

Commercial Partnership & Pricing Structure

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At FRAVELEX Limited, we align our success entirely with your market growth. Our pricing architecture combines low-barrier operational entry retainers with performance-driven success incentives, ensuring your West African market expansion is both cost-effective and highly scalable.

1 Sales-as-a-Service (On-Demand B2B Sales Force)

Designed for international manufacturers seeking immediate B2B sales pipelines and volume distributor networks without the overhead costs of establishing a local corporate office.

Monthly Operational Retainer — \$2,000 USD / month (invoiced quarterly in advance)

Covers local technical sales agents, transport, B2B lead generation, and regional distributor pitching across major trade hubs (e.g., Alaba International Market).

Performance Commission — 3% to 7%

On the Free On Board (FOB) or Ex-Works value of all closed container and bulk orders.

Contract Term

6-month initial pilot phase with a mutual performance review.

2 Local Content & "Proxy" Partnership

Designed for manufacturers targeting high-value public utilities (DISCOs), government infrastructure projects, and large-scale private engineering tenders requiring local corporate compliance.

Annual Continuity Fee — \$7,500 USD / annum (flat fee)

Grants the legal right to utilize FRAVELEX's established West African corporate entity, local address, tax clearance certificates, and active sector-specific regulatory permits within official tender submissions.

Tender Success Fee — 2% to 5%

Of the total awarded contract value, payable upon successful project milestones and contract payouts.

3 Blueprint "Specification-Pushing" & Lobbying

Designed to position your technical products (transformers, switchgears, smart meters) as the mandatory requirement in upcoming major construction and energy projects.

Onboarding Collateral Fee — \$1,000 USD (one-off, per product line)

Covers the cost of adapting and presenting technical data sheets to regional Mechanical, Electrical, and Plumbing (MEP) consulting engineers.

Milestone Success Fee — \$3,500 USD flat bonus

For each approved municipal or private sector project blueprint where your brand is explicitly locked in as the procurement standard.

4 Regulatory Compliance & Post-Sale Aftercare

Designed to eliminate regional customs delays and safeguard your brand's reputation through local technical support networks.

Regulatory Processing Fee — \$2,000 USD flat fee per product certification batch

End-to-end management of local standardizations (e.g., SONCAP in Nigeria, GSA in Ghana). Excludes official statutory government fees, which are billed directly to the client.

Local After-Sales Retainer — \$1,500 USD / month

Retains FRAVELEX as your "Authorized Regional Service Center," managing a network of vetted, on-call electrical technicians to handle customer support, warranty inspections, and technical assistance.

Terms & Conditions

Currency & Payments: All transactions are denominated and payable strictly in USD or EUR to mitigate local currency volatility.

Strategic Bundling: Clients opting for a combined "Sales-as-a-Service" and "After-Sales" annual contract will receive a 100% waiver on the Regulatory Processing Fee for their initial product line entry.