



No	Services	Availability
04	Identification of newly established companies in the targeted sector	East Africa — Online

Service Description:

This service helps clients monitor and connect with newly registered or recently active companies within a defined sector or product category in East African markets. It is ideal for identifying early-stage opportunities before competitors do.

Includes:

- Continuous tracking of new company registrations and commercial activity
- Sector-specific filtering to match client priorities (e.g., agri-processing, tech, distribution)
- Monthly reports with verified contacts and basic company information
- Alerts for companies showing early signs of growth or investment
- Optional introduction and outreach support

Ideal For:

- Exporters, suppliers, and service providers seeking new clients
- B2B solution providers targeting startups or SMEs in a specific sector
- Investors and trade professionals monitoring market dynamics and innovation

Deliverable	Description	Frequency
Sector-Specific Company List	Deliver a monthly report identifying a minimum of 15 newly registered or recently active companies in the targeted sector per selected country.	Monthly
Verified Contact Information	Provide verified contact details (email, phone, location) for at least 80% of listed companies.	Monthly
Growth Signal Alerts	Highlight at least 5 companies per month exhibiting early signs of growth (e.g., hiring, website launch, media mentions, funding).	Monthly
Filtering Criteria Validation	Conduct a one-time validation call or email exchange with the client at the start of the engagement to confirm sector definitions and filtering priorities.	One-time (month 1)
Optional Introduction Support	If requested, conduct up to 5 introductory outreach emails per month to target companies, using approved messaging.	Optional / Monthly
Dashboard or Tracker Access	Provide access to a shared Excel/Google Sheet dashboard for ongoing tracking and client notes or follow-up actions.	Continuous access
Summary Insight Brief	Include in the report a 1-page commentary on market dynamics or trends observed from newly identified businesses.	Monthly

Not Include	We explain this section when a quote is requested.
Process	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.
We will need	We explain this section when a quote is requested.
Timing	6-month contract per country. For multiple countries, please consult us.
Cost, Invoice and Payment	Cost starting from €400/month. Please inquire. SCA-Partner Team will issue monthly invoices dated the 25th, with a 30-day payment term. Payment by bank transfer.