B2B CONSULTING KENYA LTD

Experience. Our difference

PROFILE

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About us

B2B Consulting Kenya is a private limited Business Advisory firm with operations in Dar es Salaam, Kampala, Addis Ababa, Istanbul with Nairobi as the Head Office.

With more than 30 years of combined expert experience, B2B Kenya Limited is the leading consulting company in business consultancy. B2B Kenya Limited is leader in business-to-business market research. The huge amount of experience we have obtained in different industries around the region is the driving force behind the company

Our Global Presence

With office hubs in Istanbul and Nairobi, B2B Consulting leverages its wide network of consultants based in Kenya, Turkey, Poland, Pakistan, Emirates, United Kingdom to provide customised solutions for our clients.

We have global strategic partners in The United Kingdom, Turkey, Poland, Dubai, The Emirates, Pakistan & Ethiopia



Our Services



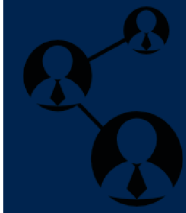
1 *Exhibitions and Trade Delegations*



2 *B2B Advisory*



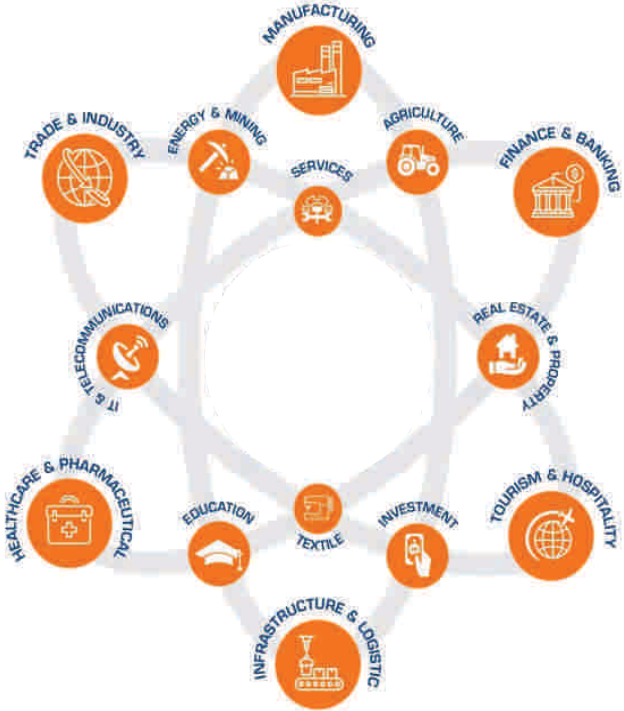
3 *Business Leads Generation*



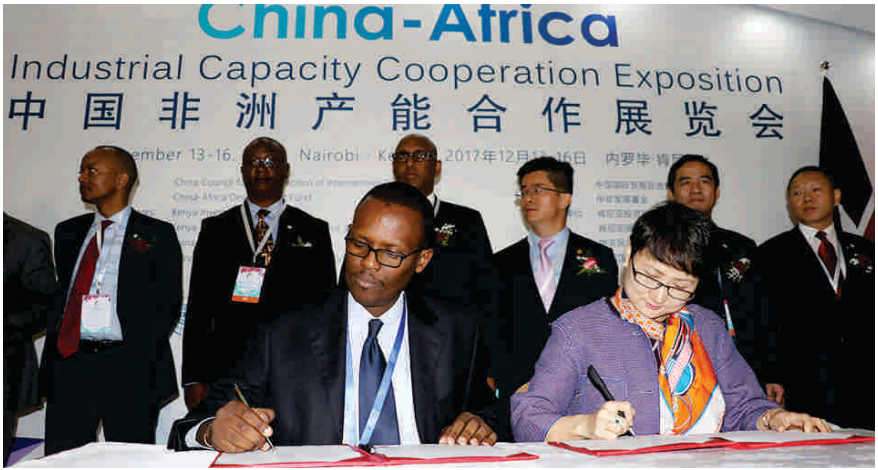
4 *Business Intelligence and Monitoring*

