

Assignment

The NABC's **Africa Insights Desk** organized a tailor made business development trip for Dassy Engineering Solutions, a Rwandan Engineering Procurement Company (EPC) and Contractor who was looking for Dutch businesses with turn-key projects in Africa. After a thorough reference check, the Insights Desk was able to connect Founder and CEO, Francois d'Assise, with up to 20 companies during a 5-day visit in which 1200 km was covered. The trip directly resulted in signed contracts for Dassy Engineering.

Company Profile

Dassy Engineering Solutions (DES) Ltd, with its 47 engineers, is a representative or sub-contractor for all sorts of turn-key services: physical checking & goods reception, assembling, installation, commissioning, trial-runs and training for users operating & doing maintenance in Sub-Saharan Africa, specifically urban and rural areas.

www.dassy-enterprise.com

OUTCOMES

5 days
1200 KM covered



20 meetings

5 Cooperation
Agreements signed



3 Agency/Distributor
Agreements signed

4 Companies open
for cooperation



1 Follow-up visit to
the Netherlands



Francois d'Assise Nezerwa
Founder and CEO



Do you have a track-record in international business, and would you like to be matched with suitable Dutch business partners? Plan your business development trip with NABC's experienced support team! Contact Daan Vreeburg at daan.vreeburg@nabc.nl for more.