

DWT

CONSULTANTS

CAPABILITIES OVERVIEW · 2026

Strategy. Transformation. Growth.

A boutique firm shaping enduring business outcomes through senior practitioners, honest counsel, and plans that hold up in the room where decisions are made.

DWT CONSULTANTS
ESTABLISHED DUBAI 2015 · CAIRO 2025

FOR BOARDS
AND EXECUTIVE TEAMS

“

Strategy is only valuable
when it leads to action that
holds up in the **real world**.

THE DWT THESIS · FOUNDERS' STATEMENT

Most consulting work fails the moment it leaves the slide. We build firms that move — diagnoses your team trusts, plans your team can execute, and outcomes the board can read on the next quarter's report.

— ABOUT

A journey of passion and dedication.



DWT was founded in Dubai in 2015 with a single conviction.

That conviction has not changed: strategy is only valuable when it survives contact with the operating reality of the business. In 2025 we extended the practice to Cairo, deepening our reach across the region while staying close to the leaders we serve.

We are not a large firm. We are deliberately a small one. Five senior partners. A network of hand-selected practitioners. One standard of work, applied without exception across every engagement, regardless of scale.

Across Egypt, the UAE, and the wider GCC, we partner with boards, founders, CEOs, and senior leadership teams, translating ambition into structured progress on the metrics their organizations are already measured against.

<p>FOUNDED</p> <p>2015</p> <p>Dubai practice. Cairo opened 2025.</p>	<p>SENIOR PARTNERS</p> <p>5</p> <p>No juniors. Every engagement is partner-led.</p>	<p>COMBINED PRACTICE</p> <p>95+</p> <p>Years across strategy, finance, ops, and technology.</p>	<p>STANDARD</p> <p>One</p> <p>Same partners on the proposal, the strategy, and the room.</p>
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— WHAT WE BELIEVE

Innovation in action: our mission revealed.

To translate ambition into structured, measurable progress for the organizations we serve.



We help organizations identify new possibilities, address pressing concerns, and make steady progress in markets that rarely stand still. Through thorough research, straightforward methods, and clear communication tailored to each client's environment.

OUR VISION

To be the trusted partner leaders return to when the next decision matters most.

Worthwhile results emerge when people and processes work in harmony. That demands genuine partnership, transparent communication, and down-to-earth methods that deliver real benefits — whether refining established operations or entering new markets.

— OUR PRINCIPLES

Three values, applied without exception.

<p>01</p> <h3>Resilience</h3> <p>We build plans that survive contact with reality, and people who do too. Direction holds. Plans flex. The work compounds.</p>	<p>02</p> <h3>Innovation</h3> <p>We bring new thinking to old problems and discipline to new ones. Originality without rigor is theatre. Rigor without imagination is paralysis.</p>	<p>03</p> <h3>Integrity</h3> <p>We say what we believe. We deliver what we promise. The relationships compound across decades because the work compounds across quarters.</p>
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— WHAT WE DO

Four practices. One integrated approach.

We don't sell modules. We build a continuous relationship across the full lifecycle, from the first hypothesis to the final KPI.

01 /
STRATEGY

Corporate & Growth Strategy

Market analysis, goal setting, and innovation built into every plan. Market entry, expansion, business model design, and the strategic clarity that comes before any execution decision can be made well.

02 /
OPERATIONS

Restructuring & Operating Excellence

Operating model and process redesign. Performance and KPI systems. Supply chain and procurement. Change management that holds, because the team did the work, not the consultants.

03 /
GROWTH

Market Entry, Partnerships & M&A

New market entry, strategic partnerships, mergers and acquisitions, post-transaction integration, and product launches engineered to scale. Where ambition meets the structure to absorb it.

04 /
PERFORMANCE

Performance, Governance & Continuous Improvement

Real-time analytics, KPI tracking, governance design, board advisory, and continuous improvement. Direction holds; plans flex; the firm compounds in capability over time.

THE TECHNOLOGY LAYER OF THE WORK

Strategy that survives contact with the **technology** beneath it.



Most strategy fails on the implementation. Plans collapse against the systems beneath them — the ERP that won't bend, the CRM that holds two truths, the data layer that can't answer the question the board just asked.

We deliver technology, AI, and automation through **Prospera**, a core member of our Partner Network — purpose-built to make the operating systems beneath strategy actually deliver. ERP, CRM, AI-augmented workflows, and the unified data architecture that lets executives see the business as one organism.

Anything beyond that — specialized engineering, niche platforms, regulated infrastructure — we bring in trusted external specialists, case-by-case, under partner oversight.

THROUGH PROSPERA, WE DELIVER

- Enterprise resource planning & finance modernization
- Customer-experience platforms & CRM unification
- AI-augmented workflows and decision intelligence
- KPI architectures, dashboards, and board reporting systems
- Omnichannel customer messaging and service operations

We'd rather tell you we're not the right fit than stretch into work we don't practice every day. Where Prospera fits the brief, we deliver. Where it doesn't, we tell you and bring in the right partner.

