

# Exxon Mobil

## Introduction

This case study of ExxonMobil is based on a March 2023 survey of Frost & Sullivan customers by TechValidate, a 3rd-party research service.



At this Innovation Workshop, I've been inspired by: "The speakers and their enthusiasm for innovation... I am not alone in the challenges I face and I met people that are overcoming the same challenges."

"I have had many good experiences with F&S and have always appreciated their work."

## Challenges

What are your greatest innovation challenges?

- Having a forum that allows me to build my personal network of innovation executives
- Incorporating fresh ideas into my organization
- Dealing with very real practicalities of ideation through commercialization

## Use Case

Said that the Innovation Workshop delivered:

- Access to best practices
- Increased networking & relationship building
- "A forum that allowed me to engage with others to access solutions to my challenges"
- Inspiration through firsthand access to innovation labs
- Critical insights from industry thought leaders

## Results

The surveyed company achieved the following results with Frost & Sullivan:

- They **strongly agreed** that "my participation enabled me to get insight from subject matter leaders in different industries, openly sharing real stories and solutions."
- They rate the value of the tour featured at this Innovation Workshop as "**very timely and relevant.**"
- Would be **extremely likely** to attend future Innovation Workshops & Tours.
- They **strongly agreed** that "I learned as much from the other participants as I did from the speakers and tour."
- Said they would recommend their team and peers attend future Innovation Workshops and Tours.
- Based on the value of networking opportunities and range of content delivered at the Innovation Workshop, they would recommend that their company send 3 or more team member(s) to other workshops in this series.
- When asked how many real business and personal relationships were they able to generate at this Innovation Workshop, said up to 10.

### Company Profile

Company:  
**ExxonMobil**

Company Size:  
**Fortune 500**

Industry:  
**Energy & Utilities**

### About Frost & Sullivan

Frost & Sullivan enables clients to accelerate growth and achieve best-in-class positions in growth, innovation and leadership.

The company's Growth Partnership Service provides the CEO and the CEO's Growth Team with disciplined research and best-practice models to drive the generation, evaluation, and implementation of powerful growth strategies.

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