

STRATEGIC CAPITAL & INTELLIGENCE GROUP LTD.

# SCIG Association Commercial Transformation Program

Service Categories and Modular Offerings

## 7

### Market Expansion, Bids, Export, and Industry Restructuring

This category is designed for associations whose members need access to larger contracts, new markets, export pathways, commercial partners, or coordinated responses to industry restructuring.

#### Module 7.1 Sales Syndication and Collective Market Entry Program

What the service offering entails	Benefit to the association and its members	Competitive differentiation and unique commercial benefit
SCIG equips associations to assess whether members can combine capacity, supply, logistics, expertise, or market presence to pursue larger buyers, institutional contracts, or export opportunities.	The association enables members to achieve scale they may not have individually. Members benefit from coordinated market entry, shared intelligence, and larger commercial opportunities.	Most associations convene competitors but avoid structured commercial coordination. SCIG designs lawful, disciplined collective market-entry pathways that can create scale, access larger buyers, and expand member opportunity.

#### Module 7.2 Export Readiness and International Partnership Platform

What the service offering entails	Benefit to the association and its members	Competitive differentiation and unique commercial benefit
SCIG equips associations to support members considering international markets through market screening, partner due diligence, political-risk assessment, logistics review, buyer identification, and commercial pathway design.	The association becomes a safer bridge to foreign opportunities. Members benefit from reduced uncertainty, better preparation, and more disciplined international expansion.	Export services often provide general market information. SCIG integrates buyer identification, due diligence, political risk, logistics, commercial structuring, and association-led market access.

#### Module 7.3 Member Bid Readiness Program

What the service offering entails	Benefit to the association and its members	Competitive differentiation and unique commercial benefit
SCIG prepares members to pursue larger contracts by strengthening capability statements, financing narratives, compliance readiness, consortium structures, procurement positioning, commercial credibility, and risk controls.	The association enables members to compete for larger opportunities. Members gain stronger positioning, better readiness, and a clearer path to pursuing contracts they might otherwise miss.	Proposal consultants often focus on bid writing. SCIG builds member readiness for larger opportunities by addressing capability, financing credibility, compliance, consortia, procurement position, and risk controls.

#### Module 7.4 Industry Consolidation and Restructuring Strategy

What the service offering entails	Benefit to the association and its members	Competitive differentiation and unique commercial benefit
SCIG equips associations to respond to consolidation, closures, private-equity activity, technology disruption, regulatory change, financing pressure, labour shortages, global competition, or sector restructuring.	The association becomes a strategic actor during industry change rather than a spectator. Members benefit from analysis, coordination, options, and a clearer view of how to adapt.	Competitors may provide sector studies or strategic plans. SCIG positions the association as an active restructuring actor, able to coordinate analysis, options, member response, political strategy, and commercial adaptation.