

US Clients
Seminar
10-12 November
2009

Caleb and REACH

Role as Consortium Manager and/or SIEF Facilitator

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10 November 2009

Caleb's core competence

- Caleb has worked with a number of trade associations and Task Forces to build consensus and manage issues
- The role is as:
 - ❖ **Overseer** of the inter-relationships (competition law)
 - ❖ **Mediator** between parties on priorities and financing
 - ❖ **Interpreter** of regulatory uncertainties in specific cases and liaison point with authorities
 - ❖ **Communicator** with outside stakeholders
- Caleb has a number of past and current case studies which speak to these roles

Caleb as Consortium Managers

- Some existing Task Forces have morphed to accommodate REACH often as separate legal structures
- Key examples of Caleb's activities:
 - ❖ **Fuel additives (ATC)** – multiple substances
 - ❖ **Fatty acids** in conjunction with Dr. Knöll
 - ❖ **Phenolic resins** both unmodified and modified
 - ❖ **Resorcinol** – extension of Task Force activities
 - ❖ **Cashew Nutshell Liquid** – complex chemistry
- Each example is unique – the common thread is that they are time-consuming!!!

Consortium managers as SIEF facilitators

- High importance placed on liaison with SIEFs
- Many consortia are failing in their duties and could incur the wrath of Competition Authorities
- Investment in REACHsuite software to help facilitate efficient and regular communications
- Management of existing studies and proposals for cost-sharing arrangements
- Long-term commitment to ensuring that existing and new SIEF members are catered for
- Getting the gold-diggers out of the arena

Consortium managers as registrants

- Where dual roles exist, Caleb tends to operate with two representatives
- Also we have a preference to share the consortium management role (e.g. CNSL)
 - ❖ Provides an alternative route for confidential information
 - ❖ Ensures a third party check on all that is happening
 - ❖ Provides comfort to other participants
 - ❖ Provides protection for Caleb and its clients
- Not really any different than a Lead Registrant being a SIEF facilitator