

PARTNER IDENTIFICATION FOR THE MANUFACTURE OF A SPECIALTY AMINE



A Chemical Company Specializing in Additives for Petroleum-Based Products

The Client engaged PreScouter in this Research Support Service Project for help identifying potential co-manufacturers with capabilities to produce a specialty amine to be used as an intermediate.



CHALLENGE

The general concept of amine manufacturing is a standard process, but one that involves hazardous chemicals using nitration and hydrogenation processes. Azo dyes are examples of compounds made using similar materials and processes. Various manufacturing routes were considered, and the Client was looking for a partner to work with toward the commercial scale.



APPROACH

PreScouter team landscaped manufacturers advertising the capabilities to produce specialty amines, and 54 companies were identified. These companies were ranked based on specific criteria, such as must-haves and nice-to-haves. Potential partners were contacted to learn more about their capabilities.

Of the 51 companies the PreScouter team contacted in the screening stage, 23 answered the initial set of questions. PreScouter down-selected 7 companies as promising leads and followed up to get more insights about their core competencies, with 5 companies answering the last set of technical questions.



OUTCOME

PreScouter presented the Client with the top 2 recommendations of capable and willing parties, based on their ranking of best-fit manufacturers.



Impact of PreScouter's Work: The Client was introduced to 4 potential partners by the PreScouter team.