



## CASE STUDY

# GOVERNMENTAL STRATEGIC FINANCING

A major technology company operating in international markets, XZ is in continuous communication with Canadian governments and ministerial authorities.

Not having the expected success over the years in its own efforts to obtain major government financial commitments, and facing strong internal competition and tight deadlines for an investment decision in Canada, XZ mandated Quentus to provide strategic support in the preparation of business and financial files, and in the deployment of strategic communications with the authorities in the context of government relations

## QUENTUS- THE APPROACH

Having worked in the field of strategic government financing of major and structuring projects for over 25 years, Quentus offers an approach that **maximizes governmental and institutional commitments**, and favors an **acceleration of the evaluation and decision-making processes**, through:

- Analysis and evaluation of the investment project with regard to government policies
- Identification of government and institutional sources of funding
- Project risk analysis having an impact on its assessment
- Preparation of files in accordance with government analysis criteria
- Financial structuring and development of an optimal architecture
- Development and deployment of government and institutional communications strategies
- Support for the negotiation of agreements with government and institutional organizations

## THE BENEFITS

Quentus' support results in a **significant reduction** in the **time required to obtain government and institutional commitments**, as well as **reduction in the cost of the project and its financing**.

Thanks to its ability to translate for the various institutional and government actors the complexity of the business, financial and technological elements of an investment project, and to its team of advisers who have worked in ministries and in the senior civil service, Quentus is a leading player with companies whose level and speed of commitments are key factors in the investment decision.

*A proven strategic approach to financing investment projects has enabled Quentus to secure financial commitments ranging from \$ 3M to over \$ 200M.*

**For an evaluation of the potential of your project, we invite you to contact us:**

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