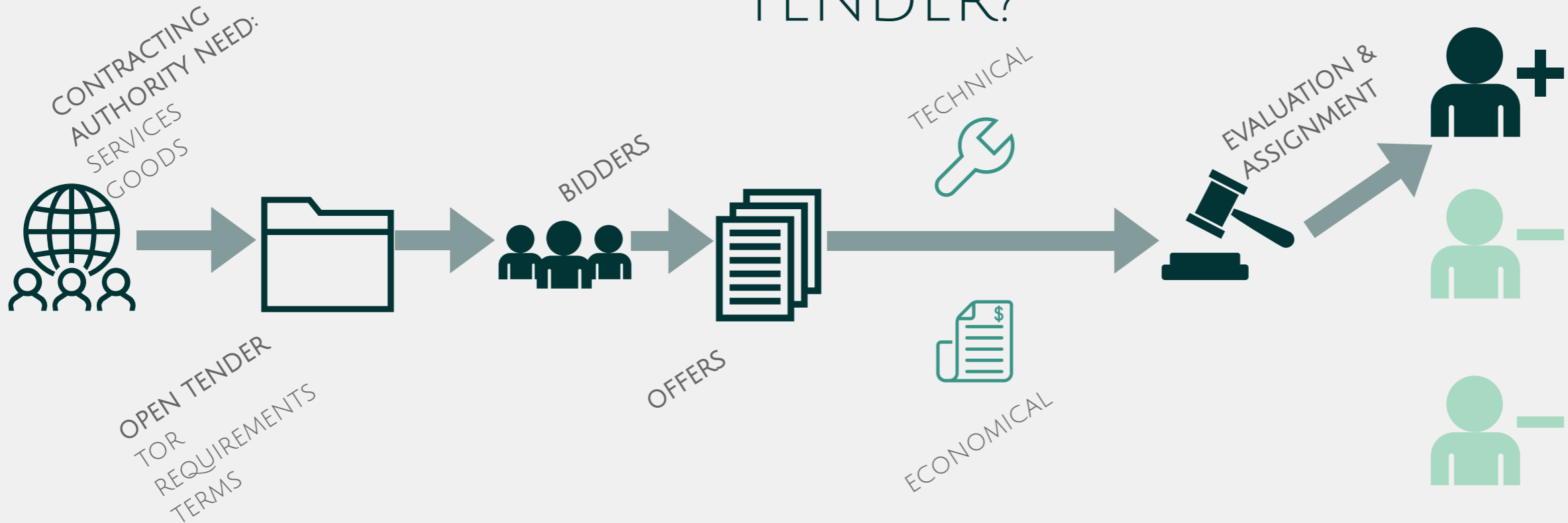


# INTERNATIONAL TENDERS

A STRATEGIC GATEWAY TO  
AFRICA?

# WHAT'S AN INTERNATIONAL TENDER?



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# MAIN SOURCES

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## DEVELOPMENT BANKS

WORLD BANK  
AFRICAN DEVELOPMENT  
BANK  
CASSA DEPOSITI E  
PRESTITI  
ETC.



## INTERNATIONAL ORGANIZATIONS

UNITED NATIONS  
EUROPEAN UNION  
INTERNATIONAL  
ORGANIZATION FOR  
MIGRATIONS  
ETC.

