

# Case Study

## Manufacturer Needs Tools to Launch a Project in Belarus



A Dutch equipment manufacturer has sold a processing facility to a customer in Belarus. In addition to the equipment supply, the manufacturer was also required to do the onsite installation.

### Starting Situation

While the Belarus customer took care of the equipment import themselves, they were not willing to support the import formalities of the tools and consumables required for the installation work at the jobsite.



The Dutch company didn't have their own legal entity in Belarus or the Eurasian Economic Union either. Timing was short and the tools were required in Belarus urgently.

### Solution

In a practical brainstorming session, we separated the toolbox content (2 x 40' container) into two groups: 'import required' and 'local sourcing possible'. Only 30% of the equipment could not be sourced locally, so it had to be imported. We created technical datasheets and acted as the Importer of Record for the temporary import so the Belarus customer did not need to be involved in the import formalities. Our project team spent 2 days to source all the remaining tools and consumables locally and delivered them to the jobsite accordingly.



When the installation work was finished, we returned the capital tools to the Netherlands and collected everything else to our Moscow storage facilities in order to have it available for the manufacturer's future projects throughout the region.

### Conclusion

We delivered all the required installation tools and consumables to the jobsite on time, with limited costs, and without having to involve the local customer.



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