

ECONOMIC COOPERATION

Under the term "economic cooperation" we understand a voluntary contractual collaboration of legally and economically independent companies for the purpose of enhancing their mutual performance. The main idea is to create a win-win situation. Both partners benefit from the advantages of their mutual cooperation. The main form of the economic cooperation is a so-called procurement cooperation, where economies of scale and a stronger bargaining power are particularly used. Collaborations exist in all economic sectors. Due to that fact there have been developed various cooperation forms. Furthermore, cooperations may cover all operational functions in a company.

References are available for the following areas:

- metallurgy
- pharmacy / biotechnology
- medical devices (manufacturing and distribution)
- chemistry and polymer processing
- service sector

The OMC consultants possess extensive experience in initiating, building and further development of economic cooperation. They can help you by applying their practical experience, negotiation techniques, innovative solutions and professional skills!

OMC service spectrum in the field of economic cooperation:

- analyzing the possibility of economic cooperations (inventory of market conditions and conditions in the company)
- organization and performance of investment conferences
- consulting in respect of determining the types of cooperation and the objectives of a certain economic cooperation
- cooperation management for the successful implementation of economic cooperations
- support and consulting in the individual phases of a cooperation (e.g. initiation, implementation, strategy adjustments, performance / termination)
- help and support in the search for the potential cooperation partners and in the preparation of a request / offer for cooperation
- consulting in respect of negotiations with foreign cooperation partners (taking into account cultural values and traditions)
- consulting on problems within economic cooperations (suggestions for solutions and risk management as a successful preventive measure)
- conducting trainings on the topic economic cooperation (theoretical background, real-life examples)

Benefits of the economic cooperation:

- economic cooperation as a strategy for market entry
- minimization of the production and distribution costs
- minimization of risks through creating a win-win situation by the economic cooperation
- generation of scale-effects
- bundling of resources and expertise (know-how transfer)
- increase of bargaining power (e.g. during procurement processes)

Do you require any support on the topic economic cooperation?

Make an appointment with us for an initial talk.

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