

Client overview

An established chemical company was looking for technologies to sustainably manufacture hydrocarbons in the kerosene range. They wanted to switch to producing chemicals from renewable resources, rather than petroleum-based feedstocks, to reduce CO₂ emissions and de-fossilize production. Feedstocks of interest included waste biomass, non-fossil fuel waste, CO₂ capture, or oleochemicals. The client asked Strategic Allies Ltd (SAL) to identify suitable technologies being developed by companies working in sustainable aviation jet fuels, specialty chemicals, solvents, cosmetics and lubricants, with a focus on organisations that had more than proof of concept data and were manufacturing at pilot scale or larger.



The search

SAL searched globally for methods for producing sustainable hydrocarbons in the kerosene range. Chemistries of interest included both well-known and new technology solutions. SAL's client knew many of the larger players working in these industries, so SAL worked closely with the client to explore companies with novel approaches they were less familiar with.

SAL engaged their partner network to identify innovative start-ups and academics developing technologies and presented the most suitable technologies to the client. Of particular interest were companies developing green chemistries with low energy requirements and low CO₂ emissions. SAL's client also prioritised organisations that would consider partnering with a company in the chemical industry, that were open to collaborative research and development projects and technology licensing.

Outcome

During the 3-month search **SAL presented 19 of the most relevant companies and academics to the client.** SAL provided an overview of each organisation, information on their manufacturing technology, and their openness to partnering.

The client prioritised **2 companies initially for direct contact** to find out more about their technologies.

"...We really appreciate the effort and work you have done... it has been very interesting... it is a very structured approach"

"...we are very happy with the work you deliver"