



No	Services	Availability
05	Identification of companies awarded public contracts	East Africa — Online

## Service Description

This service provides clients with targeted intelligence on companies that have recently won public tenders or procurement contracts across East African countries. It enables proactive business development by engaging these winners at the right moment—when they have funds and demand for supplies or partnerships.

### Includes:

- Monitoring of public procurement portals and gazettes
- Monthly database of awarded companies, with contract descriptions and contact info
- Sector-specific tracking (e.g., construction, medical supplies, ICT, energy)
- Early alerts and highlights of high-value tenders
- Optional support for outreach and proposal tailoring

### Ideal For:

- Exporters and manufacturers whose products/services support project delivery
- Distributors and agents seeking government-connected supply chains
- B2B companies targeting local partners with recent financial inflows

Deliverable	Description	Frequency
<b>Awarded Contracts Database</b>	Deliver a monthly report listing a minimum of 20 companies recently awarded public contracts in the selected sector(s) and country. Each entry includes company name, contract description, value (if available), awarding agency, and contact details.	Monthly
<b>Verified Contact Information</b>	Provide verified contact details (email and/or phone number) for at least <b>80%</b> of listed awarded companies.	Monthly
<b>Sector-Specific Filtering</b>	Apply client-defined filters (e.g., medical, ICT, energy) and ensure 100% of entries align with selected sector(s).	Monthly
<b>High-Value Tender Alerts</b>	Highlight at least 5 high-value contracts (e.g., above client-defined threshold) in each monthly report, with additional commentary.	Monthly
<b>Tender Summary Insight</b>	Include a 1-page tender insight brief summarizing trends, common buyers, and upcoming opportunities.	Monthly
<b>Optional Outreach Support</b>	If requested, conduct up to 5 outreach actions per month to awarded companies (e.g., intro emails, proposal sharing).	Optional / Monthly
<b>Dashboard or Shared Tracker</b>	Provide access to a shared online tracker (e.g., Excel/Google Sheet) for ongoing tracking, client notes, and progress.	Continuous access
<b>Kick-off Alignment Session</b>	Conduct a 30-minute virtual session at the start of the contract to align on sector focus, contract value thresholds, and desired output format.	One-time (Month 1)

<b>Not Include</b>	We explain this section when a quote is requested.
<b>Process</b>	The SCA-Partner Team will confirm within 48 hours whether it can provide the requested service and country. It will inform you of the quality of the information available for that country and the expected timeline. You must then accept or decline the quote.
<b>We will need</b>	We explain this section when a quote is requested.
<b>Timing</b>	6-month contract per country. For multiple countries, please consult us.
<b>Cost, Invoice and Payment</b>	Cost starting from €600/month. Please inquire. SCA-Partner Team will issue monthly invoices dated the 25th, with a 30-day payment term. Payment by bank transfer.