

CASE STUDY · 04 / DEAL SOURCING & INTRODUCTIONS

MAVIG — X-ray protection gear and radiation shielding systems

Germany → Kenya · MedTech — radiology protection · <https://www.mavig.com>

THE BRIEF

A German radiology-protection manufacturer wanted access to both private clinics and public hospital procurement. The brief covered distribution mapping and full tender-desk registration for public buyers.

WORKFLOW

- 01** Mapped the private hospital and diagnostic-imaging chain landscape in Nairobi and Mombasa.
- 02** Introduced and vetted two candidate distributors with hospital-supply track records.
- 03** Completed KEBS and Pharmacy and Poisons Board registrations required for medical devices.
- 04** Registered the product line with KEMSA and two county-level public procurement bodies.

OUTCOME

Hospital and private-clinic distribution mapped. Tender registration completed for public procurement, unlocking eligibility for county and national health tenders.

KPIs

DISTRIBUTORS QUALIFIED	PUBLIC TENDER REGISTRATIONS	REGULATORY CLEARANCES
2	3 bodies	KEBS + PPB

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