

CASE STUDIES

CHALLENGES AND SOLUTIONS

Advisory:

Business advice

Sectors:

Defence & Logistics
[Expanding into new markets]

Challenge:

Finding an international partner with the right capability

Outcome:

A partnering agreement to target growth in austere environments

Our client is a successful group that enables governments in fragile states to put in place internationally recognised good practice and establish robust systems to enable reconstruction.

Their clients also include international aid organisations.

Solving international issues often requires different groups to come together and in this instance we identified the benefits of two groups collaborating; we facilitated meetings and workshops so that the groups could explore options and agree actions.

Our role helped identify key issues, ensure smooth programme management of the process and enabled each party to quickly identify common ground.

Working with two very different organisations (one European, the other American), we helped deliver a number of workshops where we acted as Programme Manager, with our success primarily dependent upon the groups concluding an agreement to partner.

This allowed us to take an independent brokerage position between the groups, as we did not have an agenda that was biased towards one particular organisation; in this context we were mainly success-driven.