THE INTELLIGENT ENTERPRISE

AI is a leadership decision.

Most enterprises have AI somewhere in the company. Few have it where the decisions are made.

We work with leadership teams on the architectural and operational decisions that turn AI from an experiment into an executive instrument: where to deploy it, how to govern it, what to demand from vendors, and how to read the outputs against the operating reality of the business.

The work is rarely deploying a model. The work is making sure the business is structurally ready to be augmented by one — clean data, defined processes, accountable owners, and a governance model the board can defend.

Implementation runs through Prospera, a core member of our Partner Network. The advisory runs through DWT. One conversation. One firm of record.

01 / DECISION INTELLIGENCE

Where leaders ask better questions.

Forecasting, scenario modeling, KPI early-warning, and executive briefings drawn from the operating data the firm already produces. The CEO question becomes a query, not a quarterly project.

02 / OPERATIONAL AI

Where the system stops waiting.

Workflow automation, anomaly detection, document processing, and agentic execution embedded in the operating model. Routine moves itself. People focus on the work that requires judgment.

03 / CUSTOMER & COMMERCIAL AI

Where the front office gets smarter.

Lead scoring, propensity modeling, conversation intelligence, and AI-augmented service operations — informed by every prior signal the customer has produced.

WHERE WE WORK

Sectors where the work compounds.

We concentrate in industries where operating complexity, capital intensity, and the gap between strategy and execution make senior advisory most valuable.

<p>01</p> <h2>Real Estate & Developers</h2> <p>From master-plan ambition to operational reality — sales, project, customer, leasing, and finance unified across portfolios.</p>	<p>02</p> <h2>Retail, Distribution & Wholesale</h2> <p>Inventory, e-commerce, B2B distribution, point-of-sale, and finance operating from one ledger and one customer.</p>	<p>03</p> <h2>Manufacturing & Industrial</h2> <p>Discrete and process manufacturing, lean operations, planning, costing, and shop-floor visibility tied to financial reality.</p>
<p>04</p> <h2>Financial Services & Investment</h2> <p>Portfolio operations, governance and compliance, investor relations, and back-office automation for institutions and family offices.</p>	<p>05</p> <h2>Professional Services Firms</h2> <p>Outsourced delivery, methodology, and capacity for accounting, audit, advisory, and consulting practices that scale without scaling headcount.</p>	<p>06</p> <h2>Education, Healthcare & Public Sector</h2> <p>Mission-driven institutions where governance, accountability, and continuity are non-negotiable, and the operating model carries the mission.</p>

Markets served: **Egypt · UAE · Saudi Arabia · Qatar · Oman · Bahrain · International** — engagements scoped from Cairo and Dubai, delivered wherever the work is.

HOW WE WORK

Diagnose. Design. Deliver. Measure.

A simple, disciplined sequence, applied to every engagement, big or small.

01

Diagnose

Understand the business — the numbers, the people, the pressure points — before recommending anything. Stakeholder interviews, data and KPI review, a clear problem framed in the language of the operating committee.

02

Design

Build the practical plan together. No 80-slide decks. A tight roadmap your team can actually execute, with prioritized phases, defined ownership, and success metrics tied to the KPIs the board already tracks.

03

Deliver

Stay close to execution. Senior practitioners work alongside the team, not from a distance. Hands-on implementation, weekly working sessions, change embedded — not imposed — into the firm.

04

Measure

Track the KPIs the board cares about. Adjust as the market moves. Direction holds; plans flex. Quarterly reviews, continuous refinement, and an operating system the firm continues to compound on after we leave the room.

WHY CLIENTS CHOOSE US

Integrated thinking, applied with discipline.



Senior practitioners stay close to execution, not just the deck.

01

Continuous involvement.

Senior practitioners stay close to execution, not just the deck. The partner you scope with is the partner who delivers — through the operating review, not just the kickoff.

02

Measurable outcomes.

Every engagement is wired to KPIs the board already cares about. We measure ourselves the way the business is measured — not in deliverables, but in numbers that move because the work changed something structural.

03

Adaptive execution.

Plans flex as the market moves. Direction holds. The framework is durable; the tactics are responsive. The firm compounds in capability rather than re-learning the same lesson every cycle.

04

Senior judgment in the room.

No analysts. No pass-throughs. Every engagement is led by a partner — and supported by the right specialist from the DWT network when the mandate calls for one.

05

Honest scope.

We will tell you we are not the right fit before we stretch into work we don't practice every day. The discipline costs us engagements; it builds the relationships that compound across decades.

THE FOUNDERS

The minds behind the practice.



Mohamed Fahmy

CO-FOUNDER · DWT

FINANCE · GOVERNANCE · AUDIT

A chartered professional whose career sits at the intersection of finance, governance, and disciplined business judgment. Mohamed anchors the firm's financial and governance practice — closely involved in M&A, financial structuring, performance transformation, and governance design for boards, CEOs, and senior leadership teams across the region.

