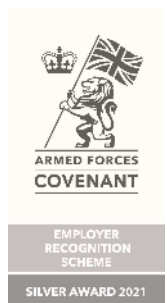


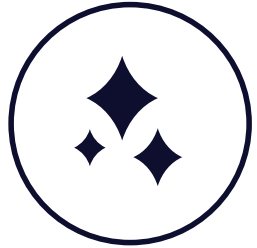


THE "COSTS" OF INTERNATIONAL COLLABORATION

Dr Sanathanan Rajagopal
Head of Cost Engineering



Company Overview



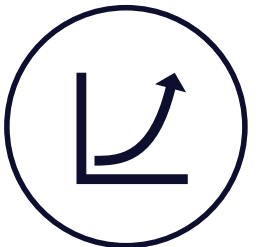
Established in 2020



80 employees, growing to
95 by the end of 2024



Sirius Analysis Inc incorporated in
Virginia, USA September 2024



Turnover more than trebled
in the past 2 years



Sector Overview

DEFENCE

SPACE

TRANSPORT

ENERGY

NUCLEAR

P3M

Operational Analysis

Cost Analysis

Approvals

Systems Engineering

Our Clients & Partners



Agenda

- Introduction
- International Collaboration
- Challenges
- Cost of International Collaboration
- Conclusion and questions

What is International Collaboration

- International collaboration refers to the process where individuals, groups, or organizations from different countries work together towards a common goal.
- This type of collaboration can occur in various fields, including science, technology, education, business, and politics.
- The primary aim is to leverage diverse perspectives, resources, and expertise to achieve outcomes that might be difficult or impossible to accomplish independently.
- This cooperation often involves sharing knowledge, skills, and technologies, as well as coordinating efforts to address global challenges or capitalize on international opportunities.

Challenges

- Security standards
- Time zones
 - scheduling issues, delays in decision making
- Cultures
 - can impact how individuals perceive and approach tasks, deadlines, conflict avoidance and resolution
- Language barriers
 - increased time needed to build relationships diverting resources from other activities
 - may lead to misunderstandings and miscommunications, affecting productivity and team cohesion.
- Communication platforms
- Working norms/approaches
- Geopolitical

Challenges

- Regulations/Legal/Contracts
 - may involve navigating complex legal and regulatory frameworks.
 - Intellectual property rights, data privacy laws, and contractual obligations may vary across countries, requiring careful negotiation and compliance.
 - Failure to address these legal considerations can result in costly disputes and setbacks
- Travel/accommodation
 - Expenses may include travel and accommodation for face-to-face meetings, communication technology investments, and legal fees for navigating international contracts and regulations
- Currency fluctuations
 - Currency fluctuations and exchange rates can also affect project budgets and financial planning.

Key cost of International Collaboration

Time and Resource Costs

- **Coordination** - Time spent on organizing and synchronizing activities across different time zones and working cultures
- **Learning Curve** – Efforts needed to understand and adapt to different cultural, legal, and institutional environments
- **Documentation and Reporting** - Additional paperwork and reporting requirements for international projects.

Operational Costs

- **Complexity** - Increased complexity in managing projects due to diverse regulatory environments, standards, and practices.
- **Logistics**- Challenges and costs related to the shipment of goods, samples, or equipment across borders.

Key cost of International Collaboration

Risk and Uncertainties

- **Political and Economic Risks** - Instability in partner countries can affect collaboration
- **Intellectual Property** – Risks related to the protection and sharing of intellectual property and sensitive information
- **Legal and Compliance** - Costs related to ensuring compliance with international laws, regulations, and standards.

Cultural and Interpersonal Costs

- **Cultural Differences** - Potential misunderstandings and conflicts arising from cultural differences
- **Language Barriers**- Challenges and costs associated with translation and interpretation.

Key cost of International Collaboration

Strategic Costs

- **Alignment of Goals** - Difficulty in aligning the objectives and priorities of different partners
- **Resource Allocation** – Potential diversion of resources from domestic priorities to international projects

Financial Costs

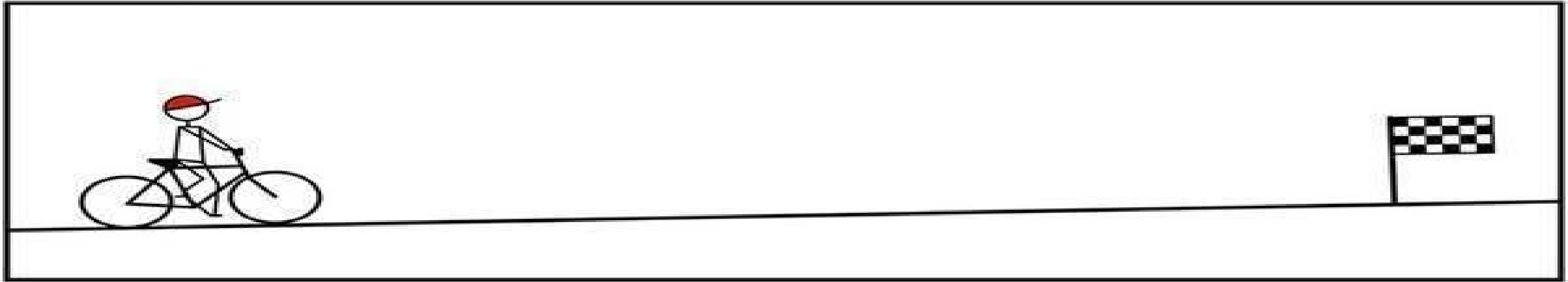
- **Travel and Accommodation** - Expenses related to international travel, lodging, and subsistence for face-to-face meetings
- **Communication** - Costs associated with international communication, including phone calls, video conferencing, Security and internet services
- **Administrative**- Expenses for managing and coordinating collaborative efforts, including project management, legal fees, and compliance with international regulations.

Conclusion

- While the costs of international collaboration are significant, they can be mitigated through strategic planning and proactive management.
- Establish clear communication channels and protocols to minimize misunderstandings and promote transparency.
- Invest in cross-cultural training and team-building activities to foster understanding and collaboration among diverse team members.
- Work closely with legal experts to navigate international regulations and mitigate legal risks.
- Leverage technology for virtual collaboration and project management tools to streamline communication and coordination.

Finally.....

Your plan



Reality

