



QUANTALYST

CONSULTING, LLC

*Creating Value through
Quantitative Modeling*

3430 E. Jefferson #406
Detroit, MI 48207
313.821.7870

1223 Wilshire Blvd. #282
Santa Monica, CA 90403
213.500.3747

www.quantalyst.com

The Assessment

A domestic client seeks to leverage its nationwide sales and distribution network to participate in the technology offering that a small regional producer has developed.

The Scope

Work with the client's senior management to value, structure and negotiate an acceptable transaction for both parties.

Actions/Implementations

Developed a valuation and structuring model for the acquired technology. Working with the senior management team, negotiations with the proposed joint venture partner were held over a period of several months to define and agree upon acceptable terms.

The Results

The joint venture agreement was approved by all parties. The agreed upon structure included a gross margin participation clause that protected both the interests of the client and the JV partner.