

## IDENTIFYING PARTNERS WITH DESIGN AND CONSTRUCTION CAPABILITIES FOR WASTE TREATMENT PLANTS



### A Multinational Company in the Renewables Space

The Client was interested in expanding and delivering a promising technology they had developed for treating municipal solid waste in a safe and cost-effective way. The first plant had been built, thus, proving the efficacy of this technology.



### CHALLENGE

The Client engaged PreScouter in this Research Support Service Project to help them identify and profile companies with extensive in-house waste-handling knowledge together with the capabilities to perform the design and construction of waste treatment plants together with the Client.



### APPROACH

Over the course of 4 rounds, the PreScouter team identified and profiled **26 vendors and reached out to 15 prioritized targets** to have specific questions about their capabilities answered. Five Subject Matter Experts (SMEs) were interviewed to gather insights from their experience and assign weightages to a list of key performance indicators (KPIs) that would be used to evaluate the profiled vendors. Finally, PreScouter populated each KPI for all the prioritized companies through a combination of publicly available information and data from outreach and scored them to make the final ranking of suitable companies for further engagement by the Client.



### OUTCOME

The PreScouter team identified and profiled 26 companies, 15 of which were prioritized for outreach. Based on the combined results from outreach and publicly available information, a flexible ranking model was built to identify the **top 4 companies**. These were recommended to the Client for continuing detailed discussions.

