

Partner Scouting

Build vs. Buy vs. Partner Strategy

PROBLEM STATEMENT

A client had multiple technology options but needed to determine whether to build internally, acquire, license, or partner.

HOURLASS SOLUTION

- Benchmarked internal capabilities against external innovations.
- Evaluated commercial, technical, and financial trade-offs.
- Developed a structured decision framework.

VALUE WE CREATED

- Reduced technology acquisition risk.
- Improved capital allocation.
- Accelerated commercialization.



Learn More
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