TECHNICAL PROPOSAL – INDIAN OCEAN/AFRICA DESK

faHR Engineering Consultancy
FARTHER – HIGHER – BRIGTHER
Mail: contact@fahrengineering.com
WhatsApp: +269 351 25 33

1 Service presentation

1.1 Your Local Gateway to the Indian Ocean & Africa

faHR Engineering Consultancy provides **regional market, project and business support** to international companies, contractors, engineering firms, project developers and investors looking to explore, enter or expand their activities across the **Indian Ocean and Africa**.

Through its Region Desk, faHR combines **local knowledge, technical understanding and regional networks** to help clients identify opportunities, understand market conditions, connect with relevant stakeholders and establish the right local interfaces.

Our support can range from **market and project intelligence to business development, partner identification, local coordination, tender support and project access**, depending on the client's objectives and stage of development.

1.2 The Need We Address

Companies entering or expanding into new African and Indian Ocean markets often face:

- Limited knowledge of local markets and business environments
- Difficulty identifying reliable local partners and stakeholders
- Limited visibility on upcoming projects and opportunities
- Challenges understanding local procurement and project ecosystems
- Difficulty establishing the right local contacts
- Need for local representation and coordination
- Limited access to technical and commercial networks
- Need for support before committing to a permanent local presence

faHR helps international companies reduce the distance between opportunity and local execution.

faHR Engineering Consultancy
FARTHER – HIGHER – BRIGTHER
Mail: contact@fahrengineering.com
WhatsApp: +269 351 25 33

1.3 Type of Clients and Projects

1.3.1 Type of Clients

International Contractors & EPC Companies

Market access, project intelligence, local coordination and partner identification.

Engineering & Consulting Firms

Support in identifying projects, local partners and opportunities for regional expansion.

Project Developers & Investors

Market Intelligence, project screening, stakeholder mapping and local interface.

Infrastructure & Energy Companies

Regional opportunity identification, business development and project access.

Companies Exploring New Markets

Market entry support, local representation and business development assistance.

International Organizations & Development Programs

Local coordination, technical capacity mapping and project-related support.

1.3.2 Type of projects

The service is designed for:

→ Roads & Transportation
→ Ports & Maritime Infrastructure
→ Buildings & Construction
→ Water & Sanitation
→ Energy & Renewable Energy
→ Mining & Industrial Projects
→ Environmental & Climate-Resilience Projects
→ Infrastructure & Development Projects

faHR Engineering Consultancy
FARTHER – HIGHER – BRIGTHER
Mail: contact@fahrengineering.com
WhatsApp: +269 351 25 33

→ Engineering Studies & Technical Design

→ Tendering & Project Preparation

1.4 Objective

To help international companies identify, access and develop opportunities across the Indian Ocean and Africa while providing the local knowledge, connections and coordination required to operate effectively in new markets.

faHR acts as a **regional interface between international companies and local project ecosystems**, helping clients move from **market exploration to concrete project opportunities and partnerships**.

1.5 Core Value Proposition

YOUR REGIONAL GATEWAY. OUR LOCAL KNOWLEDGE.

Market Intelligence:	understand markets, sectors, projects and local business environments.
Project Intelligence:	Identify relevant projects, opportunities, tenders and potential clients.
Local Access:	Connect with relevant companies, partners, stakeholders and decision-makers.
Market Entry Support:	Support companies exploring or establishing activities in new markets.
Regional coordination:	Provide a local interface between international teams and regional stakeholders.

faHR Engineering Consultancy
FARTHER – HIGHER – BRIGTHER
Mail: contact@fahrengineering.com
WhatsApp: +269 351 25 33

Technical Understanding: Combine regional business support with pratical engineering and prolect experience.

FROM MARKET INTELLIGENCE TO PROJECT ACCESS – faHR CONNECTS INTERNATIONAL CAPABILITIES WITH REGIONAL OPPORTUNITIES.

INDIAN OCEAN. AFRICA. BEYOND.

