

CASE STUDY · 03 / DEAL SOURCING & INTRODUCTIONS

IPR SpA — moulded soles and footwear assembly components

Italy → Kenya · Footwear components · <https://www.iprspa.it>

THE BRIEF

A component manufacturer wanted a supply-side relationship with Kenyan footwear assemblers, not a distributor. The brief was to identify credible assemblers, validate their monthly volumes, and set up a recurring supply lane.

WORKFLOW

- 01 Mapped the Kenyan footwear assembly base across Nairobi and Athi River.
- 02 Ran technical fit sessions with three assemblers to validate sole compatibility.
- 03 Structured a rolling monthly order plan with buffer stock at a Nairobi bonded warehouse.
- 04 Managed regulatory paperwork and repeat-shipment logistics for the first two quarters.

OUTCOME

Supply-side partnership established with local footwear assemblers. Ongoing monthly volumes reached steady-state within two quarters.

KPIs

ASSEMBLERS ON-BOARDED	TIME TO RECURRING ORDERS	ORDER CADENCE
2	2 quarters	Monthly

Client identity withheld under NDA where applicable. Additional references available on request during the consultation phase.