



Opening Doors to Opportunity

International Business Development, Investment and Project Consulting

Connecting Türkiye's manufacturing and service capabilities with Africa's needs and business opportunities.

İZMİR / ABIDJAN

www.nmcconsultant.com

COMPANY PROFILE

Experience connecting two markets

A business development and consulting approach focused on the ECOWAS region, with Côte d'Ivoire as the priority market.

Who we are

NMC Gateway is the brand representing the management consulting activities set out in the articles of association of NMC Turizm A.Ş. The company was registered with the İzmir Trade Registry in February 2018.

Who we serve

Our primary clients are Turkish companies seeking to expand into Africa. We also support African companies and public institutions seeking products, services and project solutions from Türkiye.

How we create value

We assess market opportunities, identify relevant commercial and institutional counterparts, and coordinate meetings and proposals. Where required, our scope also includes implementation follow-up after agreements are concluded.

Our regional focus

Côte d'Ivoire is our starting market. Activities across the ECOWAS region are planned according to country and project needs. Our professional network in İzmir and Abidjan supports communication and coordination between Türkiye and local markets.

SERVICES

Africa for Turkish businesses

Phased support from market entry decisions to commercial negotiations and implementation coordination.

Market entry and opportunity assessment

Assessment of target markets and customer segments; development of an entry approach, priorities and a roadmap suited to the company's products and services.

Local partner and customer research

Identification of prospective buyers, distributors, representatives and project partners; initial contact and preparation of business meetings.

Proposal and negotiation coordination

Support with commercial proposals, communication between parties, negotiation preparation and agreement follow-up with the relevant specialists.

Trade missions and field visits

Planning business meetings, institutional visits and site assessments; interpretation assistance and local coordination.

Implementation and process follow-up

Following agreement, coordination of procurement, logistics, delivery and project implementation with the relevant parties, within the agreed scope of services.

SERVICES

Solutions from Türkiye for Africa

Access to manufacturers, service providers and project partners suited to the needs of African companies and public institutions.

Needs assessment and project scoping

Review of technical, commercial and operational requirements with the relevant specialists; definition of the solution scope and work plan.

Manufacturer and service provider research

Identification of suitable manufacturers, training institutions, technology companies and sector-specific service providers in Türkiye; coordination of discussions.

Procurement and proposal processes

Support with collecting and comparing proposals; clarification of technical and commercial matters between parties and follow-up of purchasing processes.

Investment and partnership models

Development of project concepts and business models; preparation of discussions with investors, operators and local partners; assessment of public-private partnership models.

Visits to Türkiye and implementation coordination

Coordination of factory and institutional visits, business meetings and training programmes; follow-up after agreement according to project needs.

OUR APPROACH

From research to implementation

Objectives, scope, responsibilities and expected outcomes are agreed together at the start of each project.

01 Consulting and business introductions

Market and needs assessment, research into prospective counterparts, initial contact and meeting preparation. Deliverables: prioritised opportunities and a project roadmap.

02 Active business development

Proposal coordination, meeting and negotiation preparation, and contract process follow-up with relevant specialists. Deliverable: a clarified commercial and project framework between the parties.

03 Implementation coordination

Follow-up of procurement, delivery and project implementation with relevant professionals after agreement. Deliverables: progress reporting and stakeholder coordination.

A specialist team tailored to each project

We work with staff and freelance professionals in Türkiye and Côte d'Ivoire. Depending on project needs, the team draws on expertise in international trade, law, finance, engineering, institutional relations, sales and marketing, logistics, translation and interpretation, tourism and construction.

Terms of engagement

The scope of services and terms of engagement are defined through a tailored proposal based on project requirements.

EXPERIENCE AND PROJECTS

Sector expertise and practical examples

The founder's experience and the projects developed underpin our ability to structure business models and coordinate stakeholders across sectors.

Havajet | Aviation and technical education

Under the Havajet International Aviation Academy brand, aviation and technical education systems and a franchise model are being developed. A memorandum of understanding has been signed with Côte d'Ivoire's Ministry of Technical Education, Vocational Training and Apprenticeship. Our activities also include language school programmes in Malta and pilot training through our representation of European Pilot Academy.

NMC Bilişim | Technology and business processes

We support businesses with software and hardware solutions. Our services in software, hardware, ERP, automation and digital transformation address business processes and operational requirements.

NMC Turizm | Organisation and operations

We organise faith-based tourism, group travel and business travel programmes between Africa and Türkiye. We also support the planning of international visits and events and their operational coordination.

Prefabricated housing | Türkiye-Africa supply model

A preliminary agreement has been concluded for a prefabricated housing project for cooperative members in Côte d'Ivoire. Work continues with the Turkish manufacturer and local stakeholders on sales, procurement and implementation processes.

INVESTMENT CONCEPTS

Eden Coast: two distinct living concepts

Accommodation and lifestyle projects adaptable to different locations and open to investor and operator partnerships.

Eden Coast Resort | Accommodation and active living

A resort concept designed particularly for people aged 60–75, combining accommodation close to nature, relaxation and social life. Hobbies, culture, arts and outdoor activities support an environment for extended stays. The project centres on comfort, accessibility and active ageing.

Eden Coast ReLife | Rehabilitation and recovery

A centre concept integrating rehabilitation with accommodation and support for daily living. Planned components include functional assessment, physical rehabilitation, hydrotherapy, balance and fall prevention, daily living skills, cognitive and psychological support, nutrition and active living. The aim is to create a rehabilitation environment that supports mobility and independence in everyday life.

Investment and partnership approach

Location, capacity and operating models for both concepts are being assessed with investors and specialist operators. The projects are not limited to İzmir. Project discussions open to investors and investor-operator partnership initiatives are ongoing.

FOUNDER PROFILE

N. Mehmet ÇELEBİ

More than 34 years of experience in entrepreneurship, corporate management and international business development.

Multisector management experience

Company formation and management in information technology, aviation education, tourism and event organisation; experience developing training infrastructure, software and operational systems.

Background in education and aviation

He operated vocational training centres for approximately 20 years and served as a part-time lecturer at Yaşar University for 10 years. As the founder of Havajet Aviation High School, he led the development of technical training programmes, workshop infrastructure and practical education models. He continues to work on international education partnerships and technical education projects in Africa.

International business development approach

His work focuses on commercial and institutional connections between Türkiye and Africa, project concepts, investor and partner relations, and strategic growth models.

Honorary Consul of the Republic of Guinea-Bissau in İzmir

The honorary consular role is presented as biographical information about the founder.

Contribution to NMC Gateway

His sector experience, relationships in Türkiye and Africa, and project development expertise guide the strategic direction of consulting assignments and team coordination.

CONTACT

Let's plan the next step together

Share your project objectives with us to expand into Africa or connect with suitable solution partners in Türkiye.

NMC Gateway

The management consulting brand of NMC Turizm A.Ş.

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References

To protect client confidentiality and the privacy of our business relationships, references are not published in this presentation. Relevant reference information may be shared in one-to-one meetings, subject to client consent and our confidentiality obligations.