



Finnpartnershipin matchmaking-yritykset kehittyviltä markkinoilta, Huhtikuu 2020:

Tarkistettua tietoa ja valmiita kumppaneita kehitysmaahankeiden käynnistämiseen! Maksuttoman Matchmaking-palvelun avulla suomalaiset ja kansainväliset toimijat voivat etsiä uusia yhteistyömahdollisuuksia sekä ilmoittaa omista liiketoiminta-aloitteistaan. Maa- tai toimialakohtaisia aloitteita voi selata osoitteessa <http://finnpartnership.fi/partnersearch>.

Etusivulta <http://finnpartnership.fi> voi tilata myös *hakuvahdin*, jolloin tuoreimmat maa- tai toimialakohtaiset aloitteet lähetetään suoraan tilaajan sähköpostiin heti julkaisun jälkeen.

Mikäli jokin ao. liiketoimintamahdollisuudesta kiinnostaa teitä, olkaa yhteydessä Finnpartnershiipiin lisätietoja ja yhdistämistä varten:

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Sabalink Technologies, Kenya (Information and communication technology)

Sabalink Technologies Ltd is a Kenyan company specialized in software development (e.g. Agile with Scrum) in web and mobile technology solutions. The software is customizable according to customer specifications. The other specialties include merchandising and retail audit systems as well as information system audit consultations. The company is searching for Finnish partners interested in subcontracting.

<https://finnpartnership.fi/matchmaking/sabalink-technologies-ltd/>

Re-Usable Life Water Ltd, Rwanda (Environment)

Reusable Life water Ltd is a Rwandan company specialized in water treatment and water quality monitoring technologies. The current clients of the company are government institutions in charge of water treatment and supply and other private entities operating in water and sanitation services. The company is currently searching for Finnish companies that need a Rwandan representative for their waterproof sensors and UV water filters.

<https://finnpartnership.fi/matchmaking/re-usable-life-water-ltd/>

Manushi Pvt. Ltd, Nepal (Crafts)

Manushi Pvt. Ltd is a Nepal based women-owned and women-led Fair-Trade company specialized in production of home decor and textiles, felt products and woolen products. The company is a member of the World Fair Trade Organization. Their customers have so far been companies and organizations from Nepal, USA and also from some EU countries. Manushi Pvt. Ltd is looking for a Finnish distributor partner.

<https://finnpartnership.fi/matchmaking/manushi-pvt-ltd/>

KMC, Brazil (Agriculture and food processing)

KMC is Brazilian company specialised in roasting and grinding of gourmet/special coffee. Their green coffee is acquired from the mountains of the heart of Bahia State. KMC supplies grounded coffee, whole beans coffees and capsules for machines in seven different blends of unique and striking flavors (Nespresso compatible). The company can provide the coffee under their brand, or it can be packed as 'white label', in the quality (roast intensity) needed by partners. KMC is currently looking for a Finnish trade intermediaries and buyers.

<https://finnpartnership.fi/matchmaking/kmc-cafe-industria-comercio-importacao-e-exportacao-de-alimentos-eireli/>

Sim prom doo, Bosnia and Herzegovina (Manufacturing engineering and machinery)

SIM-PROM D.O.O. is a company from Bosnia and Herzegovina specialised in CNC machining services for various industries. They operate e.g. in CNC turning and CNC milling of aluminum, structural steels, stainless steels and brass. The customers so far have been industrial companies from Germany, Switzerland and Austria. SIM-PROM D.O.O. is searching for Finnish partners for start of supply of machined products made on modern CNC equipment in the Finnish industrial market.

<https://finnpartnership.fi/matchmaking/sim-prom-d-o-o/>

Prieto Export S.A. Agricola, Ecuador (Agriculture and food processing)

Prieto Export S.A. Agricola is an Ecuadorian company specialised in cultivation, packaging and export of Fairtrade and Organic banana. Their customers so far have been supermarkets in Switzerland, Italy, Germany, Portugal, other European countries and Japan. Prieto Export S.A. Agricola is looking for Finnish companies with machinery and technology) for; cultivating, harvesting, packaging and transporting processes. The company is also searching for a Finnish trade partner for their bananas.

<https://finnpartnership.fi/matchmaking/prieto-export-s-a-agricola/>

**Obotech Solutions Ltd, Kenya (Information and communication technology)**

Obotech Solutions Ltd is a Kenyan company operating in ICT services and in development of mobile apps, systems and websites. The company can produce customized software according to the customers' specifications, and payments system integration (especially M-Pesa integrations). The customers so far have been mostly Kenyan companies operating e.g. in construction, services, real estate, fashion sectors. Obotech Solutions Ltd is looking for partners for subcontracting or investors to expand the operations.

<https://finnpartnership.fi/matchmaking/obotech-solutions-ltd/>

All the Nature Fiber (P) Ltd, Nepal (Textiles and clothing)

All the Nature Fiber (P) Ltd is a Nepalese company specialised in exportation of textile products. Their main products include cashmere pashminas (100% cashmere pashmina, 70% cashmere pashmina 30% silk and other nature fibres), handwoven and knitted shawls, stoles and scarves (solid dyed, shaded, beaded and sequined, embroidered, digital printed, felted etc.). All the Nature Fiber (P) Ltd is looking for Finnish importers, wholesalers, retailers and traders.

<https://finnpartnership.fi/matchmaking/all-the-nature-fiber-p-ltd/>

Azizi Life Ltd., Rwanda (Crafts)

Azizi Life is a Rwandan based social enterprise specialized in export of various kinds of craft products made by over 500 rural women artisans. Their main products are different sorts of crafts, woven bowls, baskets and trays, bags and purses, home décor and bees' candles. The products are crafted from locally sourced, natural fibers such as sisal, banana leaf, and forest grasses. Azizi Life is looking for a Finnish importer and representative for their brand.

<https://finnpartnership.fi/matchmaking/azizi-life-ltd/>

Finnpartnershipin tavoitteena on lisätä suomalaisten ja kehitysmaiden yritysten ja liiketoiminnasta kiinnostuneiden toimijoiden kaupallista yhteistyötä niin, että hankkeiden tuloksena aikaansaadaan myönteisiä kehitysvaiikutuksia kohdemaissa. Finnpartnership-liikekumppanuusohjelma tarjoaa suomalaisyrityksille kehityskaaliiketoimintaan liittyviä ilmaisia neuvontapalveluja sekä taloudellista tukea hankkeen suunnittelu- ja kehitysvaiheisiin sekä koulutukseen. www.finnpartnership.fi