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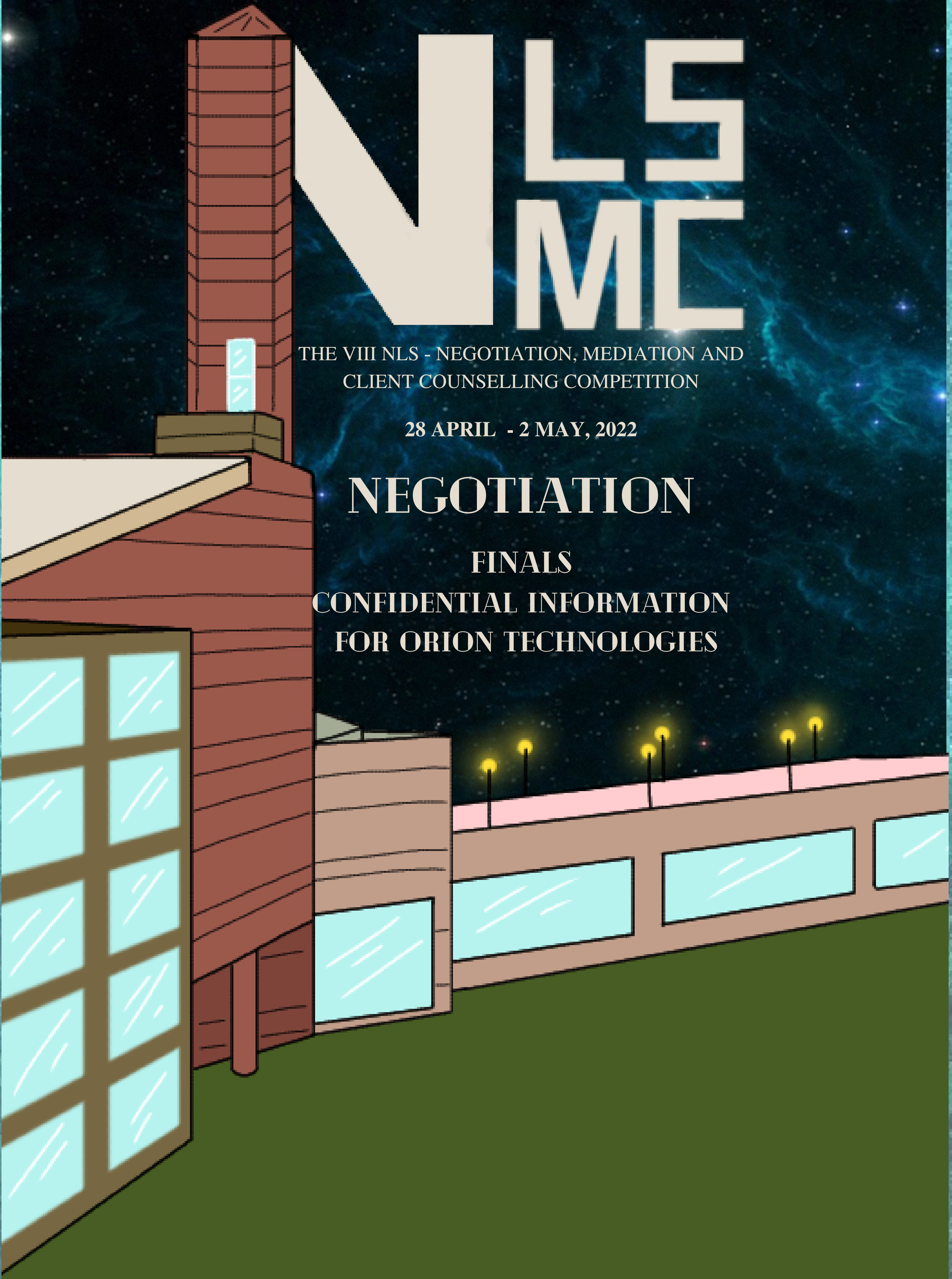
THE VIII NLS - NEGOTIATION, MEDIATION AND  
CLIENT COUNSELLING COMPETITION

28 APRIL - 2 MAY, 2022

## NEGOTIATION

FINALS

CONFIDENTIAL INFORMATION  
FOR ORION TECHNOLOGIES



# NEGOTIATION FINALS

Orion Technologies is an entity registered under the laws of Aeris, and its Founder and CEO, Mr. Gregory Waltz, is a relatively recent entrant in the satellite, defence and space missions' sector.

2. Mr. Waltz is an idealist and has been known to be a successful entrepreneur and serial investor and businessman in the technology space but had only recently set up Orion to be able to participate in government tenders in the defence, space transportation and satellite business. He is viewed as an upstart by most of the established market players and is an avowed industry disrupter.

3. Since the commencement of Orion's operations, Mr. Waltz has remained particularly disconcerted by what he considered as vacuous and unwarranted popularity that had been received by Brex and its founder CEO. This anxiety was further compounded when Orion lost several tenders issued by the TSSA and other defence agencies of Terrabot to Brex, despite marginal differences in their respective financial bids. Even prior to the submission of the technical bids in the Mission Zygon Tender, Mr. Waltz had learnt from his trusted sources that the difference between the sophistication and quality of the technology owned and developed by Brex vis a vis that of Orion was decisively significant, and that Brex would qualify the technical evaluation rounds by a wide margin over the other bidders in the latest FSSA Tender.

4. It did not help matters that Mr. Waltz had already been feeling greatly aggrieved because he was convinced that the prolonged discussions between Brex and TSSA on the matter of space colonization missions in the two years preceding the issuance of the FSSA Tender had brought Brex closer to FSSA officials and had given Brex an unfair advantage over the rest of the field.

5. Upon learning of FSSA's proposal to invite tenders for missions to Zygon, Mr. Waltz had personally reached out to TSSA to offer his assistance and resources for any of TSSA's proposed space missions and had indicated his willingness to take responsibility for the entire funding which he proposed to raise from institutional investors and financial institutions. However, despite his repeated efforts to persuade FSSA to partner with Orion, he had been curtly advised to await the issuance of the official tender notice and apply through formal channels.

Mr. Waltz had realized very early that Mission Zygon held the promise to be a project of vital import- one which could potentially confer international visibility and global recognition upon Orion, and enable Orion's establishment as a key player in the space industry. Success in the Mission would also ensure that Mr. Waltz's name became firmly etched in the annals of space tech and planetary colonization. He, therefore, wants Mission Zygon to either materialize with

Orion at the helm or not at all.

7. His offer to create a strategic partnership with Brex is aimed at getting his foot in the door with TSSA and to bag the biggest global Tender in the industry despite being acutely aware that Orion did not possess the technological prowess or expertise and R & D required to execute the project successfully. But Mr. Waltz has been convinced that this disadvantage could be quickly overcome with strategic partnerships with other entities and before the test runs for the Mission were scheduled to commence.

8. Mr. Waltz, however, does not wish to enter into any partnership where he doesn't have the controlling stake or decision-making authority qua Mission Zygon. He must, therefore, negotiate to create the most favourable partnership for himself and leverage the injunction and other industry information to his advantage to the hilt.

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