- ACCA
- EST
- ESCAA
- EAAA



Eng. Tarek M. Wanas, MBA

CO-FOUNDER · DWT

M&A · EXECUTIVE ADVISORY · TRANSFORMATION

Advises CEOs, investors, and senior leadership teams on M&A and complex enterprise transformation. With four decades at the intersection of enterprise technology, operating models, and executive leadership, Tarek ensures strategic decisions translate into measurable enterprise value — from diligence through post-transaction performance.

- M&A
- EXECUTIVE ADVISORY
- ERP & CRM
- 40+ YEARS
- MBA

CAPABILITIES

A non-exhaustive view of what we do, daily.

We are deliberate about what we take on and what we decline. The list below is illustrative — the engagements an executive team can rely on us to lead, end to end, with senior judgment in the room.

01 Corporate & growth strategy, market analysis, and goal-setting at executive level.

02 Market entry and expansion across the GCC, North Africa, and international corridors.

03 M&A advisory — diligence, structuring, integration, and post-transaction value capture.

04 Restructuring, turnaround, and performance transformation under board sponsorship.

05 Operating model and process design, with measured KPI architectures behind them.

06 Finance, treasury, governance, and risk frameworks for boards and audit committees.

07 Leadership and organizational design — from succession planning to executive coaching.

08 Outsourced delivery, methodology, and capacity for professional services firms.

09 Bilingual technical & methodology support — IFRS, ISA, EAS, regional regulatory frameworks.

10 Practice management consulting for managing partners and firm leadership.

11 Enterprise technology, ERP, and AI advisory delivered through Prospera, a core member of our Partner Network.

12 Continuous performance — analytics, dashboards, and quarterly executive reviews.

ALSO FROM DWT

The DWT Masterclass Series.

An immersive program in Data Analytics, Frontend Engineering, and Project Management — taught by the consultants who use these frameworks every day. Where potential meets proficiency.

• DATA ANALYTICS • FRONTEND ENGINEERING

• PROJECT MANAGEMENT (FALL 2026)

 FROM THE ROOM

Where the work actually gets judged.



 ENGAGEMENT PATTERNS

Three illustrative shapes of work we lead repeatedly across the region. Specific case studies are available under NDA.

 RESTRUCTURING · FAMILY GROUP

From holding company to operating group.

A multi-business family group consolidates governance, finance, and reporting onto a single operating model. Quarterly board pack moves from week to day. Inter-company reconciliation moves from a closing-week event to a daily routine.

CLIENT EXPERIENCE & OUTCOMES

 MARKET ENTRY · MID-MARKET

From single-country to regional platform.

A profitable single-country operator enters two adjacent markets in 18 months — under one operating model, one ledger, and one governance committee. Time-to-revenue in new geography compresses by half.

 PRACTICE SCALE · PROFESSIONAL FIRM

From founder-led to firm-led.

A regional advisory firm institutionalizes its practice — methodology, working papers, training cadence, partner accountability. Realization rates rise; partner time-on-fire-fighting falls; the firm scales without diluting the brand.

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STRATEGIC PARTNERSHIPS

A network you don't apply to. One you're invited into.

The DWT Partner Network is a curated bench of senior practitioners — hand-selected by the founders, deployed where they move the needle, and held to a single standard of work.



Hamed Elsayyad

MANAGING DIRECTOR · VALUE STREAM
EGYPT — REFORM, OPERATIONS & HR
LEAD

Anchors the network's reach into public-sector reform, lean operations, and human capital across Egypt. Founded Value Stream Business and ICT Consultation in 2014; brings 30+ years across regional management consulting, BPM, and HR strategy.

- PUBLIC SECTOR REFORM
- LEAN MANUFACTURING
- BPM
- HR



Mohamed Abdelghany

FOUNDER & CEO · SGC
EGYPT — FINANCE, TAX & TRADE LEAD

Anchors the network's financial, tax, and trade advisory across Egypt. A chartered accountant with 25+ years across financial management, taxation, customs & trade, feasibility studies, and ERP implementation. Oxford-certified in AI.

- TAX COMPLIANCE
- COMPANY FORMATION
- CUSTOMS & TRADE
- ERP

PARTNER NETWORK · TECHNOLOGY

Prospera

A core member of the DWT Partner Network. Where the operating model meets the system that runs it — ERP, CRM, AI-augmented workflows, and the unified architecture beneath modern business execution. Delivered with the same architecture-first discipline that defines every DWT engagement.

— WHERE THIS LEADS

Ready to make your next big move?

Whether you're scaling a business, navigating a transition, or strengthening a professional services firm — we'd like to hear what you're working on.

BEGIN A CONVERSATION →

WE RESPOND WITHIN ONE BUSINESS DAY.

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Strategy. Operations. Growth.
Performance. One standard of
work, applied without
exception.

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