

Mergers & Acquisitions

Acquisitions

Divestments

Management Buy-ins/Buy-outs

- Strategic Alliances and Joint Ventures

What we do

Working with clients we:

- Assess each client's needs, available resources and strategic objectives in order to develop a profile for the ideal strategic or JV partner
- Analyse the expectations and level of commitment of each party and publish the findings in a Gap Analysis Report, which we make available to each party. This approach reduces the likelihood of unnecessary resource calls, and confusion about the sharing of rewards, which can create negative feelings between the parties.
- Search local and international markets for a partner which fits the profile
- Represent our client in negotiations with prospective parties
- Design, plan and implement governance arrangements which are in our client's long term interests, are acceptable to all parties, allow the partnership to achieve its stated objectives and then facilitate an agreeable exit for each party
- Assist the parties with the development of a high level business plan

Why are we different?

Our approach differs in that we:

- Recognise that joint ventures and strategic alliances often fail to meet the expectation of the parties involved in them. This is often due to the fact that both parties contribute valuable assets, technologies or expertise, but do not take the time to put them together in a workable business structure.
- In the case of joint venture arrangements, we advise clients on how best to combine their resources to produce optimal results. By conducting strategic planning workshops with both groups we test the new venture's business case, assist in the development of new value adding strategies and document the results in a high level business plan.

Being unable to take advantage of an opportunity is a frustrating experience, but for many businesses it's also a common one.

Sometimes it takes the collaboration of two or more entities to fully mine the value from an opportunity.

In circumstances like these, forming a strategic alliance or setting up a joint venture can be the right strategic solution.

Collaboration between partners can take the form of exchanges of know-how between firms, or the formation of a jointly owned new entity which works to achieve a set of mutually agreed objectives.

Some assignments involve conducting a search for the right partner, on other occasions our involvement starts when the parties have found each other.

To find out more please contact us on +613 9652 9555 or via email to info@kennedynedham.com.