



Doing business in East-Africa

Ronald den Heijer
DH Industries

28-10-2016





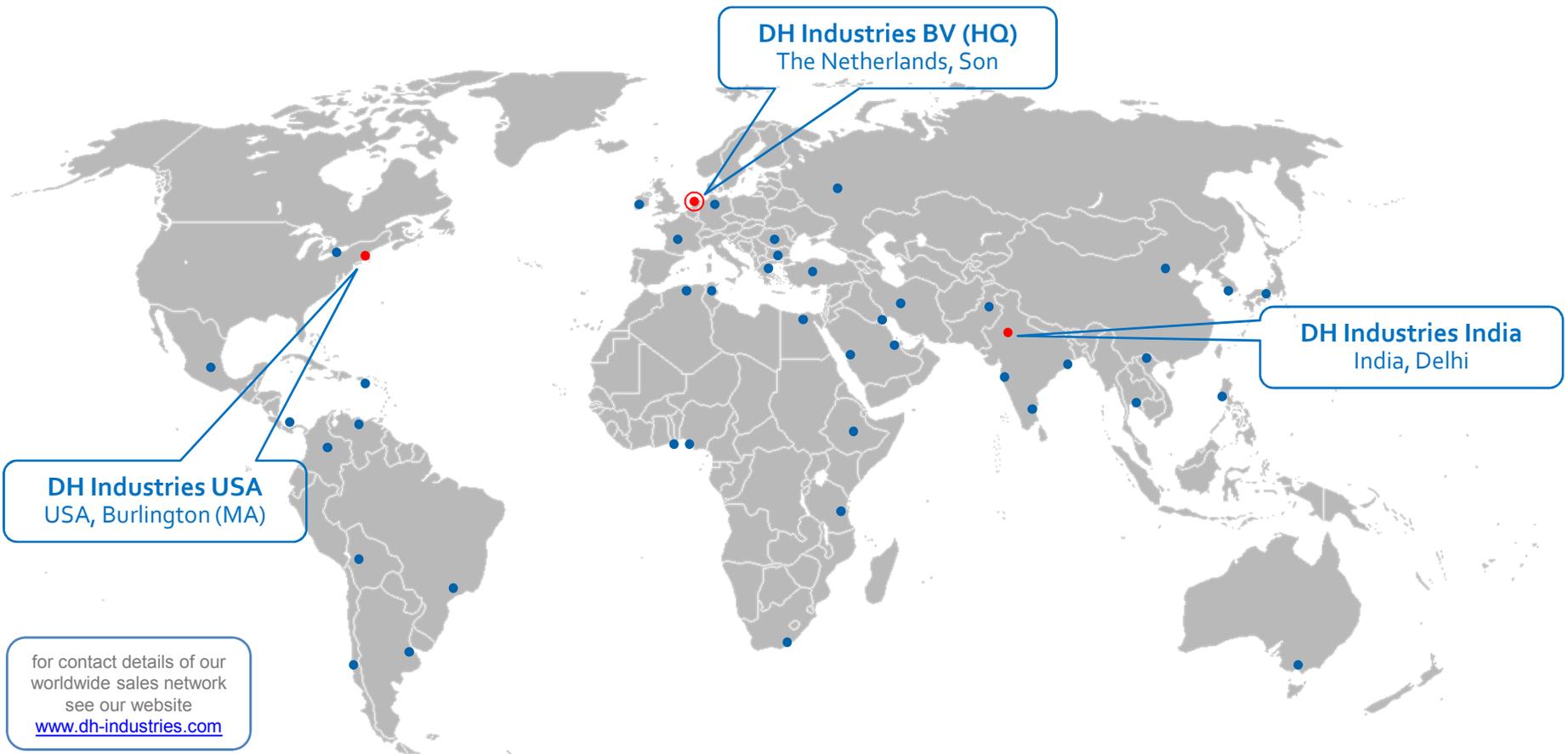
Contents

- Introduction DH Industries
- Doing business with Government
- Tender procedure
- Conclusion





Locations and sales & service network





Competences

DHI Group BV	New Business Development		BOARD		
	Sales	R&D Engineering	Manufacturing & Assembly	Service & Maintenance	Spare parts
DH Industries BV	✓	✓	✓	✓	✓
DH Industries USA	✓			✓	✓
DH Industries India	✓			✓	✓





Our brands



Reliable expertise

Professional Integrity

Guarantee of top quality



Unconventional ingenuity: there is always a solution

Distinctively prestigious

Passionately dedicated.



