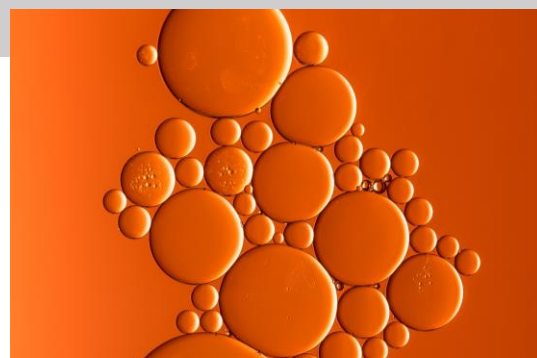


## Client overview

The client is a manufacturing company working in the extraction, isolation and purification of compounds from raw materials. The sustainable chemical area is expanding rapidly and with growing land scarcity, the client was interested in identifying new technologies to produce existing compounds using alternative sustainable feedstocks and greener production methods compared to established techniques. Ideally, the potential technology solutions and partners would have the capability to produce the client's desired compounds using inexpensive, sustainable feedstocks.



## The search

Strategic Allies Ltd (SAL) undertook the search identifying technologies that were already producing the desired compounds, or could be adapted to produce them, with a proof of concept desired. Owing to the broad range of products the client produces, other interesting sustainable methods which could be used by the client for future work beyond this initial search were also captured.

Potential partners were discussed in detail with the client prior to interviewing to ensure there was no overlap with their current projects. Companies that have potential technology solutions of interest to the client were contacted and interviewed by SAL. Various application areas were explored including specialty chemicals (e.g. cosmetics, flavourings etc), fuels, food & beverage and carbon capture and utilisation, with SAL analysing and interviewing all relevant companies.

## Outcome

**SAL shortlisted 20 organisations for presentation to the client**, capturing technology and company details following interviews.

An additional **10 organisations with capability to make other "green" precursors and/or chemicals were also presented.**

**All of these were new to the client** with no previous contact.

**The client took up direct contact with 4 companies** while other organisations were still being reviewed internally for future work.

*"...a very nice list...there are quite a number of companies that are new to us..."*

*"These look interesting to prioritize for further investigation"*

*"...we had some good meetings with those introduced..."*