

V. CHOOSING A STRATEGIC PARTNER

NOTES

1 What Resources does the partner bring

- Money
- Technology
- Information
- Risk Analysis
- People

2 What Key Relationships does the partner bring

- High Profile with Buyers and Influencers
- Well Established Local "On-site" Networks
- Access to Commercial Banks and Other Sources of Financing

3 What is the Reputation of the partner

- Credible Track Record in International Capital Projects
- Innovative
- Disciplined Entrepreneur

4 What are the Capabilities of the partner

- Technological Expertise
- Relevant Experience in International Capital Projects
- Functional Competencies
- Creative Talent
- Managerial Know-how
- Marketing/Selling Skills
- Entrepreneurial Skill
- Knowledge of Pools of Capital
- Knowledge of the Host Country
- Capacity for Strategic Thinking
- Access to Export Credit Agency Cover

5 Chemistry and Culture

- Values of the Firm
- Style/Personalities of Key People