



No	Services	Availability
01	Distributor search	East Africa — Online

## Service Description

This service is designed to help exporters and manufacturers identify and connect with qualified distributors in East Africa who can actively promote, sell, and support their products. Our approach is structured to ensure strategic fit, market reach, and commercial viability.

### Includes:

- Definition of distributor profile and selection criteria
- Research and shortlisting of potential distribution partners
- Direct outreach and qualification interviews
- Sharing of company/product presentation with interested prospects
- Coordination of introduction meetings and initial negotiations

### Ideal For:

- Exporters entering East Africa for the first time
- Companies expanding their distribution network by sector or country
- Businesses seeking long-term, growth-oriented local partners

Deliverable	Description	Timeline
<b>Distributor Profile Definition</b>	Conduct a briefing session and deliver a 1–2 page Distributor Profile Sheet summarizing selection criteria, product positioning, and ideal partner characteristics.	Week 1
<b>Longlist of Potential Distributors</b>	Submit a longlist of 20–30 potential distributors per country, including contact details, company background, and sector coverage.	By end of Week 2
<b>Shortlist of Qualified Distributors</b>	Provide a shortlist of 6–8 vetted distributors based on desk research, direct outreach, and interest confirmation. Each profile includes commercial info and relevance to client criteria.	Week 3–4
<b>Company Presentation Circulation</b>	Distribute your company/product presentation to all shortlisted candidates, confirm receipt, and document feedback or interest levels.	Week 4
<b>Distributor Interviews &amp; Interest Mapping</b>	Conduct introductory interviews with shortlisted candidates and deliver a summary matrix showing level of interest, capacity, and fit.	Week 5
<b>Coordination of Introduction Meetings</b>	Arrange online introduction meetings with 3–5 top-fit distributor candidates, including agendas and briefing materials.	Month 2
<b>Follow-up and Negotiation Support</b>	Provide follow-up support including feedback collection, clarification, and advisory on initial terms of cooperation.	Month 3
<b>Final Report</b>	Deliver a comprehensive final report summarizing the search process, partner profiles engaged, interest outcomes, and next steps.	By end of Month 3

<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>	3-6 month contract per country. For multiple countries, please consult us.
<b>Cost, Invoice and Payment</b>	Cost starting from €980/month. Please inquire. SCA-Partner Team will issue monthly invoices dated the 25th, with a 30-day payment term. Payment by bank transfer.