

Joint-Venture Feasibility Evaluation for specialties chemicals producers

Scope	Approach	Results
<ul style="list-style-type: none">■ Leading European and American suppliers■ Owner-managed private company and business unit of a global chemical company■ 10-week project with 5 consultants requiring strong local presence■ Neutral role of consultant to make full use of information	<ul style="list-style-type: none">■ Audit of stand-alone strategies and business plans■ Develop neutral JV-business plan (without making confidential information transparent to the other side)■ Create joint understanding of operational synergies and incremental growth potential■ Develop basic design of governance, structure and organisation of the JV	<ul style="list-style-type: none">■ Common understanding of market development and strategic options■ Business-Plan for the stand-alone case and the joint venture■ Neutral assessment of governance, organisation and leadership models■ Facilitation of joint decision meetings