2 Scope

faHR provides a modular regional support service covering the full journey from **market intelligence and opportunity identification to local coordination, business development and project access**.

faHR can intervene at any stage — from the first exploration of a market to the identification of a concrete project, partner or local resource. The scope is tailored to the client's objectives, target country, sector and stage of market development.

MERKET. OPPORTUNITY. ACCESS. PARTNERSHIP. PROJECT.

3 Services

S1-MARKET & COUNTRY INTELLIGENCE

- Country & sector analysis
- Market opportunities
- Infrastructure landscape
- Regulatory environment (general)
- Competitor mapping

S2-PROJECT & OPPORTUNITY INTELLIGENCE

- Tender and project monitoring
- Upcoming projects and programs
- Public & private opportunities
- Development partner projects
- Sector-specific pipelines

faHR Engineering Consultancy
FARTHER – HIGHER – BRIGTHER
Mail: contact@fahrengineering.com
WhatsApp: +269 351 25 33

S3-OPPORTUNITY SCREENING

- Relevance and eligibility analysis
- Initial risk assessment
- Client and procurement analysis
- GO / WATCH / NOT PRIORITY
- Opportunity screening notes

S4-MARKET ENTRY & BUSINESS SET-UP

- Market entry roadmap
- Administrative guidance
- Local business environment
- Relevant institutions identification
- Connection with local advisors

S5-LOCAL PARTNER & BUSINESS NETWORK DEVELOPMENT

- Partner identification and mapping
- Company profiles and shortlists
- Introductions and meeting coordination
- JV / Consortium support
- Development of local networks

S6-STAKEHOLDERS MAPPING & LOCAL INTERFACE

- Mapping of key stakeholders
- Ministries, agencies and authorities
- Project owners and utilities
- Meeting coordination
- Stakeholder communication support

faHR Engineering Consultancy
FARTHER – HIGHER – BRIGTHER
Mail: contact@fahrengineering.com
WhatsApp: +269 351 25 33

S7-BUSINESS DEVELOPMENT & REPRESENTATION

- Local business representation
- Client and partner meetings
- Opportunity follow-up
- Event and mission support
- Your local presence before your local office

S8-TENDER & MARKET ENTRY SUPPORT

- Tender intelligence and alerts
- Eligibility and requirements
- Site visit and meeting
- Consortium / JV coordination
- Submission support (non-technical)

S9-PROJECT & INVESTMENT SUPPORT

- Local project assessment
- Site and infrastructure context
- Supply chain and logistics
- Preliminary project risk analysis
- Investment opportunity support

S10-REGIONAL PROJECT & BUSINESS COORDINATION

- Multi-country support
- Regional opportunity tracking
- Partner / stakeholder database
- Cross-country coordination
- Reporting to headquarters

S11-BUSINESS MISSIONS & MARKET EXPLORATION

- Mission planning and agenda
- B2B meeting coordination
- Site visit organization
- On-ground support
- Mission report and action plan

S12-REGIONAL EVENT & NETWORKING SUPPORT

- Event identification
- Participation planning
- B2B meeting scheduling
- Company presentation support
- Post-event follow-up

S13-LOCAL SUPPLY CHAIN & SOURCING SUPPORT

- Supplier / subcontractor mapping
- Manufacturer identification
- Capacity assessment
- Price benchmarking (if available)
- Supplier shortlist and introductions

S14-LOCAL TECHNICAL CAPACITY MAPPING

- Mapping local engineering firm
- Technical skills and expertise
- Laboratories & testing facilities
- Specialized service providers

faHR Engineering Consultancy
FARTHER – HIGHER – BRIGTHER
Mail: contact@fahrengineering.com
WhatsApp: +269 351 25 33

- Subcontractor / contractor database

S15-REGIONAL INTELLIGENCE & CONTINUOUS MONITORING

- Monthly / quarterly reports
- New opportunities and updates
- Regulatory and market developments
- Key projects and financing announcements
- Strategic recommendations

S16-CUSTOM SOLUTION

A tailored package for your specific needs.

