



No	Services	Availability
01c	Technology partner search	East Africa — Online

## Service Description

This service helps companies identify and engage with suitable technology partners to support innovation, localization, and technical upgrades within East African markets. The focus is on building strategic alliances with firms that offer complementary technical know-how, platforms, or products.

### Includes:

- Definition of the technology need and partnership objectives
- Scouting and profiling of qualified technology providers or licensors
- Evaluation of compatibility in terms of IP, infrastructure, and capabilities
- Facilitation of introductions and exploratory meetings
- Support in structuring collaboration agreements (licensing, JV, OEM, etc.)

### Ideal For:

- Companies seeking to localize or adapt products with local tech partners
- Exporters needing on-the-ground implementation or integration support
- Firms looking for co-development, tech transfer, or smart manufacturing alliances

Deliverable	Description	Timeline
<b>Technology Needs Assessment</b>	Conduct a 1-on-1 consultation session to define specific technology needs, desired capabilities, and partnership goals. Document the requirements in a concise Tech Partner Brief.	Week 1–2
<b>Longlist of Potential Partners</b>	Provide a longlist of 20–30 potential technology providers/ <b>licensors</b> matching the brief, including basic profiles and contact information.	By end of Week 3
<b>Shortlist and Profiling</b>	Deliver a shortlist of 6–8 vetted and qualified technology partners based on relevance, technical compatibility, and strategic fit. Each profile includes key competencies, experience, and partnership interest.	Week 4–5
<b>Compatibility Evaluation</b>	Assess IP compatibility, infrastructure needs, and collaboration models (e.g., licensing, OEM, JV) for top candidates. Provide a comparative matrix.	By Week 6
<b>Introductions and Meetings</b>	Facilitate introductory communications or virtual meetings with at least 3 selected partners to explore collaboration potential.	Month 2–3
<b>Collaboration Design Support</b>	Provide advisory support in structuring 1 draft partnership framework (MoU, licensing agreement outline, or JV concept) in line with the client's objective.	Month 4
<b>Final Report</b>	Submit a final report summarizing the search process, profiles contacted, feedback received, partnership options explored, and next steps.	By end of Month 4

<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>	4-6 month contract per country. For multiple countries, please consult us.
<b>Cost, Invoice and Payment</b>	Cost starting from €1300/month. Please inquire. SCA-Partner Team will issue monthly invoices dated the 25th, with a 30-day payment term. Payment by bank transfer.