

Commercial Terms of Chemical Products in Asia & Europe

Client Background

On behalf of a major producer of chemicals in the Middle East, our client wants to understand the commercial terms for large volume contracts of certain aromatics products. In addition, the client wants insights into the current world scale sizing and capital cost of commercially proven process technologies to produce one of these aromatics projects.

10EQS Approach

This project is on a very aggressive timeline because the client needs 10EQS insights for a presentation to the Middle Eastern producer's senior management. From the time the project is confirmed until delivery of the client work product, 10EQS has less than ten days. Thanks to a very experienced Engagement Manager (EM) and 10EQS staff, experts are identified and brought on board quickly, providing valuable contributions to this engagement.

Key Engagement Stats

Project Type: Evaluation of commercial terms and insights into available process technologies

Delivery: 9 days

Delivery Team: 1 EM, 4 Senior Experts, 10+ Researchers



Summary of Results

Within a compact time frame, 10EQS synthesizes and delivers a focused study which contains:

- Actual balance sheet allocation for the different banks across industries and geographical dimensions for the last three years
- A description of the main risk management processes within a selected subset of the banks
- A summary of best practice risk management processes associated with these

The end result enables the client to benchmark its own balance sheet allocation and risk management process versus a set of market leaders.

How to Get Started Today

To find out more about how 10EQS can benefit your business, please contact us at clients@10EQS.com