Highlighted Sectors

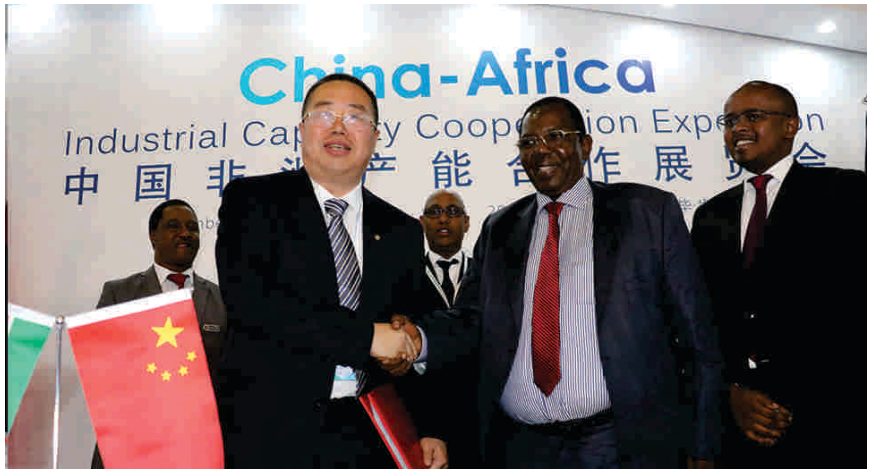
- Construction Equipment,
- Automotive and related Sectors,
- Industrial Chemicals,
- Agro-Chemicals,
- Agriculture,
- Furniture,
- Textiles,
- Medical
- Equipment,
- Construction Materials



Exhibitions - China Africa Industrial Expo



China Kenya Industrial Capacity Cooperation Exposition Exhibition



Exhibitions - China Africa Industrial Expo

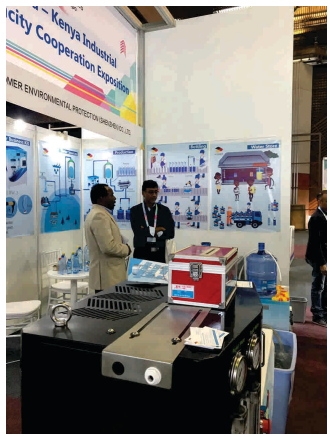






China Kenya Industrial Capacity Cooperation Exposition Exhibition









Organizations we have worked with..

İnegöl Mobilya Sanayicileri Derneği
IMOS

IMOS - Inegol Furniture Manufacturers

ISİM
İş ve İnşaat Makineleri Kümelenmesi
Construction Machinery Cluster

ISIM Construction Machinery Cluster

UİB
ULUDAĞ İHRACATÇI BİRLİKLERİ

Uludag Exporters Association

OTOMOTİV ENDÜSTRİSİ İHRACATÇILARI BİRLİĞİ
OİB

Uludag Automotive Industry Exporter Association

OSTİM

OSTIM Industrial Zone

TURAŞ TURİZM SEYAHAT ACENTASI

MODEF®
FUARCILIK

MODEF Fairs 2018

TÜRKİYE CUMHURİYETİ BÜYÜKELÇİLİĞİ
NAİROBİ

Embassy Of Turkey, Nairobi

MUTHAIGA TRAVEL

DITP OFFICE OF COMMERCIAL AFFAIRS
NAIROBI
Department of International Trade Promotion, Ministry of Commerce, Royal Thai Government

SSM With the Support of UNDERSECRETARIAT FOR DEFENSE INDUSTRIES
SSI With the Support of DEFENCE AND AEROSPACE INDUSTRY EXPORTERS ASSOCIATION
SEDEC
SECURITY • DEFENCE
CONFERANCE - FAIR - B2B
3 - 4 - 5 JULY 2018 / ANKARA

สถานเอกอัครราชทูต ณ กรุงไนโรบี
ROYAL THAI EMBASSY, NAIROBI, KENYA

Organizations we have worked with..

