
- Humanitarian Aid Organizations

Payment Methods

At PWK International, we strive to make your experience seamless and convenient. To ensure flexibility and ease, we offer multiple payment options for our consulting services, catering to clients both in the US and internationally.

Zelle ACH Transfers

For our US-based clients, we accept payments through Zelle, a fast and easy way to send money directly between almost any U.S. bank accounts via ACH transfers. To make a payment via Zelle, use our registered phone number <9783929004> or the QR code below to send payments directly.



zelle

PayPal

For quick and secure credit card transactions, we accept payments via PayPal. Simply use our PayPal email address <dtashji@hotmail.com> or the QR code below to send payments directly.



PayPal

International Payments

For our international clients, we also support international wire transfers to our bank account. Please contact us directly for detailed instructions and specific requirements needed to process international payments.



Correspondence

Please send all correspondence electronically to pwkadvisers@outlook.com





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