

# Synergy

US-EGYPT-AFRICA

"Trade • Industry • Africa"

## How Synergy Selects a U.S. Partner

*Professional Business Style Clear, Simple, and Decision-Maker Ready*

Synergy\_US\_Egypt\_Africa does **not** partner with every American manufacturer.

We select U.S. partners who bring **high-value technology**, **reliable quality**, and **strategic advantage** for Egypt's industrial base and Africa's demand. Below is the official **U.S. Partner Selection Model**.

### 1. Product Must Solve a Real African Demand

Synergy\_US\_Egypt\_Africa chooses U.S. partners whose products match:

- African government tenders
- Ministry of Health needs
- Hospital & NGO demand
- Industrial and infrastructure projects
- Energy and agriculture priorities

Examples:

- Pharmaceuticals
- APIs
- Medical equipment
- Industrial machinery
- Solar systems
- Water treatment
- Food processing technology

**If Africa needs it repeatedly, Synergy selects the U.S. partner.**



## **2. The Partner Must Offer a Unique U.S. Advantage**

Synergy selects U.S. manufacturers who provide:

- ✓ Superior quality**
- ✓ Advanced technology**
- ✓ Strong engineering**
- ✓ Clear competitive advantage**

Examples:

- U.S.–made medical technology
- High-efficiency solar components
- Critical industrial inputs
- Advanced pharmaceutical ingredients
- Internet-of-Things (IoT) industrial systems

**The U.S. partner must add real value to Egyptian production.**

## **3. The U.S. Partner Must Work Well With Egyptian Manufacturing**

Synergy\_US\_Egypt\_Africa checks if the U.S. supplier can:

- Integrate components into Egyptian factories
- Provide technical files and specifications
- Train Egyptian engineers
- Support assembly or finishing in Egypt
- Maintain product consistency

**Synergy only selects partners who can integrate seamlessly into Egyptian factories.**



## 4. Compliance, Certification & Standards

The U.S. partner must meet international export standards.

Depending on the industry:

- FDA
- CE
- GMP
- ISO 9001
- ISO 13485
- EPA standards
- OSHA requirements
- UL/ASTM standards

They must provide:

- Certificates
- Technical documentation
- QA/QC protocols
- Export control compliance

**Strong compliance = fast acceptance in Africa.**

## 5. Reliability & Production Stability

Synergy checks:

- Manufacturing capacity
- Delivery timelines
- Product consistency
- Quality control stability
- Ability to scale production
- No history of export failures

We avoid companies that:

- Deliver late
- Change prices suddenly
- Cannot scale
- Lack export discipline

**Synergy only selects serious, stable companies.**



## 6. Acceptability to EXIM Bank (Financing Eligibility)

The U.S. partner must be eligible for:

- EXIM Export Credit Insurance
- Supplier Credit
- Buyer Credit
- Working Capital Guarantees

EXIM requires:

- U.S. origin standards
- Good financial standing
- Clean corporate status

**If EXIM can finance them, Synergy can scale them.**

## 7. Professional Behavior & International Mindset

Synergy evaluates if the U.S. company:

- Communicates clearly
- Understands global markets
- Provides documentation on time
- Respects cultural/business protocols
- Can support Africa markets when needed

**We only work with professional and reliable U.S. partners.**

### The Synergy\_US\_Egypt\_Africa U.S. Partner Selection Formula

A U.S. company is accepted if it meets all seven criteria:

Requirement	Meaning
<b>Africa Demand Fit</b>	Products match real tenders
<b>U.S. Advantage</b>	Technology or quality superiority
<b>Egypt Compatibility</b>	Can integrate with Egyptian factories
<b>Compliance</b>	Meets global certification standards
<b>Production Reliability</b>	Stable, scalable manufacturing
<b>EXIM Eligibility</b>	Can be financed under EXIM programs
<b>Professional Behavior</b>	Clear, disciplined communication

