

PDW Training — *three months, October to December*

Goal: Get the training team ahead of the payloads, with the curriculum, guides and tools built alongside Josh week by week.

1. THE SITUATION

Between now and the end of December the training team has three week-long trainings to deliver. The first multi-mission payload arrives at the end of October, with more in December and next year, and the new variant with its different radio needs its own Fort Bliss materials. That's a lot of new curriculum on a short clock for a short-handed team. Josh and I have worked together before: in May I built a working common operating picture for PDW leadership with him.

2. WHAT YOU GET

Training program narrative

- The story of the program: why it exists, and how to explain it to trainers, soldiers and leadership.

An AI working system on Josh's Mac mini

- Set up with PDW IT and tuned to the program. It drafts, files and keeps track of the work between sessions.

Weekly priorities page

EVERY MONDAY

- What's open, what's done and what's next, so Josh's week isn't all in his head.

Two training guides

- Guides the trainers can teach from, on the web and in print, timed to the payload deliveries.

3. HOW WE WORK

01 **One session a week.** Josh and I decide what gets built and review what's done.

02 **Async in between.** The work moves on Josh's schedule. I reply within one working day.

03 **Security first.** The system is set up with PDW IT before it touches any company material, and reaches only what IT approves. Josh and I coordinate it.

04 **Yours to keep.** Every tool and document stays with PDW.

4. INVESTMENT

Training program narrative Narrative sprint	\$15,000
AI working system on Josh's Mac mini Instrument	\$20,000
Weekly priorities page \$4,000 a month × 3	\$12,000
Two training guides \$9,000 each	\$18,000
Priced separately	\$65,000
Three months, together	\$22,000

Three months minimum, paid in three monthly installments. That's \$43,000 less than the same work bought piece by piece. This rate is for a first engagement and goes up after.

5. WHAT COMES LATER

- **More on request.** Anything on the rate card (appendix A) can be added during the engagement at 25% off.
- **After three months,** we decide together: another term, or done. What was built stays with PDW either way.

6. NEXT STEPS

1. Josh shares this with whoever signs off.
2. A 20-minute call to walk through it and set the start date.
3. Kickoff: the first working session, in time for the first payload.

This proposal is valid through **October 31, 2026**.

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A. RATE CARD

Narrative sprint	\$15,000
Thesis, positioning, messaging	
Paper or guide on the reader	\$9,000 each
A web reading room plus a print PDF	
Film, about 90 seconds	\$15,000
Illustrated or animated	
Film series of three	\$39,000
Weekly drops	\$3,500 + \$2,500/mo
A recurring format, set up and then produced weekly	
Graphics set	\$3,500
One round, a matched pair	
Brand system	\$30,000
Brand book, public brand page, internal guide	
Website	\$25,000 / \$6,000
A new site, or one round on an existing one	
Weekly priorities page	\$4,000/mo
The Monday page and the rhythm that keeps it current	
Instrument	from \$20,000
A bespoke AI tool for the team, on its own repo	

Each line is that piece bought on its own. Recent work: the Frontier Security Institute's website, brand system, research papers and film series (frontiersecurityinstitute.org).