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The Panar Group are the number one supplier for pipes and fittings in the water, sewage, ducting and construction industry in Nigeria. Panar had a strong desire to increase the efficiency of their operation and reduce their costs. This is where Kinara stepped in. Kinara International began working with the Panar Group on the design and manufacture of their products, as well as the global logistics out of Kinara's facilities.

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Kinara has greatly improved our efficiency and cost savings as we work with them to source many different products that are vital to running our business. They have made an effort to better understand the industry that we work in, which is highly technical, so that they know what to look for when assessing quality products and services. They also have intimate knowledge of the manufacturing landscape in China and are able to source multiple different options quickly for us whenever we work on a new project with them.”

Kinara has built some amazing relationships with some of the best-in-class manufacturing facilities across the world, particularly in China. We understand how manufacturing works, what drives business decisions for manufacturers and what keeps them up at night. For every supplier that we shortlist or intend to work with, we conduct a series of audits to ensure production ability, demand fulfillment capacity, and social and environmental responsibility amongst a long checklist.



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We follow our 5 step strategic sourcing process to deliver savings and efficiencies for Panar-

- 1** – Define The Service Requirements
- 2** – Suppliers Sourced
- 3** – Suppliers Assessed
- 4** – SLA & Instructions
- 5** – Manufacturing Process

One of Kinara's first clients, Panar Group and Kinara have been working together for many years. Kinara have put a lot of effort into developing expertise specifically for the industry that Panar is in. This way, we were able to fully understand all requests and are able to move quickly on any requirement.

