

Frequently Asked Questions – responding to a client request

We understand you may have some questions on how we work with potential technology providers for our client requests. Please find below some questions and answers which we believe you or your colleagues might have:-

Can I talk to your client directly about my solution or to understand the request better?

Unfortunately, we cannot arrange a direct contact with the client at this stage. Our clients specifically require us to be the intermediary in the initial stages and perform all initial correspondence and preliminary reviews on their behalf. If you have questions before submitting a solution, please feel free to forward to us and we will either answer directly, or request further detail from our client. Following confirmation that our client has a potential interest in discussing this further, SAL will make and then help manage consequent discussions.

Can I / should I provide any confidential information?

At this stage we only require non-confidential information that can be shared with the client – for example, company presentation, technical overview, product literature and your personal comments. If you feel you have confidential information to impart to us that could help your response, please first provide non-confidential information and your contact details, indicating that further confidential information is available. SAL is unable to sign an NDA or similar document for the purpose of learning about a solution – it is usual for the client to put such a document in place directly with potential providers when they have confirmed an interest, but we can liaise accordingly.

What information do you require to make an introduction to your client?

Our role is to review potential solutions on our client's behalf and present summary information for their review – whilst websites can be a useful introduction, our client's prefer to receive presentation materials they can review offline. Depending on the solution, the client might have specific questions, but generally we need to understand: Technology source, Stage of Development, IP Status, Current and Future business, Collaboration Type, Information available. More detailed information can be found in the related document *Checklist of information needed*, but most points can be covered by a company backgrounder/presentation and specific technical summary / product brochure.

Our request for information is necessary to introduce your opportunity to the client and encourage them to take up direct contact. They are reviewing a number of opportunities, and we need to demonstrate the capabilities and experience of each potential partner. Case studies can also be a great way to introduce your work in specific areas and review your company against other proposals.

What is the cost to me / my organisation?

There is no cost for your introduction to our client – our search activities are paid by our client. In the event of a successful deal, all success fees are separate to any agreement and again paid by our client. SAL is not a party in any agreements between yourself and the client.

What's the next step?

We will review your proposed solution and respond to you with any questions that we might have. In the event of no questions, or once these have been answered, we will let you know that we intend to submit your solution to our client with any supporting information, and will keep you fully informed of any feedback as and when we receive it.

How will I be involved going forward?

Depending on the solution, there is the potential for varying types of collaboration with our client, as a partner, supplier, consultant, etc. Subsequent direct contact with the client will be at their discretion. We will encourage a direct contact where possible, but can offer no guarantee as to their interest in progressing discussions with you. SAL will make any introductions to you directly.

What happens if I don't have a solution, but I know someone who could?

Please feel free to share this challenge with a friend or colleague, but please be aware that SAL does not have any responsibility for providing commissions or success fees with parties other than their established associates. We hope, and trust, that you would have such arrangements already in place with the party you're representing or suggesting. If you are not able to secure a success fee yourself, SAL is able to pay a modest success fee in the event that your introduction results in a contractual arrangement (for example, a joint development agreement) between our client and a technology provider you introduce. The value and availability of this varies for each client request, so please contact us for more information.

If you are interested in becoming an Associate of SAL, whereby we have a more formal agreement for introducing potential partners, please do contact us to receive further information.

I can't help with this request, but would like to know of future requests

We would be pleased to add your contact details to our database and alert you of new searches as they happen.

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