

# Key Services we Offer via Strategic Alliances Consultancy

To leverage the *Strategic Alliances* activity, we provide consultancy services that focus on helping organizations form collaborative partnerships, enabling them to leverage shared resources, expertise, and innovation to achieve mutual growth. Below, we outline the services we offer.

## 1. Partnership Identification and Development

- **Service:** Euroglobo-Art helps organizations identify potential strategic partners and facilitate partnership development. This includes researching possible partners, evaluating alignment in goals and values, and structuring partnerships.
- **Target Clients:** Corporations, startups, NGOs, industry associations, and government agencies.
- **Pricing Structure:** Flat fees or hourly rates for partnership development, plus potential commissions on successful partnerships.
- **Estimated Fee per Project:** €10,000–€30,000, with a potential commission of 2–5% of partnership value.

## 2. Strategic Alliance Management and Facilitation

- **Service:** Euroglobo-Art provides ongoing management and facilitation services for strategic alliances. This includes setting up governance structures, facilitating communication between partners, and ensuring that alliance goals are met.
- **Target Clients:** Corporations, joint ventures, industry associations, and public-private partnerships.
- **Pricing Structure:** Retainer-based services or ongoing management fees.
- **Estimated Monthly Fee per Project:** €5,000–€15,000 depending on the complexity of the partnership.

## 3. Strategic Alliance Planning and Structuring

- **Service:** Euroglobo-Art assists organizations in planning and structuring strategic alliances, focusing on contractual agreements, intellectual property (IP) sharing, financial structures, and risk management.
- **Target Clients:** Large corporations, multinational enterprises, startups, industry groups.
- **Pricing Structure:** Flat fee for planning and structuring, with the possibility of performance-based bonuses.
- **Estimated Fee per Project:** €15,000–€50,000 depending on the complexity and value of the alliance.

#### 4. Joint Innovation and R&D Partnerships

- **Service:** Euroglobo-Art helps organizations form alliances focused on joint innovation, research, and development. This includes facilitating collaboration on new products, services, or technologies, and ensuring a smooth integration of resources and expertise.
- **Target Clients:** Technology companies, universities, research institutes, and corporate R&D departments.
- **Pricing Structure:** Consultancy fees for R&D partnership development, plus potential royalties or commissions on successful innovations.
- **Estimated Fee per Project:** €20,000–€60,000, with potential royalties on innovations.

#### 5. Training and Capacity Building for Strategic Alliances

- **Service:** Euroglobo-Art offers workshops or training programs that educate organizations on best practices for managing strategic alliances. Topics could include negotiation, communication, conflict resolution, and alliance governance.
- **Target Clients:** Corporations, business networks, industry associations.
- **Pricing Structure:** Charge per participant for workshops or offer customized training programs for organizations.
- **Estimated Pricing:** €500–€1,000 per participant for public workshops; €5,000–€20,000 for customized corporate training programs.