

NINESIGMA TARGETED SEARCHSM

IS YOUR APPROACH TO FINDING INNOVATION PARTNERS DELIVERING THE RESULTS YOU NEED?

Looking for the best innovation partner isn't always straightforward. Although you have a current supplier network, you may not be aware of potential new partners globally who can

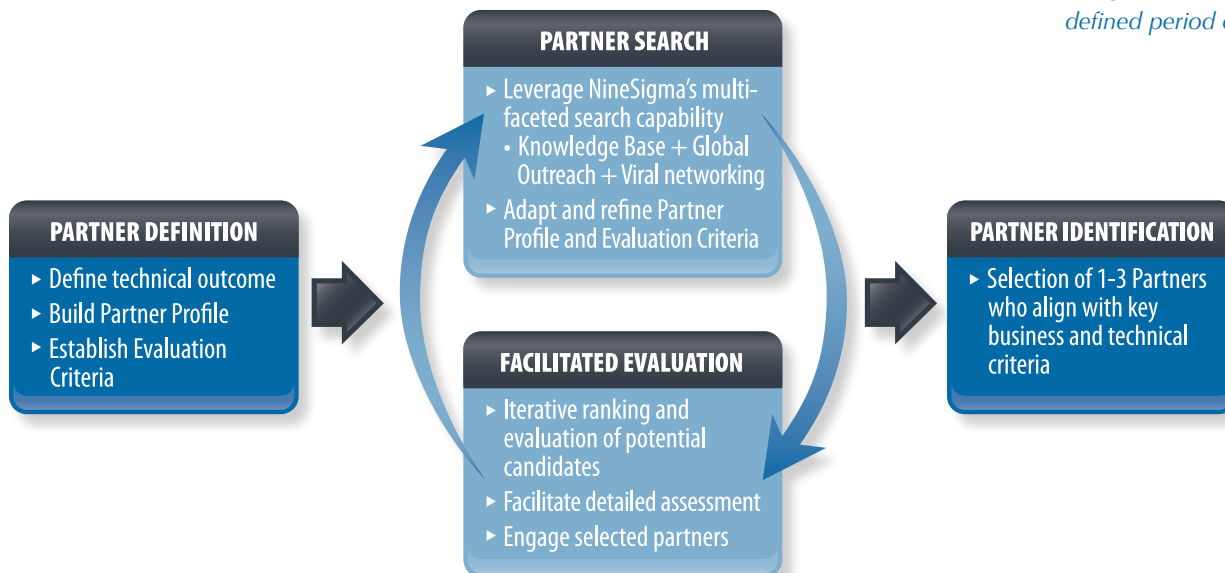


bring you the solution and capabilities you require. NineSigma's Targeted Search process allows you to rapidly identify experts or business partners who meet your established criteria. Partners are vetted by the NineSigma Program manager to allow you to reach a decision quickly, typically within 10 to 12 weeks of launching your project.

While other NineSigma search solutions are designed to provide a range of approaches to evaluate and choose from, Targeted Search is used most effectively for needs of a strategic nature where an immediate decision is required. When you know what you are looking for and time is a critical factor, NineSigma's Targeted Search process delivers the results you need.

Targeted Search

Our approach is based upon a proven combination of open innovation methodology, project management, and teamwork that will provide your organization with a rich pool of potential partners. Our network, proprietary resources, and time-tested processes for identifying potential partners are cornerstones of our success. The key deliverable will be a comparative summary of potential research & development partners who have already been screened for the required expertise associated with your domain.



Key Benefits

Accelerated identification of solution partner

Address urgent and strategic needs

Reach a decision with information received

Potential for anonymous assessment

Access NineSigma's full portfolio of capabilities

Benefit from NineSigma's proven assessment methodology and trained facilitators

Fixed fee pricing model



Targeted Search is solution-seeking not research delivery. You will receive an actionable outcome which is signing an agreement with a partner within a defined period of time.

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OUR UNIQUE APPROACH



All of our projects are managed by an internal team of experienced and knowledgeable Program Managers. They perform a proactive and personal outreach into our global network of solution providers, evaluate potential partners through proven, tested processes and conduct partner and solution assessments to determine best fit.

Our databases are unique, exclusive, and span all industries and technical disciplines, giving us access to emerging and established technology all over the world. With a well-defined need, solution providers can easily understand what is needed and respond with the best possible solution. We then facilitate interaction between our clients and the prospective partners, connecting all parties to pursue a collaborative strategic engagement.

NEED: A Global Energy Company has been investigating Total Acid Number (TAN) portable system development for field analysis of crude oil samples. Traditionally, the ASTM standard method requires analysis in a lab requiring both a long lead time and a high-level of operator experience.

APPROACH: NineSigma helped the Client establish specific criteria to evaluate potential partners which would help them verify their decision to proceed with a \$1M investment in this area. NineSigma issued a Request and quickly identified and evaluated leading candidates among the 10+ respondents.

OUTCOME: Three major players were identified and each is ready to establish a program to evaluate the viability of adapting their systems for the Client's specific crude applications.





NEED: A Major Chemical and Coatings Company needed to quickly identify research partners for silicone-based polymers for a multi-year, \$200K+ program within 4 weeks. They had been unable to identify groups that had the right expertise for the challenging development program.

APPROACH: Through NineSigma's Targeted Search and facilitated evaluation, all respondents were rapidly categorized against the jointly developed criteria, leading to final partner selection within 4 weeks.* NineSigma collaborated very closely with the client to review and facilitate teleconferences with the top groups, and provided all the information and templates to achieve the outcome.

OUTCOME: Four research partners were identified and vetted within 4 weeks.

"We were worried we wouldn't find anyone we could work with. Now we have partners we never would have found any other way."
- Project Leader

*Accelerated project timing not typical of most projects

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