turplus

CIEC 中國國際展覽中心 集团公司
CHINA INTERNATIONAL EXHIBITION CENTER GROUP CORPORATION



中非发展基金
CHINA-AFRICA DEVELOPMENT FUND

TİM TURKISH EXPORTERS ASSEMBLY

DEiK
DIŞ EKONOMİK İLİŞKİLER KURULU
FOREIGN ECONOMIC RELATIONS BOARD

İKMİB İstanbul Kimyevi Maddeler ve Mamulleri İhracatçıları Birliği
İstanbul Chemicals and Chemical Products Exporters' Association

MAXTON EXPO

Organizations we have worked with..

bürotime

wafa ዋፋ ማርኬቲንግና ፕሮሞሽን
Wafa Marketing & Promotion

Silk Events

GlobrandExpo

غرفة صناعة الأردن
Jordan Chamber of Industry

orion FUARCILIK

JORDAN INVESTMENT COMMISSION الأردن هيئة الاستثمار

AGROEXPO GREATEST OF TURKEY

Turkish Cosmetics

TC Turkish Cosmetics

B2B Meetings







Ostim-ISIM Construction Machinery Cluster B2B meeting at the Hilton Hotel







Ostim-ISIM Construction Machinery Cluster B2B meeting at the Hilton Hotel

B2B Meetings



Uludag Automotive Cluster B2B meetings at Intercontinental Hotel





Reception at the Turkish Embassy in Nairobi for the Construction Machinery Delegation



Ostim-ISIM Construction Machinery Cluster Retail Tour



B2B Registration Desk



Ongoing B2B Meetings

B2B Meetings





Thailand B2B Serena Hotel Tanzania



H.E Cherdikist Atthakor - Ambassador of Thailand opening B2B Forum





SEDEC 2018 B2B Meeting



Thailand B2B Meeting Kenya

B2B Meetings



DEIK Turkey Kenya Joint Business Council Chair Mr. Kemal giving opening remarks



HE Turkish Ambassador Cemil Miroglu giving opening remarks at DEIK B2B meetings



Turkish Ambassador & Commercial Counselor at Turkish Medicals B2B Meetings



DEIK Turkey Kenya Business Forum at Inter-Continental Hotel Nairobi



Turkish Exporters Assembly B2B Meetings at Inter-Continental Hotel



Turkish Medical group B2B Meetings at Inter-Continental Hotel



Turkish Ambassador media interview at Turkish Exporters Assembly B2B Meetings



Turkish Exporters Assembly B2B Meetings at Inter-Continental Hotel

B2B Advisory & Trade Delegations Services

With more than 20 cumulative years of combined expert experience, B2B Kenya Limited is the leading consulting company in business consultancy. We pride ourselves as a leader in Business-to Business market research and matching. The huge amount of experience we have obtained in different industries around the region is the driving force behind the company.

We have built a vast and reliable database of the businesses in East Africa and their needs. We are in touch with numerous company and industry decision makers and we will match you with the right partner for your business to take off in East Africa. At B2B Kenya.

We provide the following Services:

APPOINTMENT DURING YOUR VISIT: *Once potential partners or customers are identified, with sufficient notice, B2B Consulting Kenya can set up a visit program to help you maximize your time in-market. We do this by approaching those contacts you specify and setting up appointments for you to meet and present your business capabilities.*

ONSITE BUSINESS CONCIERGE SERVICES: *B2B Consulting helps clients find interpreters, translation services, local transportation, security, support personnel, accommodation, and space rental.*

INDIVIDUAL MEETING SCHEDULE: *Individual meeting schedules and introduction to local clients and companies. This includes detailed company profiles and meeting itineraries delivered in advance of market visit*

MARKET & COUNTRY RESEARCH: *We will help with specific export issues such as gathering data on market trends and statistics, identifying market barriers and regulations, assessing market potential or gathering information and advice on the suitability of a product or service. We do this by accessing databases, information resources and local networks to gather primary and secondary information or feedback for you.*

Our Services

MARKET RESEARCH

Entering a new market can be quite challenging for new businesses seeking to establish their operations. You need the relevant market intelligence to help you make a decision and hit the ground running.

