

# Business Strategy with Technical Depth

From AI to federal capture, we help teams scale confidently and responsibly.

## Who We Are

PalmerLabs is a team of former federal CIOs, CTOs, and engineering leaders with deep expertise in solution engineering and strategic growth. We've advised agencies, scaled platforms, and helped growing teams solve hard problems and move with confidence. That real-world experience means we know how to cut through the noise and deliver what matters.

## Core Capabilities



### Growth Strategy for Federal-Minded Teams

We guide you to clarify your story and focus on what drives growth, especially in federal markets.

- ✓ Align your offerings with real agency needs
- ✓ Focus your team with clear growth steps
- ✓ Shape your positioning for pre- and post-transaction impact



### Solution Development & Packaging

We shape what you already have into clear, scalable solutions federal buyers want.

- ✓ Package your products into strong, modular offerings
- ✓ Create reusable tools to speed up delivery
- ✓ Match internal strengths to market trends



### AI Guidance for Real-World Impact

We help you plan for how AI affects your teams, systems, and operations, before the risk becomes real.

- ✓ Spot where AI will shift teams and workflows
- ✓ Guide responsible AI engineering and governance
- ✓ Flag automation and fraud risks before they scale