ELYT | TRADE & SOURCING

International Sourcing & Market Development

ELYT Trade & Sourcing is ELYT's commercial unit dedicated to international business development. From Bolivia, we identify sourcing opportunities, assess potential supply sources and connect buying and supplying companies.

CAPABILITIES

International market development

Analysis of demand in destination markets and search for counterparts for products and raw materials with export potential.

International Sourcing

Identification of potential supply sources for specific buyer requirements, with an initial review of the information available on each supplier.

B2B introductions

Introductions between buyers and suppliers when their stated needs and capabilities are compatible.

Opportunity coordination

Follow-up on the exchange of specifications, samples and terms, so that the parties move in an orderly way towards their own negotiation.

METHOD

01	02	03	04
Identification	Assessment	Introduction	Coordination

OUR ROLE

> Commercial intermediary. We do not manufacture, hold stock or sell goods on our own account. Negotiations, checks and commitments rest with the parties.

AREAS UNDER EVALUATION

- Agricultural inputs and raw materials
- Raw materials for industrial formulation
- Fertilisers and soil conditioners
- Other opportunities of Bolivian origin

MARKETS

Origin: Bolivia. Markets under analysis (no ongoing operations): Brazil, Chile, Argentina, Peru and Paraguay.

HOW TO START

Buyers: share product, specifications, estimated volume, destination and timeline.

Suppliers: present product, specifications, stated capacity and available documentation.

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