

## Case studies

Negotiation with industries & governmental authorities



**Client: DCNS** – European Leader in ship design and shipbuilding– €3,000m turnover

Objective: This group had some track record in a country in Northern Europe, but lacked knowledge on credibility, probability and possible schedule of one major project for new OPVs.

- **Process and Added Value:**

IBP Partners's consultant updated his own long-time contacts in the country, at various levels of Navy and of governmental authorities as well as across local industries ;

the consultant validated the case, possible work share and managed to organise the appropriate relations so as to contribute to the definite qualification of DCNS for the main strategic part of the project.

- **Outcome**

In less than 2 years:

- the project was confirmed,
- negotiations with Client and with local industries were finalised,
- contract was signed worth nearly €100m,

