

Case study: organizational transformation at F100 global company



The challenge

A Fortune 100 company was trying to evaluate the best path forward to monetize its large basket of intellectual property (IP).

It wanted to identify potential partnerships with outside companies to do so along with organizing internally to create consistent, long-term deal flow.



The approach



Mapped out existing monetization process to evaluate end-to-end throughput time and bottlenecks.



Created framework to evaluate current partnerships and identify new ones.



Identified opportunities to improve deal-making and better terms for client.



Developed recommendation on new team structure to own partner relationships and accelerate deal flow.



The outcome

Client implemented recommended changes to develop new team structure and increase monetization.

New team structure was critical to helping client **achieve growth goals through improved partnerships and better deal-making.**