



KANAVA

INTERNATIONAL



Our Approach

As part of Kanava's Global Services, our experienced international researchers provide clients with objective, data based critical analysis. We provide tailored geopolitical, socio-economic, and security-related research and analysis to assist clients to assess risks, security issues, and market entry challenges to better position them to operate successfully in a complex and competitive environment. We develop specialized reports on companies, industries, or countries/regions, and topics of concern to clients, as well as provide trend analysis and market assessments. We leverage original source research and data collection to develop comprehensive, integrated analysis of key topics relevant to the client. We work closely with our clients to ensure research and analysis products meet their needs in terms of time and scope, and support informed and actionable decision-making.

Core Functional Areas

- Produce geopolitical studies, political-military analysis, and socio-economic research and analysis
- Collect and analyze relevant data
- Develop market assessments and trend analyses
- Deliver pre-departure and security training
- Provide logistics management support to build internal organizational capacity
- Deliver cross-cultural communications, perceptions, and knowledge training

Our Services

Kanava's Research and Analysis Team focuses on serving the varied needs of clients working globally, whether or not they are government entities, international development organizations, commercial enterprises, or non-profits. In a time of information overload, Kanava's team is committed to synthesizing complex data and information to provide pragmatic analytical findings to address critical customer needs.

Our Management Capacity Building Team works with organizations to identify their management strengths and weaknesses and strengthens their systems to be better positioned to support their work, grow their business, and increase their ability to be sustainable.

About Us

- HUBZone, woman-owned, service-disabled veteran-owned small business
- Founded in 2012 by retired U.S. Army Colonel, Susan Puska
- Offices in Arlington, Virginia and Sault Ste. Marie, Michigan

Contact Us

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Our Track Record

- Adam Smith International contracted Kanava to deliver an analytical report focusing on the commercial feasibility of Adam Smith International entering the market to prime USAID contracts.
- Kanava worked with Accenture, International Development Enterprises (iDE), and Indufor North America on specific research tasks regarding FAR compliance, pricing, donor diversification, and small business contracting, providing relevant information for informed decision-making.
- As a government contractor, Susan Puska worked extensively on the development, design, and production of research and analysis projects in support of multiple US government contracts, and managed research teams. Among these, she worked for RAND Corporation as an Adjunct on a research team to assess the emerging military capacity of the Chinese Armed Forces, published in *Assessing Chinese Military Strengths and Weaknesses*, RAND Corporation, 2015. This research applied an empirical and inductive methodology that relied on collection, synthesis, and analysis of a wide range of military, political, and economic source information.
- As an independent researcher, Susan Puska led a team to research the weapons production management system of the Chinese military for the Institute of Global Conflict and Cooperation, University of California, San Diego. This resulted in a chapter, "Commissars of Weapons Production: The Chinese Military Representation System," published in Tai Ming Cheung's *Forging China's Military Might: A New Framework for Assessing Defense Innovation*, Johns Hopkins Press, 2014.
- As a researcher and analyst at Defense Group Inc. (DGI), Susan Puska led multiple research projects on emerging dual-use technologies, bilateral political-military relations, and regional issues applying metadata analytics of political, military, social, and economic sources of information.



Our Clients

- VEGA/IESC for USAID/Cambodia
- Abt Associates for USAID/West Africa
- Tetra Tech for USAID/West Africa
- Tetra Tech for USAID/Colombia
- Accenture –research
- Adam Smith International – market research
- Hospice of the EUP – bookkeeping services
- Geneva International Centre for Humanitarian Demining for DFID, work took place with the Sri Lanka National Mine Action Centre
- International Development Enterprises (iDE) – market research
- Indufor North America – market research
- Land Alliance – *ad hoc* compliance assistance
- Making Cents
- Resource Equity – bookkeeping services

Work With Us

Kanava works with the client to provide objective and integrated research and analysis. The Kanava Research and Analysis Team assembles data sets and other relevant information to meet both the scope and timeframe to answer clients' questions and to support their operational needs and planning. We focus on delivery of analysis that supports actionable decision-making for clients. We conduct in-depth critical analysis to identify key findings that may include trend analysis, potential information gaps and outliers, and alternative scenarios, as relevant to the clients' needs. We work closely with the client throughout the project to provide interim findings, as well as respond to their feedback, while ensuring the objectivity of the analysis based on verifiable information.

