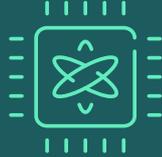


Should we invest in  
this technology?



**Our client identified a company with  
interesting dispense technology and wanted  
to check their credentials prior to investment.**

**Technologies**

- Product development
- Partner strategy
- Investment strategy
- Research

**Domain expertise**

- Dispensing
- Technology





### **Our client asked:**

The client wanted to explore novel dispense technologies to enable differentiated product development. It had identified a small company claiming to have superior technology but wanted to get an external view to make an informed decision prior to making any investment.

### **The project story:**

We undertook research to review the target company's technology and commercial standing.

Interviews were also undertaken with stakeholders that had interacted with this company including collaborators on technology development, journalists that had written about company, its CEO and its interaction with local community.

### **Results: deliverables and outcomes**

The intelligence gathered suggested that the technology was not as strong as the company claimed and some financial anomalies also gave cause for concern. While the client still pursued the deal, it put a clause in the agreement to protect it if certain issues arose. While the co-development was not successful, the client was able to recoup costs based on this clause.

### **Contact us**

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