

CASE STUDY · 06 / DEAL SOURCING & INTRODUCTIONS

Vesseltech — industrial chillers for cold storage and data centres

Dubai (UAE) → Nigeria · HVAC / cold chain · <https://vesseltechchillers.com/>

THE BRIEF

A UAE-based industrial-chiller maker wanted Nigerian coverage across two cities with a distributor able to install and service, not just resell. Data-centre operators and cold-chain logistics were the two priority segments.

WORKFLOW

- 01

Screened 18 HVAC integrators for engineering headcount, service vans and site references.
- 02

Ran technical fit sessions with three shortlisted partners and one data-centre operator.
- 03

Negotiated a stocking and service-network plan covering Lagos and Abuja.
- 04

Set up spare-parts consignment stock and a 24-hour service SLA with the appointed partner.

OUTCOME

Cold-chain and data-centre distributor appointed. Service-network coverage established across two cities, with a first project pipeline signed at hand-over.

KPIs

CITIES COVERED	SERVICE SLA	PRIORITY SEGMENTS
Lagos + Abuja	24-hour	Cold chain + DC

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