

STRATEGIC PARTNER SELECTION FOR THE DEVELOPMENT OF A HIGHLY SELECTIVE WATER VAPOR MEMBRANE



A Multinational Manufacturer of Engineering Products

The client engaged PreScouter to help seek a supplier that would be a critical partner in the development of their proof-of-concept product.



CHALLENGE

In this Research Support Service Pilot, the client sought a membrane supplier with high selectivity between water vapor and nitrogen molecules to develop a new product. The supplier needed to fulfill volume requirements that could reach up to millions of square meters per year.



APPROACH

PreScouter created a landscape of potential technologies and suppliers, identifying **24 relevant potential partners** to the client based on product specifications, academic research, and white papers highlighting novel approaches to maximizing water/nitrogen selectivity.

After this landscape was created, a **shortlist of 3 potential partners** was created. The PreScouter team reached out to these companies to determine if there was a viable path forward with the client and to answer specific technical questions.



OUTCOME

PreScouter identified several potential partners and technology approaches for this project aligned with the client's needs.



Impact of PreScouter's work: The client used the results of the engagement to move forward with developing their proof-of-concept product.