

Case Study: **Textile Cyclical Balancing**

Challenge: A European-based textile technology global industry leader was seeking a partner or acquisition targets to off-set the cyclical nature of the textile business. The desired partner would apply one of the client's core technologies in another, non-cyclical or counter-cyclical market segment and provide greater access to U.S. markets.



Solution: DBS conducted technology analysis and a client capabilities assessment, identified potential uses for technology outside of the textile industry, developed an attractiveness scoring criteria and solicited viable partners. A short list of five candidate companies was developed based on the client's proprietary technical capabilities, crossing all industries and applications, and included packaging companies, food and beverage producers, semiconductor equipment manufacturers and heavy equipment companies.

Results: The client formed a joint venture with a U.S.-based nanotechnology leader and was successful in expanding its U.S. market position and stabilizing annual revenues.



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