4 Service packages

Packages	Included Services
01 – MARKET INTELLIGENCE	01 ◆ 02 ◆ 03
02 – MARKET ACCESS	04 ◆ 06 ◆ 08
03 – BUSINESS DEVELOPMENT	05 ◆ 07 ◆ 12
04 – PROJECT ACCESS	09 ◆ 11 ◆ 13 ◆ 14
05 – REGIONAL DESK	10 ◆ 15
06 – CUSTOM SOLUTION	Any combination of the 15 services

5 Deliverables

5.1 Package 01 – Understand the market. Identify opportunities.

- Country & Sector Intelligence Report
- Market Opportunity Mapping
- Infrastructure & Project Landscape
- Regulatory Environment Overview
- Competitor Mapping

faHR Engineering Consultancy
FARTHER – HIGHER – BRIGTHER
Mail: contact@fahrengineering.com
WhatsApp: +269 351 25 33

- Project & Opportunity Pipeline
- Tender & Project Monitoring Report
- Opportunity Screening Notes
- Opportunity Priority Matrix
- Strategic Recommenations

Main Output: **A clear view of the market, relevant sectors and potential opportunities**.

5.2 Package 02 – Prepare your entry. Access the right opportunities.

- Market Entry Assessment
- Market Entry Roadmap
- Local Business Environment Overview
- Institutional & Stakeholder Mapping
- Local Requirements & Procurement Overview
- Local Advisor / Service Provider Shortlist
- Tender & Market Entry Alerts
- Eligibility & Local Requirements Assessment
- Site Visit / Meeting Coordination
- Market Entry Action Plan

Main Output: **A pratical roadmap to enter the market and access relevant opportunities**.

5.3 Package 03 – Build your network. Create opportunities.

- Local Partner Mapping
- Partner / Company Profiles
- Qualified Partner Shortlist
- Stakeholder & Business Network Database
- Meeting & Introduction Coordination
- Business Development Pipeline

faHR Engineering Consultancy
FARTHER – HIGHER – BRIGTHER
Mail: contact@fahrengineering.com
WhatsApp: +269 351 25 33

- Client & Partner Meeting Reports
- Event & Networking Support
- Opportunity Follow-up Report
- Business Development Action Plan

Main Output: **A structured local network and business development pipeline.**.

5.4 Package 04 – From Opportunity to Project

- Local Project Assessment
- Project & Site Context Report
- Local Supply Chain Mapping
- Supplier / Subcontractor Shortlist
- Local Technical Capacity Mapping
- Contractor / Engineering Company Database
- Preliminary Project Risk Assessment
- Tender / Consortium Coordination Support
- Business Mission Report
- Project Access & Action Plan

Main Output: **Qualified project opportunities supported by the right local resources, partners and market intelligence.**

5.5 Package 05 – A long-term partner in the Indian Ocean region

- Regional Intelligence Reports
- Monthly / Quarterly Opportunity Reports
- Regional Project Pipeline
- Multi-Country Opportunity Tracking
- Regulatory & Market Development Updates
- Key project & Financing Announcements
- Partner & Stakeholder Database Updates
- Regional Business Development Reports
- Cross-Country Coordination Reports

faHR Engineering Consultancy
FARTHER – HIGHER – BRIGTHER
Mail: contact@fahrengineering.com
WhatsApp: +269 351 25 33

- Strategic Recommendations

Main Output: **Continuous regional intelligence, local presence and opportunity monitoring.**

5.6 Package 06 – A tailored package for your specific needs

Main Output: **A flexible regional support package tailored to the client's target country, sector, objectives and stage of development.**

Deliverables are indicative and may be adapted according to the target country, sector, project stage, client objectives and level of engagement required. Packages can be combined, scaled or customized to meet specific market access and regional development needs.

6 Methodology



faHR Engineering Consultancy
FARTHER – HIGHER – BRIGTHER
Mail: contact@fahrengineering.com
WhatsApp: +269 351 25 33

7 References

7.1 Experience of faHR Engineering Consultancy

Projet de bétonnage d'une plateforme du Port de Dodin

Port plateform Concreting – Mutsamudu Anjouan, Comoros

This project involved the construction of a 7,000 m² reinforced concrete platform within a port environment, including earthworks and stormwater drainage systems. Designed to withstand heavy operational loads, the works required precise coordination of materials and workforce. Execution was carried out under preliminary study inconsistencies, supply chain volatility and complex stakeholder governance.