You need to know:
a. If your product is marketable
b. Who are the right business partners to work with (importers, manufacturers etc)
c. Risks, challenges, government regulations, etc

We Research the markets and map out the opportunities to help take your business further. Our markets and opportunities research is built on in-depth, industry-specific knowledge, gathered by our dedicated team and updated regularly.

We will help you evaluate the "size of the prize", tell you what competitors are doing and find the most effective route to potential buyers. We can even help you craft your proposition to ensure it truly chimes with what the market wants. In short, we turn insight and data into an effective go-to-market plan.

Exhibition and Trade Delegations

Exhibitions:

B2B Consulting Kenya Limited provides guidance and recommendations to exhibitors onEast African trade shows so that companies can utilise trade shows as an effective tactic for generating leads and building brand I mage.

We can assist with:

- *Event stand negotiations with organisers.*
- *Selection of strategic locations that generate the highest traffic on the floorplan.*
- *Stand design selection and supplier sourcing,*
- *Expo stand representation.*



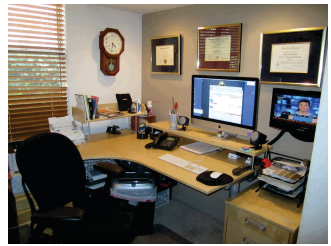
Trade Delegations:

We organise country specific trade delegations across different sectors
to connect our clients with businesses and buyers of their products.



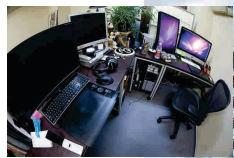
Company Representation

We offer international businesses a full suite of services to ensure that their needs and aspirations are properly and compliantly supported as they plan to enter the East African market.
The scenarios under which we can act will depend on a company's specific objectives and existing business models.



We offer the following services:

- *Business Development*
- *Full on-the-ground logistical support*
- *Finding suitable office space in good locations*
- *Introductions into relevant stakeholders in the industry*
- *Market knowledge for your business sector*
- *Registration & prequalification with potential clients*
- *Trade License and registration with the relevant Government authorities*
- *Visa & medical insurance formalities.*







Partner Identification and Networking Facilitation

We believe in the adage "If you want to move faster go alone, if you want to move further go with others"
Our aim is to help you identify business opportunities and to enable your company to successfully enter the East African market.
We assist our clients to identify local clients and organise B to B meetings for them.
B2B strategy is linking the world to East African Markets



Our Team

The quality of our people is the cornerstone of our ability to serve our clients.



Aysun TASPINAR :
International Business Consultant
(Turkey & Europe)



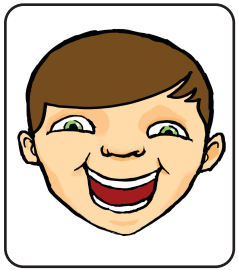
Emmanuel MAINGI :
Senior Consultant – Market & Research



Szymon KARPIŃSKI:
Market, Competitive Intelligence,
(Poland)



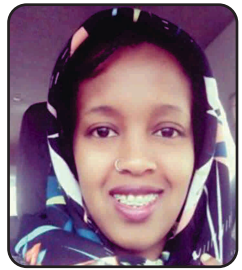
Wycliffe OBARA:
Events Manager



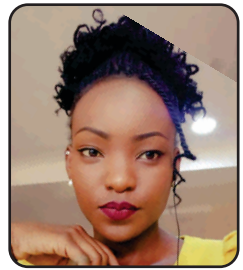
Kwame NYACHOTI:
Marketing & Strategy,
(Nairobi)



Edwin ODHIAMBO:
Research Department



Ms. Naima ABDI:
Lead Interpreter,
(Nairobi)



Ms. Nyangi SIRAWA:
Office Administration

Goal

"B2B Consulting Kenya Limited Strategy linking the world to East African Markets and their opportunities"

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Experience. Our difference