StirLIN 5l/hr Liquid Nitrogen Plant



StirLIN 80l/hr Liquid Nitrogen Plant



NAGRC Entebbe, Uganda



NAGRC Entebbe, Uganda



Cotonou, Benin Medical Oxygen





Business in East-Africa

- Markets:
- Artificial Insemination
- Biostorage (HIV research)
- Medical Oxygen for Hospitals

All Government funded!



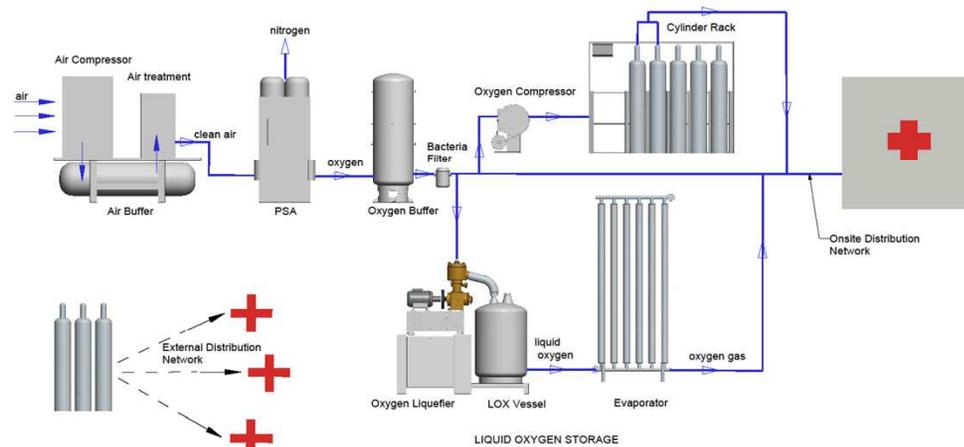
Government funded:

- Long lead time
- Has to be in the budget



Oxygen4All

Medical Oxygen for Tanzania



Oxygen4All Tanzania (1)

- Oct 2014: First contact with Ministry of Health:
Enthusiastic: this is what we
desperately need! 43 Hospitals
- Feb 2015: Oxygen4All report/project plan
Discussions on budget/payment at
high level (Principal Secretary)
- Aug 2015: Meeting MoH-Dutch Ambassador
Introduction DRIVE (NL Subsidy)
- Oct 2015: Elections!
- Jan 2016: New Government

Oxygen₄All Tanzania (2)



Oxygen4All Tanzania (2)

- Feb 2016: First contact with New Ministry of Health: Enthusiastic: this is what we desperately need! 43 Hospitals
- Mar 2016: Oxygen4All report/project plan
Discussions on budget/payment at high level (Principal Secretary)
Formation of project team for 8 Hospitals as try out
- Apr 2016: Meeting DRIVE NL: Feasibility Study!
- ? 2016: Gvt Dar Es Salaam goes to Dodoma
- Sep 2016: **No money, no budget**



Conclusion Oxygen₄All Tanzania

Working with Government in East-Africa:

You need a long breath

You have to deal with disappointments

But do not stop!

Tender in Africa

- Obtaining the tender documents
- Preparation
- Submission
- Opening
- Awarding
- Contracting
- Supply

Obtaining the tender documents

- Buying at a tender fee
- Downloading from internet (be sure no fee is needed!)

Preparation

- Read the tender carefully: not always clear!
- Ask questions: official procedure
- Prepare the documents as accurate as possible, according tender
- In case of Dutch documents: add a translation
- Do not deviate from tender documents
- Be sure to have the Tender Security on time
- Do the proper signing/initialling
- Do the proper packing
- Be sure about the/your payment terms
- After submission no changes are allowed!

Submission and opening

Submission:

- Be one time: too late is too late
- Be sure that the tender is submitted officially

Opening:

- Be present
- Tender committy checks
 - packing and number of copies
 - Tender security
- Companies and price are mentioned



Awarding

- Official notice that negotiations start:
- Price
- Payment terms.

- Note: Always go for Letter of Credit!



Contracting

- Everything goes through contract.
- Simple: = PO referring to tender documents
- Less simple: new contract made

Read everything carefully!



Supply

- Supply according what has been agreed
- Commissioning will release the last payment
- Performance Bond for Warranty will be there
- End of Warranty: Financial part closes.
- Take care of maintenance!



Conclusion (1)

- Doing business in East-Africa is:
- You need a long breath
- You need to be present
- And you have to be accurate
- And take care of maintenance



Conclusion (2)

Doing business in East-Africa is fun!



DH Industries

your
Cryogenic Service Provider

