

How We Select Egyptian Industrial Partners

Synergy_US_Egypt_Africa does **not** wait or work with every Egyptian factory.

We select only those industrial partners who can meet **U.S. technology standards** and **African tender requirements**.

The selection process is based on **6 pillars**:

Pillar 1

Industrial Capacity & Product Fit

Synergy selects Egyptian partners who have:

- ✓ **Proven production capacity**
- ✓ **Ability to scale from local → export volumes**
- ✓ **Product types that match Africa's highest needs:**

- Pharmaceuticals (IV, injectables, antibiotics, chronic meds)
- Medical equipment & supplies
- Chemicals & bulk commodities
- Food processing inputs
- Engineering products
- Renewable energy equipment

Factories must demonstrate:

- Minimum monthly output
- Acceptable yield rates
- Track record of on-time production

Only factories with stable, scalable capacity are approved.



Pillar 2

Compliance, Certifications & Quality Standards

Synergy requires the factory to meet **Egyptian, African, and U.S.-aligned standards.**

Required certifications (depending on sector):

- **ISO 9001** (Quality Management)
- **ISO 13485** (Medical Devices)
- **GMP** (Good Manufacturing Practice)
- **MOH registration**
- **CE / FDA alignment** (when relevant)

Quality systems must include:

- Batch traceability
- Proper QA/QC documentation
- Temperature-controlled storage (for pharma)
- Cleanroom compliance (for sterile products)

→ Factories without strong quality documentation **cannot enter African tenders** — Synergy filters them out early.

Pillar 3

Export Readiness & Regulatory Capability

Synergy evaluates whether the Egyptian factory can handle:

- ✓ **Export documentation**
- ✓ **Certificate of Origin (COMESA/GAFTA/AfCFTA)**
- ✓ **Product registration in African countries**
- ✓ **Customs clearance**
- ✓ **Export packaging and labeling**
- ✓ **Compliance with African pharmacovigilance rules**

Factories must prove:

- They currently export OR
- They have an export department with trained staff

If not ready, Synergy provides training but will not immediately activate them.



Pillar 4

Financial Stability & Operational Reliability

Synergy evaluates:

- ✓ **Financial health of the factory**
- ✓ **Ownership structure**
- ✓ **Ability to deliver large, multi-shipment orders**
- ✓ **No history of shipment failure or contract breach**

Factories must:

- Be legally registered
- Have clean financial records
- Show stable cashflow to source materials for export production

Synergy only works with reliable, serious industrial partners.

Pillar 5

Technology Compatibility with U.S. Inputs

Because Synergy_US_Egypt_Africa integrates **U.S. components, machines, APIs, or technologies**, the Egyptian partner must have:

- ✓ **Technical ability to work with U.S. inputs**
- ✓ **Ability to co-manufacture using imported machinery or materials**
- ✓ **Willingness to upgrade standards to U.S. quality levels**
- ✓ **Engineering capability for assembly or packaging**



Pillar 6

Strategic Fit for Africa (Demand + Tender Fit)

Synergy selects factories whose products match:

- ✓ African Ministry of Health tenders
- ✓ NGO procurement lists (UNICEF, WHO, Global Fund)
- ✓ Hospital needs
- ✓ Industrial demand (chemicals, packaging, materials)
- ✓ Renewable energy + agri-processing projects

The Synergy_US_Egypt_Africa Selection Formula

A factory is accepted if it meets the **6-point model**:

Criterion	Requirement
Industrial Capacity	Scalable, stable production
Quality & Certification	ISO/GMP/MOH/QA systems
Export Readiness	Ability to register, document, label
Financial Stability	Clean records, able to deliver
Technology Fit	Compatible with U.S. inputs
Africa Demand Fit	Relevant to African tenders

Factories that score high become **core partners**.

Factories that score medium become **conditional partners** (Synergy trains them).

Factories that score low are **not selected**.

