



# MEREDITH DELAWARE

CLARITY IN COMPLEXITY.  
ANALYTICS AND INSIGHTS  
FOR NATIONAL SECURITY.

**Meredith Delaware is shaping strategy, driving growth, and leading transformation within the federal consulting space.**

Across a career spanning more than two decades, Meredith has led large-scale M&A integrations, managed P&L for \$100M+ business units, and designed business strategy for multi-billion-dollar Fortune 500 organizations. She brings to every engagement a Board-level perspective shaped by leadership roles in financial services, the nonprofit sector, and academia. Through an emphasis on data-driven decision-making and an aptitude for developing high-performing teams, Meredith helps defense and military intelligence agencies sustain growth and operational excellence within high-stakes environments.

## EXPERIENCE

### **DRIVING AI/ML, ANALYTICS, AND DATA INNOVATION IN NATIONAL SECURITY MISSIONS**

Led multi-million-dollar investment program for AI/ML in national security use cases.

Led advanced analytic, data platform, and AI/ML-enabled programs of all sizes.

### **SUPPORTING THE WARFIGHTER WITH DEEP DOMAIN EXPERTISE IN INTELLIGENCE**

Over two decades of experience supporting critical intelligence missions as analyst, trainer, and intelligence portfolio executive managing analysts at home and abroad.

### **LEADING STRATEGY AND GROWTH ACROSS MULTI-BILLION-DOLLAR FEDERAL PORTFOLIO**

Designed and executed business strategies for organizations ranging from \$100M to \$2B, adding \$100M+ and double-digit revenue to growth efforts

### **JOURNEY FROM ANALYST TO EXECUTIVE**

Meredith layered her focus on research and analysis upon a liberal arts foundation. The result is an approach that deftly blends strategy with actionable technology and national security guidance to effectively lead large organizations into the future.

#### **LINKEDIN**

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**PRIMARY  
BIO**

200 words

**MEREDITH DELAWARE • EXECUTIVE DIRECTOR**

For more than two decades, Meredith Delaware has proven instrumental in shaping the strategic growth and transformation of organizations that advance national security. Her experience managing complex, high-value initiatives and developing high-performing teams has helped organizations in the federal consulting space sustain growth and achieve operational excellence.

Over the course of her career, Meredith has led large-scale M&A integrations, managed P&L for \$100M+ business units, and designed business strategy for multi-billion-dollar Fortune 500 organizations. Her expertise in analytics, data, and AI transformation has driven investment in multi-million-dollar programs applying AI/ML to national security use cases.

Prior to joining PCI, Meredith held leadership roles at Booz Allen Hamilton, leading business units focused on consulting, analytics, and AI.

Meredith has built her expertise in research and analysis upon a liberal arts foundation. She holds a Bachelor of Arts in International Relations from William & Mary and is an alumnus of the General Management Program at Wharton School of Business. Early experience supporting critical intelligence missions as analyst, trainer, and an intelligence portfolio executive honed her aptitude for strategic development and change management. The result is an approach that deftly blends strategy with actionable guidance to effectively lead large organizations into the future.

**ABBREVIATED  
BIO**

107 words

**MEREDITH DELAWARE • EXECUTIVE DIRECTOR**

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For more than two decades, Meredith has led large-scale M&A integrations, managed P&L for \$100M+ business units, and designed business strategy for multi-billion-dollar Fortune 500 organizations. She brings to every engagement a Board-level perspective shaped by leadership roles in financial services, the nonprofit sector, and academia. Her approach deftly blends strategy with actionable guidance to effectively lead large mission-critical organizations into the future.

**BYLINE  
BIO**

30 words

**MEREDITH DELAWARE • EXECUTIVE DIRECTOR**

Leading transformation through advanced analytics, data strategy, AI/ML, and mission-informed innovation that helps defense and military intelligence organizations sustain growth and operational excellence within high-stakes environments.



SPEAKER  
INTRODUCTION**MEREDITH DELAWARE BLENDS ANALYTICS AND INSIGHT TO  
ADVANCE NATIONAL SECURITY**

A national security expert with over two decades of experience transforming defense and intelligence missions, Meredith helps organizations in the federal consulting space sustain growth and achieve operational excellence through advanced analytics, data strategy, and grounded innovation.

She has led large-scale initiatives across the federal space and for multi-billion-dollar corporate enterprises and is a recognized expert in applying data-driven solutions to the tough challenges that can derail transformation. Whether in the boardroom or on stage, Meredith offers real-world insights on driving impact in complex, high-stakes environments.

**WHAT MAKES MEREDITH STAND OUT?****SHE GROUNDS EMERGING TECH IN MISSION REALITY**

Cutting through the buzzwords and aspirational musings, Meredith offers practical, scalable lessons for real problems.

**SHE NAVIGATES THE COMPLEXITY TO DELIVER CLARITY**

Breaking down data readiness and strategy challenges, Meredith helps broad audiences understand not just the what but the why behind data strategy.

**SHE MOVES WITH ORGANIZATIONS FROM INITIATIVE TO IMPACT**

Meredith offers an insider's perspective on what it takes to drive change inside large, complex organizations—from initial concept to implementation to accelerating user adoption.

**SHE BELIEVES IN TECH FOR ALL**

An AI evangelist and integrator, Meredith bridges technical understanding with strategic positioning to help broad audiences understand the applications of technical solutions.

**MEREDITH'S EXPERTISE**

- Shaping and operationalizing AI initiatives across organizations
- Data readiness and strategy
- AI and emerging technology in the national security space
- Strategy design and implementation for complex organizations
- The defense and military intelligence domain

*"In the midst of winter, I found there was, within  
me, an invincible summer"*

## CERTIFICATIONS & AWARDS

- Aresty Scholar, Wharton School of Business, January 2019
- Three Certificates from Mercyhurst University in Intelligence Analysis, Counter-Intelligence, and Law Enforcement Analysis, 2006-2009
- Monroe Scholar, William and Mary

## SPEAKING EVENTS

- “Defending Smart Cities,” Commonwealth Conference on National Defense and Intelligence, May 2019
- Panel speaker on leadership, Authentic Leadership Institute, William and Mary, May 2025
- Speaker on consulting industry trends and evolution, Verified: Consulting, William and Mary, June 2025
- Multiple client speaking engagements, training, and instruction on intelligence topics and analytic methods
- Regular internal corporate speaker and panelist on topics related to AI, analytics, strategy, business model innovation, and leadership

## PUBLISHED ARTICLES

- Article on Five Forces Analysis. The Analyst’s Cookbook. Mercyhurst College Institute of Intelligence Studies Press, 2006.

## SELECT CLIENTELE

### Defense and Military Intelligence (since 2003)

- DoD Intel Agencies
- J2 COCOMs
- Military intelligence service components

### Intelligence Community, non DoD (since 2003)

### Federal Civilian (since 2024)

- CDC
- HHS
- DHS
- Department of Transportation

*“The reason why it’s so difficult to be successful over a long period of time is because the causes of success and the causes of failure are the same.”*