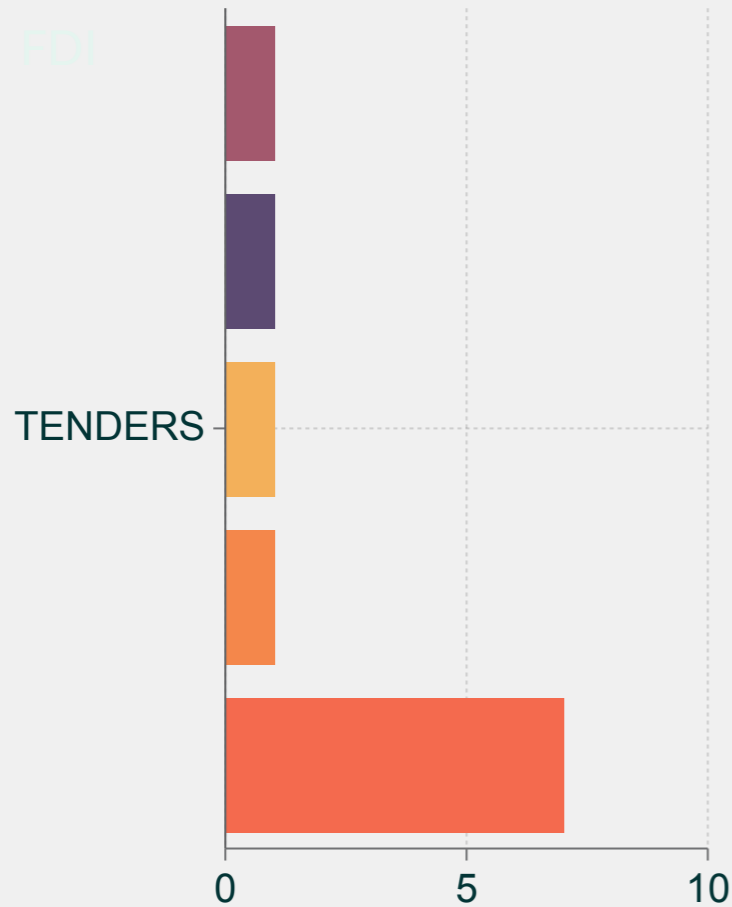


## NATIONAL COOPERATION AGENCIES

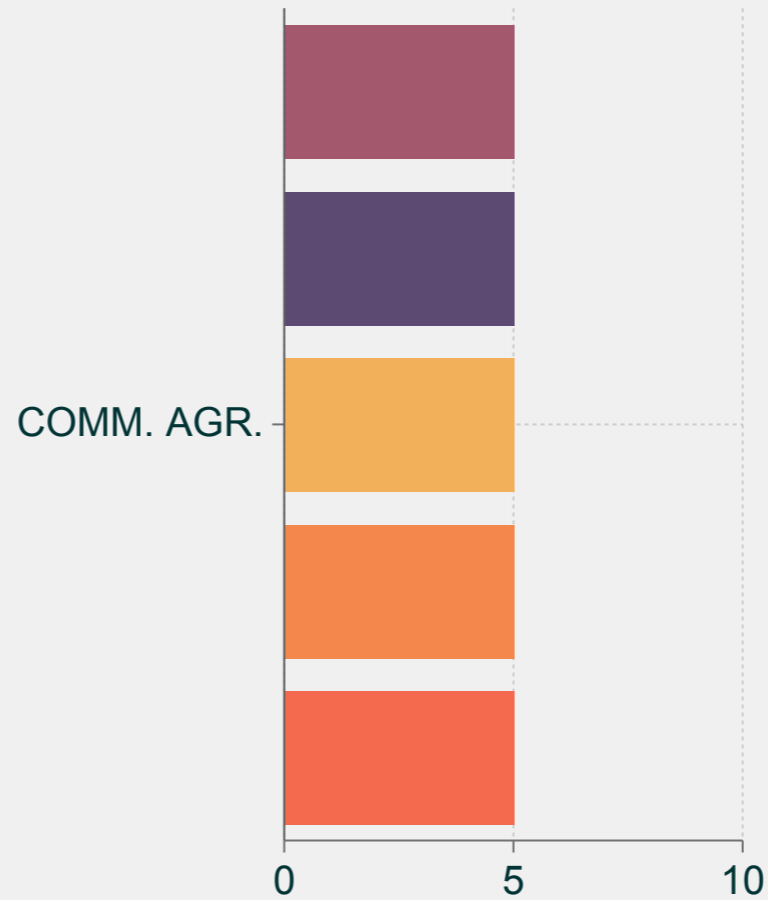
AICS  
USAID  
GIZ  
ETC.

# INTERNATIONALIZATION MODELS

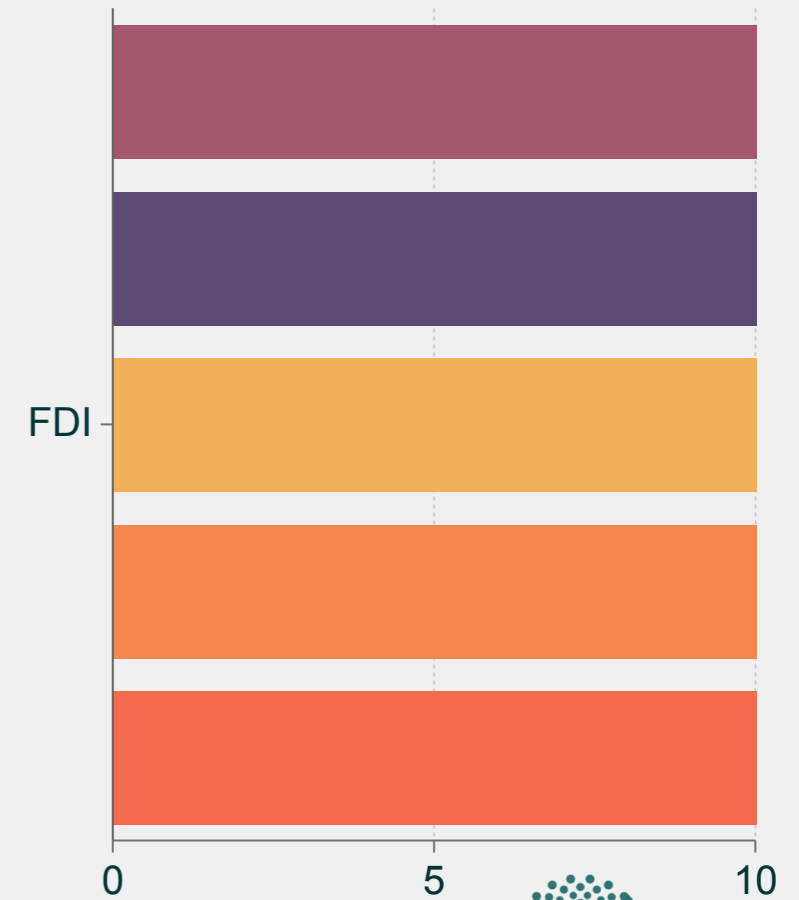
## INTERNATIONAL TENDERS



## COMMERCIAL AGREEMENT



## FOREIGN DIRECT INVESTMENT



# INTERNATIONALIZATION STRATEGY

## INTERNATIONAL TENDERS

### PRELIMINARY KNOWLEDGE:

- I. LOCAL CONTEXT
- II. MARKET
- III. LOCAL PARTNERS
- IV. LOCAL LEGAL AND FISCAL FRAMEWORK



PHASE 1

## COMMERCIAL AGREEMENT

### STRENGTHENING:

- I. LOCAL PARTNERSHIP
- II. BRAND EMPOWERMENT
- III. LOCAL CONTEXT UNDERSTANDING



PHASE 2

## FOREIGN DIRECT INVESTMENT

### CONSOLIDATION:

- I. LOCAL INSTITUTION
- II. NATIONAL BRANCH
- III. LOGISTIC HUB FOR FURTHER EXPANSION



PHASE 3

INCREASED PRESENCE IN THE COUNTRY