Client : Anjouan Stevedoring Company (ASC)

Contractor: Entreprise Générale de Terrassement (EGT)

Financing: ASC

Country: Comoros

faHR Engineering Consultancy
FARTHER – HIGHER – BRIGTHER
Mail: contact@fahrengineering.com
WhatsApp: +269 351 25 33

Project Value: 600 000€

faHR scope: faHR has led the site and exclusively represent the Company under the Package 04 of our services.

Refer to: Faharate Mahamoud – Managing Director

Contact: egt.comores@gmail.com - +269 433 24 99

7.2 Experience of the Founder

7.2.1 Projet de renovation et d'extension d'un complexe hotelier 3 étoiles – Natiora Green Lodge

The **Natiora Green Lodge renovation and extension project** involved the rehabilitation and development of an existing hospitality complex, with the objective of improving its facilities, functionality and overall guest experience. The intervention included the **renovation of existing structures, the extension of the complex and the integration of new facilities**, including the restaurant and swimming pool area. The project required coordination between architectural design, civil engineering and construction activities, with technical support provided throughout the development and execution phases.



faHR Engineering Consultancy
FARTHER – HIGHER – BRIGTHER
Mail: contact@fahrengineering.com
WhatsApp: +269 351 25 33

Role: Consulting Civil Engineer

Contractor: TRANO Architecture

Country: Madagascar

Project Value: 500 000€

Scope: Rehabilitation, renovation, extension, technical design support and construction monitoring

Refer to: Joan RAZAFIMAHARO – Architect and Project Manager

Contact: joan.razafimaharo@gmail.com - +261 34 20 172 25 - +261 32 60 403 83

7.2.2 Travaux d'installation d'une centrale hybride sis à Ambatofisaka

Installation works for a hybrid central in Ambatofisaka – Antalaha – Madagascar

The **Ambatofisaka–Antalaha Hybrid Power Plant project** involved the installation and development of a hybrid energy facility combining renewable energy infrastructure with associated support facilities. As a **Works Supervision Engineer**, I was involved in supervising the construction and installation works, including **earthworks and backfilling, access roads and re-profiling works, control room and ancillary buildings, and foundations and structures for solar panel installation**. The role also included coordination with contractors and monitoring of the quality, safety and technical compliance of the works throughout execution.



faHR Engineering Consultancy
FARTHER – HIGHER – BRIGTHER
Mail: contact@fahrengineering.com
WhatsApp: +269 351 25 33

8 Commercial information

8.1 Geographic area of operation

faHR Engineering Consultancy is **Madagascar-based**, with a regional focus on the **Indian Ocean and Africa** and the capacity to support **international projects worldwide**. From its operational base in Madagascar, faHR provides engineering, project support, technical talent and regional business services through a combination of **remote delivery, local coordination and project-based mobilisation**. Our geographic reach is designed to connect Madagascar-based expertise with projects and opportunities across the **Indian Ocean, Africa and beyond.** Supporting international companies and project teams through remote engineering delivery, technical outsourcing and project-based talent mobilization.

Based in Madagascar. Connected to the region. Ready for international projects..

8.2 Indicative Mission Duration

The duration of each mission is **indicative and defined according to the scope, complexity, location and requirements of the project**. The initial timeline is established during the project briefing and may be adjusted based on the level of technical support, team composition and client expectations.

faHR aims to **optimise delivery timelines from the outset** by carefully defining the required expertise, allocating the most appropriate team members and structuring the intervention according to the specific needs of each project. Mission duration may therefore vary from **short-term technical assignments to longer-term project support and deployment.**

8.3 Contact

E-mail : contact@fahrengineering.com
Phone : +261 34 79 797 20 (Madagascar)
WhatsApp : +269 351 25 33
LinkedIn : faHR Engineering Consultancy